

# THE CANADIAN GROCER

VOL. XI

TORONTO AND MONTREAL, NOVEMBER 19, 1897.

No. 47

QUALITY..

When a salesman talks price to you

Ask him about **QUALITY**

When he talks quantity . . .

Ask him about **QUALITY**

When he talks merit to you . . .

Ask him about **QUALITY**

That's the \_\_\_\_\_

**STRONG POINT**

in

**Colman's Mustard**

## MacLaren's Imperial Cheese



is the cheese for your trade. There are many imitations—easy to buy, but hard to sell. Don't take them unless you are prepared to take chances with your cheese trade. There is only one that is sure to give satisfaction.

**A. F. MacLaren & Co., Toronto, Canada**

**Cooked Compressed Luncheon Beef**

**HELMET BRAND**



is one of the staple delicacies which people never grow tired of. It is neither Roast Beef nor Corned Beef, but is much more delicious than either. It is prepared ready for the table, and makes a delicious luncheon for clubs, hotels, families, tourists, etc. Remember, your stock is not complete without a full line of our Canned Goods.

Agents:

**J. L. Watt & Scott, Toronto.**  
**Watt, Scott & Goodacre, Montreal.**  
**George De Forest & Sons, St. John, N.B.**  
 Or  
**ARMOUR PACKING CO. - Kansas City**  
 U. S. A.

ANTOINE SOLARI'S



SULTANAS

ANTOINE SOLARI'S



FIGS

**Antoine Solari**

HEAD OFFICES:

**GRAND VEZIR HAN,**

**SMYRNA**

Importer and Exporter of

**DRIED FRUIT, SMYRNA FIGS and SULTANA RAISINS.**

All orders executed at lowest prices.

AGENTS:

Messrs. LIGHTBOUND, RALSTON & CO.	-	Montreal.
E. FIELDING	-	Toronto.
T. H. HERRING	-	Hamilton.
SEETON & MITCHELL	-	Halifax.
E. T. STURDEE	-	St. John.
D. C. HANNAH	-	London, Ont.

**PUREST AND BEST**

**WINDSOR SALT**

**Purest                      Most Soluble**  
**Whitest                    Most Uniform**  
**Most in Demand**

For Sale by all Wholesale Grocers.

THE

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



**Telegraph**

your orders to us, if you are in a hurry for any of these standard goods and the time is too short to reach us by mail — we will bear the extra expense.

**Cox's Gelatine**

The brand folks know—tried and true in its purity and its strength. It makes a rich and a crystalline jelly, and it does its work quickly and surely. The economical housewife's gelatine—Cox's.

**"Thistle Brand" Finnan Haddies**

Real Finnan Haddies, cured, smoked and packed right at the waterside. Thus, they retain that delicate flavor that consumers like and yet so seldom get. Packed at St. Mary's Bay, N.F.

**Fry's Chocolates and Cocoa**

The "Diamond Sweet Chocolate," and the pure concentrated, easily soluble Cocoa, are standards from which other preparations are said to be "just as good as Fry's." But please remember one thing—if the name "Fry" is on the package it stops all argument. It speaks for itself.

**Lazenby's Jelly Tablets**

13 varieties of already sweetened and absolutely pure, flavored jelly tablets. The field of their sales is widening—"quality counts" you see.

**Lazenby's Soup Squares**

Large orders recently filled in London for the Government for the Indian frontier. Competition is always out-distanced by quality—again we say "quality counts."

Agents : - - -

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

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



ESTABLISHED 1849.

THE BEST THAT SCOTLAND YIELDS.

# Pattisons' Whiskies

Of unrivalled quality and flavor; are the Oldest, Finest and Purest Whiskies shipped from Scotland.

## Our Popular Brands :

O.B.G. Old Blended Glenlivet, 3 years old	- -	10s. 6d. Per Doz.
Very Old Special, 5 years old	- -	12s. 0d. "
Royal Gordon, 8 years old	- -	15s. 0d. "
Morning Dew, 8 years old	- -	16s. 0d. "
Morning Dew, "Special Liqueur," 12 years old	- -	22s. 0d. "
Royal Gordon, Perfection, 15 years old	- -	32s. 0d. "
Perfection, "Extra Liqueur," 15 years old	- -	42s. 0d. "

(the very oldest and finest shipped from Scotland.)

## Cheap Scotch and Irish Whiskies

under *SPECIAL LABELS*, from 6s. per doz. reputed quarts.  
Special allowance for large orders.

**Miniature Sample Bottles** of Standard Brands  
FREE ON APPLICATION.

ORDERS TAKEN FROM WHOLESALE TRADE ONLY.

# PATTISONS LIMITED

*Highland Distillers*

**LEITH**

And at EDINBURGH, KEITH, BALLINDALLOCH and LONDON.

The largest shippers of Fine Whiskies from Scotland.

**S. B. Townsend & Co.**      Box 1125      **Montreal**

Sole Agents for the Dominion of Canada.

"A FULL STOCK OF MATCHES WITH EDDY ON THE BOXES."

Sulphur  
Parlor  
Safety  
Wax  
MATCHES

Their saleable qualities have long been known. The leading dealers handle

**"EDDY'S"**

exclusively, because they sell quicker and at better profits than any other.



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

HULL, QUE.

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

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

**PARADISE and HAY CASTLE CURRANTS**



The finest growths of currants imported into Canada, at just a shade over the price of ordinary goods. You can guarantee every satisfaction to the consumer, and your trade will be sure to increase.



**TRENOR'S and ARGUIMBAU'S** Fine Off-Stalk and Selected Valencias.

- NEW GRENOBLE WALNUTS
- " ALMONDS
- " FILBERTS
- " SULTANAS
- " FIGS OF ALL KINDS

Everything New, Bright and Attractive.



**W. H. GILLARD & CO. WHOLESALE ONLY . . . HAMILTON**

JOHN MOUAT, NORTHWEST REPRESENTATIVE, WINNIPEG.

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

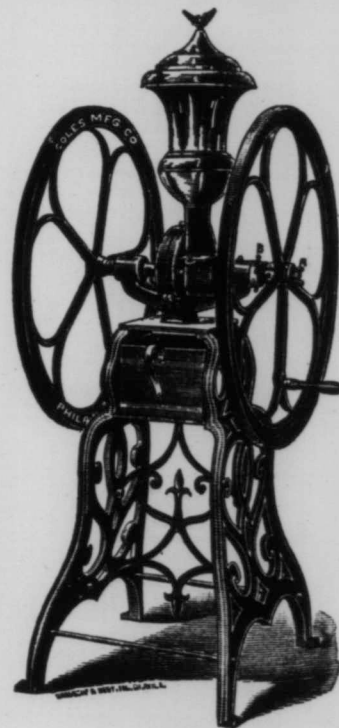
And all Grocers' Sundries

**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**



No. 18

Agents: TODHUNTER, MITCHELL & CO., Toronto  
DEARBORN & CO., St. John, N. B.

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

**Grocers!**

Being specialists in the manufacturing of Coffee Mills, we know what is required in a mill.

Therefore: Why not blend your own coffee and grind it in a COLES MILL? You cannot fail to give the highest satisfaction.

Thousands of Grocers have added to their worldly goods by doing this; why not you?

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

# THE CANADIAN GROCER

Vol. XI. (Published Weekly)

TORONTO AND MONTREAL, NOVEMBER 19, 1897

(\$2.00 per Year) No. 47

## THE YOUNG GROCER'S START.

MANY hundreds of young men receive their diplomas in June and go forth to battle with the world, says *The Boston Herald*. For most of them the all-important question is: "How shall I succeed in business, and what line of business shall I choose?"

There seems to be very little room in the professions, except at the top, and the top may not be reached by every man. Agriculture, in some parts of the country, offers a fair field for executive ability and brains, but the average college man, after he has received his degree, looks askance at a farmer's life. He prefers to form a part of the bustle and excitement of a small city, even at the smallest of salaries, rather than to seek a competency in the country.

If the young man feels that he has not sufficient application to become a good doctor, or a sufficiently clear brain to become a lawyer, or enough taste for mathematics to enjoy the career of a civil engineer, or the moral qualities which would fit him for the ministry, he turns his attention to the world of general business.

If he cannot have a position with his father, and if he has or can command a hundred or two in cash, he looks about for something to do which will make him his own master. One young man decided to go into the grocery business in a small way. He had a very small capital, and was absolutely without experience, but he argued that he would succeed on the ground that "people must eat." There was, he knew, always a demand for groceries, and he believed that politeness and a tastefully arranged stock would carry him through until such times as he had a personal knowledge of the details of the business.

He sought out a locality which was not fashionable, but where a great many people were congregated within a small space, and

he succeeded in leasing a corner store of minute dimensions.

Having the store, the question arose what to put in it. He called on a member of a big retail establishment and asked for advice. He was told that he would have to go to some wholesale grocer, and that there he would get both advice and stock, that the latter would be expensive, and that the former might be, unless he went to the right sort of a place.

The young man was fortunate in being introduced to the head of a wholesale firm which was noted for its integrity as well as its liberality. The senior partner listened to the young man's story and then summoned a grocery jobber.

The jobber explained to the candidate for grocery honors just what steps would be necessary to establish the latter in business.

"Ever had any experience in the grocery business?" asked the jobber.

"None whatever," was the reply.

"That's bad," said the jobber. "However, you seem to be a bright man, and if you will let me handle the business for you until you get fairly started, I fancy we can make a go of it."

The young man explained that he had a store, and explained the kind of locality in which it was situated. Then he asked the jobber what was the first step to be taken.

He was told that, in order to get his stock, he would have to pay cash on first orders. "Of course," said the jobber, "there are firms which, if you could satisfy them as to your honesty and good intentions, would stock your store and take their own chances, but none of the best firms will do business that way. We always demand cash for first orders, and it will cost you about \$500 to open your store. After you get your first stock,

we shall be willing to trust you for goods to the extent of about two-thirds the value of your stock. Now, I don't want to discourage you, but I might just as well tell you now that, unless you get acquainted with the business before you start on your own hook, there is but little probability of your success. Still, I have known inexperienced men to succeed when they employed a clerk who was thoroughly familiar with groceries.

"If you want to learn the business before you venture your capital, you can get a working knowledge in a year, but you will spend the next twenty years in learning how much there is that you don't know.

"If you go in for yourself at once, it will, as I have already said, cost you about \$500 for your first stock. After that we will sell you goods on 30 days' time, and give you 1 per cent. discount for cash paid within 10 days.

"If your capital invested is, say \$600, you ought to have receipts of \$50 a day, to make the thing pay. And you would have to do a cash business. You couldn't give long credits to your customers. You couldn't follow the custom of many of the large dealers and have twice as much on your books as in your safe.

"Supposing you think that you can't afford to hire an experienced clerk, then you must find some salesman connected with a wholesale house in whom you feel perfect confidence and on whose judgment you can rely.

"In nine cases out of ten, this salesman, if you choose him with care, will work for your interests because in so doing he is working for his own. He knows that if he cheats you in the beginning, you will find it out, when you have gained some experience for yourself, and, that it will then be impossible for him to retain you as a customer.

"For a man without experience, even when he is assisted by a good salesman,

## 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.

there is but one chance of success, and that lies in the way in which he manages his store. If he has neat clerks, even though they know little about the business, and if his bundles are always carefully done up, and if his goods are always kept free from dust and are artistically and attractively arranged, and if his floor and windows are always scrupulously clean, it is very probable that all the women in the neighborhood will gradually come to patronize the new store.

"You ought to number at least 100 families among your customers if you expect to make money. You can't very well do business with a fewer number. For a family of five persons the average bill for groceries is \$256 a year.

"It doesn't make much difference what kind of people your customers are, provided they possess an average amount of respectability. It will pay you to get the best groceries, for the difference in cost between the best and the poorest wouldn't be more than two per cent. Rather than try to add this small amount to his profits, it would pay a man better to put it into his service."

The jobber gave the young man true and wise advice regarding the establishment of a small grocery, but the large retail concerns are managed in quite a different way. Some of the largest ones have a capital invested of a good deal more than half a million, and each keeps a private stable, in which are kept perhaps a hundred horses, used in delivering goods. Such an establishment carries an enormous stock, which is stored in a warehouse of many storeys.

The customers are drawn from Europe as well as from America, and the goods for sale come from every part of the civilized globe. In a sense, a modern large grocery store is a sort of a museum, in which are displayed samples of the food products of the world. There are teas from Ceylon, China, India and Japan; coffees from Java; sugars from Paris and elsewhere; oatmeal from Ireland and Scotland;

rice from Japan and the Southern States and from France; gelatine from Germany; mustard from England; nutmegs from Singapore and Java; and spices from the East Indies; cream tartar from Bordeaux; vanilla beans from Mexico; chocolate from South America and Venezuela; raisins from Spain, California and France; currants from Greece; citrons and lemons from Italy; dates from Persia and Arabia; prunes from Bordeaux, California and Wiesbaden; grape fruit from Jamaica and Florida; nuts from South America, New Orleans, Texas, California and Naples; lichis from China; chestnuts from Italy, and a host of other things from all points of the compass. The stock of a large grocery is purchased generally through the American agents of foreign firms.

Comparatively few people know that all the cream tartar, or practically all, that is used in the world comes from Bordeaux, and that it is the ground crystals which form on the sides of wine casks.

The Wiltshire ham has long been celebrated for the fineness of its flavor, but the modern Wiltshire is not generally the Wiltshire of the past. In the old days these hams were hung by the English farmers in the chimneys of their houses. The peculiar flavor was caused by burning oak chips from the cooper shops in the fireplaces.

Many a man who eats Roquefort cheese with his dinner is ignorant as to just where the cheese comes from and how it is made. It is the product of sheep's milk, and, after the cheese is formed, it is placed in one of the famous caves at Roquefort, where the temperature is kept at about 40 degrees, and where there is a moisture in the air that is supposed to come from some subterranean sea which has openings into the caves. The Brie cheese is also dependent upon a cave for its perfection. It is believed to have been in use since the second century. The odorous Limburger of Holland is consumed in enormous quantities in France, and England comes second in the list. It has been said that there are no less

than 213 distinct kinds of cheese made in Europe and America.

Truffles, which grow wild in the ground in France, are hunted with dogs, the dog being trained to scent a truffle as it would a woodchuck.

In a modern grocery store one may find no less than 100 different kinds of mineral waters, not to speak of cigars and confectionery, and stove polish and matches.

### MONEY IN MANITOBA.

From the best information obtainable it is calculated that at least 12,000,000 bushels of wheat have been marketed to date this fall by the farmers of the province and Territories. This should mean that about \$9,000,000 has been placed in the hands of the wheat raisers in the Canadian west. The receipts at Fort William were 5,364,000 bushels during September and October, and the shipments during the same period were 4,306,000 bushels. This is the largest movement of wheat during those months to Fort William in the history of the Canadian Pacific line. The number of bushels of wheat in store at interior elevators is placed at 5,000,000.—Free Press, Winnipeg.

### A GROCER'S JOKE.

A Bath, Me., grocer recently perpetrated what he supposed to be a practical joke on a competitor, and sent him, according to an exchange, a communication informing him that the master of a certain vessel in port desired to see him. His purpose was to put his competitor to a little trouble, and then laugh at him. Taking the letter for a genuine communication, the grocer called on the master of the vessel, and though informed that the letter was not genuine, he found the captain in a mood to lay in some supplies, as he was about starting on a voyage, and sold him \$3,000 worth of goods for cash and delivered them. When the joke leaked out it was, in the opinion of the man who wrote the fictitious letter, not so much of a joke.



# HOLD YOUR TEA TRADE

Don't allow others  
STEAL  
your profits.

HILLWATEE, KIJU, URIBA

AND OUR

CIRCLE TEAS

will do it for you.

Don't allow others  
STEAL  
your trade.

THE QUALITY SURPRISES OPPONENTS.

LUCAS, STEELE & BRISTOL - HAMILTON

# ROYAL SALAD DRESSING

*The finest prepared  
Ingredients never separate  
Not affected by temperature*

Cases contain 1 dozen large size or  
2 dozen small size.

... Try a sample case ...

JAMES TURNER & CO. - HAMILTON

## HUNTING PARTIES--

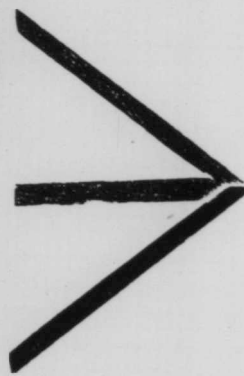
Condensed Coffee and Milk  
Evaporated Cream  
Condensed Milk

ARE INDISPENSABLE  
IN THE WOODS

**"REINDEER" BRAND**

"The Old Reliable"

FRUITS  
NUTS  
PEEL



**Get Our Prices**

NEW MALAGA FRUIT  
AND NUTS IN STORE.

**The Davidson & Hay, Limited.**

Wholesale Grocers

TORONTO

#### AMONG THE RETAILERS.

*Dried  
Fruit  
Window.*

Swan Bros., King street east, have the first window display of foreign dried fruits I have seen this season, and it is an excellent one. The display in shape is like a cone cut in four from top to bottom, and one quarter shown. The bottom is of currants, seedless and ordinary raisins in bulk. Above these are boxes of raisins and currants, then prunes in glass jars and boxes, then figs and citron, lemons and orange peel, and above these are 1-lb. boxes of dried apricots and peaches. Everything is clean and fresh-looking, and as the back of the window is of glass no dust can reach the display from the store.

*Sawdust  
on the  
Floors.*

There is quite a difference of opinion among retailers in regard to the advantage or disadvantage of sawdust on the floor of grocery stores. For the store where there is much walking (consequently much dirt coming into the store) the general verdict seems to be in favor of the sawdust. When put on about three times a week it is always cleanly in appearance, and keeps the floor clean for a great length of time, besides minimizing the rising of dust. Behind the counter it is especially useful, mixing up with paper, sugar, etc., that falls from the counter. Sawdust behind the counter should be swept out every morning.

*Buying  
Goods.*

In those parts of Toronto where cutting is carried on to the greatest extent, it generally follows that the worst price-cutters are shrewd buyers. They see how even  $\frac{1}{4}$  c. per lb. difference in price will attract or lose customers, so are ever on the lookout to secure the closest prices obtainable. One dealer, in speaking of cutting, made the remark that his neighbor was selling below cost. On enquiry this neighbor told me that he never sold anything below cost. Said he, "There is a class of people always looking for a snap, a bargain, and in order

to satisfy these people I watch the markets, and there is always something offered by one wholesale or another that will catch these people, and I get pretty nearly everything I cut this way. If it is cheap, but not up to the standard, I would have it for general sale. I always tell my 'sensible' customers just what it is. As for the bargain-hunters, I leave it to themselves—their trade is not worth the risk of telling them that cheap goods are not always the best." This man says that a clerk is no good that cannot tell the difference between a bargain-hunter and a "sensible" customer.

*Good Tea  
Display.*

Michie & Co. have in their window this week a unique display of their teas. They have had made for their trade 1-lb. tea caddies, about six inches high and four inches wide. These caddies are lined with air-tight tinfoil, with a neat tin lid fitting neatly into the top. The outside of the caddies is of paper, neatly printed in combinations of such colors as light green, light and dark blue, pink and red. Michie & Co. cater to the trade of those who are willing to pay the price for the best goods, and the values of the teas shown in these packages range from 30c. per lb. to as high as \$1 per lb. These caddies are displayed in pyramidal rows, the variety of shades in them creating a pretty effect. In the front of the window is a row of caddies, opened to display the variety of blends offered for sale.

THE RAMBLER.

#### BUSINESS ON KLONDIKE ACCOUNT.

The Hudson's Bay Co. is besieged with enquiries from persons desiring of going to Klondike by the routes familiar to the officials and servants of the company. Many persons are writing from United States cities, and from all indications a very large business in outfitting will be done this winter and spring by Canadian firms. A number of parties are being organized in the province to go out as soon as the trip is feasible.—Free Press, Winnipeg,

#### ARCTIC FRUITS.

IN spite of the latitude and the Arctic current, Labrador is the home of much that is delicious in the berry world, remarks an exchange. Even the outlying islands furnish the curlewberry and bake apple in profusion; and upon the mainland, in the proper month, September, a veritable feast awaits one.

There are three varieties of blueberries, huckleberries, wild red currants, having a pungent aromatic flavor, unequalled by the cultivated varieties; marshberries, raspberries, tiny white capillaire teaberries, with a flavor like some rare perfume, and having just a faint suggestion of wintergreen; squashberries, pearberries and curlewberries, the latter not so grateful as the others, but a prime favorite with the Eskimos, who prefer them to almost any other; and lastly, the typical Labrador fruit, which, excepting a few scattering plants in Canada and Newfoundland, is found no where else outside of the peninsula—the gorgeous, bake apple.

These cover the entire coast from the St. Lawrence to Ungava. Their beautiful geranium-like leaves struggle with the reindeer moss upon the islands, carpet alike the low valleys and the highest hilltops, and even peep from banks of everlasting snow. Only one berry grows upon each plant, but this one makes a most delicious mouthful. It is the size and form of a large dewberry, but the color is a bright crimson when half ripe and a golden yellow when matured. Its taste is sweetly acid.

#### SENSIBLE BUSINESS MEN.

Mr. J. A. McKerchar, merchant, Main street north, has been approached by a number of ratepayers and has consented to run for school trustee in ward five. Mr. John McKechnie, who has served one term on the school board, has again consented to run for ward four. Mr. Angus Brown, a well-known city merchant, has also consented, upon the solicitation of a large number of friends, to stand in ward five. He has been a member of the board for several years.—Free Press, Winnipeg.



The Summer Fruits have had their day,  
But Jelly Powders come to stay.

Your customers want it  
Therefore you need it

Have we  
your  
Order?



PURE GOLD MFG. CO.

Toronto



## Gold=Dust Corn Meal

is as ever—the Corn Meal of highest quality. Evenly cut—free from black specks—a rich golden yellow. Strong points for your Corn Meal trade.

Manufactured by the American process, than which no other process is quite so sure to cleanse Corn Meal so perfectly. Now is the time to look it up, if you never have. It will increase your winter sales beyond a question. What it has done for others it will do for you.

The Tillson Company, Limited  
Tilsonburg, Ont.

From Manufacturer to  
Retailer Direct

## TALK ABOUT QUALITY

Here is what a prominent Cheese Manufacturing Concern says about

# Rice's Pure Salt



"The 'Cheese' Salt that we received from you is the best salt we have ever used, and every Cheese Maker should use it."

The reason this Salt is so highly prized, is because of its Purity, beautiful color, even grain, and ready and even solubility.

Put up for all purposes, and every package guaranteed to give highest satisfaction.

SOLE MANUFACTURERS—

The North American Chemical Co., Limited - Goderich, Ont.

NOW IN STORE

## NEW DRIED FRUITS

ARGUIMBAU'S  
RAISINSSelect Layers  
Selected  
Fine Off-Stalk  
Off-Stalk

CURRANTS

Cleaned and Uncleaned  
In Cases and Half-CasesExcelsior Vostizza  
Patras  
and  
Fine Filiatria

CALIFORNIA PRUNES — Size, 40-50, 50-60, 70-80, 90-100.

FIGS — Best Eleme in 10-lb. Boxes and Comadra in Taps.

CLOSE PRICES FOR ROUND LOTS

THOS. KINNEAR &amp; CO.

WHOLESALE GROCERS  
49 FRONT STREET EAST

TORONTO

## LONDON RETAIL GROCERS.

THE above association held their regular meeting on Nov. 9. The attendance was up to the average, but not as large as should be. Communications from Montreal and Hamilton re petitioning Legislature in regard to the Garnishee Act were read, and the secretary was instructed to acknowledge the same and inform them that this association is heartily in sympathy with the movement, and would suggest that a petition be circulated at the same time asking for an amendment in the Act relating to inspection of weights and measures. The present system of charging fees is unjust, as the tax falls on the dealers, while the inspection is supposed to be in the interest of the public generally.

It was duly moved and seconded that the secretary prepare petitions asking the Legislative Assembly to amend the Garnishee Act and also place inspectors of weights and measures on salary paid from the general fund instead of collecting fees as at present. It was further resolved to ask all associations to co-operate. Carried.

The president called for election of officers, when the following were elected as the officers for the ensuing year:

President, R. A. Jones.  
Vice-President, R. H. Cullis.  
Treasurer, W. H. Branton.  
Secretary, E. Sutton.  
Guard, Mr. F. Ward.  
Directors.—J. C. Trebilcock, T. A. Rowat, N. McLeod and R. W. Rolston.  
Auditors, T. A. Rowat and J. C. Trebilcock.

Mr. T. Rowat remarked that he had been for some time past considering something that he thought would be a benefit to this association and the citizens generally. He felt that the association had not made the progress it should; there should be more life in it. The picnics and "at homes" have been successful, but he thought a pure food exhibit, similar to those being held in other cities, would be more beneficial. It was moved that Mr. Rowat and the past president, Mr. W. H. Ferguson, be a deputation to attend the Pure Food Exhibit at

Toronto and obtain information respecting conducting such an exhibition.

Mr. T. A. Rowat remarked that he had just one more motion to make. He would move that a hearty vote of thanks be tendered Mr. Harley, the retiring president. He felt that Mr. Harley had performed his duty as president faithfully, and while the association had not made as much progress during the past year it was no fault of his. The motion carried unanimously.

Mr. Harley replied, saying he would like to see the members take a more lively interest in the work of the association, and he hoped that the new president would be able to make the association more of a success this coming year. He said that if the members would take hold there would be no doubt of the success desired being assured.

The meeting adjourned to meet again on December 7.

## SETTLING THE BOY'S CAREER.

An old Dutchman had a beautiful boy, of whom he was very proud, and he decided to find out the bent of his mind. He adopted a very novel method by which to test him. He slipped into the little fellow's room one morning and placed on his table a Bible, a bottle of whiskey and a silver dollar.

"Now," said he, "ven dot boy comes in, ef he dakes dot dollar, he's goin' to be a beesniz man; ef he dakes dot Bible, he'll be a breacher; et he dakes dot whiskey, he's no goot—he's goin' to be a drunkart," and he hid behind the door to see which his son would choose.

In came the boy, whistling. He ran up to the table and picked up the dollar and put it in his pocket; he picked up the Bible and put it under his arm; then he snatched up the bottle of whiskey and took two or three drinks and went out smacking his lips. The old Dutchman poked his head out from behind the door and exclaimed:

"Mein gracious! he's goin' to be a bolician."—Tit-Bits.

## WESTERN FIRMS AMALGAMATE.

Thos. Marks & Co., Geo. Clavet and Dobie & Co., all carrying on business separate at Port Arthur, Ont., until recently, have formed a joint stock company under the name of the Marks, Clavet, Dobie Co., Limited, and in future will conduct a wholesale and retail hardware and grocery business, and in order to secure a fair share of the trade of the great mining district of Northern Algoma have placed a traveler on the road who will look after the company's interest from White River to Rat Portage.

If business experience counts for anything the new firm should be successful, as Mr. Marks, the president, has been in business 40 years; Mr. Clavet, the managing director 25 years; Mr. J. C. Dobie, the junior member, has conducted a successful business for a number of years, and Mr. Hourigan, the secretary and accountant, has been in the employ of the Ontario Bank for 11 years.

Last week THE CANADIAN GROCER called on the new firm, and, in conversation with the managing director, learned that it was their intention to buy in large quantities from manufacturers, etc., and to buy for cash only.

## A DINNER TABLE IN JERUSALEM.

An American traveling in Jerusalem describes in The Hartford Courant a dinner he recently ate in Jericho. "We sat down on the porch of the hotel," he says, "after a dinner at which we were served with butter from Norway, cheese from Switzerland, marmalade from London, wine from Jerusalem diluted with water from the well of Elisha, raisins from Ramoth Gilead, oranges from Jericho (in no respect inferior to those from Jaffa or the Indian River, Florida), and almonds from the east of the Jordan, smoking Turkish tobacco, which, like the Turkish Empire, is inferior to its reputation, and a cup of coffee from—the corner grocery of Jericho."

# FRUIT .. VINEGAR



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

## R. J. Graham

BELLEVILLE, ONT.



# Profits

are quickly and easily made by selling . . . .

J. Bruce Payne's Celebrated

# CIGARS

ASK YOUR JOBBER FOR

## Pharaoh, Pebble, La Fameuse, Grit, The Bird, etc.

Known and smoked from Newfoundland to Klondyke.

J. BRUCE PAYNE - GRANBY, Que.

If you want the nicest, sweetest and most wholesome Buckwheat Flour for Pancakes, buy

## DALLEY'S HYGIENIC SELF-RISING BUCKWHEAT FLOUR

Put up in 2½-lb. and 5-lb. packages, in handsome cartoons. Packed two and three dozen packages in a case. Every package guaranteed to give satisfaction. Made from this year's growth of Buckwheat.

THE F. F. DALLEY CO. LIMITED - HAMILTON, CANADA



## Looking 'round . . .

for better Mince Meat will bring you back again just where you started. You won't find a better article in the world than

### WETHEY'S CONDENSED MINCE MEAT

because it combines the purest and best meat, fruits and spices procurable. Nothing second rate is used.

J. H. Wethey, Mfr., St. Catharines, Ont.

# NEW GOODS...

SHELLED WALNUTS

GRENOBLE WALNUTS

FANCY FIGS, in partitioned boxes

MALAGA MUSCATELS, choice and fancy

IMPORTED  $\frac{1}{4}$  SARDINES

Write us for Prices

With Key. To retail at Ten Cents

**H. P. ECKARDT & CO.,** Wholesale Grocers, **Toronto**

## Grand Mogul Tea

Coupons in every package entitling holder to heavy quadruple plate Silver free.

GRAND MOGUL stands head and shoulders above all other teas in flavor and strength. Test it with any other. Samples sent anywhere. **Retail Prices, 25c., 30c., 40c., 50c., 60c. a lb.** Black or mixed.

If you want the agency for your town, WRITE US.

Sole Agents for Canada **T. B. ESCOTT & CO.,** Wholesale Grocers, **LONDON, ONT.**

THEY HAVE THE REPUTATION

**LE CAPORAL, 12's**  
**COUNT DUFFERIN, 12's**

The highest class Cigarette Tobacco that money and skill can produce. Prices show a good profit to the retailer.

**CUT TOBACCOS**

MORNING DEW  
CHAMPAIGN  
GOLDEN LEAF  
HUDSON

VIRGINIA FLAKE CUT  
VIRGINIA CUT PLUG  
VIRGINIA CUT PLUG  
KENTUCKY CURLY CUT

For smoking or chewing.

These Brands are pushed by all dealers who look for intrinsic value in the goods they handle.

**SNUFFS**—We are the largest snuff manufacturers in Canada. All the standard makes. Jobbers in any locality will quote you Prices. . . . .

Manufactured by the well-known firm

**B. HOUDE & CO. - Quebec, Que.**



J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Treasurer.

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### CANADA'S WINTER PORTS.

**D**URING the course of an article on trade relations between Canada and the United States The N.Y. Journal of Commerce a few days ago made the extraordinary statement that in the winter months Canada can reach the sea only through the ports of the United States.

We take it for granted that our contemporary had reference only to the Atlantic coast, for on the Pacific coast of the Dominion there is no more winter than there is in the south of England. But it surely could not have been thinking what it was saying when it asserted that Canada was dependent upon the United States for an outlet to the Atlantic during the winter months. The Journal of Commerce has always been most fair in its treatment of Canada and we can explain its divergence from the truth in no other way.

But whatever may be the reason, to make such a sweeping assertion is inexcusable. As winter ports St. John, N.B., and Halifax, N.S., have been well-known for scores of years, and even in the columns of our contemporary items regarding these places as such have from time to time appeared.

We have not to hand at the moment the figures relative to the winter shipping trade of the two ports, but it is large. The steamship lines, however, which regularly run out of St. John and Halifax during the winter demonstrates that these ports are of no small importance.

From St. John the Beaver line gives a weekly winter service to Liverpool, the first boat sailing on December 8th. The boats

of this line and their tonnage are: Gallia, about 6,400 tons cargo measurement; Lake Ontario, 4,660 tons; Lake Superior, 4,900 tons; Lake Huron, 4,100 tons; Lake Winnipeg, 2,300 tons. Then there is the Donaldson line with a fortnightly service to Glasgow, the Alcides, 4,500 tons; the Concordia, 4,500 tons, and the Keemun, 4,376 tons. The Allan line runs a fortnightly service to London, and the Head line a fortnightly service to Dublin and Belfast, while another line is being organized to run to Aberdeen and Newcastle. Then there is the Pickford and Black line to Bermuda, West Indies and Demerara, running monthly.

From Halifax there is the Furniss line to London. This is a fortnightly service. The boats of the Canada and Newfoundland Steamship Co. sail from Halifax for Liverpool via St. John's, Newfoundland, and arrangements are being made for running a direct line of steamers through from Halifax to Manchester, the first boat to sail early in December. The steamers of the Red Cross line ply regularly between Halifax and St. John's, Newfoundland, the year round. The Coastal is another line which runs to Newfoundland. Halifax is, of course, one of the winter ports of call for the Allan line, and out of this same port also regularly run the steamers of the Pickford and Black line to Bermuda, Turk's Island, Jamaica, St. Thomas, St. Croix, St. Kitts, Dominica, Martinique, St. Lucia, Barbadoes, Trinidad and Demerara.

In addition to the lines enumerated there are others which either make Halifax or St. John terminal ports or ports of call during the winter months, but we have gone quite enough into details to prove our case, if proof at all was necessary.

If there were not rivals in business there would be fewer survivals. Competition is the life of trade.

### NEXT WEEK'S ISSUE.

On account of Thursday, the 25th inst., being Thanksgiving Day, THE CANADIAN GROCER of next week will go to press one day earlier than usual. Advertisers and others who may have copy for next week's issue will kindly govern themselves accordingly.

### A TREATY WITH THE STATES?

**T**HE value to Canada of a reciprocity treaty with the United States is not nearly as great as it was even five years ago.

Up to the time of the going into operation of the McKinley Tariff a good many people in Canada thought that with the higher tariff ruling against goods which the Dominion exported largely to the United States the country had received a blow commercially which threatened to produce dire consequences.

Everybody knows that the blow neither killed nor "nearly killed father." The worst it did was to compel us to seek markets elsewhere. And, what is more, we sought and found, with the result that our exports to all countries of goods the product of Canada were in 1896 over 30 per cent. larger than in 1890, when the McKinley Tariff went into force. Canadians will, therefore, always look back upon the McKinley Tariff as a sort of blessing in disguise.

Of course in the matter of breadstuffs the British market is more to us than the United States market ever can be. Great Britain, for instance, last year took \$5,677,637 worth against \$40,424 worth by the United States. In oats and peas the greater quantity also went to Great Britain. In barley, of course, we were all undone by the McKinley Tariff. We did try what we could do with Great Britain in this particular cereal, but, partly due to our own carelessness, our efforts were futile. And in spite of the almost prohibitive tariff, the United States is still our largest customer for barley, last year taking \$297,438 worth against \$15,483 worth by Great Britain. How enormous has been the decline in the exports of barley to the United States may be gathered from the fact that in 1890, the year the McKinley Tariff went into force, we shipped to that country \$4,582,562 worth, while in one year the figures reach \$7,000,000. Of flour we sent but \$10,428 worth to the United States compared with \$347,685 worth to Great Britain.

In horses, cattle, sheep and swine, the British market is incomparably better for us, our exports to Great Britain in any one of the class of animals enumerated exceeding those of the others to the United States put

together. Of horses, cattle, sheep and swine, all told, Canada did not last year export one million dollars' worth to the United States, while to Great Britain we sent over 10¼ million dollars' worth.

Exports of canned meats and all other meats also go nearly altogether to the Mother Country. It is the same with butter, while of course with cheese there is practically no comparison, Great Britain taking nearly fourteen million dollars' worth in 1896 against \$10,359 worth by the United States. Our chief market for apples, dried or green, is also in Great Britain.

In manufactured goods the exports of the Dominion to the two countries are about equal.

As a market for fresh fish the advantage of course is with the United States, but the quantity of canned salmon and lobster we export to Great Britain is so much larger that the total value last year of the exports of the product of the fisheries was \$4,462,002 to the latter and \$3,301,671 to the former country. It may be noted that in 1890 the quantity we exported to Great Britain was valued at \$2,707,422 and to the United States at \$2,850,528.

Next to animals and their products, the most important class of our exports is that known as products of the forest. Here the difference between the quantities taken by the two countries is not great, Great Britain in 1896 taking \$12,186,806 worth and the United States \$13,528,047. In 1890 the figures were \$14,098,865 and \$10,247,640 respectively.

As to minerals, the market for them, at present at any rate, is decidedly the United States, our exports in 1896 being \$175,512 worth to Great Britain and \$7,437,814 worth to the United States. Of the latter total nearly three million dollars' worth was coal.

On all the articles we now export chiefly to the United States the Dingley Tariff imposes higher duties, and it is, of course, in regard to these lines that Canadians are most concerned. Naturally there is some concern in regard to animals and their products and agricultural products, but as we send of the one \$32,523,071 worth to Great Britain against \$3,341,275 worth to the United States, and of the other \$9,551,316 to Great Britain and \$3,232,793 worth to

the United States, it is evident we have not so much to fear from hostile tariffs. We are beginning to realize that in these particulars they have about done their worst.

It is evident, therefore, that Canada is more interested in getting a freer market in the United States for coal, lumber, fish and barley than anything else, although its extension to animals and their produce and agricultural produce generally would by all means be welcome. It is worthy of note that The Toronto Globe on Monday authoritatively stated that the conference would discuss the abolition by the two countries of the duty on coal, lumber, barley, eggs, fish, potatoes and hay.

But it is one thing to want and another thing to get what we want. Canada has importuned the United States until she is no longer in the spirit to importune. We are told that the present tete-a-tete at Washington is the result of an agreement arrived at in London last summer between Lord Salisbury, Sir Wilfrid Laurier and Gen. Foster, the American Seal Commissioner. THE CANADIAN GROCER hopes it is.

But whoever made the advances, it is to be hoped that some sort of a reciprocity treaty will be secured, although it must not compromise us in the position we have taken in regard to Great Britain. Frankly we have little faith in the consummation of a treaty at present. The McKinley Administration may be favorable, but it is questionable whether the Senate will be. If that body has outlived its prejudice in regard to Canada we shall be only too glad to learn it. But Canadians generally are just now doubting Thomases.

With blood the same, language the same, Canada and the United States should not only be on friendlier terms than they now are, but they should also deal more freely with each other.

The only thing in Canada that has not reason for thankfulness this Thanksgiving Day is the turkey.

#### A HEAVY PEDLARS' TAX.

Moncton, N.B., has adopted a by-law taxing pedlars \$8 per day. \$15 per week, \$45 per month or \$80 a year. This does not apply to commercial travelers representing manufacturers or wholesale merchants selling to the retail trade.

#### HAVE REASON TO BE THANKFUL.

CANADIANS have often had good reason to be thankful, but during this coming Thanksgiving Day they have probably more reason than ever for so being.

Not only has our country been blessed with abundant crops, but in many other ways as well.

The year 1897 will undoubtedly be looked upon as a memorial one in Canadian history. In Great Britain, in the United States, in fact the civilized world over, Canada has in a few months assumed a prominence which one would have imagined would have taken years instead of months to accomplish.

The Klondike is in everybody's mouth in nearly every quarter of the globe, while the Kootenay and Northern Ontario gold fields are receiving scarcely less prominence.

As a field for agricultural settlers Manitoba and the Northwest Territories are at last being estimated at their proper value, not only in Europe but in the United States as well.

The exports the present year are the largest we ever had, and new markets are being opened up for Canadian fruit in Great Britain.

Canada can afford to be liberal in its thanksgiving and free in its disposal of turkey on Thursday next.

#### EVIDENCES OF BETTER TIMES.

The clearings at the Toronto banks last week aggregated \$9,101,462, against \$8,449,205 the same week last year and \$6,573,720 the same week in 1895. In Winnipeg the clearings were \$3,578,281 against \$2,174,127 the same week last year and \$1,981,395 in 1895. In Montreal the clearings were \$15,099,019 against \$13,462,176 in 1896 and \$14,803,751 the same week in 1895.

The earnings of the Grand Trunk the first week in November were \$521,770, against \$486,913 the corresponding week of 1896, and the earnings of the Canadian Pacific were \$627,000 against \$522,000 last year.

The clearing houses and the railways are the recognized barometers of trade, and it needs no translation in order to understand their present reading.



**ABOLITION OF SUGAR BOUNTIES.**

A CABLE from London under date of the 15th instant, states that negotiations are pending between Austria, France and Germany in regard to the opportuneness of convening an international conference to secure a general agreement for the diminution or abolition of the sugar bounties.

This news will be received with pleasure by the sugar cane growers of the British West Indies.

It will be remembered that the Royal Commission appointed by the British Government to investigate the condition of the sugar industry submitted its report about six weeks ago.

The finding of this report was to the effect that the sugar industry in these islands was in danger of practical extinction. St. Vincent, Antigua, St. Kitts-Nevis, Dominica, Montserrat, Barbadoes, British Guiana and possibly St. Lucia and Trinidad all required assistance.

The cause of the deplorable condition of the sugar industry was ascribed to the "competition of other sugar-producing countries, and in a special degree to the competition of beet sugar produced under a system of bounties."

The commission consisted of Sir Henry Norman, Sir Edward Grey and Sir David Barbour, and while all agreed that the condition of the colonies, on account of the threatened destruction of their chief industry, was such as to demand assistance from the British Government, yet they were not so unanimous as to ways and means of rendering this assistance.

Sir Henry Norman's plan was to impose countervailing duties on bounty-aided sugar brought into the United Kingdom, but his fellow commissioners opposed this and favored financial aid from the Imperial Exchequer. All three, however, agreed that small plots of land should be provided for the laborers, that minor agricultural industries should be established and that steps should be taken to encourage an export trade in fruits to New York and London.

As far as we can gather from our exchanges the report by no means gives general satisfaction. If a countervailing duty is placed on bounty-fed sugar, remarks one authority, the jams, jelly and confectionery trades of

the United Kingdom will be injuriously affected. But it is worthy of note that the Messrs. Keiller, of Dundee, and Gray, of Glasgow, both large manufacturers of jams and jellies, state that a countervailing duty would not interfere with their trade.

A Greenock paper, referring to the land grant proposition, asserts it cannot last. "The British purse is a long and a full one," it adds, "but it will soon be appreciably emptied if it has to fill the coffers of the planters, and, perhaps, keep the population from starving."

The idea of a countervailing duty finds favor with a great many as being the most practical way out of the difficulty, but in view of the strong free trade sentiment in the United Kingdom, few, if any, appear to have the courage to champion it.

If the negotiations said to be pending between Austria, Germany and France are successful the gordian knot will be severed and the British people delivered from their present dilemma which appears to have been increased rather than decreased by the report of the Royal Commission.

The bounties granted by France amount to £4 10s. per ton and to £1 5s. and £1 15s. in Germany. And they are getting burdensome to the people who give them as well as destructive to the people in the West Indies who suffer from them.

**REMOVE THE FLY SPECKS.**

The summer is ended and the flies which have made their home in the store of many a grocer are gone, but in a store here and there are still to be seen in profusion, on goods, shelving, show cases, windows and gas and lamp fixtures, the specks which they left behind them.

All the care in the world will not prevent flies from leaving their trade mark in grocery stores, but there would be fewer of these marks if more care had been exercised. Now, however, is the time to have removed these unsightly marks, and everything put into apple-pie order for the holiday trade.

**THE DEER SEASON.**

As, according to the Ontario Game Laws, it is unlawful to shoot deer after the 15th inst., and, as it is unlawful to transport or have in possession for that purpose any deer or raw skin thereof after the 22nd inst., it would be advisable to have all deer marketed as quickly as possible.

**ADVANCE IN DRIED APPLES.**

THE short apple crop this year has not only affected the price of green apples, causing fancy prices to be paid for them in the west, but it has naturally been instrumental in sending prices on other apple preparations higher.

This was evidenced this week when wholesale grocers in Montreal, who tried to procure fresh supplies of both dried and evaporated apples, were asked an advance of from 3 to 3½c. per pound on both descriptions of stock.

In one case a commission house, which had an order to fill, asked for a price from a country holder. The latter replied that he had not fixed on a figure, but that he considered his stock very good property as matters were at present. The broker made him a bid of 8c. for the evaporated and 5c. for the dried, but did not get the goods as the seller replied that he had already refused a bid of 8¼c. for his evaporated apples, because he believed that they were worth 9c.

This, of course, is an extreme view, but it is admitted at the same time among the trade in Montreal that dried and evaporated apples occupy an entirely different position this fall to what they did last. In 1896 both kinds of goods were a drug on the market owing to the enormous crops of green apples and the heavy daily receipts of other green fruit. This fall the shortage of the apple crop has been notorious, and while other green fruit has been plentiful, it is but natural to expect that the former circumstance will afford a more profitable outlet for the stocks of dried and evaporated goods carried throughout the country. The supplies of the latter also, owing to the highly unprofitable experiences of the past few seasons, are much lighter than is customary.

But it is not only dried apples that show an advancing tendency. Jobbers consider that their stocks of gallon apples are going to be highly profitable goods this season, and are asking from 20 to 25c. advance for them in the majority of instances.

According to the annual report of the Acadia sugar refinery, the loss for the year ending September 30, 1897, was \$21,082.19. Competition and a decline in value of sugar are the causes ascribed for the loss.

# LOOK AT THIS

## TOMATOES

Log Cabin Brand  
Delhi Brand  
Victoria Bridge Brand

## CORN

Lakeport Canning Co. Brand  
Log Cabin " "  
Perth Canning Co. " "  
Aylmer " " "  
Little Chief " "

## SALMON

Empress half-tin, flat  
Clover Leaf flat tins  
" " tall "  
Horse Shoe " "  
Victoria " "  
May Flower " "  
Flag Ship " "  
British America, tall tins  
North Star " "

## PEAS (Canadian)

Delhi Marrowfat  
Delhi Sweet Wrinkle  
Delhi Early June  
Little Chief Sifted June  
Aylmer Canning Co. Marrowfat  
Perth Canning Co. Sweet Wrinkle  
West Lorne Canning Co. Sweet Wrinkle

## PEAS (French)

Delory's Moyens  
" Fins  
" Tres Fins  
" Sur-extra Fins  
J. Lanover Moyens

## PEACHES

Dunmore Co. 2 lb. cans  
Dunmore Co. 3 " "  
Bowlby Co. 2 " "  
Log Cabin 3 " "

## STRAWBERRIES

Log Cabin, 3 lbs.  
" 2 "

## PEARS

Dunmore Co. 2 lb. cans  
" 3 " "  
Bowlby " 2 " "  
" 3 " "  
Log Cabin 3 " "

## PINEAPPLES

Mortons, 3 lb. tins

## STRING BEANS

Refugee Beans  
Golden Wax Beans

## PLUMS

Blue Plums, Dunmore, 2 lbs.  
Lombard Plums, Dunmore, 2 lbs.  
Greengage " 2 "  
" Bowlby 2 "  
" I. C. B. 2 "  
Lombard " 3 "

## B. BAKED BEANS

Princess, 3 lb. tins  
Log Cabin, 3 lb. tins  
" 2 " "  
" a la Tomato, 2 lbs.

## LOBSTERS

Cable Brand flat tin  
Navy " tall "  
Tanner " " "

## RASPBERRIES

Log Cabin, 2 lbs.  
" 3 "

## BLUEBERRIES

Eagle Brand, 2 lbs.

## APPLES

Little Chief, 1 gall. tin  
Lakeport 1 " "  
Red Cross 1 " "  
" 3 " "

The very highest quality of goods, at the lowest possible prices. Write for quotations, we have large quantities and want to reduce our stock.

We take this opportunity to ask our numerous clients to be indulgent with us, if by this time, we delay somewhat, the delivery of orders, the great rush occasioned by the close of navigation is the cause of it.

# LAPORTE, MARTIN & CIE., Montreal

**SLUMP IN COFFEE.**

**P**RICES of Brazil coffees are now ruling at about the lowest figures in the history of the trade. In December, 1882, February delivery sold at 5.24c. Since that date until the current year the range has been between 6 $\frac{7}{8}$ c. and 19c. During this year, however, there has been a gradual decline and on the 9th inst., November was quoted on the Exchange at 4.45 to 4.60c. Since then the Exchange differences between No. 7 (the basis) and the other grades have been reduced, owing to the abundance of high grade coffees in the present crop, with the result that the November option has resumed a relatively more normal quotation, the closing figures yesterday being 5.50 to 5.60c. The matter of "differences" should be borne in mind while comparing Exchange quotations, as while the low record above quoted is over 60 points under that of December, 1882, the actual price of No. 7 coffee in the open market was somewhat higher than that ruling at the earlier date.

Mr. Herman Sielcken, of W. H. Crossman & Bro., said: "The decline is the result of a coffee production greater than the consumption. The quality of this crop in both Rio and Santos is the best that we have seen for twelve or fourteen years. The average is better than any crops, except the large ones of 1881-82 and 1882-83. It is proof positive that it is the product of young trees and not old trees. The quality of the old trees was so poor that during the years of 1893, 1894, 1895 and 1896, any coffee grading better than No. 7 commanded a heavy premium and resulted in the high differences made on the Coffee Exchange last year. The quality of this crop was certainly not expected by anybody. On the basis of the receipts up to date nobody can figure less than 5,250,000 to 5,500,000 bags Santos and 4,000,000 to 4,250,000 bags Rio. From two parties in Santos estimates have been received that the growing Santos crop is as large as 6,000,000 bags. In one case it was estimated that, including the new crop coffee, which comes in during May and June, the receipts for the 12 months could not be figured at less than 6,000,000 bags. And while this is a very high figure, actual receipts so far argue strongly in its favor. The coming crop has been estimated as high as 6,500,000 bags for Santos and 4,000,000 bags for Rio. And for the present crop, as there are new trees and a large number that will bear fruit for the first time next year, it does not seem so unreasonable. It will certainly, I should say, insure low prices for a long time to come."

The following may be accepted as the joint statement of two of the largest receiv-

ers. It was dictated by one and endorsed by the other:

"The decline in prices has resulted from two consecutive large crops and the promise of a third. The decline was started by the large crop in Brazil last year. The crop of Rio and Santos amounted to 8,680,000 bags, and receipts at Rio and Santos up to date during the present crop year, which began July 1, amount to about 5,800,000 bags, against 4,400,000 bags during the corresponding period last year, which receipts were the largest ever known. The previous largest crop was 7,397,000 bags in 1891-2. Intervening crops were 5,476,000 bags for 1895-6; 6,695,000 bags for 1894-5; 4,309,000 bags for 1893-4, and 6,202,000 bags in 1892-3. The current crop should be about 10,000,000 bags, if the receipts from this time forward equal those of last year. The receipts for the past seven years have averaged about 3,350,000 bags from this time until the end of the season, and the average of the crops during the same period has been 6,300,000 bags. With receipts no greater for the remainder of the season than the average already named (3,350,000 bags) the current crop will be about 9,100,000 bags. It is generally supposed that 7,000,000 bags will have been received by January 1.

"The world's visible supply is large. On November 1 it was 6,255,000 bags, against 3,845,000 bags last year, which in turn was the largest since 1890. The indications are for a further increase. Probably 7,000,000 bags will be reached by the first of January next. The reason for the great increase in the production in Brazil has been in large profits that have been made in growing coffee. This has influenced the planting of an immense number of new trees in the Santos district. These trees are now coming into bearing. It takes five years before a coffee tree produces.

"The Interior dealers, both in America and Europe have for some time bought very liberally in consequence of the low prices. The increased deliveries should not, therefore, be regarded as increased consumption. The question of interest in considering the future market is whether the trade by January 1 will conclude that the present Rio and Santos crop may be about 10,000,000 bags, and the next fully as large."—N. Y. Journal of Commerce, Nov. 17.

**WISE COUNSEL.**

When a young grocer buys goods largely on credit, he is often asked to make a statement concerning his standing. If his statement is not true, the wholesale dealer, who loses his money after giving credit on the strength of his statement, will have an ac-

tion for getting goods under false pretences. The mercantile agency is resorted to for information very frequently. There is no doubt that the mercantile agency is unjust in many cases, and many people are "down on them;" but there must be mercantile agencies, and they cannot do justice in every case, for it is too difficult to obtain correct information. When a retailer is asked for information by a mercantile agency he should give it honestly, and if he has come to a point where he cannot obtain goods if the true facts are made known, it is about time to get out of business.—Retail Grocers' Advocate.

**MIXED EGGS.**

**T**HE mixture of fresh and stale eggs, which is always troublesome during the fall months, has been specially so this season. The disadvantages of having our receipts of fresh-gathered eggs so largely mixed up with these old country-held goods are so great that it seems most unfortunate that shippers cannot separate the various qualities.

At this season of year the old eggs with which the fresh are mixed are of very irregular quality. Some of them—those which have been held but a short time and under especially favorable circumstances—are of more useful quality than long-held refrigerators, but a large part of them are so much shrunken and of so poor a quality that dealers cannot use them even in channels where good refrigerator eggs are acceptable.

When dealers, in order to obtain a supply of really fine fresh eggs, are obliged to buy them mixed with old eggs, it can be readily understood that the latter are of less value than they would be to other and less particular classes of trade, consequently the price of the whole lot is depressed, the shipper gets less for the defective goods, and the good eggs cost the dealer a considerable premium above the price he pays for the whole. With fresh-gathered eggs of so-called choice quality selling at 18c., for instance, the really fine eggs, when candled out, probably cost the buyer fully 20c., by reason of the reduced value of the old goods.

With this fact in view, it is evident that if the goods were separated when packed, so that a buyer for fancy eggs could get them free from mixture, he would be glad to pay at least as much for them as they cost now, and probably more, owing to the saving of labor. It is also evident that the stale eggs, if packed by themselves, would bring more sold to a cheaper class of trade than to dealers who have no satisfactory use for them.—N. Y. Produce Review.

# NICE GOODS

## *Mackay's* KOLA CAFE

The essence of finest coffee and chicory combined with all the invigorating qualities of the African Kola Nut. Put up in bottles containing five and ten ounces. It is a delightful beverage—a decided improvement on the old-fashioned essence of coffee. Will you have a trial case?

## *Buchanan's* PEELS

Lemon, Orange and Citron Peels, just to hand. These goods have enjoyed the very highest reputation for many years with the best trade.

## *Keopff's* *Family* GELATINE

The perfection of Packet Gelatines. In one-ounce packages. Red and white.

## TRYPHOSA

This Jelly in powder form has had an immense sale both in Canada and the United States. Its deserved success is owing to the readiness with which it can be prepared and its delightful daintiness as a dessert.

## *Crown* EXTRACTS

The acme of perfection in Flavoring Extracts. The constant repeat orders received from the best trade is sufficient evidence as to the merit of this brand.

**YOUR ORDERS WILL BE APPRECIATED.**

# Robert Greig & Co.

MONTREAL

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

TORONTO, Nov. 18, 1897.

### GROCERIES.

THE present week in the wholesale grocery trade is about as an eventful one as we have experienced for some time. The volume of new business, while not as large as a few weeks ago, is fair for this time of the year, and particularly in view of the ruling wet weather, but the attention of the wholesale trade this week is being chiefly devoted to new goods. Shipments of foreign dried fruits, nuts and foreign sugars have been coming in freely, and, of course, going out again to fill orders previously taken. This has given the wholesale houses the appearance of a great deal of activity. About the only change in prices is an advance of one-sixteenth in yellow sugars, while all but one refinery are out of the market for what is termed Canadian German granulated sugar, and wholesalers have advanced their prices  $\frac{1}{8}$ c. per lb. Canned goods are dull, although prices are being maintained. Such foreign dried fruits as currants and raisins are in good demand at firm and unchanged prices.

### CANNED GOODS.

There is no change in the situation. Business is practically at a standstill, which is usually to be expected at this time of the year. There does not, however, appear to be any disposition on the part of either packers or wholesalers to shade prices. The

market in England for both canned tomatoes and salmon appear to be improving, according to our exchanges from that country. We quote: Tomatoes, 85 to 90c.; corn, 65 to 85c.; peas, 85 to 87  $\frac{1}{2}$ c. for ordinary; sifted select, 90c. to \$1; extra sifted, \$1.25 to \$1.40; beans, 65 to 80c.; peaches, \$2.25 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.90, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$1.75 to \$2.25; apples, 3's, 80 to 95c.; gallons, \$2 to \$2.25; salmon, "Horse-shoe," \$1.25 in 5-case lots and \$1.30 in less quantities; other red salmon, \$1.20 upwards, according to quality and brand; cohoes, 95c. to \$1.10; canned mackerel, \$1.25 to \$1.30; lobsters, \$2.40 to \$2.50 for tall tins; 1-lb. flats, \$2.85 to \$2.95;  $\frac{1}{2}$ -lb. flats, \$1.60 to \$1.70; Canadian canned beef, 1's, \$1.35 to \$1.40; 2's, \$2.35 to \$2.50; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16; Canadian kippered herrings, \$4.50 per case.

### COFFEE.

A few transactions are reported in Rio coffees, and there has been some buying of Maracaibo coffees by roasters. The outside markets are steadier. Jobbers quote green in bags: Rio, 8  $\frac{1}{2}$  to 12  $\frac{1}{2}$ c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 12  $\frac{1}{2}$  to 18c.; Java, 30 to 33c.; Mocha, 27  $\frac{1}{2}$  to 30c.; Maracaibo, 16 to 20c.; Jamaica, 19 to 22c.

### SYRUPS.

Bright syrups are scarce and the supply is not equal to the demand. There are a few medium grades selling, but the demand is ligh. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3  $\frac{1}{4}$ c. per lb.

### MOLASSES.

Advices from New Orleans report a better feeling there in regard to molasses. Locally the market is quiet and featureless. We quote: New Orleans, bbls., 23 to 35c.; ditto. half-bbls., 25 to 37c.; ditto, fancy, 50 to 55c. in bbls. and half-bbls.; Barbadoes, 31 to 35c.; half-bbls., 33 to 35c.

### SUGAR.

A much better feeling has developed on the sugar market. Yellow sugars have been advanced 1-16c. per lb. by the Canadian refiners in sympathy with the outside market. Canadian German granulated is only now being put upon the market by one refinery, and in consequence of this the price has been advanced  $\frac{1}{8}$ c. per lb., making the wholesale price for ordinary quantities 4c. per lb. On Friday last beet declined  $\frac{3}{4}$ d. in London for November and advanced  $\frac{3}{4}$ d. for December, and on Monday the cables noted an advance of 2  $\frac{3}{4}$ d. in beet, 1  $\frac{1}{2}$ d. in Java and 1  $\frac{1}{2}$ d. for fair refining. On Tuesday there was a further advance of  $\frac{3}{4}$ d. to 1  $\frac{1}{2}$ d. in beet and 1  $\frac{1}{2}$ d. for Java. In New York on Tuesday No. 7 refined advanced 1-16c. per lb. We

## Veneer Wood Pails

### PINTS AND QUARTS

For handling Oysters,  
Pickles, Lard, Jams,  
Syrups, Paints, Oils,  
etc., etc.

Try a crate (250).

**WALTER WOODS & CO.**  
HAMILTON

### DRINK :::

## ::: Chocolate for Breakfast

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



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

VANILLA . .  
CHOCOLATES

## CHOCOLAT MENIER

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

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

## A Back-biter Converted

A dealer confessed to us the other day that he had always spoken unkindly of "Salada" because he considered our claims of superiority "all blow."

One day he tasted it at a friend's house, was converted, and doesn't care who knows it.

Quality overcame prejudice.

What are your feelings in the matter?

# "SALADA"

CEYLON TEA

IS SUPREME IN VALUE AND FLAVOR

DON'T OVERLOOK

the fact, that your customers want  
"SURPRISE SOAP."



THE ST. CROIX SOAP MFG. CO.  
ST. STEPHEN, N.B.

If you are a first-class grocer  
you keep first-class Soap;  
that is **Surprise Soap.**

quote, subject to a discount of 1 per cent. 10 days: Granulated, 4 5-16c. for less than carload lots, and 4 1/4c. for carload lots; yellows, 3 3/8 to 3 7/8 per lb.; Canadian German granulated, 4c. per lb.; Austrian granulated, 4 1-16c. in bags for less than carload lots.

#### NUTS.

The trade is this week receiving shipments of Grenoble, Marbot and other descriptions of nuts for the holiday trade. We quote: Brazil nuts 11 to 12 1/2c.; Valencia shelled almonds, 20 to 22c.; Tarragona almonds, 9 1/2 to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12 1/2c.; Marbot walnuts, 9 1/2 to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10 1/2 to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12 1/2c.

#### RICE, TAPIOCA, ETC.

Trade is moderate in rice, with prices steady and unchanged. We quote: Standard "B," broken lots, 3 3/8c.; 1 to 5 sacks, 3 3/4c., and 5 sacks and over, 3 5/8c. per lb.; Japan, 5c.; Patna, 4 3/4 to 5 3/4c.; tapioca, 3 1/4 to 4 1/2c.; sago, 3 1/2 to 4 1/2c.

#### SPICES.

Trade is quiet with prices steady and unchanged. We quote: Pure Singapore black pepper, ground, 12c. in kegs, pails and boxes,

and 14c. in 5-lb. cans; ditto, whole, 11 to 12c. per lb.; pure white pepper, ground, 18 to 20c. in kegs, pails and boxes, and 20 to 22c. in 5-lb. cans; ditto, whole, 18 to 20c., according to quality; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 23 to 25c.; ditto, best, 28 to 30c. per lb.; allspice, 13 to 16c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

#### TEAS.

There have been some transactions in spot teas of Indian and Ceylon growth, but there is very little doing in London teas. Low-grade Indian and Ceylon teas are stiff both in London and in the primary markets. There is no improvement in the scarcity of China green teas, and advices estimate the shortage in these teas at eight million pounds. Wholesalers report the demand they are experiencing is chiefly for Assam and Ceylon of medium grades at 16 to 19c. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indias and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

#### FOREIGN DRIED FRUITS.

**CURRENTS**—Stocks of currants in Greece a couple of weeks ago had shrunk to about 40,000 tons, compared with 80,000 tons a year ago. Local wholesalers report a good demand at unchanged prices. A few barrels of Provincials have been brought on from New York to compete with Filiatra fruit, but the quality is reported to be poor. This fruit is quoted at 5 1/2c. per pound up in barrels. We quote: Provincials, 5 1/2 to 5 3/4c.; Filiatras, 6c. in bbls; 6 1/8c. in half-bbls and 6 1/4c. in cases. Patras, 6 1/2c. in bbls.; 6 3/4c. in half-bbls. and 6 3/4 to 7c. in cases. Vostizzas, 7 to 8c. in cases.

**VALENCIA RAISINS**—The demand is fairly good. Prices are much as before. We quote: New goods—Off-stalk, 4 3/4 to 5c.; fine off-stalk, 5 1/2 to 6c.; selected, 6 1/4 to 6 3/4c.; layers, 6 1/2 to 7c.

**MALAGA RAISINS**—The fruit ex Bellona is arriving, but, as the prices had not been made up at the time of going to press, we omit quotations.

**CALIFORNIA LOOSE MUSCATEL RAISINS**—There is not much doing, but stocks are light. We quote: 3-crown, 7 1/2 to 7 3/4c. per lb.; 4-crown, 8 1/2 to 9c. per lb.; 1-lb. cartoons, 12c.

**FIGS**—Quiet and unchanged. We quote as follows: 4-crown, 10 to 11c.; 5-crown, 11 to 13c.; 7-crown, 13 to 14c.; 9-crown, 15 to 16c.; natural figs, in bags, 4 1/2 to 5c.

**POULTRY  
BUTTER  
EGGS  
HONEY**

**J. A. McLEAN,**  
77 Golborne St.  
**TORONTO.**  
Commission Merchant.

**CANADA'S CANNED FISH**

**SARDINES,** Oils, Mustard, Tomato, Spiced  
**CLAMS**  
**CLAM CHOWDER**  
**SCALLOPS**  
**FINNAN HADDIES**  
**SEA CHICKENS**

Sales have doubled this season.  
They will keep for years. Every  
can guaranteed.

**JOHN SEALY**  
SAINT JOHN, N. B.

The Following Brands  
Manufactured by

**The American Tobacco Co.**  
OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

**CUT TOBACCOS**  
**OLD CHUM.**  
**SEAL OF NORTH CAROLINA.**  
**OLD GOLD.**  
**CIGARETTES**  
**RICHMOND STRAIGHT CUT.**  
**SWEET CAPORAL.**  
**ATHLETE.** **DERBY.**

**E. NICHOLSON**

Successor to W. F. Henderson & Co.

**Wholesale Commission Merchants  
and Brokers**

**Teas, Canned Goods, Molasses, Coffees  
Dried Fruits, Syrups, Spices, Starches,  
Condensed Milk, Salmon, Bags, Beans,  
Canned Meats, Smoked Meats, Lard, Oat-  
meal, Rice, Tapioca, Sago, etc., etc.**

Representing some of the leading houses in the world.  
Advances made against consignments. Storage—in  
Bond or Free. Wholesale Trade and Millers only  
supplied.

174 Princess Street, **Winnipeg, Man.**

Correspondence Invited.

**NEW NUTS**

**Brazils  
Almonds  
Sicily Filberts  
Grenoble Walnuts  
Shelled Almonds**

Write  
for  
Prices

**CLEMES BROS. - Toronto**

**PRUNES**—The market for California prunes is reported to be rather easier except on 40's and 90's, which are in light supply. Locally there is not much doing. We quote: 40 to 50's, 10½c.; 50 to 60's, 8 to 8½c.; 60 to 70's, 7½ to 8c.; 70 to 80's, 7 to 7½c.; 80 to 90's, 6½ to 7c.; 90 to 100's, 6 to 6½c. Silver prunes (fancy), 13½c.; egg plums, 9½c.

**CALIFORNIA EVAPORATED FRUITS.**—The demand continues good for apricots, but there is not much doing in other kinds of fruit. We quote: Apricots, 9 to 9½c. per lb. in 50-lb. boxes, 9½ to 16c. in 25-lb. boxes, and 13 to 14c. in 1-lb. cartoon boxes; Peaches, 9½ to 12½c. in 25-lb. boxes, and 13c. per lb. in 1-lb. cartoons.

**GREEN FRUITS.**

The market this week shows satisfactory activity, prices in many lines having an upward tendency. Almeria grapes and California navel oranges will be on the market this week. We quote as follows: Lemons, fancy Verdilli, \$3.25 to \$3.50; choice Verdilli, \$2.50 to \$3. Cocoanuts, \$4.50 a sack and 60c. per doz.; Jamaica oranges, \$8 to \$8.50 per bbl., and \$4.50 per box; Mexican oranges, \$3.75 to \$4 a box; bananas, \$1.50 to \$2; Cape Cod cranberries, \$7 to \$8 per bbl., and \$2 to \$2.25 per box; Canadian cranberries, \$5.50 to \$6.50 per bbl., and \$1.75 per box; Nova Scotia cranberries, \$7 to \$7.50 per bbl.; quinces, 20 to 30c.; chestnuts, \$5 a bushel; Canadian apples, \$2 to \$3.50 per barrel and 40 to 50c. per basket; Spanish onions, \$1.25 per case; Canadian onions, red or yellow, in 80-lb. bags, 80c.; pickling onions, 75c. per basket; celery, 25 to 50c. a dozen; grapes, 10-lb. Concords, 18 to 20c; Niagara, 25 to 30c.; Concords, large baskets, 1½ to 2c. per lb.; Niagara, 2 to 2½c. per lb.; sweet potatoes, \$3.50; winter pears, \$3.50 to \$4 per bbl. and 30 to 50c. per basket.

**COUNTRY PRODUCE.**

**EGGS**—The supply this week is good, and good demands keep stock well moving. We quote: Fresh laid, 16 to 17c.; second grade, 12 to 13c.; pickled eggs, 12½ to 13½c.

**POTATOES**—Business is good. We quote carload lots at 55c. and small lots on the market at 60c.

**HONEY**—Market is quiet. We quote: Clover honey, 7½c.; buckwheat, 4c.; light color, in 60-lb. tins, 6 to 6½c.; 5 and 10-lb. tins, 7 to 7½c.; comb, \$1.50 to \$1.75 per dozen.

**DRIED APPLES**—Offerings are still light, and no transactions in new season's fruit are reported. We hear, however, of some

**POULTRY  
BUTTER  
HONEY  
EGGS**

Are in good demand.

**Chas. J. Graham**  
88 Front Street East . . . . Toronto

**MORROW & EWING**

General Commission Merchants  
13 St. John St., MONTREAL

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

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

also have on hand full lines of

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

Samples and particulars on application.  
Wholesale supplied only.

**W. H. Seyler & Co.**

Brokers and Commission Merchants

Room 100, Board of Trade,

**Toronto**

Manufacturers and Importers wishing to have their products introduced to the jobbing trade are respectfully requested to communicate with us.

English, German and French Goods a specialty.

Representing

**J. Lewenz & Hauser Bros.,** London, Eng.—Teas.

**Tellier, Rothwell & Co.,** Montreal—"Royal" Black Lead and Blues.

**Hecker-Jones-Jewell Milling Co.,** New York.

**German Gelatine Works,** Hoechst am Main Germany.

Wholesale agent for **Grape Wine Vinegar Co.,** Toronto.

**EGGS**  
Market dull, receipts heavier, selling in a limited way at 15 to 16 cents.

**BUTTER**  
Market bare of good tubs and pails which are in good demand at from 11 to 16 cents. Ship forward white fresh.

**RUTHERFORD, MARSHALL & CO.**  
82 Front St. East,  
TORONTO

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

transactions in prime old fruit on export account on the basis of  $3\frac{1}{2}$  to 4c. per lb. ex store.

EVAPORATED APPLES—Dull, with jobbers asking 10 to  $10\frac{1}{2}$ c. per lb.

BEANS—Are moving, quoted at from 80 to  $82\frac{1}{2}$ c. per bushel delivered in store for 50-bag lots of No. 1 prime.

#### PROVISIONS.

Business in all lines has been very much the same as last week. Lard is scarce, due largely to winter orders for shipments before navigation closes. We quote:

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

SMOKED MEATS—Breakfast bacon, 12 to  $12\frac{1}{2}$ c.; rolls, 9c.; hams, large, 10c.; medium, 11c.; small,  $11\frac{1}{2}$ c.; shoulder hams,  $8\frac{1}{2}$  to 9c.; backs, 12c.; all meats out of pickle, 1c. less than above.

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

BARREL PORK—Canadian heavy mess, \$14 to \$14.50; Canadian short-cut, \$16; clear shoulder mess, \$13.50.

DRESSED HOGS—We quote: \$5 to \$5.10 for heavy, and \$5.25 to \$5.35 for light hogs.

VENISON—Is now coming in freely. Whole carcasses sell at 7 to 8c. per lb.; saddles, 8 to 10c.

POULTRY—The demand for all kinds has been such that dealers have kept well sold up. We quote: Geese,  $5\frac{1}{2}$  to  $6\frac{1}{2}$ c. per lb.; chickens, dressed, 30 to 50c.; alive, 35 to 45c.; ducks, 40 to 65c.; wild ducks, widgeons, 20 to 25c.; bluebills, 30 to 35c.; mallard and black, 60 to 70c.; turkeys,  $8\frac{1}{2}$  to  $9\frac{1}{2}$ c. per lb.

#### BUTTER AND CHEESE.

BUTTER—There is now a good supply of dairy in large rolls and 1-lb. prints. Creamery is still quiet. We quote: Dairy, best grade, 16 to 17c.; second grade, 13 to 15c.; low grade, 11 to 12c.; creamery, early make, tubs, 17 to 18c.; late make, tubs, 18 to 19c.; prints, 20c.

CHEESE—There is little life yet in the market. Local quotations are 9 to  $9\frac{1}{2}$ c., according to make.

#### GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—The market is firm in all lines. We quote as follows: Winter wheat,

## Balfour & Co.

Wholesale Grocers  
Importers of Teas

HAMILTON, ONT.

We are open to buy  
Dried Apples of good  
quality. Write us.

To Hand

## NEW SEASON'S TEAS

Extra Values. Young Hysons, Japans, Ceylons,  
Assams and Congous. . .

## XMAS FRUITS . .

All kinds; best quality; including **BLACK PEARL CURRANTS**, the finest produced.

## CRANBERRIES and LAKE HERRINGS

No. 1 NORTH SHORE CRANBERRIES, 100 qts. to the bbl.  
No. 1 FALL CAUGHT PICKLED HERRINGS, in kegs, heads off.  
No. 1 FALL CAUGHT PICKLED HERRINGS, in kegs, heads on.

F.O.B. Midland, Ont. Subject to market changes.

Send your orders to

THE EBY, BLAIN CO., Limited, TORONTO, or  
THE PLAYFAIR, PRESTON CO., Limited, MIDLAND, ONT.

## McLAUCHLAN'S COUGH DROPS

are the only harmless remedy that produces immediate results. Cough remedies are numerous, but McL. & S. Cough Drops excel them all.

Packed in Cartoons of 36 packages. Retail 5c.

J. McLAUCHLAN & SONS Manufacturers and Wholesale Grocers OWEN SOUND

81 to 82c. at outside points; freights to Toronto are about 3 to 5c.; barley, 27 to 31c.; peas, 44 to 45c.; oats, 20 to 23c., Toronto freights, and No. 1 hard wheat is quoted at \$1, Toronto freights.

FLOUR—Though dealers are doing but a hand-to-mouth business the market is firm. We quote in carloads on track at Toronto: Manitoba patents, \$5.40; Manitoba strong bakers, \$5; Ontario patents, \$4.50 to \$4.80; straight roller, \$4.20 to \$4.25, Toronto freights.

BREAKFAST FOODS—Business is still brisk. We quote: Standard oatmeal and rolled oats, \$3.30 in bags and \$3.40 in bbls.; rolled wheat, \$2.70 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$3.25; pot barley, \$3.

#### FISH AND OYSTERS.

The market is in fair condition this week. Fresh haddock and steak cod are now on the market. We quote: Oysters, \$1.25

per gal.; fresh haddock, 6c. per lb.; fresh steak cod, 7c. per lb.; pickerel, 6c. per lb.; pike, 4c. per lb.; perch, 3c. per lb.; fresh herring,  $3\frac{1}{2}$ c. per lb.; haddies, 6c. per lb.; Labrador herring, \$5.75 to \$6 per bbl. and \$3.25 per half-bbl.; split herring, \$5 per bbl. and \$2.75 per half-bbl.; boneless fish,  $3\frac{1}{2}$  to 4c. per lb.; pure cod,  $6\frac{1}{2}$  to  $6\frac{3}{4}$ c. per lb.; fresh water herring (heads off), \$2.50 per keg; ciscoes, 75c. to \$1.

#### SEEDS.

The demand from foreign markets has very much fallen off the past week or two, and this has a tendency to depress values here, in fact prices may be called nominal just now. Red clover, \$3 to \$3.25; alsike, \$3 to \$4.50, and timothy, \$1 to \$1.25 per bushel to shippers at outside points.

#### SALT.

Business this week is moving nicely, though enough cars for shipping are not yet

WE ARE  
PAYING  
CASH  
FOR

DRIED  
APPLES

W. B. BAYLEY & CO.  
EXPORT BROKERS

48 FRONT ST. E. Toronto



# To Continue the Parallel

Indicated in last week's issue, we offer for delivery ex SS. "BELLONA," due to arrive shortly:—

Rein & Co. — **MALAGA RAISINS** — W. C. Bevan & Co.

Selected London Layers.  
Black Baskets. Boxes &  $\frac{1}{4}$  flats.  
Blue Baskets. Boxes & 1-lb. Cartoons  
Choice Clusters. Boxes &  $\frac{1}{4}$  flats.  
Dehesa Clusters.  
Royal Clusters.  
Non Plus Ultra Clusters.

FINEST VALENCIA SHELLED ALMONDS.  
"SWAN" VALENCIA SHELLED ALMONDS.



Imperial London Layers.  
Connoisseur Clusters. Boxes.  
Connoisseur Clusters.  $\frac{1}{4}$  flats.  
Extra Dessert Clusters. Boxes.  
Extra Dessert Clusters.  $\frac{1}{4}$  flats.  
Royal Buckingham Clusters.

FINEST VALENCIA SHELLED ALMONDS.  
FINEST JORDAN SHELLED ALMONDS.

"AND OUR PRICES ARE RIGHT."

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE IMPORTING AND  
MANUFACTURING GROCERS

TORONTO

at disposal of shippers. We quote: Carload lots, \$1 per bbl., and 65c. per sack; less than carload lots, \$1.05 per bbl., and 70c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks, 50c.

#### HIDES, SKINS AND WOOL.

**HIDES** — The market is strong, with upward tendency for cured hides. We quote for both cowhides and steerhides: No. 1, 9c.; No. 2, 8c.; No. 3, 7c.

**CALFSKINS** — We quote as follows: No. 1 veal, 8 lbs. and up, 12c. per lb.; No. 2, 10c.; Dekins, from 30 to 35c.; culls, 15 to 20c.

**SHEEPSKINS** — We quote: Lambskins and pelts, 75 to 90c.

**WOOL** — Pulled wools are moving satisfactory. We quote supers at 21 to 22c.; extras at 22 to 23c.

#### PETROLEUM, ETC.

Business is still brisk, with prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14c.; carbon safety, 16 $\frac{1}{2}$ c.; Canadian water white, 17c.; American water white, 17 $\frac{1}{2}$ c.; Pratt's astral, 17c. in bulk.

#### MARKET NOTES.

Advices from Bordeaux report a higher market for Grenoble walnuts.

Owing to the loss of the vessel with a large cargo of eastern sugars, the Acadia

Sugar Refinery is unable to offer dark yellow sugars at present.

Canadian German granulated is quoted  $\frac{3}{8}$ c. per lb. higher, and yellows are 1-16c. per lb. dearer.

Advices received in Toronto this week note an advance of from 7 to 8c. per lb. in the price of tobacco leaf in the United States.

Thanksgiving Day is Thursday, Nov. 25, and those who have produce to market for that day should have them on market two or three days before that date.

#### QUEBEC MARKETS.

MONTREAL, Nov. 18, 1897.

#### GROCERIES.

THE turnover in groceries during the week has been fair on the whole, all staple lines sharing in the attention. Sugar has not been moving as freely from refiners' hands this week, but there is a good distributive movement in progress. Prices generally are steady. Syrups and molasses are firm, the latter especially so, demand for it being brisk. Rices, spices and coffees are steady. The increased enquiry for tea continues and the upward tendency in Japans is quite as marked as it was last week. Some large lots have been put through and others are under offer at full

values. Canned goods are steady and galton apples are higher than they were with a strong upward tendency. Dried fruits are steady, while Grenoble walnuts are firmer in tone. Sharp advances have been scored by dried and evaporated apples and green apples are strongly held.

#### SUGAR.

The local sugar market has ruled quiet, and jobbers are not operating as freely this week as heretofore, having laid in supplies for some weeks ahead. As a result business from refiners to jobbers is not as brisk as it was, but there is a good distributive business going on. The feeling generally is strong on domestic refined sugar, and though the offers of German granulated continue sellers of it find it difficult to compete with the taste that exists for the standard domestic article. Standard domestic granulated is selling at 4 1-16 to 4  $\frac{3}{8}$ c., and yellows, 3  $\frac{3}{8}$  to 3  $\frac{1}{4}$ c., while the German granulated is offered at 3  $\frac{3}{8}$  to 3  $\frac{1}{4}$ c. The strong feeling outside in the raw article is firmly maintained both in London and New York. This is attributed to the reported formation of syndicates in Austria and Germany to maintain prices.

#### SYRUPS.

The syrup market is exceedingly quiet and prices are unchanged. We quote 2  $\frac{1}{4}$  to 2  $\frac{1}{2}$ c., as to grade in a jobbing way.

## MOLASSES.

The molasses situation is undoubtedly becoming stronger each week and the sanguine ones are confidently expecting the higher prices that they have predicted. Demand from American points has not as yet resulted in any important transactions, but holders are not anxious in this particular as they believe that all the stock they have on hand and possibly more will be wanted on home account. This fact is evidenced by the increased demand that is coming from country points this week. Prices are firmly held 25 to 26c. for puncheons, 27½c. for tierces, and 28½c. for bbls. being realized this week.

## RICE.

There is no material change in the rice market. Foreign advices rule strong and prices are firmly held here. We quote: Crystal Japan, \$5.00; standard B., \$3.50 to \$3.75; Patna, \$5 to \$5.50; Carolina, \$6.75 to \$7.75; choice Burmah, \$4 to \$4.25; and Java kinds, \$4.25 to \$4.50.

## SPICES.

There is a good jobbing trade in spices, and prices are firm, especially on pepper. We quote: Black pepper, 10 to 12c.; pure white, 17 to 20c., as to grade; pure Jamaica ginger, 20 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream jotartar (French), 25 to 27c.; allspice, 12 to 14c.; and nutmegs, 50 to 90c.

## COFFEE.

The coffee market is quiet and generally unchanged. We quote: Maracaibo, 17 to 18c.; Rio, 11 to 12c.; Santos, 13 to 14c.; Mocha, 24 to 25c., and Java, 24 to 25c.

## TEAS.

The tea market maintains its strong tone and buyers show more disposition to operate as time passes. The light stocks of Japans tend to firmness, and the upward tendency noted last week is, if anything, accentuated. Ping Sueys are strong in New York and this disposition is felt here also. Among the large operations since last report were sales of Gunpowders at 20c., several round lots of Ceylons at 15c., and Japans at 13½ to 15c. Several other round lots are under offer at this writing. We quote as follows: Young Hysons, 18c. for low grades, 24 to 28c. for mediums and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums and 28 to 40c. for high grades; Indians and Ceylons, 17 to 20c. for mediums and 35 to 65c. for higher grades.

## CANNED GOODS.

There is a fair trade in canned goods for the season, both in vegetables, fish and fruit. A leading feature is the steady distributive demand for salmon, which amounts to considerable in the aggregate. This fish

is supplying a lot of the demand that formerly was directed to lobsters, in consequence of the high price ruling on the latter. Gallon apples are another article that promises to be in active request, with higher values, and they are 35 to 50c. higher than they were. We quote as follows: Tomatoes, 80 to 90c.; corn, 60 to 75c.; peas, 75c. to \$1.25; peaches, \$1.75 to \$1.90 for 2's; raspberries, \$1.50 to \$1.90; strawberries, \$1.75 to \$2, according to brand and quality; cherries, \$2.30; apples, gallons, \$2 to \$2.25; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.25 to \$1.45; "Clover Leaf," \$1.25 to \$1.45; "Lion," \$1.25 to \$1.40; Lowe Inlet, \$1.20, in tall tins; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.30; lobsters, \$11 per case; French sardines, \$10.25 to \$11 for extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

## DRIED FRUIT.

There has been no change in Valencia raisins during the past week. The Bellona's cargo has now arrived, but it has not had any effect on values which rule steady as last quoted: Off-stalk, 4½c.; fine do., 4¾ to 5c.; selected, 5¾ to 6c., and 4-crown layers, 6¾ to 7c.

There are two or three carloads of California raisins near at hand, but their cost-price laid down does not permit of any change in values. We quote: 2-crown, 5½c.; 3-crown, 6½c.; and 4-crown, 7¾c.

Malaga raisins are steady. We quote: Loose muscatel, 6 to 7c., and table raisins, in layers and clusters, \$1.32½ to \$4, according to brand and package.

The currant market is steady and unchanged with values generally firm. We quote: Patras, half-cases, 6¼c.; Filiatra, do., 5¾c.; do. half-bbls., 5½c.; do., bbls., 5¾c. Provincials, 5c. in bbls., 5¾c. in cases, and 5½c. in half-cases, and Vostizas, half-cases, 8c.

The prune market is steady. We quote: French, 4¼ to 4½c.; Austrian, 6 to 7c., and Californias, 40 to 50s., 9¾ to 10c.; 50 to 60s., 8¾ to 9c.; 60 to 70s., 8¼ to 8½c., and 70 to 80s., 7½ to 7¾c.

Evaporated fruit rules steady, apricots selling at 11½ to 12c., and peaches 10 to 12c.

Figs are unchanged at 9 to 10c. in 14-oz. boxes, 10 to 11c. in 10-lb. boxes and 4c. in bags.

## NUTS.

A new feature in nuts consists of stronger advices on Grenoble walnuts, cables stating that the supplies of Mayettes are practically exhausted. The first supplies of new Grenobles were distributed last week ex ss. Carthaginian, and they are selling at 10 to 10½c. We quote: Grenoble walnuts, 10 to 10½c.; Sicily filberts, 7c.; Tarragona

almonds, 8c.; Valencia shelled almonds, 21 to 22c.; shelled walnuts, 20c., and cocoanuts, \$3.50 per 100.

## FISH.

Arrivals of fish have been exceptionally large during the week, and the market is now well supplied in all lines. In pickled fish prices generally are steady all round. We quote: Green cod—No. 1 large, \$4 to \$4.50; No. 1 ordinary, \$3.50 to \$3.75; No. 2, \$2.25 to \$2.50; herrings, No. 1 N.S., \$4.25 to \$4.50 per bbl. and \$2.50 per half-bbl.; N.B., \$2.15 to \$2.25 per half-bbl.; B.C. salmon, \$10.50 per bbl.; mackerel, No. 2 new, \$20; 1896 pack, \$10 to \$11 per bbl.

The demand for smoked fish continues fair. Receipts of haddies are liberal and prices have been reduced to 6c. both for city and country trade. Kippered herrings are selling at \$1.25 per box; Yarmouth bloaters at 90c. to \$1 per box, and new smoked herrings at 10 to 12c. per box.

There is no change in preserved fish to note and sales are slow. Dressed codfish are selling at \$4.25 per case of 100 lbs.; dried cod at \$3.75 per cwt.; boneless codfish at 5 to 5½c. per lb., and boneless fish 2¾c. per lb.

The market is pretty bare of fresh fish at present, haddock being about the only fresh sea fish offering which are selling at 3 to 3½c. per lb.

Shell oysters are scarce which is due chiefly to the fact that dealers here are accumulating stock for late fall and winter use, consequently prices are higher. Malpeques, common, \$3.50 to \$3.75; hand-picked to choice, \$4.50 to \$5.50, and Miramichi, \$3.50 to \$4 per barrel.

## DRIED APPLES.

There has been a decided advance in these during the past eight days owing to the higher prices asked by holders in the country for supplies of new stock. Bids of 8¼c. have been refused for evaporated and we quote 9½ to 10c. while dried apples are held at 5 to 6c.

## APPLES.

The active demand for winter apples is fully maintained. Cables from Liverpool contain complaints of unsatisfactory packing, latest quotations across the water being: Western States Ben. Davis, 12s. to 19s. 6d.; average, 16s.; Boston Baldwins, 9s. to 18s. 6d.; average, 14s.; Greenings, 6s. 6d. to 15s.; average, 10s. Locally prices are firm under a good demand at \$3 to \$4 for No. 1 winter stock and \$2 to \$2.50 for seconds.

## GREEN FRUIT.

There has been little change in the green fruit market during the past week. We quote: Lemons, \$2.50 to \$3 per box; Jamaica oranges, \$8 to \$8.75 per barrel; bananas, \$2.25 per bunch; California

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Scotia and Portland Cured Fin-  
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peaches, \$1.75 to \$2 per box; Canadian pears, \$3 to \$6 per bbl.; Almeria grapes, \$5 to \$6.50 per cask; do. California Tokays, \$2.25 to \$2.50 per crate; cranberries, \$7.50 to \$8 for Cape Cod, and \$6 to \$6.50 for Nova Scotia, per bbl.

### COUNTRY PRODUCE.

**EGGS**—The tone of the egg market was firm at an advance in prices. There was considerable enquiry for new-laid stock, of which the offerings were small, and the tendency of values for this class is still towards a higher level. The demand for limed and candled was only fair, but on the whole a moderately active business was done. We quote: New-laid, 17 to 18c.; Montreal limed, 13½ to 14c.; choice candled, 13½ to 14c., and culls, 11 to 12c. per dozen.

**BEANS**—The demand for beans in small lots is fair and prices rule steady at 80 to 90c. for primes, and at 95c. to \$1 for choice hand-picked per bushel.

**GAME**—The receipts of partridge were again small, for which the demand continues good, and prices were firm at 65c. for firsts and at 35 to 40c. for seconds per brace.

**HONEY**—The market for honey was quiet and prices were unchanged. We quote as follows: Clover comb at 10 to 11c.; bright extracted at 7½ to 8½c., and dark at 5 to 5½c.

**POTATOES**—There was no change in potatoes, the demand for car lots being slow at 45 to 50c. per bag.

### PROVISIONS.

There was no material change in the situation of the local provision market, lard and smoked meats being about steady. The demand for all lines is fair in small lots, and an average trade is doing for the season. We quote: Canadian pork, \$15 to \$16 per barrel; pure Canadian lard in pails, at 7 to 7½c., and compound refined at 5 to 5½c. per lb.; ham\$, 11 to 13c.; bacon, 10 to 12c. per lb.

### SALT.

There has been a good business in coarse salt during the week on the basis of 35 to 40c. per bag of 150 lbs., Liverpool, and \$1 to \$1.10 per bag of 215 lbs., Trepani.

### FLOUR AND MEAL.

The demand for flour from local and country buyers was fair, and a moderately active business was transacted. The tone of the market was steadier, in sympathy with the firmer grain markets, but prices are unchanged, at the decline established on Saturday. There was some enquiry from London for round lots of Manitoba brands, but no sales were made. We quote: Winter wheat, patents, \$4.75 to \$5; straight rollers, \$4.35 to \$4.40; bags, \$2.10 to \$2.20; best Manitoba strong bakers', \$4.90

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Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.

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Pork Packers and Commission Merchants,

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Extra Fancy Malori and Sorrento Lemons, Bananas, Cocoanuts, Sweet Potatoes, Spanish Onions, Cranberries, Peaches, Pears, Apples, Grapes, etc.

to \$5; second do., \$4.50 to \$4.60, and low grades, \$2.70; Hungarian patents, \$5.40.

A fair jobbing business was reported in meal, the demand being chiefly for small lots at steady prices. We quote: Rolled oats, \$3.35 to \$3.40 per barrel, and \$1.62½ per bag; standard meal, \$3.25 per barrel, and \$1.57½ per bag.

There continues to be a steady demand for feed, and in consequence supplies do not accumulate any, and values are fully maintained. We quote: Ontario bran at \$11, and shorts \$12 per ton, bulk; Manitoba bran, bags included, at \$11.50., and shorts at \$13.50 per ton.

#### BALED HAY.

A fair trade was done in hay to-day, and the market is moderately active, with no change in prices to note. No. 1 sold at \$10.50, and No. 2 at \$8 to \$8.50 per ton, in car lots on track.

#### CHEESE AND BUTTER.

The cheese market rules quiet but continues steady. Enquiry for cheap cheese is maintained, and goods running from 7½ to 8c. find ready purchasers. At the wharf Monday morning the offerings comprised 2,000 boxes. The quality was not exceptional and they sold at 7¼c. We quote as follows: Finest Ontario Septembers, 8¾ to 8¾c.; finest Ontario Octobers, 8¾ to 8¾c.; finest Townships, 8¼; finest Quebec Octobers, 7½ to 7¾c.

The butter market continues without new feature. Local demand for creamery ranges from 18 to 18½c., but shippers are not buyers except at a concession of ¼ to ½c. from that range. There is little doing in dairy stock, which is scarce, and fine to finest goods of this kind find a ready sale. We quote: Finest creamery, 18 to 18½c.; seconds, 17¼ to 17½c.; dairy butter, 16 to 16½c.

#### MONTREAL NOTES.

The raw sugar market is still cabled firm from London, and it is also strong in New York.

There has been a sharp advance in both dried and evaporated apples since last report.

Cables from Bordeaux state that stocks of Grenoble walnuts are light and that Mayettes are almost exhausted.

The strength in tea at primary markets in Japan continues unabated, according to advices to hand this week.

The first arrivals of new Grenoble walnuts were distributed to the trade at the close of last week ex Carthagénian.

The ss. Bellona is discharging her cargo of dried fruits at this writing. Prices are entirely unaffected by the fact.

There have been sales of round lots of Barbadoes molasses during the past week at an advance of 1c. per gallon.

Two or three car loads of California raisins are near at hand here, but their cost price is such that spot prices will not be influenced.

A serious fire took place late Saturday night in a grocery kept by Adelard Chausse

at 31 Rachel street. Mr. Chausse went into the annex of the store to turn off a leaky tap in a coal oil barrel, and threw the lighted match he had held in his hand to guide himself, into the barrel, a fierce flame at once shooting upwards to the ceiling. The fire brigade was at once summoned, but so rapidly did the flames spread that over \$2,000 damage was done before the spread of the fire could be checked.

#### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,  
ST. JOHN, N.B., Nov. 18, 1897.

THE wholesale grocers have had a busy week. The Annapolis Valley and St. John River Valley business is an important factor in wholesale business here, and access to both is largely cut off during the winter. Besides this the supplies for lumbermen, together with the Christmas business and the arrival of goods—particularly such lines of which the whole year's, or at least a large part of the whole year's supply, comes to hand in the fall—makes this the busy season. Winter port matters still occupy a first place in the attention of many. There is much disappointment that the steamers which have been running direct between St. John and Liverpool will have to call at Halifax both going and coming. There is no doubt, however, but that much more freight will be shipped from St. John than ever before, and there is every facility for handling the trade. Already a large quantity of goods are here waiting for the first steamer.

OIL—Little can be said this week. Large shipments of burning oil are being made in order to get contracts filled before December 1. Other lines are quiet. Cod oil comes in slowly, not enough to supply even the limited demand. Prices are held firm, and tend upward. We quote: Best American burning oil, 17½ to 18½c.; Canadian water white, 16 to 17c.; Canadian, prime, 14 to 15c.; cod oil, 22 to 24c.

SALT—Market is well supplied with coarse salt. The extra American duty somewhat affects the demand from Maine, but only such as goes inland, as it does not affect that used in the fisheries. The trade to Eastport and Lubec and other coast points is a large factor in the salt trade here. Our merchants are also, somewhat from the same reason, importing less salt into and via Boston. The regular steamers coming direct from Liverpool during the winter inclines to keep this market overstocked and tends to lower prices and small profits. In fine salt there is a steady demand. We quote: Coarse, 47 to 50c.; Liverpool factory-filled, 85 to \$1; Canadian fine, 90c. to \$1 per bag; 5-lb. bags in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to

\$3; butter and cheese salt, bulk, \$2.50 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.; rock salt, \$5 to \$6 per ton.

CANNED GOODS—The high prices continue, particularly tomatoes and Gallon apples. The latter will be short this season. The low price of peaches is causing a large sale. As noted last week, lobsters tend to be more freely offered, but it is said some have not the necessary Government stamp, and the risk of fine is such that dealers do not care to buy. In canned meats the feeling is firm. Lunch tongue shows quite an advance on packers' list, and it is said the whole list must advance soon. Oysters seem dull. Salmon are quoted low. The demand for sardines west continues. We quote: Corn, 70 to 75c.; peas, 75 to 90c.; tomatoes, \$1 to \$1.10; gallon apples, \$2.20 to \$2.25; corned beef, Canadian, \$2.40 to \$2.50; American, 2-lb. tins, \$2.60 to \$2.70; 1-lb. tins, \$1.40 to \$1.60; oysters, 2's, \$2.10 to \$2.20; 1's, \$1.40 to \$1.50; peaches, 3's, Canadian, \$2.50 to \$2.75; 2's, \$1.50 to \$1.75; American, 3's, \$2 to \$2.25; pineapple, \$2.50 to \$2.75; fruits in glass,

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\$4 to \$4.25; salmon, \$1.15 to \$1.20; ditto, flats, \$1.25 to \$1.30; lobsters, \$2.50 to \$2.60; haddies, \$1.05 to \$1.15; clams, \$5 for 4 doz.; chowder, \$2.50 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

**GREEN FRUIT**—Demand for apples has been better during the week. Many buyers from outside towns have been in. They complain that even at the high prices asked it is impossible to get any quantity of good winter stock. Gravensteins are quite plentiful. In other lines a great deal of poor stock is to hand, and auction sales are quite frequent. Oranges sell slowly; they are not yet in season. Lemons have light sale. In cranberries the high price of Cape Cod berries has given the market to the native berries. They are of good quality. Very few bananas selling. Malaga grapes are higher and have better demand. Canadian are about over. We quote: Lemons, \$4.50 to \$5.25; oranges, \$5.50 to \$7 per bbl.; apples, \$2 to \$3.75; bananas, \$2 to \$2.25; grapes, 25 to 40c.; Malaga grapes, \$5.50 to \$7; native bog cranberries, \$5.50 to \$6 per bbl.; Cape Cod cranberries, \$8 to \$8.50 per bbl.; sweet potatoes, \$3.25 to \$3.50 per bbl.

**DRIED FRUIT**—Business is active. In raisins a large business is being done, Malaga layers particularly having a large sale. Prices rule low. More 2-crown loose Muscatels are on the market than usual. They are not a popular grade here. In California raisins the market is easier. Prices on the Coast are lower, and the mar-

ket is tending downward, but no very low prices are expected. The decline is too late to effect sales here, and quantity of California loose for here is light. There is good sale for Valencias. In prunes, California continues to show good demand for the season, which usually does not begin till a month later. There is some demand for apricots. Prices are easy. In dried and evaporated apples there is light demand. Prices are high and stocks light. New figs are being freely received this week. Sales are large and prices low. Seeded raising are in demand. There is great difference in the quality. All kinds of nuts show demand. We quote: Valencias, 5½ to 6c.; California L. M., 3-crown, 6¾ to 7c.; London layers, \$1.50 to \$1.65; Imp. cabinets, \$1.75 to \$1.80; black baskets, \$2.40 to \$2.50; Dehesa layers, \$2.75 to \$3; currants, cases, 5¾ to 6c.; bbls., 5¼ to 5½c.; cartoons, cleaned, 7¾ to 8c.; bulk, cleaned, 6½ to 7c.; prunes, boxes, 5 to 10c.; dates, 5 to 7½c.; Fard. dates, 7 to 7½c.; dried apples, 3½ to 4c.; evaporated apples, 7 to 8c.; onions, \$2.10 to \$2.25 per bbl.; coconuts, \$4 to \$4.50 per 100 lbs.; figs, 8 to 10c.; Sultana raisins, 7½ to 9c.; Malaga loose muscatels, 3-crown, 6 to 7c.; 4-crown L. M. Californias, 7¾ to 8c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.; new Valencias, layers, 6¾ to 7c.; citron peel, 18c.; lemon peel, 11c.; orange peel, 12c.

**SUGAR**—There is a steady demand, but values show no change. In foreign sugars, while very many samples have been received, our buyers are not inclined to take hold of them. Stocks of sugar here are not large,

We quote: Granulated, 4¼ to 4¾c.; yellows, 3¾ to 3¾c.; Paris lump, 5½ to 5¾c.; powdered, 5¼ to 5½c.

**MOLASSES**—There is only a fair demand. Holders are somewhat disappointed, but stocks are not large, and the tendency at outside points is towards higher prices. There is some inquiry for New Orleans, but so far little has been imported on account of high prices asked. We quote: Barbadoes, 23 to 25c.; Porto Rico, 27 to 30c.; New Orleans, barrels, 28 to 30c.; Antiqua, 22 to 23c.; syrup, 36 to 38c.; St. Croix, 20 to 22c.; Demerara, 33 to 34c.

**DAIRY PRODUCE**—There is an easy feeling in the chesse market. As is usual at the end of the season, low prices have brought to light more cheese among the factorymen than it was thought they had. Our dealers are fairly well stocked, so there is little demand. Local sale at best is not large. In butter there is no change. Values are easy. Eggs are firmer, and stock light. Quality of those received is ruling better. Sale here is light for held stock at any time. We quote: Dairy butter, 15 to 17c.; creamery, 19 to 20c.; prints, 20 to 22c.; cheese, 9¾ to 10c.; eggs, 14½ to 15c.

**FISH**—There is a firm feeling here in all lines of fish. Dry cod is still firm and pollock is about out of the market. In bay herring the feeling is much firmer than was expected. Supplies are coming in slowly, and the lack of large herring in the market tends to keep the price of bay herring up. Shad are scarce. In finnan haddies there is now a large demand from outside points, and beside those cured here many are shipped through to this market from Digby

and other curing points. Smoked herring are in light supply, but there is enough to fill the demand. We quote: Large cod, \$3.40 to \$3.50; medium, \$3.20 to \$3.25; pollock, \$1.65 to \$1.70; bay herring, \$1.45 to \$1.50 per half-bbl.; smoked, new, 7½ to 8c.; shad, half-bbl., \$4.50 to \$5; boneless, 2½ to 4c.; cod, 6 to 6½c.; Shelburne, bbls., \$2.75; half-bbls., \$1.85 to \$1.90; Canso, \$5 to \$5.25 per bbl.; do, half-bbl., \$2.75 to \$3; wolves, \$2.25 to \$2.50 half-bbl.; bloaters, 50 to 60c.; kippered herring, \$1; bloaters, 60c. per box; kippers, \$1 per box.

**PROVISIONS**—There is a good, fair business doing. Clear pork keeps low, and lower in proportion than mess. In plate beef, prices are held firm and have an upward tendency. Smoked meat is quiet with the wholesale trade, local curers supplying the demand. Some very low prices were quoted by western houses this week for hams. Lard seems rather firmer. We quote: Clear pork, \$14.50 to \$15.50; mess, \$13.50 to \$14; plate beef, \$13.50 to \$14; hams, 12 to 13c.; rolls, 9½ to 10c.; pure lard, 7½ to 8c.; compound, 6½ to 6¾c.

**FLOUR, FEED AND MEAL**—Our market is fairly well stocked in flour. At this season quite a quantity is kept moving. We quote Ontario a little higher. Our people prefer old wheat flour and will give it a preference at even higher figures than quoted for new. Feed stuff is rather lower and more freely offered. It is said the fact that western farmers are raising more pork is a reason why feed has been so scarce. In beans the feeling is easy and quotations from the west tend lower. There is no change here. Split peas are scarce and hard to get. Oatmeal and oats are more firmly held. Cornmeal is still very low and moving freely. We quote as follows: Manitoba flour, \$5.70 to \$5.75; best Ontario, \$5 to \$5.10; medium, \$4.80 to \$4.85; oatmeal, \$3.65 to \$3.70; cornmeal, \$2 to \$2.05; middlings, car lots, in bulk, \$16.00 to \$16.50; bran, do, \$15 to \$15.50; hand-picked beans, \$1 to \$1.10; prime 90 to 95c.; oats, 34 to 36c.; hay, \$11.50 to \$12.50; barley, \$3.15 to \$3.25; round peas, \$1.25; split peas, \$3.25 to \$3.30; yellow eye beans, \$1.75.

#### ST. JOHN NOTES.

Canadian canned meat is having an increased sale in this market.

E. L. Robertson, of St. John, has started a sausage factory at Amherst.

The Canadian Drug Co. have received a large supply of Keen's mustard in 4-lb. jars; also Robinson's barley.

Shipments of Finnan haddies from Digby are now passing through here in large quantities by express for Montreal.

Mr. Joseph Finley, one of our largest wholesale grocers, is just home from a well-earned vacation trip to Boston and New York.

Large quantities of produce continue to be shipped from Prince Edwards Islands ports, among which this week were the following: A cargo, including oats, potatoes, hay, horses, etc., for Bermuda; a cargo of 5,600 bushels potatoes for Lunenburg,

N.S.; a cargo of 6,000 bushels potatoes for Rockland, Maine; 7,000 bushels potatoes and 1,800 bushels oats for Yarmouth, N.S., and a steamer and a brig with oats for the English market.

While Nova Scotia orchards have not large apple crops, some good sums are realized, three orchards near Granville Ferry for winter fruit alone netting between \$700 and \$800 each.

A number of Fredericton merchants were in the city this week, including G. T. Whelpley, S. L. Morrison and W. H. Vanwart. While buying general goods, their particular mission seemed apples.

#### LATE ADVERTISEMENTS.

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

"Lemaire" (imported) sardines, ¼'s, are meeting with ready sale with the Eby, Blain Co., Limited.

D. Gunn, Bros. & Co. report quite an increase of receipts in 1-lb. prints and large rolls of good dairy butter.

Lucas, Steele & Bristol: "Circle" tea is packed in three grades. So is "Empire." "Hillwatee" brand is all red label.

Rutherford, Marshall & Co. report that large local and shipping orders enable them to give prompt returns for consignments in all lines.

Lucas, Steele & Bristol: The images Lucas, Steele & Bristol are distributing with their "Kiji," "Uriba" and "Circle" teas are quite a novelty.

D. Gunn, Bros. & Co. report the consignments of eggs and poultry larger than any previous season. However, the very large local and shipping trade enabled them to make prompt returns with good prices.

Frank Magor & Co.: "A thoroughly reliable article always takes with good people. Our traveler recently received repeat orders for Rae's olive oil, its quality having brought forth excellent recommendations from some of our best private houses."

#### EDMONTON ROUTE TO KLONDIKE.

A Calgary despatch says: "Another party of Klondikers, numbering ten, is in the city waiting for Monday's train to Edmonton. As the Edmonton route becomes more known its popularity increases. The police survey party, under Inspector Moodie, is making rapid headway. As soon as the snow falls they will kill their horses for dog meat and proceed by dog train. The grass along the route has been very plentiful this year and horses have no difficulty in finding sustenance for the journey. The American parties find they can outfit in every department cheaper here than in their native states. In some cases the initial cost is less in Calgary, in others the added freight makes it cheaper to purchase supplies here."

#### SITUATION WANTED.

**WANTED**—BY AN ENGLISHMAN WHO THOROUGHLY understands the grocery business, a situation as salesman or bookkeeper; active, industrious and not afraid of work; first-class references or testimonials; speaks Spanish. Address, E. B. P., THE CANADIAN GROCER, Toronto. (48)

#### THE QUEEN CITY OIL CO. LTD.

SAMUEL ROGERS, President, TORONTO  
See that you get the genuine brands. Boston Coach Oil, Harness Oil, Sewing Machine, Bicycle, Lantern and Gas Oil, Ho-f Ointment, Axle Grease, Paraffin Wax Candles, Electric Light and Granite Candles, Coach Candles, Christmas Candles, Plain and Decorated, Cordova Wax Candles. Enquire for prices.

Use **PEERLESS OIL** for Machinery.

#### GROCCERS IN B. C.

buying **JAMS, JELLIES, VINEGARS, PICKLES, PEELS** or **CANDIES**, can have the best by getting

#### OKELL & MORRIS GOLD MEDAL BRANDS

Sold by every wholesale man in B. C.

#### RIVERSIDE CANNING WORKS

Wallaceburg, Ont.

#### Eagle Brand Tomatoes, Corn and Catsup

THE BEST IN THE MARKET.

No coloring in Tomatoes; no bleaching in Corn. All goods warranted pure and to possess natural flavor.

W. J. BADDER, P.-op.

#### POTATOES AND APPLES

#### Wm. Hannah & Co.

TORONTO—and—MONTREAL

Board Trade Building, 14 St. Nicholas St.

We are always open to buy or sell car lots.

Write or Wire us for Prices.

#### Manitoba Produce and Commission Co.

WINNIPEG, MAN.

Wholesale Dealers

**Butter, Eggs, Cheese, Poultry, Dried and Pickled Fish, and Fruit.**

#### FOR SALE..

**BEANS, DRIED AND EVAPORATED APPLES**

Apply **JAS. R. SHIELDS & CO.**, Board of Trade Building, TORONTO

#### FOR SALE..

Grocery brokerage business. Calling on wholesale trade. Only \$2,000 cash. Apply to "Broker."

Care **CANADIAN GROCER.**



WANZER.

#### Improved Wanzer Lamp

Non-explosive, no chimney, best light, burns Canadian oil perfectly. Soon saves its cost in oil and chimneys. Liberal discounts to the Trade. Every Lamp tested.

**WANZER LAMP & MFG CO**  
HAMILTON.

## MANITOBA MARKETS.

WINNIPEG, Nov. 13, 1897.

THE snow has been falling steadily for hours, and there is small doubt that this time the beautiful has come to stay. The general feeling is that it is just as well to have snow now. The fall has been an exceptionally fine one. All classes of work are well advanced, and there is little to be gained by bare ground once it is frozen too hard to plough. Business is brisk, and steady payments are being promptly met, and a feeling of cheerful confidence prevails. Prices are good and are likely to be better, and this is encouraging. One of our leading wholesale grocers remarked this morning "It always makes a man feel good to buy in a rising market." The wheat market is almost unchanged. Deliveries are fully 50 per cent. less than last week, due, in some cases, to bad roads, but in others to the fact that prices are lower and farmers are preparing for winter. Cars are still very scarce and dealers much afraid that they will not get all their purchases delivered at Fort William before the navigation season closes. It is generally considered that 70 per cent. of the wheat is out of the farmers' hands.

The last steamer at Fort William brought 26 carloads of apples for Winnipeg dealers. This fruit is not altogether satisfactory, in fact, really first-class winter apples are not to be had this year from south or east, and the consumers may make up their minds to that. Of course the keeping qualities of the Ontario fruit have not yet been tested, but one peculiarity is very noticeable—a marked tendency to shrink in size as the middle of the barrel is approached. There is comfort in this, however, as it shows that the end of the world is not yet, for according to Oliver Wendell Holmes there is no need of ordering Ascension robes until the apples are the same size all the way through the barrel. Some changes in price may be noted as of interest.

EVAPORATED AND DRIED FRUITS—The California market for apples has advanced  $\frac{3}{4}$  of a cent, while offerings from Ontario are very limited. This looks as if evaporated stock was going to be still higher than at present. Price 10 to 10 $\frac{1}{2}$ c. per lb. Dried apples are still being offered in scant quantities and very few stocks are held here. Price 6 to 6 $\frac{1}{2}$ c. per lb. The indications are that the high price of evaporated and dried apples will increase the sale of apricots and prunes, both of which fruits are reasonable in price and of very fine quality. The Oregon prunes are turning out even better than expected, and it looks as if very shortly there would be no need to import any Bosnia prunes into this market. The two varieties shown are Italian and Hungarian,

though it is on the Italian that the Oregon growers pride themselves particularly, and and they are certainly a most beautiful fruit and delicious to eat just as they are. Stewed prunes are going to mean something different for the future in boarding house bills of fare.

FRESH FRUIT—This market shows few changes for the week. Apples are: Canadian, \$4.75 per bbl.; southern, \$4.25. In addition to the varieties of southern apples, mentioned last week, one house has succeeded in securing a supply of Genotines, which look as if they would keep in good shape until March next. Oranges—Jamaicas still the only ones on the market of first-class quality, bbls., \$13; cases, \$6.50. Lemons are plentiful and good, \$5.50 per case. Winter pears, fancy Washington, \$2.25. Grapes—California Tokays, \$3 per box. Small consignment of Emperor grapes at \$3.50 per box. Bananas are a little more plentiful, price unchanged, \$2.50 to \$3, according to size and quality. Cranberries, Cape Cod, \$9.50 per bbl.

NUTS—A few old Grenobles are in the city, and are very good quality, but new stock cannot arrive before 10th or 15th December. Canadian chestnuts are out of the market.

VEGETABLES—Potatoes are going up rapidly in price. The quality is good, but the supply is short. Price, 35 to 40c. per bushel for large quantities, and 45 to 50c. for small lots; onions, per cwt., \$3.50.

FISH—This market is now well supplied. Finnan haddies have so far arrived by express, but owing to favorable weather future shipments will all come by fast freight. The quality has been fine. The price at present is 9 to 10 $\frac{1}{2}$ c., but it is expected that as soon as first freight shipment arrives it will go down to 7 $\frac{1}{2}$  to 8c. in sympathy with the difference in carriage. Cod, pure, in 2-lb. bricks, 6 $\frac{1}{2}$ c. per lb.; whole fancy cod is 6c. per lb.; Beardsley's shredded, 90c. per doz. Digby chicks or scaled herrings, 17c. per box. Bloaters—No quantities have arrived, but they will come in with the first cars of finnan haddies, and will sell at about \$1.25 per box. New Labrador herrings will not arrive for two weeks.

CURED MEATS—Market firm and prices unchanged. Hams are plentiful and so is long clear, but breakfast bellies are decidedly short. Some lots are being brought in from the United States, but even from large packers the offerings are limited.

BUTTER—Dairy is pretty well cleared up. One commission house, supposed to be the largest holders, have order for two carloads to be shipped early in the week, and this will about exhaust the stock in town. It is expected, however, that fresh made rolls and

tubs will soon be moving more freely. Price, 14 to 16c. per lb., for round lots of choice dairy. Creamery, very little held at present, supplies for British Columbia are now coming through from Ontario. It is understood that purchases have been made on a basis of 18 $\frac{1}{2}$  to 19c. point of shipment.

CHEESE—This article is scarce and prices are maintained at 10 $\frac{1}{2}$  to 11c. Though Ontario has offered here, no shipments have as yet come in and it is difficult to find if any have actually been purchased.

LARD—Pure, \$1.80 for 20-lb. pails; composite, \$1.50.

EGGS—Supply very limited. Dealers are paying 16c. for fresh Manitoba eggs delivered at Winnipeg. A number of carloads are being shipped from Ontario points to British Columbia, but the energetic character of our Manitoba winter will soon put a stop to that trade.

CEREALS—There is every indication that both oats and oatmeal will be higher. American goods are not yet in, though several carloads have been sold here.

COFFEES—Rios dull and weak; extra, 19c.; fancy do., 18 $\frac{1}{2}$ c.; choice do., 17c.; pure do., 16c.

## THE DOMINION TRAVELERS.

THE Dominion Commercial Travelers' Association held their quarterly meeting at Montreal last Saturday, and the meeting was largely attended. The positions in the association's gift this year are more keenly sought for than usual, as there will be a contest for the offices of president and treasurer.

The Hon. J. D. Rolland and Max Murdoch are in the field for the presidency, while Fred. Birks and Thomas L. Paton are to have a friendly contest as to which is the fit and proper person to look after the association's bank account.

The elections by acclamation were: A. T. Le Sueur, vice-president; directors, Wm. Brewster, J. E. Wright, Gus Harris, J. L. Lauthier, and Geo. A. Mann, and auditors, Riddell and Common.

The poll for the election of officers will close on December 17 at 5 p.m., L. Lefebvre and G. A. Mann being the scrutineers.

The association will hold its annual meeting on December 18. It was decided to hold the annual dinner, the details of which were left to a special committee. There seems to be a feeling among the members that the annual dinner, which has so long been a feature, has outlived its usefulness, and this re-union, many think, will be the last.

# ANOTHER DIVORCE

A WESTERN CUSTOMER WRITES US:

"It is our intention to **divorce** ourselves from all grades of Coffees other than the brands of **Chase & Sanborn.**"

## Chase & Sanborn

BOSTON

MONTREAL

CHICAGO

### HINTS TO BUYERS.

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

**C**LEMES BROS. will have this week the first shipment of California navels, the earliest shipment of this fruit ever reaching Toronto.

In stock at Geo. Foster & Sons, California prunes of various grades.

The Davidson & Hay, Limited, are showing green Rio coffees at low figures.

McWilliam & Everist received this week 500 kegs of choice Almeria grapes.

T. Kinneer & Co. have a shipment of Grenoble and Marbot walnuts in stock.

Bradley's Yorkshire salt, in 2½-lb. and 14-lb. bags, is in stock with the Eby, Blain Co., Limited.

"Crown Derby" Ceylon tea in fancy 1-lb. caddies is offered by The Davidson & Hay, Limited.

"Fantasia Queen" olives, in 10, 16 and 27-oz. sizes, have been received by the Eby, Blain Co., Limited.

Domestic sardines, ¼'s, in tomato sauce, are among the recent arrivals with the Eby, Blain Co., Limited.

W. H. Gillard & Co. have a fine range of fruits, comprising Trenor's "Blue Eagle"

and Arguimbau's fine off-stalk and selected Valencias, together with undoubted brands of figs, Sultanas, etc., and the trade will make no mistake in asking this firm for quotations.

Perkins, Ince & Co. have a specially large shipment of Malaga raisins, currants and nuts coming forward.

A choice line of Malaga loose muscatel raisins is being offered by Lucas, Steele & Bristol in 5-lb. boxes.

Choice evaporated apples can be procured from Lucas, Steele & Bristol. They also have dried apples for sale.

The Eby, Blain Co., Limited, state that "Sunnyside" tomato catsup, pints, is meeting with ready sale as a retailer at 15c.

The Eby, Blain Co., Limited, have a shipment of "North Star" salmon, choice cohoes, in store, which is selling rapidly.

Geo. Foster & Sons have another shipment of natural figs in taps on ss. Bellona just at hand. Special prices on large lots.

Geo. Foster & Sons are just in receipt of a large consignment of new season's Hysons, medium and high grades, bought before the advance.

North Shore cranberries and fresh water herring shipped from Midland, Ont., are moving freely with the Eby, Blain Co., Limited.

Geo. Foster & Sons report numerous repeat orders for their "Golden Leaf" Japans. Their quotations show extra value, being early bought teas.

The Davidson & Hay, Limited, have in store this week new Tarragona almonds, Grenoble and Marbot walnuts, ex s.s. Bellona.

W. H. Gillard & Co. are offering, they say, one of the finest ranges of Ceylon and Japan teas to be found in Canada, and at prices that should tempt buyers.

Some choice tea dust is held by Lucas, Steele & Bristol in bulk; also 1-lb. packets. They have "Kiji" and "Uriba" teas also in 1-lb., 4-lb., 5-lb. and 20-lb. packages.

"Vineyard," "Extra Club," and "Royal" Malaga clusters are magnificent fruit and away ahead of any clusters offered at the same figures. The Davidson & Hay, Limited.

The Eby, Blain Co., Limited, expect in a few days Rein's blue baskets, 1-lb. cartoons, and Batger's mixed preserved peel, cut ready for use in 1-lb. drums, which they have sold freely in advance of arrival.

"We have brought along with our Malaga shipment this year a few boxes of 'Empress' clusters, being the finest fruit obtainable and undoubtedly superior to any fruit heretofore imported into Canada," say The Davidson & Hay, Limited.

Some more new show cards have been sent out by the manufacturers of Keen's mustard and Oxford blue. Their Highland Lassie dipping the blue in a mountain stream, the Dusky Warrior's first idea of Civilization and a facsimile of their London delivery wagon with four circus horses are among the best, and copies will be forwarded to all early applicants. Frank Magor & Co., 15 St. John street, Montreal.





# It's a Sure Keeper

and will not become hard and insoluble. We have been making regular shipments to all parts of the world, and find that neither the HOT nor the COLD climate has any effect upon it.

If you are not at present handling it send us a trial order at once. It will not pay you to be without it.

Made only by

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



## The Club Coffee

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

**Ewing, Herron & Co.**  
Coffee and Spices  
Montreal.

## NEW GOODS

GRENOBLE WALNUTS  
SHELLED WALNUTS  
SOFT SHELL ALMONDS  
SHELLED ALMONDS  
LONDON LAYERS  
IMPERIAL CABINETS  
CHOICE CLUSTERS

**GEORGE FOSTER & SONS**  
BRANTFORD, ONT.

## Do you sell Sterling Pickles ?

If you do your customers get a thoroughly good pickle at a low price.

ONIONS, CAULIFLOWER,  
CUCUMBERS, MIXED, CHOW.

All in neat bottles suitable for family trade.

Write for prices to

**T. A. LYTTLE & CO.**  
Vinegar Manufacturers, TORONTO

Valencia Shelled Almonds  
Jordan " "  
Malaga Muscatels  
Malaga Blue Fruits

All grades now in store at lowest prices.

**WARREN BROS. & CO.**  
TORONTO.

Extra Choice  
Hams Bacon  
Pure Lard  
Mess Pork

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

BUY  
**Ivory Bar Soap**

THE BEST MADE

NEW GRENOBLE  
**WALNUTS**  
NOW IN STORE.

MALAGA ("Table")  
**RAISINS**

A splendid assortment now arriving.

**PERKINS, INCE & Co.**  
TORONTO.

The  
**EIGHTEEN  
NINETY  
SEVEN  
FAVORITE**



"Since upwards a Quarter Century, we have used your exquisite Coffee Blends and won't use any other."—Extract.



## BUY THESE GOODS

Why? They will make you money. They are all trade winners. They don't require Premium to make them sell. Quality is their greatest advertisement. Their sales are increasing daily. What better could you want?



For sale by all leading Wholesale Grocers.

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

### TRADE CHAT.

**P**ICKERING, ONT., correspondent of The Whitby Chronicle. "Raspberries and roses have made their appearance hereabouts during the past fortnight. To be sure the crop is not very extensive, but the quality is good."

The merchants of Brandon, Man., report that their trade continues good and they look forward to its keeping up at least until after Christmas.

The stock of T. J. Nicholls, general merchant, Gorrie, was sold by auction to A. Dulmage, of Lakelet, for 67c. on the dollar. The stock was valued at \$4,500.

The record of cars passed through the St. Clair tunnel during October indicates a good traffic. About 20,000 cars is a good average, but 22,763 went through during that month.

Mr. E. C. Henry is winding up his apple business at Tilsonburg for the season. Owing to the scarcity of the crop he has only shipped about 1,500 barrels, which is a mere fraction of the business done last year.

Campbell Bros., Rat Portage, are moving their grocery business over to the Clougher block. The premises they occupy at present on the corner of Second and Main streets are to be pulled down to make room for a new brick block.

W. A. Miner, St. Thomas, has disposed of his grocery business to J. Kingswood, and Mr. Kingswood has sold his grocery business to Mr. M. Hatch, who will conduct a butcher and grocery business in Kingswood's old stand.

Thamesville correspondent of The Chatham Banner: "Cards are out for two afternoon teas at H. E. Harrison's grocery on Monday and Tuesday, the 8th and 9th. Apples, fruits, India and Ceylon teas will be served. All ladies are invited."

The well-known firm of Hughes & Long, lumber dealers, Brandon, Man., will in future be known as Hughes, Long & Buchram. Mr. Buchram, a lumberman of Min-

nesota, has taken an interest in the business and becomes a partner in the firm.

The Morden, Man., correspondent of The Winnipeg Free Press: "Plowing is well advanced this fall. The past season, with the favorable price paid for wheat, has been a profitable one for farmers in general, and in consequence bank accounts have been increased, and existing encumbrances materially reduced."

Mr. E. H. Cowan, who keeps a grocery store at the corner of Richmond and Cheap-side streets, London, was down town on business the other evening. Mrs. Cowan had occasion to go to the back yard. On her return she caught sight of an elderly man retreating through the store door. Hastening to the till Mrs. Cowan found that her purse, containing \$52, had been opened and the money taken. The police are working on the case.

Mr. T. J. Scanlan, the well-known and justly popular young manager of McArthur's furniture store left this morning to embark in business for himself at Nelson, where he has a new building just completed, which he intends fitting up as a first-class grocery store. Mr. Scanlan has many friends in Kalso, who will wish him success in his new field. While deploring the loss to Kalso of a bright, energetic business man and a leader in social circles, we cannot but congratulate Nelson on her gain.—Kootenaian, Kaslo.

### APPLES IN ILLINOIS.

Dealers who handle apples extensively are beginning to wake up to the fact that offerings of good sound stock, suitable for store trade, are comparatively light. There has been considerable inquiry, but the bulk of fruit is not up to the requirements of trade. Much of the stock from adjoining states is blighted and gnarly. Fine fruit is held at \$2 to \$2.50 per barrel, and this is generally regarded as a reasonable price in view of the fact that there is a shortage in the crop.—Chicago Grocer.

### THE MAPLE.

(The Canadian National Tree.)

O maple, tall and slender,  
Filled with the sun's rich wine,  
Whether on open hillside  
Or on the forest line,  
You brim with your glad splendor,  
The June-world's cup divine.

With warm light overflowing,  
O strong and stately tree,  
You spread your bounteous branches  
To all glad airs that be.  
O tree, of all trees growing  
The dearest one to me.

All through the golden summer  
Your leafy tents you spread,  
When out by field and highway  
The noon lies parched and red;  
And out in the fields the cattle  
Doze by the brook's dried bed.

When late in ripe September  
Earth's fruits are gathered in,  
And wealth of glowing plenty  
O'erflows each brimming bin,  
You with your flaming splendors  
The autumn's triumphs win.

And when in bleak October  
The frosty nuts do rain  
And earth, more grave and sober,  
Hath wrapped her pall again;  
Through your great boughs the storm-wind  
Goes roaring like the main.

O tree of mine own country,  
I love your stately green;  
Old memories of my childhood  
Blow your warm leaves between,  
And past your leafy radiance  
Haunts each familiar scene.

Like you upon your hillside,  
Filled with earth's golden glow,  
Strong, towering proud to heaven  
When happy June winds blow,  
O tree, may my young country  
In days to come outgrow.

Like you amid the forest  
May she 'mid nations tower,  
A Titan proud and mighty,  
Filled with earth's gladdest dower,  
While 'neath her widening branches  
A people's hopes embower.

—Pall Mall Gazette.

The Cook—"Arrah, mum! Oi wish ye'd kape out av the kitchen entoirely!"  
The Mistress (faintly)—"I only wish to make a few biscuits for my husband's supper, Bridget—that's all." The Cook (bursting into tears)—"Oh! thot's all, is it? An' yishterday avening ye only wanted to 'make a few biscuits for me husban's supper; an' Danny Brennan, the cop, got hold av wan av them boi mishtake an' ate ut; an' God only knows will he iver call here again ut all, ut all!"—Puck.

**LIMITED PRICES AND CREDITS.**

**P**RESIDENT G. WALDO-SMITH, of the Wholesale Grocers' Association of New York and vicinity, recently submitted a report to his association in regard to limited prices and credits.

After outlining the work of the association during the year, the ninth in the history of the organization, the report continued in part as follows: "If the entire amount of cash rebates that has been secured from manufacturers whose goods we handle, and which has been secured solely and alone through the efforts of the association, is placed to its credit and only the annual dues charged against it, the balance to the credit of the association must be a very large one, and not only justifies the formation and continuance of the association, but would also justify far more interest in its work than has been manifested by most of our members."

"Of the many things that are needed to make the association as successful as it should be, I will only enumerate a few: It needs that every member should attend all of its meetings and participate in its deliberations; that everyone should be watchful over its interests and aid it in every way within their power; by watching his salesmen closely and seeing to it that limited prices are honestly maintained; by using his influence with manufacturers in endeavoring to procure better terms; by carefully investigating every alleged case of price-cutting on limited price goods, and by giving all the facts to the secretary in such cases, with names and dates. Complaints that come to the office nearly always close with something like the following, which is copied from a complaint recently received:

"Please consider this thing confidential, and do not mention our name in connection with it; but call upon A.B.C. & Co., and let them understand that the jobber will not put up with such work. If they wish to continue the limited selling prices on sugars, they must immediately discontinue all such practices."

"Of course, nothing can be done with such a complaint, and it is worse than useless for members to write them. Let us have the courage of our convictions, and be willing to lose a customer, if need be, sooner than return to the old practice of selling sugar for cost, or, in other words, of working for nothing and 'finding' ourselves. We all need to adopt the motto, 'The concern of one is the concern of all.' Remember that while cutting the price of staple goods may occasionally secure an order, no cut can be made that will not be immediately followed by all competitors, and thereafter the article must be placed on

the list of goods that are handled at an entire loss of the cost of doing business.

**THE PRICE-CUTTER MAKES THE MARKET.**

"It is well known that the hundredth man, notwithstanding he may be a very small dealer, makes the price at which the ninety-nine must sell and that it is useless for the ninety-nine to attempt to obtain more for an article of uniform quality, quantity and cost than any competitor is willing to sell it for, unless he is protected by the manufacturer.

"Up to this time no better plan for maintaining a margin of profit on goods of the above class has ever been discovered than the one known as the rebate plan; and until some Columbus arises and discovers a better plan, our only hope of maintaining our business on a profitable basis must be found in some one of the various plans now in vogue. Whether the best plan for securing a rebate has been adopted as yet, I am not quite certain; but that a rebate in some form is absolutely necessary, in order that our business may be maintained on a profitable basis, I think no one will attempt to deny.

"The proportion of goods handled of fluctuating price and varying quality upon which a profit can always be obtained has become so small that the business cannot live on the profits which they alone afford. The interests of the manufacturer and the jobber are identical. The manufacturer needs the use of our plant to distribute his product, and we want to handle his goods—so long as it can be done at a profit, but not otherwise. To this end, I think, a meeting or convention should be held, where manufacturers and jobbers could meet together in a friendly way and discuss methods of handling goods that would be to the mutual advantage of both parties. The manufacturer certainly has a right to decide for himself whether he will distribute his product directly to the consumer or through the retailer only, or whether he will avail himself of the facilities offered by the plant of the jobber, but certainly if he does desire to avail himself of the facilities we have to offer, he should do so in a way and manner satisfactory to us.

"To show the power and efficacy of associated effort when properly directed, I will state that Mr. E. G. Leigh, president of the Southern Wholesale Grocers' Association, recently sent a circular letter to 548 jobbing houses in eleven southern states, all members of the association, asking them to agree to a certain plan for handling package coffee. Answers giving assent were received by return mail from 544, the other four not having been heard from at last advices.

**EASE OF GETTING CREDIT.**

"One of the great drawbacks to the pros-

perity of our business is the ease with which credit can be obtained. A case came to my knowledge recently in which a retail grocer, who never carried more than \$400 worth of stock and never claimed to have more than that amount of capital, turned over his entire store to secure one creditor, and, subsequently, six judgments were placed on record against him, amounting to some \$1,200. This was an entirely needless loss to the trade, and could have been prevented by reasonable care. The habit of demanding a statement over the signature of customers asking for credit is rapidly coming into vogue, and I trust it will not be long before the practice will be universal. If we could agree together not to open an account until the applicant for credit had filed a written statement over his own signature, it would put a stop to one of the principal sources of loss that we have to contend with."

**EXPORTS OF FLOUR.**

Owing to the active export grain movement nearly all ocean room out of Montreal has been taken by Toronto exporters, and large quantities of grain are now being sent forward for export via Portland, Me., and St. John, N.B., over 500,000 bushels, it is said, having been engaged. A large business in Ontario flour is being done by millers both to Great Britain and Newfoundland. Ontario millers have a special advantage in export trade, as they are buying their fall wheat at about eleven cents per bushel cheaper than it is selling in Toledo and Detroit, and seventeen to eighteen cents cheaper under the price of Manitoba wheat at Goderich and Owen Sound, and are, therefore, able to sell at forty to fifty cents per barrel less than Americans can lay down the same grades in Newfoundland. It is said that Ontario millers have exported four times as much spring wheat flour as they did last year. The total grain exports this season to the close of last month from Montreal were 23,476,904 bushels as compared with 15,693,784 bushels for the year previous.

The trade should pay special attention to Laporte, Martin & Cie.'s advertisement of canned goods. It may prove profitable.

"Our low prices for raisins, Malagas, Valencias, California, etc., have drawn heavy orders," write Laporte, Martin & Cie. "We have a few lines which we can still give at old prices."

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

# WE ARE ON TIME

---

**These Goods are in Stock.**

**GRENOBLE  
WALNUTS** ..

Although prices have advanced in France, we offer you at our first quotations, pure Mayette Grenoble Walnuts. We bought early and have them in stock. **We can fill your order at once.**

We have also a small shipment of Shelled Walnuts, 55-lb. boxes. **Order early.**

**ALMONDS** ..

S.S. Tarragonas, 110-lb. bags.  
"Bull" brand, Valencia Shelled, 28-lb. boxes.

**RAISINS** .. ..

Sultanas--Choice, Fancy and Selected.  
Valencias---We have the best brands, Trenor, Arguimbau, Gomez, Pedereya. Off-Stalk, Fine Off-Stalk, Selected and Layers. Malagas---Campuzano, Bull, Tiger, Lion and Elephant Brands, boxes and quarter boxes.

**FIGS** .. ..

Fine Layer, in 11-lb. boxes.  
Choice, in 14-oz. boxes. Natural, in 30-lb. boxes.

**PEELS** .. ..

Batger's 1-lb. assorted, 6 dozen in a case.  
York--Lemon, Orange and Citron in 7-lb. boxes.

**DRINEC**

Pinard's, 27½ boxes, 40's, 50's, 60's. Put up in bottles.

# PEELS .. ..

Batger's 1-lb. assorted, 6 dozen in a case.  
York--Lemon, Orange and Citron in 7-lb. boxes.

# PRUNES .. ..

Pinard's, 27 1/2 boxes, 40's, 50's, 60's.  
The finest imported, same quality as put up in bottles.

**- TO ARRIVE SHORTLY -**

# FRUIT .. ..

The California luscious fruits from Griffin & Skelly.

Raisins, 50-lb. boxes, 3 and 4 crowns. Apricots, 25-lb. boxes, Choice Royal.  
Prunes, 25-lb. boxes, 50 to 60 to the lb. Peaches, 25-lb. boxes, Choice.  
Prunes, 25-lb. boxes, 80 to 90 to the lb. Pears, 25-lb. boxes, Choice.  
250 boxes Dufour Prunes, 100's, 50-lb. boxes.  
250 boxes Dufour Prunes, 100's, 25-lb. boxes.

# PICKLES .. ..

From Williams Bros. & Charbonneau of Detroit. Do not forget to  
order your supply of these fine goods before the cold weather comes to stay.

We have : Sweet and Sour Pickles, Fancy Mixed and Gerkins, etc.  
Mrs. Jones Baked Beans, 1, 2 and 3-lb. Mustard in 1-lb. glass.  
Mrs. Jones Catsup, pints and half-pints. Mince Meat in 2-lb. tins.

Try them, they will tickle your palate and please you. NO FINER GOODS OFFERED.

**COME TO US---**

Our stocks are large and well-assorted, our prices are low and **---WE SHIP QUICK**

# L. Chaput, Fils & Cie.

## MONTREAL.

### TRANSPORTATION OF TROUT IN ICE WATER.

**W**ATER that retains oxygen supports the life of the trout, writes S. E. Land in Fishing Gazette. The transportation of trout in water at a temperature of 34 degrees has met with marked success, and is now beyond an experiment. The old notion, for want of experience, of trying to keep water in fish cans at a temperature between 40 and 50 degrees while fry were in transit, is exploded. The colder the water is kept the fewer the respirations per minute of trout and the less the quantity of oxygen exhausted from the water. If trout fry or adult fish are kept 24 hours from food before they are placed in cans for shipment, they will travel in ice water for many days and nights without loss, and do not require the care of an attendant to aerate or change the water. By the use of the square-cornered refrigerator fish can, I have successfully transported many million trout fry and many thousand adult trout during the past five years, and at all times have found that the loss in transportation was caused only when the temperature of water was above 40 degrees in the cans during the shipment, which was the result of my not being able to get ice on long journeys. My plan has been to first prepare my fish by keeping them from food at least twenty-four hours before shipment, so their droppings will not contaminate the water in cans, so it will not be necessary to change water on the trip; then my next plan was to build cans with ice chest in lid, with perforated lid slide, so dripping ice water would aerate the water containing the fry, and cans were made with four corners so the water would splash while can was in motion and oxygen would be produced in the water as fast as the fish would consume it; then I found that so long as ice was kept in the ice chest in the lid the water in the can would at all times remain at a temperature below 40 degrees, no matter how warm the air in car or wagon shipments. By transporting trout in these cans—in cold water—it is not necessary to change the water on a journey, and the loss is not 1 per cent. This is an advance made in trout culture, and a long-felt want has been supplied for those who are in line with the practical methods of the art. The man who continues to use the old milk can to transport his fry, with a loss of at least 50 per cent. on each shipment, is now considered a back number, and both himself and his can should be relegated to the rear and those whom he represents should further prevent him from wasting public money. The fact is, a galvanized iron milk can with a lump of ice on top or put into the water with the fry

answers the purpose of shipping trout so long as the ice lasts, but when the ice is exhausted and the temperature rises suffocation of the trout fry eventually ensues. It is, then, evident that an even temperature must be maintained in the water with the trout, or loss is the result. We know that the best results are obtained by packing the ova of the trout in ice and moss packing for long journeys, and we know that the trout and the salmon deposit their eggs in water under the ice in their natural habitat; the eggs incubate, the fry mature and become adult fish. When we know this to be a fact, it is the height of folly to think for a moment that trout cannot be transported in ice water, or that they must be shipped in water at the same temperature at which they have been reared.

### ADDRESSING CUSTOMERS.

Have you ever tried to cure your clerks of the habit of calling your feminine customers "Lady," "Mrs. Lady," etc. If not, you should begin at once, and hit upon a uniform method of addressing them, instead of resorting to "Hi, say," "Missis" and "Ma'am," etc. The other day I happened in a store where one of the clerks had evidently been giving this subject some consideration, and he was getting on gloriously by the use of the word "Madam." But there is no rose without a thorn. Among the customers in the store that day was a colored girl, and, as she was not looking in the direction of the clerk as he finished tying up the package, he said: "Madam, here is your package." She at once gave him an angry look and said with marked severity: "Who's yer callin' madam? Watcher mean by insultin' me? I'd have you know I'm a lady, I am." With which she hustled indignantly to the street.

This is surely a case where ignorance was bliss; but try and get your boys to use the word "Madam," since it is never out of place and applicable to all situations. Then there need be no fear of calling an unmarried woman "Missis," or a married woman "Miss;" and, furthermore, your feminine trade will feel honored.

### "PLUGGING OUT."

The Louisville Times seems to have found a relative of the city girl who thought it must be cold work harvesting the winter wheat.

The young woman of whom The Times has heard belongs in the west, and was lately talking with a Kentuckian about tobacco and tobacco raising.

"I should like very much to see a tobacco-field," she said, "especially when it is just plugging out."

### NEW LOW RECORD FOR COFFEE.

**T**HE temporary upward movement shown at the close of last week in the local coffee market was succeeded Monday by a sharp decline, prices of nearly all options on the Coffee Exchange showing a falling off of 30 to 40 points from Saturday's closing figures. The new low record of 5.15c. established on the Exchange on Oct. 28 was further lowered by 40 points, the November delivery being offered yesterday at 4.75c. with 4.60c. bid, no sales for that option however being made. The quotations for the November option a year ago yesterday were 10.20c. bid and 10.25c. asked, which indicates the downward movement in prices on the current crop.

Yesterday's decline was mainly attributed to advices of heavy receipts at Rio and Santos, an estimate of a large Santos crop next season, and to heavy selling for both home and foreign account.

Hermann Sielcken, of W. H. Crossman & Bro., when questioned in reference to yesterday's decline, said: "The quotation for the spot months is not a criterion for previous values. When in November, 1882, the spot quotation was as low as 5.35c. the standard exchange difference between No. 7 and No. 4 was but 160 points, as against 250 points to-day. The price of No. 7 coffee was as low as 5½c., while it is to-day 6½c. When records of prices are looked up one should also look up the records of supplies, which to-day are nearly 1,000,000 bags ahead of all previous records with invisible supplies correspondingly large. If Brazil was selling coffee on a gold basis as it is sold in the United States and in Europe, it would be fair to presume that there was not much room for a further decline; but Brazil is selling on a depreciated currency basis and that depreciated currency has the same value as it has always had for paying debts in Brazil; interest and mortgages of planters and railway freights. The Brazil planter is therefore still receiving a price which is remunerative to him, and so long as this continues and the prospects of supplies are on the increase it is difficult to tell how much lower Brazil may sell. The first estimate on the next crop was received to-day from Holworthy & Ellis, naming 6½ million bags for Santos alone, which, it is needless to say, is extremely large. The growing crop is not yet out of danger, although so far everything points to another large yield. If such is the case coffee will undergo the same experience which this country is acquainted with in the case of corn and cotton, and will not stop declining until it is selling below the cost of production."—New York Journal of Commerce, Nov. 10.

Laporte, Martin & Cie. have now in store their winter stock of wines, sherries, ports, etc., which, we are told, is very complete. Qualities to suit all tastes. Prices as usual are right.



China and Japan Teas are dismissed in disgrace. Weighed and found wanting, in quality, purity, cleanliness and healthfulness. **Ceylon and India Teas** only are reliable. If you haven't tried them, **do so.**

**FOUND  
AT  
LAST**

THE ...

**"PRAESERVO"**

**CASE**

A  
Perfect Cabinet  
for

**RAISINS  
PRUNES  
CURRANTS  
EVAPORATED  
FRUITS  
Etc., Etc.**

No shrinkage  
No drying up  
No loss in weight

Fruit kept  
Moist and Fresh  
always.



Height, 76 in.; width, 41 in.; depth, 28 in.

Write us for Descriptive Catalogue.

**ARTHUR P. TIPPET & CO., MONTREAL**

**CANNING SALMON IN BRITISH COLUMBIA.**

THE salmon canning industry is an important source of revenue for the inhabitants of British Columbia. The product of the rivers stands with the products of the forests and the mines as one of the three great staple industries of the Pacific Coast. The Vancouver World recently gave the following interesting account of the growth of this important business :

To Messrs. Turner and Beeton is given the title of pioneers of the salmon canning industry. Their first venture was on the Skeena, where they established the Inverness cannery in 1875. Charles Windsor, one of the old-time canners, says that a small cannery was operated at Browsville in 1872, and moved to New Westminster in 1873. On the Fraser two canneries were established in 1876, one by Alex. Ewen, who is still to the front as hale and hearty as ever on Lion Island, and the other, the Fraser River Cannery, on Dease Island, by the British Columbia Canning Co., of London, Eng.

In 1877 M. M. English, who was an American, despite his name, established the Phoenix cannery on Lulu Island. He


passed away but recently, respected for his many good qualities, and admired for his enterprise. In 1878 P. Birrell, B. Douglas and H. Elliott started what is now commonly called the Birrell cannery, and in the same year R. P. Rithet and J. Laidlaw started the Delta. In 1879 A. Ewen, D. J. Munn, D. S. Hennessy and George Alexander started the Bon Accord. There has been a steady increase ever since, and at present there are some thirty-four firms engaged in canning salmon on the Fraser River, and twenty-two firms operate salmon-packing plants on other rivers of the province. When it is taken into account that a single company or canner often owns several factories, it will be readily seen that the industry brings returns to many different interests.

The process of canning the fish is very interesting. The receiving floor is made of asphalt, as is also that under the cutting and washing departments, which, being waterproof, cannot absorb any of the blood or the juices from the discarded offal, and as it is kept continually washed down, there is absolutely no possibility of the production of noxious odors. The fish are passed first from the receiving floor to the guillotines, which keep steadily at work decapitating. The fish then pass on to have their fins and

scales removed, being kept all the time in running water. After being relieved of fins and scales the fish pass on to a revolving paddle-wheel, which carries them to a series of knives, which cut them into lengths to fit the cans. They then go into cans which pass through the automatic can-wiper, in which a jet of steam and a corrugated rubber roller combine to remove any particles of fish which may have adhered to the outside. Through the wiper they continue on an endless belt past operatives, who put a small square of tin on top of each can. This is to prevent the fish from filling up the blow-hole when the cans are tested later on. The tops are put on the cans by hand as they pass along, and then they go through a crimping machine, and then through a soldering machine. After the soldering, the hole in the top is filled up. The cans are then tested to see if they are air-tight. They then go into the retorts, where they are submitted to 256 degrees of steam heat for forty-five minutes. When taken out, the tops are again pierced and those that do not blow off steam are set aside as being leaky. These holes are then soldered up and the cans set aside to cool. When cool, they are ready to be lacquered, labelled and put on the grocers' shelves.



**Going to Retire?  
Want to Sell Out?**  
If so, say so in THE CANADIAN GROCER.  
It reaches the most likely buyers. Two  
cents a word each insertion.



**DEWAR'S  
FAMOUS SCOTCH**  
can be had from  
Geo. J. Foy  
R. H. Howard & Co.  
Perkins, Ince & Co.  
Adams & Burns  
and all...  
first-class houses.

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



**Ashamed of  
Canada?**  
No doubt you are proud  
of Canada, its resources,  
its climate, its able men.  
If so, why do you sell  
imported goods when  
you can get as good  
that are made in Can-  
ada?  
**WHITE MOSS COCOANUT**  
is equal to any that was ever manufactured  
by any man in any country. You make your  
living in Canada. **Patronize its Indus-  
tries.** Ask your jobber or write us for  
samples.  
**Canadian Cocoanut Co.**  
MONTREAL



THE BEST IS THE CHEAPEST.  
THE LEADING AND  
POPULAR  
DESSERT.  
**Minute  
OR SIXTY SECONDS  
Tapioca**  
REGISTERED '94.  
NO SOAKING REQUIRED. DELICIOUS. NOURISHING.  
ONE CUP IS EQUAL TO TWO OF FLAKE OR PEARL  
TAPIOCA EXCEL-  
LENT RECEIPTS  
Prepared Only by  
WHITMAN  
GROCERY CO. EACH  
ORANGE, MASS.  
ASK YOUR GROCER FOR MINUTE  
TAPIOCA, AND TAKE NO OTHER.  
ONCE USED ALWAYS USED.

# ENAMELLED MEASURES

In ½ pt., 1 pt., 1 qt., 2 qt. and 1 gal. sizes.  
**GOVERNMENT STAMPED**  
**Superior** to Measures made of Tin, Wood  
or Copper. Easily cleaned and  
will not Rust or Corrode . . . .  
**The McCLARY MFG. CO.**  
LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER

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

# SALT

We are always fully stocked with Salt  
for Butter, Cheese, Table and gen-  
eral use. Send a card for prices or  
samples. . . . .  
**VERRET, STEWART & CO.,** Montreal - Quebec.

We sell no Brooms  
or Brushes at retail—they can  
only be purchased through the  
Trade.  
Why can't you build up a nice  
little business on our Brooms  
and Brushes, making quality the  
corner stone for a future, per-  
manent, Broom and Brush Trade?  
Write us about it.  
**Chas. Boeckh & Sons**  
Mfrs. Toronto, Ont.

**Only  
Through The  
Trade.**



**AN AUTOMATIC SELLING MACHINE . . .**  
To sell ———  
**Adams'  
Tutti Frutti**  
For full particulars, apply . . .  
**Globe Automatic Selling Co.**  
13 Jarvis Street, - TORONTO, ONT.

**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**W**L. KEMPFER, New Carlisle, Que., has been appointed curator of G. W. H. McKenzie, general merchant, New Richmond, Que.

W. H. Stimpson, grocer, Halifax, has assigned.

Jos. Lachance, grocer, Que., is offering 25c. on the dollar.

Jos. Hamel & Co., grocers, Pont Rouge, Que., have assigned.

McLachlan & McFerlande, merchants, Hall Siding, B.C., have assigned.

J. A. Francis, general merchant, Essex, Ont., is endeavoring to compromise.

The stock of E. Brosseau & Co., tobacconists, Quebec, has been sold for rent.

A. L. Stackhouse, general merchant, Masson, Que., has made an abandonment.

Hercule Chene, general merchant, Cheneville, has assigned to Lamarche & Benoit.

Louis Guay, general merchant, Malbaie, Que., has compromised at 60c. on the dollar.

A meeting to appoint a curator for Naz. Lachance, grocer, Que., has been called for the 19th inst.

Kent & Turcotte have been appointed curators of Dufresne & Mongenais, grocers and liquor dealers, Montreal.

O. Bush, M.P.P., cheese manufacturer, Kemptville, Ont., has declared a first and final dividend of 2¼c. on the dollar.

C. & G. J. Wilson, general merchants, Cumberland and Masson, Ont., have assigned to A. P. Muchmore, with liabilities amounting to about \$45,000; the assets are about the same figure.

G. A. Marion, general merchant, Rockland, Ont., has assigned to James Piper, and a meeting of his creditors will be held in London on the 22nd inst.

**PARTNERSHIPS FORMED AND DISSOLVED.**

The Dominion Chicory Co., Montreal, has dissolved.

N. Chouinard & Co., grocers, Quebec, have registered dissolution.

Lovitt & Lovitt, wholesale grocers, Yarmouth, N.S., have dissolved.

H. J. Starforth, restaurant keeper, Golden, B.C., has admitted T. S. Bligh.

Theophile and Cyrille Notebaret have registered as proprietors of the Dominion Chicory Co., Dorval, Que.

Abraham J. Bloomfield and David Bloomfield have registered as proprietors of the Eureka Cigar Co., Montreal.

**SALES MADE AND PENDING.**

John McCormick, baker, Woodstock, has sold out to W. W. Fallis.

The stock of the estate of Munro & Kitley, general merchants, New Dundee, Ont., is

DO YOU WISH to serve your customers with a strictly first-class

**TOMATO SOUP ?**

3's Handsomely labelled. Retail 25c.

If so, ask your WHOLESALE HOUSE for **Clark's****GILT EDGE****PURE JAMS  
AND JELLIES**

Put up in glass pots, 5-lb. tin pails, 7, 14 and 30-lb. pails. We have a very fine lot of Pure Plum Jam that we can sell cheap. Write us for quotations.

**THOS. UPTON & CO.****HAMILTON, ONT.**

advertised to be sold by auction on the 24th inst.

Jane Deshane, baker, Port Perry, Ont., has sold out to Charles Pearn.

James Foster, baker, Gladstone, Man., has sold out to R. Williscroft.

Fred. G. Palfrey, general merchant, Bridgetown, N.S., has sold out.

Isaac Kingswood has bought out W. A. Miner, grocer, St. Thomas, Ont.

G. M. Dalglish, grocer, Ottawa, has sold his stock at 61¼c. on the dollar.

Theo. Desroches, grocer, Montreal, has sold his stock at 55c. on the dollar.

M. B. Hatch, grocer, has bought out Isaac Kingswood, grocer, St. Thomas, Ont.

The assets of Cusson & Leduc, tobacconists, Montreal, are to be sold on the 19th inst.

Charles Street, flour and feed merchant, Carberry, Man., has sold out to T. H. Logan.

The stock belonging to the estate of T. J. Nicholls, general merchant, Gorrie, Ont., has been sold.

The stock belonging to the estate of Donald Sutherland, Hamilton, is advertised to be sold by auction on the 19th inst.

**CHANGES.**

Edward Carroll, has commenced business as grocer in Montreal.

Geo. H. Jones, jr., is starting business as a grocer in Asbestos, Que.

Charles C. Brown has opened out in business as grocer in Wolfville, N.S.

Fader, Hall & Co. have commenced business as victuallers in Halifax.

Margaret McMillan has gone out of business as cigar dealer in Wellington, B.C.

Robert McMillan has gone out of business as confectioner in Wellington, B.C.

S. Roach, baker and grocer, Dungannon, Ont., has been succeeded by W. Jackman.

F. W. Alexander, general merchant, Mascouche Rapids, Que., has sold out to

Joseph Alexander, and has commenced business as grocer in Montreal.

T. L. Willis, general merchant, Malvern, Ont., has been succeeded by Harvey Willis.

Crawford & Deeves, grocers, etc., Brampton, Ont., have been succeeded by Deeves & Co.

F. E. Campbell, general merchant, Scotland, Ont., has been succeeded by I. L. Henry.

Gilbert E. Carters has commenced business as general merchant in Rosthern, N.W.T.

Lizzie Powers, dealer in groceries, etc., Markham, Ont., has been succeeded by E. H. Crosby.

F. S. Manning & Co. have commenced business as general merchants in Winchester, Ont.

Wm. Morrow, grocer and confectioner, Dungannon, Ont., has been succeeded by George Strothers.

Hessian & Divine (estate of), fruit dealers, etc., Halifax, have been succeeded by Gastonguay Bros.

Marie Louise Frechette has registered as proprietress of the firm, Augustin Paradis, grocer, Etchemin, Ont.

T. F. Burke, grocer, Weymouth, N.S., has registered consent for his wife, Eliza A., to do business in her own name.

G. W. Ray, general merchant and lumber dealer, Newdale, Man., has added to his business a furniture and undertaking department.

**CORN PACK IN MAINE.**

Concerning the Maine corn pack, The Portland Argus says: "The packing of sweet corn in this state ceased some two weeks ago, but shipping has been going on steadily ever since. It will take some little time yet before it is delivered, although nearly the whole pack is sold, and at prices on the average better than for years. A careful review and comparison gives as a fair estimate that the pack was between 400,000 and 450,000 cases. One season the packing rose to 700,000 cases, but 500,000 is about a fair average."

# 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.



ONE of the most difficult things for the amateur advertisement writer to attain is the ability to write naturally. The thing to do is to write just as one talks—that is, if one knows how to talk. I have frequently observed that many men who are good salesmen are poor advertisement writers. Not long ago I stood alongside a salesman in a big New York retail store. I had noticed previously that he was a bright, intelligent young man and I knew that he had made somewhat of a mark as a salesman. On the occasion referred to, I observed that as the people came along he had a winning and otherwise attractive manner. I also noticed that he used plain, common, Anglo-Saxon words and that no attempt was made to be "high-falutin." His words came out easily and convincingly. In very many instances he effected sales. In fact, he was doing well. It occurred to me that he would be a good man to ask about the advertising of his goods. I found that he had some good ideas on the subject and finally I asked him to write up a short ad. dealing with his department. The next day he handed me what he had written. I found, however, instead of writing as he talked, that he had done just the opposite. Instead of using the plain, convincing, every-day language that characterized him as a salesman, he had attempted to use long and unusual words. The whole effect was one of "toploftyness" and bombast. The root of his failure lay in the fact that he lost his naturalness as soon as he took his pen in hand. This is the fault of half or more of the advertisements put out to-day by men of real business ability—men who are perhaps equal to anyone as salesmen and otherwise. But because they try to do something more impressive than usual they make a failure of it. The failure comes because they are not natural—because they do not write as they talk. Of course, there may be the highest art in being natural, as in the case of an actor. But it certainly requires no art in being one's natural self. A man meets a friend in the street and says: "By the way, Smith, I have just opened out a stock of dry goods down in the Thompson block. Give me a call when you want anything in my line. I'll be glad to see you." This is all right. But set that man to write an ad. about his new store. The chances are that he will get off something like this: "John Jones begs to notify his friends and the public generally that he has opened out a stock of staple and fancy dry goods in the Thompson block, where he will be pleased to be favored with a call from intending purchasers." In the one case Mr. Jones is easy and natural. In the other he gets up on stilts and loses his effectiveness.

When you write an ad. write as you talk.

\* \* \*

Catch phrases and expressions are great helps to advertising. A phrase or an expression that slips smoothly off the tongue, that's

easily remembered and that is really suitable, is worth many dollars to an advertising man who knows how to use it. Which of us is not familiar with the "grateful-comforting" of Epps's cocoa, or the "best and goes farthest" of Van Houten's cocoa? "Children cry for Pitcher's Castoria" has probably sold many thousands of dollars worth of Castoria. "You push the button, we do the rest," has been adopted into general use by the English-speaking world. It has come to mean a great deal more than its original application to kodaks. But whenever it is mentioned one naturally thinks of kodaks. Who can measure the value of such advertising as this. Hundreds of thousands of dollars worth of ordinary advertising wouldn't begin to compare with it in real value. A big department store, opened not long ago in New York, electrified the city by putting up sign boards all over the place reading, "Meet me at the Fountain," referring to the big fountain playing in the rotunda of the store. This phrase was also run, and is still being run, at the head of all the firm's ads. So extensively was it used by the firm in question that before three months had elapsed it was the talk of the town. It was copied and parodied by hosts of imitators. It was incorporated in topical songs in the theatres and music halls. It was in almost everyone's mouth. The firm's advertising man who invented the expression more than earned his year's salary (a big salary too) when he hit upon it. Another big New York house has made a great hit with "It pays to buy at Vantine's." A leading Boston dry goods store uses very successfully the expression "The busiest store on Boston's busiest street." Cases of successful advertising catch phrases could be multiplied indefinitely, but enough has been said to show their great value from an advertising standpoint. Let it not be supposed, however, that it is an easy thing to conjure up a really first-class advertising catch phrase. But with enough patience and diligence the ordinary advertiser can probably invent one more or less suitable. But having once found a good one, let him use it for all it is worth.

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One of the snags that beset the feet of the unwary retail advertiser is the entering into contracts with publishers of papers. Many an advertiser finds that he has bound himself down to use a certain space in each issue of a paper. This compels him to use the exact space every time he advertises. Often it happens that he does not really need so much space. Sometimes it occurs he needs more space than his allotted amount. The result is that part of the time his advertisements have a crowded-up appearance and part of the time the printer is compelled to fill the space with big type. It is always best to resist making any contract at all. Say to the publisher that you are anxious to use all the space that you possibly can. Tell him that if he names you his lowest rate you will probably use more than any space you would contract for any way, but that the exact space you will use will depend on conditions which you can't forecast. But if a contract must be made let it be

contract to use so many lines or inches as the case may be, within, say, one year. Another good arrangement and a fair one all around is to pay the publisher his regular rate and get a discount or rebate

## TRADE WINNERS

Are what our Flanneletts are proving these days. They were bought right and when you examine the quality and the prices you will agree with us that the selling price is at the lowest notch. For your benefit (and ours too) we quote the following prices.

10 pieces Fancy Stripe Flannelette 30 inch wide, regularly worth 7c for	5c yd.
5 pieces Dark Stripe Flannelettes 32 inch wide, regularly worth 10c for	7c yd.
10 pieces Heavy Dark Flannelettes, Double and Twined, regularly worth 15c for	12½c yd.
8 pieces Dark Flannelette Wrapper Cloths, same on both sides, special at	16c yd.

### MILLINERY DEPARTMENT

Re-opened this week with  
Miss Farrer in charge.

## Ramsay & Morlock

CASH and ONE PRICE  
Calder's Block : Lower Town

cause it gives plenty of specific information about the goods offered for sale. It is also a good ad. because the language is modest and there is no attempt to be smart or funny. It is just a plain and unvarnished business statement. It is convincing and interesting

## DRESS LENGTHS

Just received

### Twenty Five

Dress Lengths in prices ranging from 50c to \$1.50 a yard in exclusive patterns.

## RAMSAY & MORLOCK,

CASH and ONE PRICE  
Calder's Block : Lower Town

head line "Dress Lengths," is not nearly so catchy as "Trade Winners" is. Besides this, not enough information is given. We are not told what kind of dress goods are for sale, what the colors are, what the patterns are like nor what the prices are between 50c.

and \$1.50 a yard. Both the ads. would be better without the ornaments. In fact, the ad. I think that Messrs. Ramsay & Morlock would do well to always use the same font of type in setting up their ads. This is especially desirable in the setting up of the firm name. Two different styles of gothic type are used for their firm name in the two ads. If they always used one particular kind of type for this purpose it would be better. A good plan for them would be to get an artist to draw their name in plain and distinct letters with the addition of the words "cash and one price" and the address. From this a plate could be made and duplicates sent to the various newspapers used by the firm for advertising purposes. The design could also be used on the firm's stationery and circulars. By-and-bye the public would become familiar with it. In this sense it would really be a trade mark and a valuable one. I notice that in these two advertisements the name of the town does not appear. In the case of country papers where so large a proportion of the circulation is outside of the places of publication it is probably better always to add the name of the town to all advertisements.

This discount, of course, would be graduated according to the amount of space used.

I am asked to say what I think of these two advertisements of Ramsay & Morlock's. I am also requested to handle them "without gloves." There can be no question as to which is the better ad. of the two. In fact the flannelette ad. is a good one while the dress goods ad. is a poor one. The reason why the flannelette ad. is good is because

of these things. The dress goods advertisement is much better, of course, than the average country merchant's ad. When I say that it is poor, I mean that it is poor as compared with the other. This ad. appears to me to be an instance of the common practice of trying to fill up a certain space in the paper. There seems to be no good reason why one-half the space occupied would not be enough and to spare. In other words, this ad. costs fully twice as much as it ought to. The

I have three advertisements of J. A. Hunter, also of Durham, Ont., which I am asked to criticise. I have only room to reproduce the two smaller of them. The head line, "A suit to

## A Suit To Order

\$8.00, not much is it, the best of linings though.



Ready made Suits.

Tuesday next will see a heap of them leave this store. Our Suits that were worth \$6.00, go again at \$3.85. Our Stock of Men's and Youths' Suits was as large as now. Boys' 3 piece Dark Tweed Suits, worth \$4.50 for \$2.99.

Children's 3 piece Dark Tweed Suits, worth \$4.00 for \$2.75.

Bicycle Suits, Caps, Hose, Sweaters, etc., etc.—

Finest Corn Starch, 4 lbs for 25c.

Best Ginger Snaps, 4 lbs for 25c.

Everything in Hardware at low prices.

Paints, Oils, etc.

Curtain Poles, complete, 25c each.

Table and School Desk Bells, handsomely mounted, regular 35c, Tuesday 12½c each.

Prints, usually 10c at 7½c a yd.

Flannelettes at 6c yd.

Remnants of Cotton, very heavy quality, usually 10c yd, in lengths of 5 to 8 yds. Take one while they last at 7½c a yd.

Fishing Tackle. Lines from 3½c up. Hooks 3c doz up. Bamboo Fishing Poles.

### BICYCLE LIVERY NOW RUNNING

Bicycles to rent by the Hour, Day or week. Our wheels are all brand new and include Cleveland and Crescents. Telephone No. 12. Repairs for Bicycles always in stock. Bicycle repairing (up stairs.)



Try a ½ lb Lead Packet of "Kolona Ceylon Tea." Positively the most delicious in the world. It costs less than other Teas,—worth 50c, ½ lb any day at 15c. Put this on your list.

Cleveland's  
BICYCLES  
LEADER OF THE HIGHEST HIGH GRADES

J. A. HUNTER  
Dept. Store,  
Upper Town, Durham.

## Klondike

isn't in it with the endless list of bargains at

### J. A. HUNTER'S

A Special business trip to Toronto last week has enabled us to offer the following bargains while they last:

- 310 yds extra heavy all-wool Tweeds, good patterns, reg 50c at 29c yd.
- 100 yds Heavy Union Grey Flannel, reg 15c at 9c yd.
- 8 pieces Fancy Dress Goods, double fold, reg 25c at 20c yd.
- 120 pr Extra Wool Socks, reg 25c pr, 2 prs for 30c.
- 50 men's unlaundried shirts (white) reg 60c at 37c each, when laundried are worth a dollar.
- 1000 Two Hundred Page Scribblers, 2c each or 3 for 5c.
- 400 yds Heavy Cottonade, reg 25c yd for 20c yd. This is a line worth seeing.
- 60 men's Heavy Grey Check Suits, worth \$7.00, while they last at \$6.00.
- 10 men's Suits odd colors, your choice at \$3.25, some were sold as high as \$8.00.
- 5 pieces Fancy Stripe Denims for Shirting at 15c a yd.
- 5 doz Weighty Shirts and Drawers go from the old price 40c down to a clearing price of 25c each

Buy a quart of Alligator Harness Oil for 20c. It will save you \$ \$ is harness.

DRINK ONLY

## Kolona Ceylon Tea:

### J. A. HUNTER,

Dept. Store, Upper Town.



Merchants should sell popular goods; goods that their customers know all about; goods that their clerks don't have to spend precious time talking up.

THAT IS WHAT

# Enameline

## The Modern STOVE POLISH.

is. Hundreds of thousands of Dollars are being expended yearly to educate the public in regard to Enameline. It sells on sight. It puts dollars into the pockets of dealers who handle it.

order," indicates that the first part of the first of these two ads. is about clothing. The two cuts would seem to indicate quite a different line of goods. This is a deplorable lack of harmony. The lower section is much better, as the cut is in harmony with the head line. What this ad. really needs is to be divided into sections—say a clothing section, a grocery section, a dry goods section and a hardware section. A few items and prices ought to be quoted in each section. Each of these sections, by proper type arrangement, could be made to stand out by itself. Instead of the ad. having the mixed-up appearance it now presents it would be more artistic in appearance as well as business-like.

The other or "Klondike" ad. is a much better one. It is nearly all about one line of goods (dry goods), and this is better than the "mix up" of the other ad. The principal objection I have in connection with it is the use of the word "Klondike." As a matter of fact the word "Klondike" has been worked to death by advertisers anyway. In the second place, the use of such headlines is based on a wrong principle. The idea seems to be that people are more interested in gold mining in the Arctic circle than they are in where to buy dry goods, groceries, boots and shoes, hardware and such like goods. This is, I believe to be, all wrong. I believe that the people in every community are more interested in making their dollars go as far as possible than they are even in the Klondike mines. This I believe to be particularly true of women, and women, it is well known, comprise about 50 to 90 per cent. of the customers of the retail stores. What shortsightedness, then, for a dealer to go so far away for a subject matter for a headline for his advertisement when he has a whole store full of interesting things to write about. One of the great essentials is for the advertiser to firmly believe in the goods or the store or whatever it is which he is advertising. The fuller he is of it, the more saturated he is with it, the better he can advertise it. A merchant-advertiser who lives up to this standard is likely to think that his store or his business is the most interesting thing on earth, the Klondike not excepted. A natural and proper thing for such a man would be to say something about his store or his goods instead of something quite foreign. And this is the kind of man who succeeds as an advertiser. I was quite struck by a remark made to me recently by the man who so successfully advertises Sapolio. He said: "I think of Sapolio by day and I dream of it by night. I eat Sapolio and I drink Sapolio. I am Sapolio all through."

At the bottom this ad. says, "Drink only Kolona Ceylon Tea." Whether Kolona is a package tea or a bulk tea is not stated. If a package tea, whether it comes in pounds or half pounds or both is not stated. Yet these are all points on which the public need more or less instruction. I happen to know that Kolona is one of the numerous excellent brands of Ceylon tea on the Canadian market, but everyone within shopping distance of Durham does not know

this. If I were a merchant in Durham and wanted to push the sale of Kolona tea, I would put out some advertising like this:

Millions of pounds of tea are spoiled every year through being handled loose or in bulk.

**KOLONA CEYLON TEA** is sold only in air-tight pound and half-pound packets, which preserve the strength and flavor.

**60c. a pound, 30c. for halves.**

Are you satisfied with the tea you drink?

If not, why don't you try **KOLONA**? It is a pure, high-grade Ceylon tea.

Put up in air-tight pounds and halves.

**60c. a pound, 30c. a half.**

One of the reasons why Ceylon teas are so much better than China teas is because they are cleaner.

They are cleaner because in the picking, curing and packing of the leaf, the handling is done almost entirely by machinery.

**KOLONA TEA** is a pure, high-grade Ceylon tea.

In air-tight pounds and halves, **60c. and 30c.**

### ACETYLENE LIGHTING COMPANY.

An application for letters patent for the incorporation of a company to be known as the Acetylene Lighting Co., Limited, London, Ont., will be shortly made to the Governor-General-in-Council. The purpose of the company is to manufacture and sell apparatus for the production and burning of acetylene gas for illuminating and heating purposes, and to buy and sell patents in regard to the manufacture or use of acetylene gas. The capital is to be \$15,000, divided into 150 shares of \$100.

The Quebec timber business seems to have enjoyed a very healthy season. The quantity of waney white pine culled at that port to date is 4,311,340 feet, or double that of last season at the same time. White pine reached 832,589 feet, nearly treble that of the preceding year; while red pine shows 211,217 feet, four times the quantity of last season. There is also an increase of about 25 per cent. in elm and ash, the figures being 622,577 and 132,425 respectively.

WE CARRY A FULL LINE OF



# Rae's Finest Sublime Lucca Oil

The selection of the very finest qualities of Lucca Oil has been made a specialty by S. Rae & Co., of Leghorn, for over half a century. Rae's Finest Sublime Lucca Oil is guaranteed the very finest Olive Oil that can be produced.

SOUTHWELL'S ORANGE MARMALADE  
SOUTHWELL'S WHOLE FRUIT JAMS  
SOUTHWELL'S JELLIES  
SOUTHWELL'S CONFECTIONERY

Write for Price List and Particulars



FRANK MAGOR & CO. Sole Agents for Canada - 16 St. John St., MONTREAL

## CURRENT MARKET QUOTATIONS

Toronto, Nov. 18, 1897.

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

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

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

### BAKING POWDER.

<b>PURE GOLD.</b>	
5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2 1/2 lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4oz. cans, 4 and 6 doz. in case.....	1 25
10 cent can.....	0 90

<b>Cook's Friend-</b>	
Size 1, in 2 and 4 doz. boxes.....	\$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 5 ".....	80
" 12, in 5 ".....	70
" 3, in 4 ".....	45
3oz. 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>	<b>W. H. GILLARD &amp; CO.</b>	
1 lb. tins, 2 doz. in case.....	per doz.	1 20
1/2 lb. tins, 3 " ".....	"	90
1/4 lb. tins, 4 " ".....	"	60

### MAPLE LEAF BAKING POWDER.

1/2 lb. glass jars.....	\$1 25
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

### THE F. F. DALLEY CO.

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

### BLACKING.

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

### THE F. F. DALLEY CO.

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

<b>New York Dressing, 1 doz. cases.....</b>	<b>per doz</b>	<b>0 75</b>
Spanish Satin Gloss, " " ".....	"	1 00
Crescent Ladies' Dressing, 1 doz. cases.....	1 75	
Spanish Glycerine Oil Dressing.....	2 00	
<b>BERRY'S ENGLISH BLACKING.</b>		
No. 1 Bronze Tins, per gross.....	\$ 2 80	

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

### THE ALPHA CHEMICAL CO.

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

### Shoe Blacking—

Reliable French Blacking, No. 5.....	9 00
" No. 2.....	4 50
United Service Blacking No. 4.....	8 00
United Service Blacking No. 1.....	4 25
Patent Leather Polish No. 1.....	9 00
Waterproof Dublin No. 4.....	9 00
Alpha Metal Polish No. 2.....	9 00

### Patent Stove Polish—

Sunlight Lead Bar.....	4 25
Packed in 1/2 gross cases.....	
Sunlight Liquid, 1/2 gross cases.....	10 80
Moody's Black Lead.....	4 25
1/2 gross cases.....	
Reliable Stove Pipe Varnish.....	15 00
1/2 gross cases.....	
6-oz. bottles.....	

Quickshine Pipe Varnish.....	12 00
1/2 gross cases, pressed top tins.....	

### Stove Polish—

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

### BLACK LEAD.

Dixon's Carburet of Iron Stove Polish, 70c doz.....	Per gr	7 25
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### STOVE POLISH.

<b>Rising Sun, 6 ounce cakes. all-gross boxes.....</b>	<b>Per gross</b>	<b>\$ 8 50</b>
Rising Sun, 3 ounce cakes, gross boxes.....		10 00
Sun Paste, 10c. size, 1/2 gross boxes.....		10 00
un Paste 5c. size, 1/2 gross boxes.....		5 00

NONE BETTER.

# Edwardsburg Starch

Edwardsburg Starch Co. Limited

FEW AS GOOD.

Cardinal, Ont.

THE F. F. DALLEY CO.



Gem Stove Polish,  $\frac{1}{4}$  gross cases \$9 00  
per doz  
Stovepipe Varnish, 4 oz. bottles 1 00  
8 oz. bottles..... 1 25  
Boston Brunswick Black, 8 oz. bottles..... 1 75

Fnameline.



No. 4-3 dozen in case ..... \$4 50  
No. 6-3 dozen in case ..... 7 20

BIRD SEEDS

BART. COTTAM & CO.

"Cottams," with Patent Bird Bread. 0 07  
Warbler, with Song Restorer..... 0 05 $\frac{1}{4}$   
Belgian, with Bird Improver..... 0 05 $\frac{1}{4}$   
International, with Bird Treat..... 0 05 $\frac{1}{4}$   
German X, with Cuttlefish Bone..... 0 04 $\frac{1}{2}$   
German, with Cuttlefish Bone..... 0 04 $\frac{1}{2}$   
London Bird Seed, bulk 25 lb. cases..... 0 04 $\frac{1}{2}$   
Bird Gravel, 10c. pkts., 24 in case..... 0 06  
Bird Gravel, 5c. pkts., 48 in case..... 0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases 0 06  
Dalley's Bird Seed, 40 lb. cases..... 0 06 $\frac{1}{2}$

NICHOLSON & BROCK.

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

CORN BROOMS

CHAR. BOKK & SONS.

per doz net.  
"Imperial," extra fine, 8, 4 strings.. \$3 65  
" " " " 7, 4 strings.. 3 45  
" " " " 6, 3 strings.. 3 25  
"Victoria," fine, No. 8, 4 strings.. 3 30  
" " " " 7, 4 strings.. 3 10  
" " " " 6, 3 strings.. 2 90  
"Standard," select, 8, 4 strings.. 2 90  
" " " " 7, 4 strings.. 2 75  
" " " " 6, 3 strings.. 2 60  
" " " " 5, 3 strings.. 2 40

BLUE.

KEEN'S OXFORD.

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

CANNED GOODS, per doz.

Apples, 3's ..... \$0 80 \$0 95  
" gallons ..... 2 00 2 25  
Blackberries, 2 ..... 1 40 1 70  
Blueberries, 2 ..... 0 75 0 85  
Beans, 2 ..... 0 65 0 95  
Corn, 2's ..... 0 70 0 85  
Cherries, 1's ..... 1 75 2 25  
Peas, 2's ..... 0 82 $\frac{1}{2}$  0 85  
" Sifted select..... 0 90 1 00  
" Extra sifted..... 1 25 1 40  
Pears, Bartlett, 2's ..... 1 65 1 75  
" 3's ..... 2 40  
Pineapple, 2's ..... 1 75 2 40  
Peaches, 2's ..... 2 50 2 60  
" 3's ..... 1 65 2 00  
Plums, Green Gages, 2's..... 1 55 1 80  
" Lombard ..... 1 40 1 70  
" Damson Blue..... 1 10 1 40  
Pumpkins, 3's ..... 0 70 0 90  
" gallons ..... 2 10 2 25  
Raspberries, 2's ..... 1 50 1 80  
Strawberries, 2's ..... 1 65 1 95  
Succotash, 2's ..... 1 15  
Tomatoes, 2's ..... 0 85 0 90  
Lobster, tails..... 2 40 2 70  
" sals..... 2 85 3 00  
Mackerel ..... 1 20 1 30  
Salmon, Sockeye, tails..... 1 20 1 30  
" Horseshoe..... 1 25 1 30  
" Cohoes ..... 0 95 1 10  
Sardines, Albert,  $\frac{1}{4}$ 's tins ..... 0 85 0 13  
" " " "  $\frac{1}{2}$ 's tins ..... 0 20 0 21  
" Sportsmen,  $\frac{1}{4}$ 's genuine French high grade, key opener ..... 0 12 $\frac{1}{2}$

Sardines, Sportsmen,  $\frac{1}{4}$ 's..... 0 21  
Sardines, key opener,  $\frac{1}{4}$ 's..... 0 16 0 18 $\frac{1}{2}$   
" " " "  $\frac{1}{2}$ 's ..... 0 10 $\frac{1}{2}$  0 11  
" " " "  $\frac{3}{4}$ 's ..... 0 18 $\frac{1}{2}$  0 19  
Sardines, other brands 9 $\frac{1}{2}$ 's 11 0 16 3 17  
P. & O.,  $\frac{1}{4}$ 's tins ..... 0 23 0 25  
" " " " ..... 0 33 0 34  
Sardines, Amer.,  $\frac{1}{4}$ 's " ..... 0 04 $\frac{1}{2}$  0 09  
" Mustard,  $\frac{1}{4}$ 's size, cases ..... 10 00 11 00  
50 tins, per 100..... 10 00 11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb..... 1 10 1 15  
Kippered Herring, 1-lb..... 1 63 1 90  
Herrings in Tomato Sauce..... 2 00  
Herrings in Shrimp Sauce..... 2 00  
Herrings in Anchovy Sauce .. 2 00  
Herrings a la Sardine..... 2 40  
Preserved Bloaters..... 1 85 1 90  
Real Findon Haddock..... 1 85 1 90

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(CANADIAN.)

Comp Corn Beef, 1-lb. cans.. \$1 30 \$1 35  
" " " 2 " " " 2 35 2 50  
Comp Corn Beef 4-lb. can .. 7 75 8 25  
" " " 14 " " " 15 00 16 00  
Minced Callops 2 " " " 2 60  
" 2 " " " 2 60 2 65  
Lunch Tongue 1 " " " 3 40 3 50  
" 2 " " " 6 00  
English Brawn 2 " " " 2 75 2 80  
Camb Sausage 1 " " " 2 50  
" 2 " " " 4 00  
Soups, assorted 1 " " " 2 25  
" 2 " " " 3 25  
Soups and Boull. 2 " " " 1 80  
" 6 " " " 4 50

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb..... 1 40 1 50  
" 2 lb..... 2 60 2 75  
" 4 lb..... 5 50 5 80  
" 6 lb..... 8 50 8 80  
" 14 lb..... 17 50 18 00  
Roast Beef, 1 lb..... 1 40 1 50  
" 2 lb..... 2 60 2 75  
Luncheon Beef, 1 lb..... 1 60 1 70  
" 2 lb..... 2 75 2 85  
Brawn 1 lb..... 1 30 1 40  
" 2 lb..... 2 35 2 50  
" 6 lb..... 6 60 6 80  
" 14 lb..... 14 50 15 00  
Ox Tongue,  $\frac{1}{4}$  lb..... 7 00 7 30  
" 2 lb..... 8 50 8 80  
"  $\frac{3}{4}$  lb..... 10 75 11 00

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

WHITE LABEL.

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

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per doz  
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ADAMS & SONS CO. per box

Tutti Frutti, 36 5c. bars..... \$1 20  
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" (in sugar bowl) 36 5c. bars 1 25  
" (in glass jar) 115 5c. pgs... 3 75  
Pepsin Tutti Frutti (in glass jar) 115 5c. packages..... 3 75  
Pepsin Tutti Frutti, 23 5c. packages.. 0 75  
Round Pepsin, 30 5c. packages..... 1 00  
Cash Register, 300 5c. bars and pgs.. 15 00  
Cash Box, 160 5c. bars..... 6 00  
Tutti Frutti Show Case, 180 5c. bars and packages..... 6 50  
Variety Gum (with book in each box) 150 1c. pieces..... 1 00  
Banner Gum (English or French wrappers) 115 1c. pieces..... 0 75  
Flirtation Gum (English or French wrappers) 115 1c. pieces..... 0 65  
Mexican Fruit, 36 5c. bars..... 1 20  
Sappota, 150 1c. pieces..... 0 90  
Orange Sappota, 150 1c. pieces..... 0 75  
Black Jack, 115 1c. pieces..... 0 75  
Red Rose, 115 1c. pieces..... 0 75  
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Case of 14 lbs. each..... 0 35  
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Cocoa essence, 3 oz. packages.	\$1 65	5 case 10x12 lb	lb bxs
	per lb	lot.	bxs.
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40	Vanilla—per lb.	
Rock Chocolate, loose.	0 40	Yellow wrapper, \$ 0 32	\$ 0 34
Rock Chocolate, 1-lb. tins.	0 42 1/2	Unsweetened—	
Cocoa Nibs, 11-lb. tins.	0 35	Blue Premium	c 35 0 37 0 39
TODHUNTER, MITCHELL & CO.'S		Per case. Less than case	
Chocolate—	per lb	Pastilles—	
French, 1/4's—6 and 12 lbs.	0 30	Yellow wrapper, 108 bxs.	
Caracas, 1/4's—6 and 12 lbs.	0 35	to the case.	\$27 00 0 20
Premium, 1/4's—6 and 12 lbs.	0 30	Croquettes—	
Sante, 1/4's—6 and 12 lbs.	0 28	Yellow wrapper, 9 bxs. of	
Diamond, 1/4's—6 and 12 lbs.	0 22	12 packages.	\$20 00 0 20
Sticks, gross boxes, each	1 00	FRY'S.	
Cocoa—		Chocolate—	per lb.
Homeopathic, 1/4's, 8 and 14 lbs.	0 30	Caracas, 1/4's, 6-lb. boxes	0 42
Pearl, " " " "	0 25	Vanilla, 1/4's, " "	0 42
London Pearl, 12 and 18 " "	0 22	" Gold Medal " Sweet, 1/4's, 6 lb. bxs	0 29
Rock, " " " "	0 30	Pure, unsweetened, 1/4's, 6 lb. bxs.	0 42
Bulk, in boxes.	0 18	Fry's "Diamond," 1/4's, 14 lb. bxs.	0 24
per doz		Fry's "Monogram," 1/4's, 14 lb. bxs.	0 24
Royal Cocoa Essence, packages.	1 40	Cocoa—	
BENSOPOR'S ROYAL DUTCH COCOA.		Concentrated, 1/4's, 1 doz. in box.	2 40.
1/4 lb. tins, boxes 4 doz.	2 40	" " " "	4 50
1/2 " " " "	4 50	" " " "	8 25
1 " " " "	8 50	Homeopathic, 1/4's, 14 lb. boxes	
Ralston Health Club, boxes 6 lbs.	45	" " " "	1/2 lbs. 12 lb. boxes

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(R. S. McIndoe, Agent, Toronto.)	
Mott's Broma.	per lb. 0 30
Mott's Prepared Cocoa.	0 28
Mott's Homeopathic Cocoa (1/4's).	0 32
Mott's Breakfast Cocoa (in tins).	0 45
Mott's No. 1 Chocolate.	0 30
Mott's Breakfast Chocolate.	0 28
Mott's Caracas Chocolate.	0 40
Mott's Diamond Chocolate.	0 22
Mott's French-Can. Chocolate.	0 18
Mott's Navy or Cooking Chocolate.	0 27
Mott's Cocoa Nibs.	0 35
Mott's Cocoa Shells.	0 05
Vanilla Sticks, per gross.	0 90
Mott's Confectionery Chocolate.	0 21
Mott's Sweet Chocolate Liquors.	0 19 0 30
COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes,	
1/4 lb. cake, per lb.	0 22 1/2
Royal Navy Chocolate, 12 lb. boxes,	
1/2 lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes,	
1/4 lb. cake, per lb.	0 35
WALTER BAKER & CO.'S.	
Chocolate—	
Premium No. 1 boxes 12 lbs. each.	

Baker's Vanilla in boxes, 12 lbs. each.	50
Caracas Sweet, in boxes, 6 lbs. each.	38
Vanilla Tablets, 418 in box, 24 boxes in case, per box, net.	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each.	0 28
Grocers' Style, in boxes, 6 lbs. each.	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, 1/2 lb. tins.	0

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CANADIAN COCOANUT CO.	
White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs.	0 27
" " " "	0 28
" " " "	0 29
" " 5 or 10 " "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb. Pails.	
Feather Strip, " " " "	
Special Shred, " " " "	
Macaroon, " " " "	
Crown Desic, 12, 20 or 25 lb. "	
Special, " " " "	
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