

# THE CANADIAN GROCER

VOL. X

MONTREAL AND TORONTO, DECEMBER 4, 1896.

No. 49

## COLMAN'S MUSTARD



BEST ON EARTH

THE ONLY TEN CENT CIGAR

**PEEK  
FREAN  
& C<sup>o</sup>'s**

**BISCUITS  
AND  
CAKES.**

Have obtained great Celebrity for their  
PURITY & EXCELLENCE

VARISITY CIGAR 5c. THE BEST IN THE MARKET

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

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

## Ox Tongues



No housekeeper has the facilities for producing such an exquisitely flavored meat as our Canned Ox Tongue (Helmet Brand with Yellow Label). And no competitor either has mastered the secret, as we have, of securing the delicious juices which make the Ox Tongue famous. We want the trade of the wide awake grocer, who knows a good article, and who buys it for the purpose of leading his competitors. Ask your jobbers for the Helmet Brand Yellow Label Ox Tongue.

Manufacturers' Agents,

JAMES HAYWOOD  
Toronto

J. L. WATT & SCOTT  
Montreal

J. HUNTER WHITE  
St. John, N.B.

Armour  
Packing  
Co. . .

Kansas City,  
U.S.A.

## Batty's



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

ALL WHOLESALERS  
HAVE THEM.

. . . EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

. . . Montreal

is Honest Goods and just  
the Thing on Which to  
make or Extend a Busi-  
ness.



The Best Grocers Make  
a point of Keeping it al-  
ways in Stock.

## Fresh Herrings



**MARSHALL & CO.**

Spring Garden Works, ABERDEEN, SCOTLAND.

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

**Kipperd Herrings**

Herrings in Tomato Sauce

Herrings in Shrimp Sauce

Herrings in Anchovy Sauce

Herrings a-la-Sardine

Preserved Bloaters, etc.

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

All Selected Fish from the famed  
Aberdeen Fisheries.

For Sale by all Leading Grocers.

**Walter R. Wonham & Sons**

Sole Agents for Canada, MONTREAL.

# Standard Goods THE Best to Handle



The Superior Quality of Lazenby's Solidified Jellies can always be relied upon as unsurpassed.



GENUINE

## MACARONI

BEARS  
THIS  
NAME

*B. CODOU*

ONLY  
FINEST QUALITY  
MANUFACTURED.



DON'T BUY INFERIOR BRANDS OF

# Castile Soap

BUT BUY

## "LE LION ROUGE"

The above lines to be had of leading wholesale houses in the Dominion.

A. P. TIPPET & CO.  
MONTREAL and TORONTO

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

# The St. Lawrence Sugar Refining Co.

LIMITED

## MONTREAL

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

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

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

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

## Do You Sell Crockery?

Then we want  
your business

We manufacture all kinds of

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

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

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

OTHER SPECIALTIES.

NOUGAT  
RAHAT LAKUHM  
ALMOND ROCK  
EL MAHNA

CANADIAN SPECIALTY CO., Toronto.



WORKS : LONDON, W.C.

MEDALS AND DIPLOMAS.

PARIS  
SYDNEY  
MELBOURNE

ROSE & LAFLAMME, Montreal.



“THERE ARE OTHERS”

. . . ! But none so good as . . .

MALLAWALLA



SPECIAL  
LIQUEUR HIGHLAND WHISKY.

*Cockburn & Co.*

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

Try—

COCKBURN'S  
SCOTCH  
WHISKY

Nothing Finer in the Market

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

J. & R. McLEA, Montreal

AGENTS FOR  
THE DOMINION



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

Jugs,  
blers

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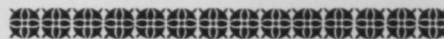
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# IF . . .

*Strength of Texture...*  
*Generous Size of the Bag...*  
*Perfect Finish...*

count for anything, **"THE EDDY BAG"** should be appreciated above all others, for in the above qualities they excel those of any other make.



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

HULL, QUE.

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

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

# Grand Mogul Tea

The most beautiful picture ever offered free. A **Magnificent picture** of **Othello and Desdemona** representing a scene in one of Shakespeare's most celebrated plays. This beautiful picture (a copy of the celebrated oil painting in the possession of Mr. Alfred Cooke, Leeds, England) in handsome gilt frame given free to every purchaser of one case of **Grand Mogul Tea**.

**T. B. ESCOTT & CO.** Wholesale Grocers, **London, Ont.**

## BROOMS

Three most reliable lines :

**ROSE, PANSY, THISTLE**

Do you sell them? If not, why not?

## MATCHES

**Sovereign Brand**

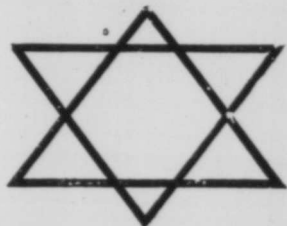
**GUARANTEED** equal to any match made.  
Freight allowed on 5 case lots.

**H. A. NELSON & SONS** - **Montreal and Toronto**

**..DID YOU EVER..**

**BATGER'S**

**TRY**



**PEELS**

**ALWAYS RELIABLE.**

**THE "REINDEER" BRAND**

PROFESSOR JAMES W. ROBERTSON, Dominion Dairy Commissioner, says :

The Truro Condensed Milk, "Reindeer" Brand, has been analyzed by our Chemist, and found superior to the famous Swiss products.

# WHY BUY

Ordinary Currants



When

# Paradise Brand

The highest quality, rich in flavor and handsome in appearance, can be got for the same money? In cases of 120 lbs.

**Wide-awake grocers** all over Canada have ordered sample cases since seeing our advts. in "The Grocer" re this favored fruit.



Just for a Snap

We will sell this week 1,000 boxes Juan De Llano's Selected Valencias at 5 $\frac{3}{4}$ c. net cash for not less than 10 boxes or more than 50. This only holds good till December 9.



## W. H. GILLARD & CO.

Wholesalers Only . . . .

**HAMILTON**



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

# THE CANADIAN GROCER

Vol. X. (Published Weekly)

MONTREAL AND TORONTO, DECEMBER 4, 1896

(\$2.00 per Year) No. 49

## CHRISTMAS TRADE HINTS.

WHILE in the grocery store of Mr. Richard A. Donald on Monday last, I dropped into conversation with the proprietor in regard to the holiday trade.

"Fruits this year are very nice, except Valencia raisins," remarked Mr. Donald, in reply to a query, "which seem to be getting poorer every year." Then Mr. Donald became reminiscent. "There used to be," he said, "but one grade of Valencia raisins. They were off-stalk, and were good fruit. Now they have got into four grades; and it really seems that the whole output is poorer each year. There is more style but less quantity. Currants, on the other hand, are a great deal better than they used to be, being greater in variety and more satisfactory in style."

Just then our conversation was interrupted by an outbreak of hostilities between the two store cats, in which feline cuss-words as well as hair flew about fast and furious. When one of the animals sought refuge on the apex of a pyramid of boxes, Mr. Donald turned to me with the remark: "O. it's just one said he liked yesterday's sermon and the other said he didn't."

"Prunes," continued Mr. Donald, "are coming along in a variety of styles and sizes which were unknown to us a few years ago. The old-time hogshead of prunes seldom makes its appearance now. Prunes which came in hogsheads were of all sizes. Here you would come across a whopper, while cuddled along-side of it would be a little, insignificant thing. Now, prunes are assorted into six or eight different sizes. Valencia layer raisins are also all now in the retailers' hands, and they are probably the finest ever imported. Nuts, too, are very fine this year. I never saw better Grenoble walnuts; and filberts and almonds are fully up to the standard. Novelties for the grocers continue to multiply. The number added this year is marked."

"Have you any suggestions to make re-

garding the Christmas trade?" I ventured. "Well, I will tell you this: I think the storekeeper should make a decided effort to induce his customers to buy in stated packages. For instance, foreign dried fruits should be put up in quarter-dollar packages. On these a little advantage to the customer over the price per pound should be given. These packages could be put up during the spare moments of the merchant and his clerks. The same method may also be adopted in regard to table fruit. These should be put up in layers in a box. In this way the goods will not only be in more attractive shape, but the tendency will be to increase their consumption."

"What about window displays?"

"I am greatly in favor of attractive window displays. I would say, never put more than two articles in one window; and every effort should be made to put the goods in such a way and in such quantities as will ensure marked attention from passers-by. If possible, only one line should be displayed in the window. As to cards, I would say only place one in the window. And happy is the man who has sufficient artistic instinct to write his own cards or tickets, for by doing them himself he can make them doubly attractive. The price, I would say, should always be put upon the display in the window."

"What are your views regarding advertising?"

"A judicious amount of advertising is a good thing," rejoined Mr. Donald, as he hurried away to attend the customers who were lining up outside one of the counters.

## BICYCLES FOR CLERKS.

C. B. Knox, Johnstown, N.Y., manufacturer of fancy groceries suitable for the holiday trade, is making a great effort to introduce them in Canada. He has arranged a scheme that looks popular by which every clerk in a retail store may secure without money and without extra work a Columbia

bicycle. In the most of these premium plans the clerk in the big store in the big town has the advantage, but in this case Mr. Knox says the young man in the store at the country cross road has as good a chance. Any reader interested can get full particulars by writing Mr. Knox or his Canadian agent, A. E. Richards, Hamilton.

## SUPPORT HOME INDUSTRIES.

Editor GROCER:

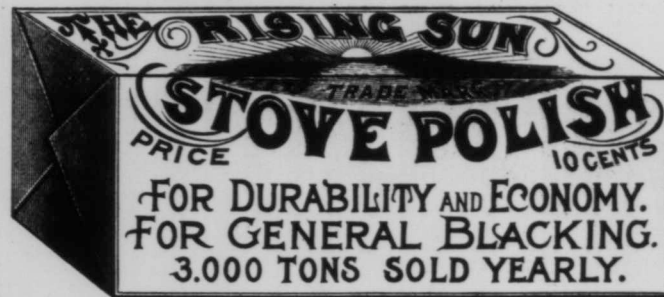
When Canadian manufactured goods are equal in price and quality to the imported, the home manufacturers should receive the preference over foreign manufacturers. The home manufacturer pays out a large amount of money to his employes every month, who in turn spend their money among the various people in their respective communities, where all get the benefit of their labors and the enterprise of the manufacturer, whereas the foreign manufacturer pays out large sums of money to his employes, who spend their money among their own respective communities, which is no benefit at all to our people or our country. Now, it is in the interest of the storekeeper and consumer to encourage our own manufacturers and assist them to help build up their industries. Do not feel jealous and want to hurt your own neighbors because you think they are making a little money; because, if they succeed you are sure to get some of the benefits that they reap, and it is in the interest of us all to help one another and to strive to build up our own country instead of trying to belittle it by assisting foreign manufacturers, who care nothing more than to get our money. Our country cannot prosper unless we are loyal to one another. The writer, when traveling through the United States, found the people there very loyal to one another. They would not buy or look at anything when there was anything of like quality among their own manufactures. Every dollar's worth of goods expended on home manufactures is just so much paid towards helping to build up our own fair Dominion.

Yours, etc., E. A. D.

## THE RISING SUN STOVE POLISH

AND

## THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.



FOR SALE BY ALL WHOLESALE GROCERS, ALSO THE M'CLARY MFG. CO., LONDON AND TORONTO.

## GROCERS AT BLACK LEAD WORKS.

THE New England Grocer gives an interesting account of a visit paid by the Boston Grocers' Association to Congressman Morse and the Rising Sun Black Lead Works, Canton, Mass. It is written in a happy, humorous style, and only lack of space prevents us republishing it in full. They were received by the genial Massachusetts Congressman, Hon. E. A. Morse, who conducted them over the works, inspecting building after building, and department after department. First they saw the great 200-horse-power steam engine, with its ponderous piston and mighty fly-wheel, and then the boiler rooms with the battery of great steam boilers. Then they repaired to the storehouse, where tons of stove polish awaited shipment abroad. Here Congressman Morse mounted a pile of cases of polish and made a pleasant speech to the visiting grocers. He said:

I feel greatly honored by the presence of so many Boston merchants at my establishment. Anson Burlingame once said on the floor of the National House of Representatives, in defending Massachusetts, "I throw down her glove to the whole band of her assailants." I will make a similar statement about the merchants of New England and Boston; I have done business with them for forty years, and as honorable, successful and enterprising merchants and business men I throw down their glove to the world. (Applause.)

It may interest these merchants to know something of the beginnings of this business. It had very humble beginnings. The father of Morse Brothers was a clergyman; his worldly possessions were very small. He wanted his sons to be clergymen, but they had an ambition to have a few more stamps than the old gentleman seemed to have, and didn't seem to take to the ministry, which meant to shake the table cloth and make soup out of the crumbs. (Laughter.) I was only 15 years old when myself and my brother Abner began the manufacture of stove polish from a receipt given us by the learned and celebrated Dr. Jackson, a chemist of Boston. The first product was made in a little hand mold and dried on a stove, and was peddled from house to house in a carpet bag. My first horse cost \$10,

and he couldn't trot down hill. (Laughter.) My first factory was a building 12 x 15 feet. I worked half the night many nights, and slept in a little attic overhead the balance of the night. That factory has grown into the establishment which you, gentlemen, see here to-day, which contains 4,000,000 bricks, consumes from 5 to 7 tons of coal per day; covers, as you see, four acres of ground, and is the largest establishment of its kind in the world. The products of this establishment, the Rising Sun stove polish and the Sun Paste stove polish, are sold in every civilized country on the face of the earth. The factory is capable of turning out 10 tons of stove polish per day of 10 hours. We are over five carloads behind our orders at this time, and are running nights to meet the tremendous demand for the Rising Sun and Sun Paste stove polish.

Gentlemen, we have some croakers in our country who go up and down the country seeking to array class against class, the poor against the rich, the manufacturer against his workmen; the man who does that, no matter what his purpose, is an enemy of his country and his kind. (Applause.) These sentiments have recently got a tremendous black eye in this country. (Applause.) In England they have classes; the House of Lords represents the classes, and the House of Commons the masses. We have no such division in this country. The man who eats his dinner out of a pail to-day may be a manufacturer or a business man to-morrow. The success of this great business from its small beginnings, which you see, demonstrates as no words of mine can that in this favored land of ours "There is no royal road to learning, and honor and shame from no condition rise," that in this favored land of ours temperance, industry, perseverance and ability carry in their hand the sure prestige of victory and success. (Long continued applause.)

Gentlemen, I congratulate you upon the business prospect which is ahead. We are to have sound money to do business with, we are to have protection to American manufactures and American labor from disastrous foreign competition, and I predict, gentlemen, that the country will here and now enter upon a career of success, development, national glory and business prosperity unprecedented in our history as a nation among the nations of the earth. (Cheers and applause.)

The Congressman stated that the basis of their product was Ceylon plumbago; he

said this commodity was known by various names besides plumbago, graphite, carbonate of iron and black lead. It was undoubtedly of volcanic origin and was found purer in Ceylon than any other country. They had for many years imported about 3,000 tons of plumbago from that far-off island. It formerly came around the Cape of Good Hope, but since its construction it came through the Suez Canal and Mediterranean Sea. Morse Brothers expend about \$100,000 a year in advertising their product, and the man who advertises can sell better and cheaper goods than the man who does not, owing to the enormously increased sale of the same. The employes of this establishment have never seen any hard times, there has been no reduction of the pay of the employes and the factory has run without being idle a day during the last four years, except a short vacation yearly in August. Congressman Morse also escorted the company to Memorial Hall, a building used for town purposes, built in honor of the Canton soldiers who fell during the war of the rebellion. It is proper to say here that the land on which the hall was built, the bronze soldier in front of the hall and the memorial tablets in the hall, costing \$3,600, were presented to the town of Canton by Congressman Morse.

At the close of his remarks Mr. Morse was given three hearty cheers, after which the inspection of the works was continued. The packing room was seen, where the cases are prepared for shipment; next the department where the plumbago or black lead is pulverized; then the room where scores of girls were engaged in wrapping, with deft fingers and a paste brush, the cakes of polish. Next came the department where the Sun Paste is put into boxes; then another engine room with 100-horse power engine; and so on through all the many departments, occupying the score of substantial brick buildings.

Before returning the guests were entertained at an acceptable collation, which was very much enjoyed.

The volume of business from the Western States over the G.T.R. via Sarnia Tunnel, Toronto and Montreal, to the Atlantic seaboard, has more than doubled under the present management.

TRY IT...

# L. S. & B. COFFEE

THE RECOGNIZED STANDARD.  
THE WINNER OF CONFIDENCE.  
THE "TRIED AND TRUE."

In Bulk—Cans of  
25 and 50 pounds.\*

LUCAS, STEELE & BRISTOL

WHOLESALE GROCERS, HAMILTON.

## James Turner & Co., Hamilton

are offering one the best paying lines  
on the market in the

**"EAGLE BRAND," Dried Rubbed HERBS**

IN PACKAGES.

**SUMMER SAVORY, SAGE AND THYME**

PAYS THE RETAILER 200 PER CENT.

We will be pleased to furnish Samples to the Trade on application.

Ask our Travellers to show you our LEADERS in BULK

### Ceylon and Young Hyson Teas

SPLENDID VALUES

**Agents in Canada for English Breakfast Hop Tea**

POUNDS AND HALF POUNDS—ONCE TRIED ALWAYS USED.

## BALFOUR & CO., HAMILTON

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### USE OF CARBONIC ACID.

THE following is an abstract of a report furnished by a United States consul upon the condition of the carbonic acid industry in Germany. The industrial uses may be summed up under three heads—(1) for aerating mineral waters, beer, wines and other effervescent beverages; (2) for making various carbonates and other products (as salicylic acid) in chemical manufactures; (3) for the manufacture of artificial ice and the cooling of refrigerators and cold-storage chambers. Complete statistics of the consumption during the last two years are not available, but in 1891 the output from twenty-three firms exceeded six-and-a-half million pounds of liquid carbonic acid; in the following year over two million pounds were exported, and the output is steadily increasing. Carbonic acid, produced artificially, unless the source is magnesite, is usually impure, while that occurring naturally in springs is of great purity, so that for most purposes the latter source is preferable. These springs exist abundantly in the lower Rhine-region, but it is only of late years that their value has been fully realised. Where the gas is in sufficient quantity the spring is securely closed in, and the surplus gas is collected and condensed to liquid form, or passed direct into natural mineral waters which are deficient in effervescing quality. When the supply from natural springs became insufficient for the growing industry, recourse was had to artificial borings. The first artesian well for this purpose was sunk at Burgbrohl, near Coblenz, in 1883, and was only five-and-a-half inches in diameter. At a depth of 171 feet a stream was reached which, for a period of eight years, yielded 108 gallons of water and 375 gallons of dry carbonic acid gas per minute, no less than 1,394,800 lbs. of liquid carbonic acid being obtained during this period. This yield was somewhat diminished when a second boring was made which tapped the same source.

Quite recently a remarkable well has been opened at Herste, in the northeast of Westphalia. Boring was begun in a spot where the gas had been observed to escape from the ground, and at a depth of 25 feet the escape of gas became so great that the workmen were in danger of suffocation. This outflow was diverted and the boring continued. At 438 feet there was an explosion, dust and pebbles being blown out to a height of 70 feet, accompanied by a stream of gas so powerful that its roar could be heard at a considerable distance. Water was reached when the boring had been continued another 47 feet, and rushed out as fine spray to a height of nearly 100 feet.

The present market price of liquid carbonic acid obtained from natural sources is

11 cents per kilo., equal to 5 cents per American pound. This, with the maximum discount given to the largest buyers (i.e., those who purchase over five tons of liquid per year) is reduced to about 7 cents per kilo.

Carbonic acid gas is of great value for raising beer from cellars. Sufficient gas is introduced into the casks to maintain a pressure of two atmospheres, and the gas itself not only cools the beer by its expansion, but improves its quality by adding to the sparkling and effervescent characters. For fortifying natural mineral waters which are poor in gas, the natural gas is employed without previous condensation. For the preparation of artificial drinking water from distilled water, this natural gas has one drawback, namely, the presence of a small quantity of air. The effect of this is to cause the gas to escape too readily when the bottles are opened. For this reason, the principal makers of such waters in Frankfurt employ carbonic acid gas made by acting on magnesite with pure sulphuric acid.

### HOW TO GET A PROFIT.

Subjoined is an extract from a speech of Mr. Herman Rohrs, president of the N.Y. Retail Grocers' Union, delivered at a meeting of the Central Association of the Retail Grocers of New York. His subject was: "How to Retain a Legitimate Profit upon the Sale of Groceries, and What is a Legitimate Profit." He said:

To explain how to retain a legitimate profit on the sales of groceries at a time when almost everyone is trying to bring about the reverse is beyond my power to do to-night. I will, however, endeavor to explain some of the causes through which we have lost some of our legitimate profits, to which we are justly entitled. The business men of New York may be divided into three classes: First, the speculative class; second, the fake and scheming class; and third, the class who do business on a legitimate percentage basis. The first class will tell us that they live by manipulation, with the assistance of the laws of nature; the second class, by deceiving the public into the belief that they sell below cost; and the third say: "We try to exist on a fair compensation for the labor performed."

The first class depends upon the law of supply and demand; the second, upon the weakness of mankind; the third, upon hard work and a thorough knowledge of the goods which they handle.

Now, to which class do the retail grocers belong? To be frank, some of us belong to all three classes, but the majority, I am glad to say, belong to the third. No one will deny that the retail grocer is a hard-working man.

What, then, is a legitimate profit? I would say that it is a fair compensation for labor performed and a fair and legitimate profit upon his sales. I use the word legitimate as it is commonly understood by men

who observe business principles and not exorbitant profits on the one hand or the selling of goods at cost or below cost for the sake of meeting deception and fake competition on the other.

If we are striving to retain legitimate profit there must be some reasons for the danger of losing them. We have either been robbed of such profits, or by our own acts have given them away. My claim is that we are suffering from both causes. The first class of business men just referred to, by their manipulations of the raw product and the manufactured goods, often rob us by so advancing prices that in many instances the grocer is left without profit. The second class; by their deceptive advertisements, rob us more than the first. It is not infrequent that the necessities of life are used as a bait to attract customers for the purpose of selling other lines of goods on which profits are more extensive than the retail grocer ever dreamed of. The retail grocer himself has often been too anxious to follow in the footsteps of such cutters, in spite of the fact that the latter will make a special sale of such goods for only one day and then only in limited quantities. The retail grocer also gives such goods too prominent a display.

Now, as to how the retail grocer can retain a legitimate profit: He should not handle the goods on which cuts are made more than is necessary. As far as the wholesale grocer is concerned, I think he should not aid those who use his goods as a football in order to attract trade. The retail grocer should not boycott, however, but should make special efforts to push the sale of other goods of those who are friendly to his interests.

### NEW GOODS.

Lucas, Steele & Bristol, who are always to the fore in offering first-class goods to their customers, are this week listing the following:

THREE GOOD FOODS (English goods)—	
Dunn's Malted Rusk Food, 18 oz.	
tins.....	\$3 50
Dunn's Malted Rusk Food, 10 oz.	
tins.....	2 00
Dunn's Lactescent Barley Food, 18 oz. tins ..	2 40
Dunn's Lactescent Barley Food, 10 oz. tins ..	1 35
Dunn's Nutritive Cream of Corn, 18 oz. tins, packed in 1 doz. boxes...	2 40

The above foods for infants and invalids are specially prepared with extract of malt and milk, making a safe and nutritious diet, and will be found a good addition to the grocery stock. The firm also offer Dunn's malted leaven (English goods), 1 lb. tins, packed in boxes of one dozen, \$3. This patent leaven is claimed by the makers to be the only raising agent that renders starch in flour soluble, thus producing the most digestible and delicious hot biscuits, pastries, etc. It is greatly appreciated by those who use it. These lines come highly recommended from London, Eng., and Lucas, Steele & Bristol would like to see their friends order an assortment.

Currants

Malaga Fruit

Peels

Figs

Almonds

Prunes

Shelled Almonds

Walnuts



# No Stone Unturned

The stone that's left unturned is always in the way, you say. We've left one unturned that's never in the way—the old-fashioned stone whose turning once made Buckwheat Flour. Tillson's Roller-Process Buckwheat Flour is made in the modern way by modern machinery. It is cleansed perfectly. It is as good a Flour as modern ingenuity can turn out. There is nothing artificial about it. It is simply pure Buckwheat Flour. It is what your customers want because there's no flavor so good as the natural flavor. It is a business builder—a sure profit-maker.

From Manufacturer to  
Retailer Direct.

**THE TILLSON COMPANY, LTD.**  
**TILSONBURG, ONT.**

# Don't Believe



all you hear—especially about canned goods. Believe what you see, taste and handle. Sample our goods at any time, and anywhere, and you will always find them pure, wholesome and carefully packed. We fear no comparison.

**DELHI CANNING Co., DELHI, ONT.**

## WINDOW DRESSING HINTS.

By J. N. Merrett, Carberry, Man.

HAVING read different articles in your journal on the art of window dressing and received benefit therefrom, I thought it might not be amiss should I try for the first time to contribute some on the same line.

Two of the hardest ups and downs in life are to keep up appearances and to keep down expense; this applies to window dressing as well as numberless other things.

Never crowd your window. Do not give it the appearance that you have all your stock in the window and may have some in the store. The majority of window dressers make this mistake. The more you crowd your window the worse it becomes. No doubt there are exceptions, but they are few and far between. By not crowding the window you keep down expenses and keep up appearances.

It is an easy matter for you to know when your shelves or tables or counters are overloaded. You should also know when your window is overcrowded. Don't, whatever you do, overload or overstock your window. There is no call for it whatever.

A good method to follow is to have a centre-piece. By that I don't mean a statuette or anything like it, but something you want to bring before the public more prominently than anything else. Supposing you had some particular article you wished to display, how would you go about it? Perhaps you would know much better were it not to go in the window. What you should aim to do is to so dress the window that the centre-piece will be kept well in the public eye. Take, for instance, a lamp window. There are plenty of standing lamps that have iron rods running through the bottom part. Suppose you place a small table in centre of window. Run a

rod or anything else that will hold the lamp on the very edge of the table in such a manner that it would fall off but for the concealed fastening. Then have a card to read something like this: "A great crash about to take place in prices on lamps."

Now, a nicely cleaned window and a centre-piece like I have just spoken of, with a pretty card, would in itself attract attention; but a few more lamps nicely displayed here and there to fill up space is all you need to draw the public attention if properly done, and there would be nothing in the window worth speaking of.

The more difficult the manner in which



Specimen Christmas Window, with Design.

you place goods in the window and conceal to the public all trace of how it is done, the more success you will have and the more you will attract the attention of the public.

The last window I dressed was of gentlemen's neckties. I first covered the back of window completely with black cloth; any kind will do if plain, and the cheaper the better. Next I secured two long iron rods and bent them into the shape of two fans. These I covered with four-in-hand neckties and hung them on either side of window, about three feet apart. Between these was a card, which, in good, large letters, read: "Cursed be the social ties that sin against the strength of youth. Cursed be the social ties that wrap us from the living truth."

Below this large card were white shirts with stand-up collars and ties fastened on them. Next, on the remaining uncovered space on the background, I placed here and there white bow ties. That completed the back of the window. I next covered the bottom of window with about three inches of sawdust, upon which I placed about six railroad ties. On the latter I laid two steel rails, each twelve feet long. Of course the longer the window the longer the rails. Upon the wood ties I here and there placed some "brownies." They were about six inches in length. In the centre of the window, and sitting on the wood ties, was a good-sized girl doll, nicely dressed, while a good-sized sign read: "A young lady's contemplations on the ties of life." At the end of the window was a large wood

frame with a card with diagram showing how to tie tie, and all around this card, fastened to a wooden frame were colored shirts with this new tie fastened to each one. I also put a piece of pink tissue in the neck of each shirt. At the other end of the window was a large card on an easel standing on the wooden ties. On this easel was a free-hand sketch of a series of pictures of a Chinaman riding a

bicycle, with his long pigtail hanging down his back. In the first sketch he exclaims: "Belly good!" In the second sketch the long pig-tail comes in contact with the cogs of the hind wheel, pulling the rider backwards, as he cries: "Whoop! No likee." In the third sketch the pigtail is winding around and around the hind wheel, drawing him head over heels backwards, breaking off his pigtail, causing a general collapse, as the Chinaman yells: "Hully gee! Hurtee muchee; too muchee fasta. bleeda some."

If you offend the cook, ten chances to one she will "cook" your prospects for doing business with her mistress.

# The Quickest Light and Surest

In every clime—by nearly every people—thousands of tests every day are proving the quickest light and surest, the brightest flame and steadiest comes from

## Bryant & May's Matches

In every line there is one leader—one best. For years, the world over, Bryant & May's Matches have been acknowledged as leaders—as the best, and they intend to stay at the head of the procession. The dismal failures that follow the numerous attempts to imitate Bryant & May's Matches, prove their superiority. Imitation is the highest acknowledgment of merit. But so far manufacturers have only been able to imitate the appearance of our matches and boxes, they can't get the quality which years of experience have put in Bryant & May's. Try them. All grocers should have them in stock. You'll find them the

## Quickest and Surest Sellers

Here are some of the styles manufactured by the largest and best equipped match factory in the world; there are many more styles though.

Tiger Parlor Matches, Wax Vestas, Safety Matches, Flaming Fusees, Braided Cigar Lights, Wax Tapers, etc., etc.



Sole Agents for Canada

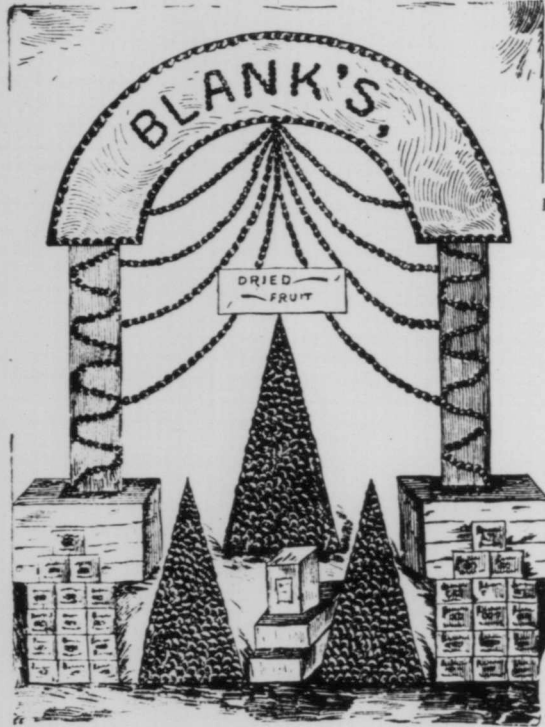
# Robert Greig & Co.

Montreal.

**WINDOW DRESSING.**

DISPLAYS SUITED TO THE SEASON.

THIS is a time when a well arranged display of dried fruit may be made an attractive feature of the store. In illustration No. 1 an idea is given of how



No. 1—Display of Dried Fruit.

it may be done. To prepare it a large box must be placed as a foundation on each side of the window. On top of each put a column, which together support an arch. The framework should be entirely covered with green cloth. Dried fruit like apples, peaches and apricots, as also cranberries, may be strung on fine wire so as to entwine the columns. Fill in the border round the arch with dried apples, making the name out of prunes. The pyramids on the floor are covered with dried fruit, and between these you can place boxes of raisins, figs, citron, currants, etc., etc. The entire arch may be covered with dried currants by glueing them on.

**A CHRISTMAS WINDOW.**

One can hardly imagine a live store without some kind of window trim for Christmas trade. The illustration herewith indicates how trade in specialties may be pushed, and the whole business of the store benefitted. If you have a gas jet in the window better remove it for this trim. Cover the ceiling with cloth and the sides with pine trees, decorating the branches with white cotton batting (to imitate snow), tinsel, cranberries (strung on wires or strings), bottled goods, etc. Let a carpenter make an immense candle and paint it white, and on the side "A Merry Christmas." The floor may

be filled in with boxes built up to represent steps, which are covered with white manilla paper. In front of each step arrange rope evergreens, as shown in the illustration. Build up the steps with the choice goods you think will sell. Around the necks of bottles tie bows of white ribbon with streamers.

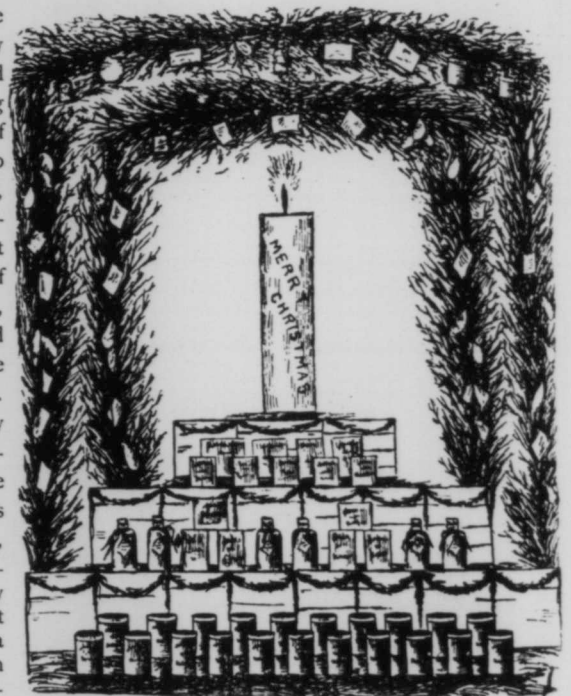
**PRESERVING MEAT BY ELECTRICITY.**

From The Electrical Review.

There are some people who imagine that electricity is a sort of universal panacea, by means of which all the common difficulties of life will be over-ridden, and who consider that whenever any stress of circumstances occurs they have only to call in the aid of electricity and they will find that every difficulty vanishes. We sympathize with such people, inasmuch as we know that they are on the wrong tack. The functions of electricity are limited, just as much as are the functions of any other natural force with which we are acquainted. Among the people to whom we may extend our sympathies is one, A. B. Pinto, of Rio de Janeiro, who has essayed to preserve meat by means of electricity. The following is an account of his process: The meat to be preserved is immersed in a 30 per cent. solution of common salt, and a continuous current of electricity is passed through the solution. In from ten to twenty hours the salting is complete, and the meat is taken out and hung up to dry. In working a bath of 3,000 litres of brine in which 1,000 kilos of meat may be immersed, the current may be of 100 amperes, with an E.M.F. of eight volts. The electrodes must be of platinum, since if other metals, such as zinc and iron, were used salts of these metals would be formed, and would be injurious. We sincerely wish Mr. Pinto every success in exploiting his new process for preserving meat. We maintain perfectly open minds as to the success of his venture, but if he can succeed in persuading the world at large that by means of his process he can arrest the progress of putrefaction in a substance like meat we wish him well, and if he really does succeed he will have the satisfaction of knowing that he has succeeded in extending in a new direction the application of electricity.

**FRENCH PRUNES ADVANCE THREE CENTS.**

THERE has been an advance of from 10 to 12s. in the larger sizes of French plums at primary markets. This is equivalent to a jump of from 2½ to 3c. per pound on all sizes from 95's up to 36's, and leading importers state that a rise of this character is practically prohibitive of further importations in these sizes. The advance in freights and the fact that the crop of French plums has not turned out as well as at first anticipated are the reasons given for this sharp jump. Owing to this development and the influence it will have, the supply of the larger sizes of French goods will be extremely light this season. The nearest approach in size to 36's that are spoken of are 45's to 50's, and the supply is light, while even from 95's up to 50's the importations have not been as heavy as last year. Last season also there were heavy consignments of the medium and smaller sizes of California prunes. This fall there have been none and none are expected owing to the situation on the Coast. The scarcity of large prunes, therefore, will be felt owing to a variety of reasons which affect the different sources of supply. Austrian stocks also, within the last week, are acting in sympathy with French cables to Montreal agents on Tuesday asking an advance of 2s. per cwt. or ½c. per lb. On the whole, the situation in prunes during the coming season promises



No. 2—A Christmas Decoration.

to be as strong as in either Valencia or California raisins.





# Mail Orders

Receive our careful, personal attention and all inquiries are promptly replied to.

We have, after several years of experimenting, brought to perfection our

## BAMBOO HANDLE BROOMS

which are specially adapted for Ladies' and Curlers' use, being very light, strong and durable. We use the finest and choicest corn, and every handle is carefully inspected, so that we are in a position to guarantee every broom we send out as being absolutely perfect.



Our **BRUSHES** are so thoroughly well known that we need scarcely remind you that no better goods are made than

## BOECKH'S STANDARD BRUSHES

and the trade further their own interests and please their customers in handling our goods.

It may pay you to read our advertisement from week to week.

# CHAS. BOECKH & SONS

MANUFACTURERS

MONTREAL BRANCH:  
301 St. Paul St.

TORONTO, ONT.

# Rio Coffee

We have arriving this week a direct shipment of Rio Coffee Ex. S.S. Maskelyne.

# Japan Dust and Siftings

Although these Teas are now almost unobtainable, we have a few lines.

Complete Stock of California Peaches, Apricots, Plums, Nectarines, Imperial Layer Clusters, etc., etc.

**H. P. ECKARDT & Co.** Wholesale Grocers  
TORONTO



# PANCAKES

These frosty mornings will remind you of the Snow Drift Self-Rising Buckwheat Flour. We are now ready for your orders. Our goods are exceptionally fine this year. See our men.

The Snow Drift Co. = Brantford, Ont.



WHEN IN NEED OF

# HAMS, BACON OR LARD

Try the "ROSE BRAND"—High-class Goods.

LETTER ORDERS PROMPTLY FILLED

Packed by  
**The GEO. MATTHEWS CO. Ltd.,** OTTAWA AND PETERBOROUGH

# THE CANADIAN GROCER

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### A COMMISSION TO INVESTIGATE.

THERE was a time when the sugar industry of the British West India Islands was a thriving one; but that time has long since passed.

The retrogression began with the removal of the preferential conditions which the sugar from these islands enjoyed in the English market up to 1846, the year free trade went into operation. And the injury which the inauguration of this policy on the part of the Motherland wrought to the West India Islands has been accentuated by the bounties with which the sugar industries of Germany, France and Austria have been fed.

Time and again the sugar producers in the West Indies have appealed to the Home Government to do something for them, and since the advent of the Salisbury regime a deputation has crossed the Atlantic to make their wants and wishes known to the Secretary of State for the Colonies.

Although in the past nothing has been done by the Motherland to relieve their necessities, they now have the satisfaction of knowing that by their importunity they have so far stirred up the Colonial Office as to induce it, in the words of a recent cable, to "definitely decide to send a commission to the British West Indies to examine into the critical position of the sugar industry."

The commission, it is said, will be composed of men of such position and authority as will command the confidence of the colonists and of those at home.

The outcome of this new departure on the part of the British Government will be watched with interest.

### DEVELOPING OUR EXPORTS.

THE Montreal Board of Trade, at a meeting held on Wednesday of last week, considered a draft of suggestions reported by its special committee who were appointed to consider the best means of extending Canadian trade in foreign markets. The committee were: John McKerrow, chairman; Chas. Chaput, Jas. Crathern, David McFarlane, W. M. McNally, Henry Miles and Wm. Nivin.

The queries to which the Minister of Trade and Commerce asked answers were:

1. Whether you have to report any material alterations within the past year in the quantities and values of the principal articles now exported from your section of the Dominion to other countries.
2. Whether in your opinion the traffic in any of these articles could readily be increased, and if so, in which classes and to what countries.
3. Whether there are any other articles which you consider might be exported to advantage, and if so, which and to what markets.

The committee sent out this circular to a number of members, obtained many replies, and submitted the following suggestions as a result of their investigations:

1. The deepening of our canals to a uniform depth of 14 feet.
2. The broadening and deepening of the channel between Montreal and Quebec to enable steamers of the largest and most modern type to come up to Montreal with safety.
3. The improvement of the railway service to the wharves, thus lessening the cost of handling between railways and steamers.
4. A complete and comprehensive system of refrigeration on land and sea, which we believe will vastly increase the exports of all kinds of produce, such as butter, cheese, apples and other kinds of fruits, eggs, meats, etc.
5. Our merchants feel the necessity of greater knowledge of the wants and requirements of other countries, and believe if this could be furnished exports would follow in many quarters not now touched by our people, and we suggest that consular reports be obtained, such as the British and United States Governments now obtain from their consuls.

6. To enable our manufacturers to export their products, a rebate equal to 90 per cent. of the duties paid be refunded on all such exports.

7. The fact is indisputable, that to manufacture goods at the lowest cost they must be made in large quantities, our manufacturing industries therefore while competing for the trade of this country would undoubtedly be strengthened if outlets could be found outside of Canada, thus enabling them to increase their output, and give employment to a large number of our people. Italy seems to afford an outlet for dried fish, lumber, etc., while with improved facilities to the West Indies, South America, etc., a

large field would be opened up for many of our manufactured products, such as boots, shoes, paints, varnish, lumber; also many agricultural products.

The whole respectfully submitted,

JOHN MCKERGOW, Chairman.

### NEW OUTLET FOR TRADE.

THE Canadian Government has been notified through the Colonial Office of a modification in the Guatemalan tariff.

Next year that country is to hold an exhibition, and the Government has decided to admit free from February 1 to June 30 certain commodities and manufactured goods.

Among the goods which are to receive favorable treatment are canned, salted, dried and smoked fish; all classes of cereals, pickles, confectionery, condensed milk, biscuits, salted or smoked meats, dried fruits, bacon, butter, brushes, brooms, matches, kitchen ranges, and other manufactures of iron.

At present Canada practically does nothing with Guatemala. Our Trade and Navigation Returns do not even mention the word, while our sum total of exports to the Central American States, of which Guatemala is one, last year only amounted to \$64,211 worth. Of this \$383 were products of the mine, \$15 agricultural products, and \$63,813 manufactured articles.

Of the amount of manufactured goods exported by Canada to the Central American States \$39,300 were in agricultural implements, \$13,452 in whisky and one ship valued at \$7,000. Our imports from that part of the world last year appear to have been nil.

In some of the lines enumerated as being subject to free entry into Guatemala, Canada should be able to do something. At any rate, we do not know what we can do until we try. And our merchants and manufacturers should assuredly try. Our agricultural implements and whiskies have evidently obtained an introduction; and if these, why not other lines?

### ADVANCE IN FILBERTS.

Owing to strong advices from abroad and the advance to the holidays, a brisk sorting demand for filbert nuts has been a feature of the week. Last week they were offering in Montreal at 8c., but to-day none are obtainable under 9c., an advance of 1c. per pound. The fact has also been developed in the East, at any rate, that stocks, both in jobbers' and retailers' hands are light. As no new stock can be laid down in Montreal before the 15th December, jobbers who have stocks on hand are accepting orders very cautiously.

### WHOLESALE AND PRICE-CUTTING.

THE speech made in Toronto at the banquet of the Dominion Grocers' Guild by Mr. Irwin, assistant secretary of the Montreal Board of Trade, was eloquent and logical, but of all the sensible things he said, nothing was more so than when he urged the wholesale grocers of Canada to embrace ways and means of ceasing the senseless practice of cutting prices, even should three or four merchants persist in continuing the evil.

No merchant, whether he be wholesaler or retailer, should be condoned in the practice of cutting prices. It is conceived in selfishness and nurtured by methods the very antithesis of business-like.

For several months we have witnessed the spectacle, in every wholesale centre in Canada, of wholesalers cutting the price of staples to a more than usually alarming extent in order that the sale might not go the way of a competitor. This has been particularly true of such lines as canned vegetables and sugar. Instances are not wanting where on sugar as much as 75c. per barrel was being lost, while a loss of 10c. per barrel was common.

There is nothing, probably, that acts so much as a demoralizer of business as the persistent selling of goods at a price which does not afford a legitimate margin of profit. And THE CANADIAN GROCER will always hail with pleasure any and every legitimate movement which tends to diminish or discontinue the practice.

Knowing that it was impossible for any firm to sell at 20c. and make money, two firms in Montreal secured samples from different jobbers of the goods which were quoted at such low figures. They were submitted to different analysts. The result explained the low prices. They were found to contain only about 60 to 70 per cent. of pure cream of tartar, the remainder being starch and a small percentage of salts. At the same time an analysis was made of what the regular houses were selling as pure cream of tartar, and the article was found to contain 98 per cent. of cream of tartar and 2 per cent. of salts.

We are not aware of who the guilty manufacturers are. It rests with their competitors to bring the matter to the attention of the authorities or deal with them as they see fit. It is our duty to warn the trade that certain firms are selling that which they call pure cream of tartar, which—with the accent on the pure—contains 30 per cent. of adulteration. In this way they undersell, by a small amount, reputable manufacturers, get the trade and make enormous profits. From what THE GROCER can gather, many of the jobbing houses and hundreds of retailers have been loaded up with this adulterated mixture. We do not say that all goods sold at the cut price are adulterated to this extent. Some of them certainly are. The only way to decide is to analyze an average sample of their stock.

### THE TARIFF ENQUIRY.

THE Tariff Commission resumed its hearings, at Hamilton, on Tuesday of this week, the Ministers present including Messrs. Fielding, Cartwright, Mowat and Paterson.

The fruit growers, represented by Messrs. E. D. Smith, Winona, and D. J. McKinnon, Grimsby, said the fruit duties generally were satisfactory. In regard to plums and pears, they asked that the ad valorem duties of 25 and 20 per cent. respectively be changed to a specific duty of one cent a pound; that a duty of ½c. a pound be put on bananas, and 2c. a pound on dried peaches.

Mr. Edward Morris, representing Morris, Stone & Wellington, of the Fonthill nurseries, asked that the present duties on fruit trees should be maintained.

Mr. R. C. Brown, representing Brown Bros., of Rochester, N.Y., and Ridgeville, Ont., asked that the 20 per cent. duty on small stock—grape vines, raspberries, blackberries, etc.—be raised.

Messrs. Sanford and Calder discussed the question of ready-made clothing. Senator Sanford asked for the maintenance of the present duty.

#### THE SOAP INDUSTRY.

On behalf of soap manufacturers Mr. W. H. Judd, of W. H. Judd & Co., said that when he first went into the business yellow soap was sold at \$4.20 a box, whereas now an article of equal merit was sold at \$1.50 a box. At \$1.50 manufacturers lost money, while at \$4.20 they made a profit. This reduction in price had been produced largely by the tremendous domestic competition that had sprung up. The factories of Canada were making four or five times the amount of the consumption. The result of the competition was favorable to the Canadian public. They were supplied at the least possible price, and any lowering of the price meant extinction of the industry. The prices, he said, were lower in Canada than in the United States. He said that if the duty were lowered and the American manufacturers were to make a slaughter market of Canada it would drive half of the Canadian makers out of business.

Mr. J. I. McLaren, of the Hamilton Coffee and Spice Co., suggested that a specific duty of not less than 2c. a pound be imposed on ground spice in addition to whatever ad valorem the Government might decide to put on unground goods, instead of an extra ad valorem duty as at present.

A deputation of the journeymen brush-makers, with Mr. John Black as spokesman, protested against foreign competition.

#### WHOLESALE GROCERS' GUILD.

The deputation of the Hamilton Whole-

sale Grocers' Guild consisted of Messrs. Alex. Turner, of James Turner & Co.; H. N. Kittson, of W. H. Gillard & Co.; St. Clair Balfour, of Balfour & Co.; T. H. Macpherson, M.P., of Macpherson, Glasco & Co.; G. E. Bristol, of Lucas, Steele & Bristol, and A. F. Wood, M.P., of Wood, Vallance & Co. Mr. Bristol presented the case, alluding first to the rice duty, rice being an article largely consumed in Canada. There were, he said, only two cleaning mills in Canada, one in Montreal and another in Vancouver, controlled by the same people. Grocers could get rice in England laid down in Hamilton for 11s. 9d. per hundred-weight, which was equal to 2.56c. per pound. Taking the duty on uncleaned rice, which was 30c. a hundred, that would make the figure 2.86c. a pound. A similar rice in Montreal would cost 4.50c. a pound, which made a difference in favor of the English price, allowing for the duty, of 68 per cent. While the mill men were of the opinion that they were entitled to a certain protection, the grocers thought this was too much. The present duty is 1 1-4c. a pound on cleaned rice and on uncleaned rice of 3-10ths of a cent.

Mr. Turner said that this firm had imported some "B" rice, for which the Montreal price was 2 7/8c. a pound, at a figure below that amount. Little of this cheaper grade of rice was imported because of the high duty.

Mr. Bristol mentioned the case of syrups next. He said that since the present duty had been imposed on syrups the wholesale grocers had not been able to supply their customers. There was only one refinery in Canada making syrups—the Acadia—and it had been offering only bright syrup until lately. Latterly it had turned out a dark syrup. On a common syrup, selling in New York for 10c. a wine gallon, the duty would be equal to 90 per cent. On another grade of syrup, worth in New York 16c. a wine gallon, or 19.20c. an imperial gallon, the duty would be 9.90c. Not only had the refiners enjoyed this high protection but the grocers had not been able to get the syrup from them. It was only lately that they had been able to get any dark syrup in Canada. The high duty had done the refiner no good and it had been an injury to the consumers. Because of high prices and the absence of syrup from the market many farmers were boiling down sugar and making their own syrup. The grocers thought the protection on syrup was excessive. They asked that the duty be reduced, that they might have access to other markets. Then Mr. Bristol spoke of the molasses duty. At present, he

said, it was largely one of test. A grocer now had to send samples of molasses to Ottawa to have it tested. The duty was 1 3/4 c. a gallon when testing by polariscope 40 degrees or over, and for every degree less than that 1c. a gallon in addition. On behalf of the grocers he urged that the test, which occasioned trouble and expense, be done away with, and that a uniform duty be imposed. The next article mentioned was sugar. Mr. Bristol said that the grocers were of the opinion that the protection given to the refiners was too great. Their granulated sugar was always good and plentiful, but their other sugars were sometimes the reverse. He claimed that the grocers had not been able to get from the refiners the sugars that were desired by the trade. Yellow sugar was at this time in demand in many households and there was only one refinery making it. Ten days ago merchants could not even get that sugar. Considering that there were four hundred million pounds of sugar imported into the country in 1895, they were of the opinion that the protection of 64-100 of a cent should be reduced in the interest of the people. The refiners had not only a monopoly of manufacturing, but of speculating in sugar as well. They had control of the whole market, and the grocers had to take what they gave them, whether they felt like it or not. Mr. Bristol suggested that the duty on show cards which foreign manufacturers used to send into Canada be reduced.

Mr. Balfour informed the Ministers that at present there is a specific duty on raisins and currants, and an ad valorem duty on dates and figs. He asked that a specific instead of an ad valorem duty be imposed on dates and figs and like articles of food. He pointed out that where there were two or three concerns in the Dominion making a line of goods the result was that one or two brands were turned out which the grocers had to handle at no profit at all. They wanted to be able to buy where they chose. They desired to carry on business as merchants, and not merely as agents.

Mr. Bristol stated that at a meeting of the wholesale grocers of the Dominion, held in Toronto some days ago, a resolution was passed declaring that the protective duty on sugar was too high, and appealing to the Government to reduce it. The meeting was unanimous, with the exception of four gentlemen from Montreal, who were opposed to it.

#### MR. BALLANTYNE'S VIEWS.

Mr. Adam Ballantyne, retail grocer, appeared before the commission as a representative of the consumer. He said that Canadian coal oil in barrels was delivered at 15 cents a gallon. There was a rebate on the barrel of 60 cents. He asked

that the duty be reduced from six cents a gallon to three cents, and that the inspection fee of ten cents a barrel be set aside. If that were done American oil would be laid down in Hamilton at fourteen cents a gallon. It now costs twenty cents a gallon in Hamilton in barrels, duty included. In Buffalo American oil costs, wholesale, six cents a gallon and retailed from eight to ten cents. Canadian oil retails in Hamilton at sixteen cents a gallon and American at twenty-two cents. He produced evidence to show that the manufacturers and a few wholesalers had cornered the market in gem jars, with the result that last fall the price for pints was 90c. a dozen here and 46c. in the United States; quarts, \$1 here and 48c. in the United States; gallons, \$1.25 here and 65c. in the United States. He thought that 15 per cent. would be ample protection on fruit jars. He asked that the duties be reduced on these articles: Wax candles, 4c. a pound to 2c.; axle-grease, from 25 per cent.; rice, from three-tenths of a cent on the raw material and 1 1/4 c.; biscuits, from 25 and 27 1/2 per cent.; sugar, molasses and syrups. He said that one of the strongest combines in the country existed among the biscuit manufacturers. Mr. Ballantyne expressed the opinion that there was no article in the grocery line that would bear a revenue better than tea. Anything from 5 to 10c. a pound would give about a million dollars in revenue.

#### FRAUDS ON GROCERS.

WE have an Inland Revenue Department in Canada which professes to prosecute people for selling adulterated food and for neglect to obey Departmental orders and rulings. This Department in the past has done several most extraordinary things. Their trouble with the retail grocers in Toronto a few years ago on the tobacco question is an example. The officials of the Department acted in such a childish and senseless manner that when they brought their case into court they were laughed at. The same senselessness is displayed in the way in which they have been enforcing the law against adulteration. Lately they have neglected their duties altogether. In consequence manufacturers have been taking advantage of their laxness. Increasing quantities of adulterated goods are being put on the market every day.

Manufacturers in Montreal and other places have, during the last few months, lost a considerable amount of trade. All through the district east of Toronto they have had difficulty in placing goods with jobbing houses. Everywhere they have been met with lower quotations than they could possibly ever accept. For a time they thought

that some other firms had been able to buy the raw material at a specially low rate. In the article of cream of tartar, however, they came to the conclusion that something must be wrong. The selling price of pure cream of tartar has been about 25 to 28 cents in jobbing lots. One Montreal house, having purchased a round lot at a very close figure, used it as a leader to direct attention to other goods, and quoted the remarkably low price of 23c. In the face of this other firms sold at 20c., delivered, less 3 per cent. This was extraordinary. It was utterly impossible to lay down the crystals at less than 19 1/2 c. To this must be added the cost of manufacture, and, say, one cent for the box, which would bring the actual cost close to 23c.

#### FRENCH SUGAR BOUNTIES.

THE French Government has issued its bill for the alteration of the sugar duties and bounties so as to meet the German and Austrian competition. The proposal is (1) to put on a protective duty, to prevent the import of foreign sugar, of 4s. per cwt.; (2) to raise the duty for home consumption 1s. per cwt.; (3) to allow a direct bounty of 1s. per cwt. on all French refined sugars and raw sugars of not less than 98° of strength, and of 8 1/2 d. on sugars between 65° and 98°, with proportionate allowances to French colonial sugars; (4) to allow a special drawback to beet sugar shipped by French coasting vessels to out-port refiners at Nantes, Marseilles, etc. The result of these changes will be (1) to give British refiners considerably larger cheap supplies of cheap Egyptian and Java sugars; (2) to further cripple the absurdly small French consumption, and, instead of giving the production a further natural opening at home, (3) to force off more sugar on this already glutted market, with a corresponding depreciation in prices here. The change is proposed for the 1st December, after which buyers may expect cheap supplies of No. 3 crystals, which have evidently been kept back for this occasion. As the crystals must be sold, buyers will no doubt reduce their offers 1s. per cwt., or perhaps more, to allow for the congestion of supplies. The French bounty will now be about 4s. per cwt., and the new grant is noticeably in favor of refined sugars, which may thus be confidently looked for cheaply. The French Government is evidently not satisfied with its own sugar being between twice and three times as dear in Paris as it is in London. Even if it were four times dearer than here, it is difficult to see what the change can reasonably be expected to lead to, in the way of curing the ills of the French producer: which are over-production, caused by the forcible absence of home demand, coupled with the equally forcible exportation, to the over-supplied English market, of what is sadly wanted at home.—Produce Markets' Review, London.

# GILLARD & CO., London, Eng.

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## GILLARD'S NEW PICKLE

Packed 2 doz. in case ; single case lots, \$3 40 ; five case lots, \$3 30

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Single doz. lots, \$1.75 ; barrels of 12 doz, \$1 60

These are by long odds the very finest table relishes put up. Eight gold medals have been awarded the makers at England's great expositions. Over five thousand hotels and restaurants use them exclusively in Great Britain.

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## When the Mercury . . . .

drops to forty below zero, most people think it's pretty cold—in fact a little too cold for shipping cheese. It's not too cold though for

### MacLaren's Imperial Cheese.

Frost and wind don't hurt it in the least. We have made thorough tests and guarantee that our cheese will withstand exposure in severest weather. Don't be afraid to order during the winter.

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## Puddings and Pies . . . .

There is nothing that helps the housekeeper more at this time of year than our **Condensed Mince Meat**. It is useful for puddings, pies and cakes, will keep for almost any length of time, and is ready for use at a minute's notice. Ask your customers to try it.

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

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

### GROCERIES.

TRADE does not exhibit any particularly striking features compared with that of a week ago. Dulness is the characteristic of the sugar market, although the refineries refuse to shade prices. Canned vegetables are in fairly good demand for this time of year. The same may be said of salmon. Syrups are in moderate request and the demand is steady. Spices are selling fairly well, and the tendency of prices is still upward. There is the usual seasonable, active demand for foreign dried fruits and raisins. Peas are receiving fair attention and the firmness in price still obtains.

### CANNED GOODS.

The demand for canned vegetables is fair for the season. The demand for salmon is active for this time of the year, the reason being that people did not stock up the early part of the season as they usually do. Canned fruits are practically receiving no attention. We quote standard brands as follows: Tomatoes, 65 to 75c.; corn, 50 to 75c.; peas, 60 to 75c. for ordinary; sifted select, 80 to 95c.; extra sifted, \$1.15 to \$1.30; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.75 to \$2.00; cherries, \$2 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.65 to \$2.25; salmon, "Horseshoe," \$1.37½ to \$1.40; "Maple

Leaf," \$1.37½ to \$1.40; Lowe Inlet, \$1.30 to \$1.35, in tall tins; cohoes, \$1.15 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.10 to \$2.30 for tall tins; flats, \$2.75 to \$2.85; half tins, \$1.50 to \$1.55; Canadian canned beef, 1's, \$1.20 to \$1.35; 2's, \$2.30 to \$2.50; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

### COFFEES.

There is not a great deal doing. Fine grades of green coffee are still scarce. We quote green in bags: Rio, 15 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 25 to 35c.; Mocha, 27½ to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

### SYRUPS.

Syrups are in moderate demand. Bright table syrups are the kinds most wanted. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

### MOLASSES.

The demand is steady. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

### SUGAR.

The demand for sugar appears to have improved a little during the last few days, but still merchants, both wholesale and retail, are only buying from hand to mouth,

and business cannot be termed anything other than dull. In New York the refiners are said to be willing to take all the raws they can get at 3¼c., but very few are obtainable at that figure, and buyers and sellers are indifferent. In Canada prices remain as before. Yellows are still scarce, although not so much so as they were a week ago. We quote: Granulated, \$4 to \$4.10, and yellows, \$3.20 to \$3.75.

### SPICES.

The demand for spices is fair, and is mostly for pepper, which is firm at the recent advance. There is a fair demand for cloves. We quote as follows: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 12 to 15c. for China and 18 to 20c. for Batavia.

### RICE, TAPIOCA, ETC.

Rice is quiet. There is a fair demand for tapioca, prices of which are stiffening. Advices received this week state that prices are again up about 6d., and that they are likely to appreciate still further. We quote: Standard "B," 3½ to 3¾c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

### NUTS.

The demand is good and prices unchanged. We quote: Brazil nuts, 11 to 12½c.; Sicily

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Best 25c. Washboard

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CEYLON TEA

has dozens of imitators, and IMITATORS are generally DETRACTORS.

LET THEM

imitate us in offering to take back any of their Tea that is not giving satisfaction.

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"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.

shelled almonds, 22 to 25c.; Valencia shelled almonds, 22c.; Tarragona almonds, 12 to 13½c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 11 to 12c.; Bordeaux walnuts, 9c.; Sicily filberts, 9 to 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.; chestnuts, \$3.30 to \$4 per bushel; hickory nuts, \$1.50 to \$2 per bushel; Canadian walnuts, \$1 per bushel.

## TEAS.

Young Hysons have been coming to hand a little more freely and there has been a good business in consequence. Prices are still high. Holders are indifferent about selling except they obtain equal to the full advance in China. Japans are quiet, although some lots have gone to the United States from the local market at better prices than could have been obtained here. There is practically nothing doing in China black teas. Indian and Ceylon teas are fairly active on the local market and low and medium grades of good cup quality have sold freely. Ruling prices on the Toronto market to retailers are: Young Hyson, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for

high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

## FOREIGN DRIED FRUITS.

The market appears to be a little stronger. Some business offered by local wholesalers at last week's prices have been "turned down" in the primary market, and 6d. more was named as the lowest price acceptable. The retail demand is active. We quote as follows: Provincials, 4¾ to 4¼c. in bbls.; fine Filiatras, in bbls., 4¼ to 4½c.; do, half-bbls., 4¼ to 4½c.; Patras, 5 to 5½c. in bbls., 5 to 5½c. in half-bbls., and 5 to 5½c. in cases; Vostizzas, cases, 7 to 8½c.

A cablegram from Arguimbau & Co. to their agents here instructs them to the effect that they have no more selected raisins to ship. The local demand continues good. We quote: Off-stalk, 5¼ to 5½c.; fine off-stalk, 5¼ to 6c.; selected, 6¼ to 7c.; layers, 7¼ to 7½c.

California loose muscatel raisins continue strong. Last mail advices are to the effect that raisins are being offered sparingly and all offers at last week's prices are declined. We still quote 7½ to 8½c. for 3 and 4-crown respectively.

A few California "Ruby" prunes were

offered last week for the first time, and they were readily taken by buyers.

Malaga raisins are in moderate request. We quote: London layers, \$1.60 to \$1.85; black baskets, \$2.20 to \$2.65; blue baskets, \$2.25 to \$2.50; choice clusters, \$2.25 to \$2.75; Dehesa clusters, \$3.50 to \$4; Non Plus Ultra, \$6; Imperial bunches, \$5.75 to \$6; Imperial Russian clusters, \$5 to \$5.50.

Figs are in active demand. Wholesale quotations are: 14 oz., 9 to 10c.; 10 lb., 9 to 12c.; 18 lb., 11 to 13c.; 28 lb., 13 to 16c.; taps, 3¼ to 4½c.; natural, 4½c. in bags, and 7¼c. in boxes.

Dates are only in light supply, and those coming forward are meeting with an active demand. We quote 6¼ to 6½c. for Sairs and 7¼ to 7½c. for Hallowees.

## GREEN FRUIT.

Oranges are not in good supply and the demand is good. The first carloads of Valencia oranges are due here as we go to press. They will sell at \$5.50 to \$6 per case. Further shipments are arriving this week. Lemons are in good demand, but there is rather an easier feeling as regards prices. Bananas are in good demand. Cranberries are in fair request. The quantity of Almeria grapes on the market this season is not large and the demand is good. Stocks of onions are in small compass. A



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Edwardsburg Starches  
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16, 18 and 20 FRANCIS STREET TORONTO

**PORK PACKER, Etc., Etc.**

Importer and dealer in best brands of

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**American Hogs' Casings**

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**BOLOGNAS, ETC., ETC.**

Kettle-rendered Lard of best quality.

..Preservatives and Seasonings a specialty..

**Have our Sleeves Rolled up**

Send along your order if you want to deal with THE people.

**CLEMES BROS.**

51 Front St. East, TORONTO

few pineapples are still coming forward. Shipments of apples on export account are going out all the time, but locally the demand is poor. We quote: Oranges—Jamaicas, \$3.75 to \$4 per box; Valencias, \$5.50 to \$6 per case. Lemons—Mesinas, \$5 to \$5.50 per box for fancy, and \$4 to \$5 for choice per box; cocoanuts, \$3.75 a sack and 60c. per doz.; Jersey sweet potatoes, \$2 to \$2.25 per bbl.; apples, \$1.10 to \$1.40 for good repacked Greenings, Baldwins, Spies and Russets; onions, 75c. per 80 lb. bag for Danvers and \$1 per crate for Spanish; cranberries, \$7 to \$7.50 per bbl. for Jerseys; \$6 for Nova Scotias; \$5.50 to \$6 for Canadian; quinces, 20 to 30c. per basket, and \$2.75 to \$5.50 per barrel; pineapples, 12 to 30c. each; bananas, \$1.40 to \$1.75 per bunch.; Almeria grapes, \$6 to \$7 per keg.

**BUTTER AND CHEESE.**

**BUTTER**—Deliveries are probably not as heavy as they were, but the demand is poor. Fresh winter creamery is now coming on the market pretty freely. We quote: Dairy butter—Tubs, 12 to 13c. for good to choice; low-grade to medium, 8 to 9c.; pails and crocks, 12 to 13c.; large rolls, 12 to 13c.; pound prints, 13 to 14c. Creamery—Tubs, 17 to 18c.; 1-lb., blocks, 18 to 20c., according to make.

**CHEESE**—There is the usual local demand to be noted, but the export trade is dull. Factory men are willing to accept lower prices, but buyers are holding off. We quote 10 3/4 to 11c. as the jobbing price.

**COUNTRY PRODUCE.**

**BEANS**—Dull and easier, at 75 to 85c. for prime.

**DRIED APPLES**—A little is being done in an export way, but locally trade is quiet. Choice are quoted at 2 1/2c. per lb. f.o.b.

**EVAPORATED APPLES**—Dull and weaker, in sympathy with the American market.

**EGGS**—The demand is a little better than it was. Receipts of new laid are scarce, being scarcely enough for requirements. We quote: New laid, 18 to 20c.; cold storage and held fresh, 15 to 16c.; pickled, 14 to 14 1/2c.

**HONEY**—Quiet. We quote: Strained, 7 to 8c. in 60-lb. tins, and 8 to 9c. in 5 and 10-lb. tins; comb, \$1.50 to \$1.75 per dozen.

**MAPLE SYRUP**—The demand continues fair at 80 to 85c. per gallon.

**POTATOES**—Quiet and steadier in price. We quote: 33 to 35c. per bag in carload lots on track, and 40 to 45c. out of store delivered.

**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.

**"SHIPPERS ATTENTION"**

Our specialty is BUTTER, EGGS, FOWL for the next three months, and our facilities for its disposal are unexcelled. FOWL—Always dry pick, and NEVER DRAW. Anything you may have to sell in our line we will be pleased to handle on consignment, when your interests will be guarded.

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62 FRONT ST. EAST - TORONTO.

**RICE RICE RICE**

Imperial Polished Royal

**PATNA**

Crystal JAPAN J Seed JAVA

**MOUNT ROYAL MILLING CO.**

D. W. ROSS CO., Agents MONTREAL

For . . . . .

**10 cents**

We will mail you a valuable little book on

**BUYING SELLING AND HANDLING OF TEA**

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

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26 Front St. West, Toronto.

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

# McL COUGH DROPS

will not cure consumption in its last stages, but they will give instant relief from coughs, colds and hoarseness. Put up in 5c. packages, bottles and pails. Order at once a sample lot.

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

**POULTRY**—The market was badly glutted at the end of last week, but the cooler weather this week has induced a better feeling. We quote: Chickens, 20 to 40c. per pair.; turkeys are 6 to 7c. per lb.; geese, 4½ to 5c. per lb., and ducks, 40 to 55c. per pair.

#### PROVISIONS AND DRESSED HOGS.

There is a fair trade doing in provisions, and especially in long clear and barrel pork, but smoked meats are quieter. Quantities of dressed hogs offering are large, and prices are about the same as last week, namely, \$4.75 for light weights, and \$4 to \$4.25 for heavier weights.

**DRY SALTED MEATS**—Long clear bacon, 5½c. for carload lots, and 5¾ to 6c. for small lots; backs, 7 to 7½c.

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

**LARD**—Pure Canadian, tierces, 7c.; tubs, 7¼c.; pails, 7½c.

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

#### SALT

Trade is not as brisk as it was on packers' account. Otherwise business is fair. We quote at Toronto: In carload lots, \$1 per barrel and 60c. per sack; in less than carload lots, \$1.05 per barrel and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

#### GRAIN, FLOUR, BREAKFAST FOODS.

**GRAIN**—Receipts of grain are increasing. We quote: White wheat, 88 to 89c.; red, 87 to 88c.; goose, 65 to 67c.; oats, 22 to 23c.; peas, 44 to 45c.

**FLOUR**—Quiet, sales being light. The millers are asking \$4.25 for straight rollers,

middle freights west, but it is said sales are being made at less figures.

**BREAKFAST FOODS**—The demand continues fairly good. We quote: Standard oatmeal and rolled oats, \$3.60 in bags and \$3.70 in bbls.; rolled wheat, \$2.60 in 100-lb. bbls.; cornmeal, \$2.40 to \$2.50; split peas, \$3.25 to \$3.50; pot barley, \$3.25 to \$3.50. Further advances are looked for in rolled wheat.

#### PETROLEUM.

The demand continues active; prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15½c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19½c.; Pratt's astral, 19c. in bulk.

#### MARKET NOTES.

Tapioca has advanced 6d. per lb.

"Sphinx" prunes are due in New York this week.

Valencia oranges are arriving on the market this week.

"Sphinx" prunes for this market are on the ss. Pocahontas, due this week in New York.

Cream of tartar, which has been declining lately, is equal to 2c. higher in the primary market.

#### QUEBEC MARKETS.

MONTREAL, DEC. 3, 1896.

#### GROCERIES.

THE week has witnessed a fair degree of activity in seasonable lines of groceries, and as supplies of the goods most wanted at this season of the year are light, values are strong, with a higher tendency. This is especially the case in dried fruits and nuts of all kinds, which point higher, as many jobbers express the fear that they will not have enough to go round, while fresh supplies are exceedingly difficult to obtain. Valen-

cia and California raisins are striking examples in this respect; also filberts, which have advanced 1c. per pound. Cables on French prunes are higher, and the same is to report on Austrian. As no consignments of California are looked for this season, holders, in view of the condition of affairs, are disposed to ask higher prices. Sugar, tea and the heavier staples are also firm as to value.

#### SUGAR.

The sugar market has been quieter but firm during the past week, and less new business has been transacted, though a good deal of stock is still going forward on orders booked some time ago. Granulated is held steady in jobbing hands at the prices noted last week, viz., 4 1-16 to 4 1/8c., and yellows continue scarce at 3¼ to 3¾c., as to grade, the demand running to the brighter descriptions.

#### SYRUPS.

The syrup market exhibits no change of moment, orders being for small lots, while prices hold steady at 22 to 35c. per gal. as to grade.

#### MOLASSES.

The molasses market has shown a better feeling this week, as it has been suddenly discovered that the stocks are not quite as excessive as many estimated them to be, so that values have a steadier tendency. We quote: Barbadoes and Porto Rico, 30 to 31c. in a jobbing way.

#### RICE.

The firm tendency noted all along in rice continues, and prices are pointing higher. Sales of imported Patna have been made at \$4.50 to \$5, and ditto Seeta at \$4.75 to \$5.25. We quote values firm accordingly: Crystal Japan, \$5 to \$5.25; standard B., \$3.70; Patna, \$4.75 to \$5.25; Carolina, \$6.75 to \$7.75, and Java, \$4 to \$4.25.

#### SPICES.

Demand for spices is good in a local sorting-up way. In fact, the volume of trade

**WE ARE  
PAYING  
CASH  
FOR**

**DRIED  
APPLES**



**W. B. BAYLEY & CO.**  
EXPORT BROKERS

46 FRONT ST. E. **Toronto**

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OVER THIS PAGE



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The Season is now here for this best of all Cocoas. We guarantee it to give satisfaction wherever it is used. Put up in tins only, ¼-lb., ½-lb. and 1-lb.



## The Perfection of English Breakfast Tea.

It is a pure Ceylon and Indian Tea, blended by the most skilful Tea men. Put up in lead packets only, 1-lb. and ½-lb.

Your customers want cleaned fruit and it pays you to handle it.

**Currants--** Write for a sample case of our cleaned, stemless currants. Ask for the Kalamos, Morea or Royal Vonitza Currants.

# THE EBY, BLAIN COMPANY LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - CANADA

on this account is in excess of last season, and the firm tendency of values tends to induce enquiry. We quote as follows: Pure black pepper, 10 to 12c.; pure white, 15 to 22c.; pure Jamaica ginger, 20 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

## COFFEE.

The coffee market was quiet and unchanged this week. We quote: Rio, 15½ to 17c.; Santos, 15½ to 17c.; Maracaibo, 16½ to 19c.; Java, 23 to 26c., and Mocha, 23 to 25c.

## TEAS.

The strength in the tea market noted for some time is as marked as ever. Indeed it is more marked, from the fact that outside demand for green tea has been experienced, and samples have been sent to Chicago and New York by request. The supply of these, in fact all descriptions, is light, so that a few good export orders would sensibly curtail them. No low-grade teas are now available on this market under 11½ to 14c., and sellers are very firm at these prices. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 11½ to 18c. for mediums, and 25 to 55c. for high grades; Japans, 14 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for higher grades.

## DRIED FRUIT.

The strength in Valencia raisins continues firm with the holiday demand opening out, with indications of increased volume this year. Wholesale grocers whose stocks are light are husbanding them very carefully. As a result prices all round are firm and it is not at all improbable that higher prices will be asked, as stocks in retailers' hands are admitted to be lighter than last year. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

The same strength characterizes California fruit. Indeed it is more marked in their case, owing, as noted last week, to the difficulty experienced by wholesale grocers in having their orders for supplies filled. In fact, one or two orders were refused this week because the agents could not guarantee delivery in the time specified. Prices are very firmly held as a result of this condition of affairs. We quote: 2-crown, 6½c.; 3-crown, 7 to 7½c., and 4-crown, 8 to 8½c.

There is no change in Sultanas, but the firmness in California fruit is naturally benefiting them. We quote 8 to 12c.

The demand for Malaga table raisins is

also good and they are held steady at \$1.50 to \$4.

Currants are firm and unchanged. We quote: Provincials, bbls., 4c.; half-bbls., 4¼c.; cases, 4¾c.; half-cases, 4½c.; Filiatras, ditto; Patras, 5½ to 6c., and Vostizzas, 6½ to 8c.

The prune market is stronger, for the cable quotes advances in both French and Austrian, and the fact that no consignments of California stock are expected this fall stiffens sellers' views materially. Advices, in fact, give practically prohibitory advances on the larger sizes of French plums, as noted specially elsewhere, and Austrian are up 2s. per cwt. Spot prices are not quotably changed, but are firmly held. We quote as follows: French 5 to 15c., as to grade; Austrian, 5¼ to 7c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's., and 7 to 8c. for 70 to 80's.

Figs continue steady at 9½ to 11c., and dates at 5 to 7c. as to grade.

## NUTS.

A feature this week in nuts has been the demand for old filberts on spot, prices advancing 1c. per pound. No new stock will be available until the 15th December, and in the meantime retailers are actively enquiring for the nuts. First supplies of new Tarragona almonds came to hand this week, and have been selling at 9½ to 10c., which is considered pretty cheap. We quote: New Valencia shelled almonds, 18 to 20c.; new Tarragona almonds, 9½ to 10c.; filberts, 9 to 9½c.; pecans, 8 to 12c.; peanuts, 8 to 10c.; Grenoble walnuts, 12 to 15c.; shelled walnuts, 20 to 22c.; shelled peanuts, 9 to 10c.; coconuts, \$5 per 100.

## CANNED GOODS.

There have been no further changes in canned goods this week, but the firm feeling in tomatoes is fully maintained. We quote as follows: Tomatoes, 75 to 80c.; corn, 65 to 75c.; peas, 70 to 90c.; beans, 70c. up; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.55 to \$1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37½ to \$1.40; Lowe Inlet, \$1.25 to \$1.30, in tall tins; cohoes, \$1.15 to \$1.20; canned mackerel, \$1.15 to \$1.20; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.25; 6's, \$6.75 to \$7; 14's, \$14 to \$15; lobsters, \$8.25 to \$9 per case.

## FISH.

No radical change is to be noted in the fish market. Pickled fish generally are

steady, green cod being firmly held at \$5.25 for No. 1 large, and \$4.50 to \$4.75 for No. 1, and \$3.50 for No. 2. No. 1 green haddock sold at \$3.50 to \$3.75. Liberal offerings of pickled herrings have contributed to an easier feeling, and No. 1 N.S., have sold at \$2.40 to \$2.50 for half bbls. Small Labrador salmon are selling at \$17.50 per tce. and \$12 to \$12.50 per bbl. The market is overstocked with dried cod fish and prices are easy at \$4.

## GREEN FRUIT.

There has been little change in green fruit during the week. Lemons rule steady, and Jamaica oranges are steady at \$5.50 to \$6, while the first new Florida oranges have been selling here this week at \$5 to \$5.50 per box. Cranberries are in increasing demand, and the first receipts of pineapples came to hand Tuesday. We quote: Florida oranges, \$5 to \$5.50 per box; Jamaica oranges, \$5.50 to \$6 per bbl.; lemons, \$3 to \$4 per box, and \$7 per chest; pears, \$2 to \$2.50 per keg; cranberries \$5 to \$6 per bbl.; Spanish onions, 70 to 75c. per crate, and new Almeria grapes \$5 to \$7.50 per keg.

## APPLES.

The apple market continues quiet at \$1 to \$1.50, as to quality.

## COUNTRY PRODUCE.

EGGS—Receipts of western held fresh eggs have been heavy this week. This has checked the demand for limed, but no quotable change to report. New laid sell at 20 to 22c.; limed, 14 to 14½c., and held western, fresh, 12 to 12½c.

BEANS—There is no change in beans, which range from 80 to 85c.

HONEY—Without feature, at 8 to 8½c.

POTATOES—Continue quiet and unchanged at 35 to 40c.

DRIED APPLES—There is a fair demand for dried at 3 to 3½c., and evaporated at 4 to 4½c.

ONIONS—Red onions sell at \$1.25 and yellows, \$1.30 to \$1.35.

BALED HAY—Continues steady at \$10.50 to \$11 for No. 1, and \$9 to \$9.50 for No. 2.

DRESSED HOGS—Receipts are not heavy, but prices are 10c. easier at \$4.65 to \$4.85.

## PROVISIONS.

The demand for pork and lard continues very slow and trade in these lines is dull, while in smoked meats the movement is fair and prices show no material change. We quote: Canadian pork, new, \$11 to \$12; Canadian short cut, clear, \$10 to \$10.25; Canadian short cut, mess, \$10.25 to \$10.50; hams, city cured, per lb., 9 to 10c.; lard, Canadian, in pails, 7 to 7½c.; bacon, per lb., 8½ to 9½c.; lard, com., refined, per lb., 5¼ to 5½c.

# CANDIED PEELS

... IMPORTED ONLY ...

## ENGLISH LEMON PEEL---

In 7-lb. boxes ; cases 112 lbs.

York Confectionery Co.	11c.	a lb.
Case Lot - -	10 1-2c.	"
Batger - -	11 1-2c.	"
Case Lot - -	11c.	"

## ENGLISH ORANGE PEEL---

In 7-lb. boxes ; cases 112 lbs.

York Confectionery Co.	11 1-2c.	"
Case Lot - -	11c.	"
Batger - -	12c.	"
Case Lot - -	11 1-2c.	"

## CORSICAN CITRON PEEL---

In 7-lb. boxes ; cases 336 lbs.

Gregory & Co.	15 1-2c.	"
Case Lot - -	15c.	"

## ELEME FIGS

SHIELD BRAND.

14-oz. boxes (cases 360 boxes) - -	8c. a box
Glove Boxes, one pound (cases 300 boxes)	14c. "
Boxes 10 lbs. full weight, "D," 4 rows (cases 36 boxes) - -	\$1.20 "

## HUDON, HEBERT & CIE.

Wholesale Grocers and Wine Importers,

MONTREAL.

**FLOUR, MEAL AND FEED.**

The local demand for flour is fair, with quite an extensive movement of Manitoba grades, some 8,000 bbls. or so having been contracted for future export shipment. Despite the demand, however, and the strength of the wheat market, salesmen for Ontario mills have shaded prices on both winter patents and straight rollers 10 to 15c. during the week. We quote: Winter wheat, \$4.75 to \$5; spring wheat, patents, \$5.20 to \$5.30; straight roller, \$4.25 to \$4.50; straight roller, bags, \$2.10 to \$2.25; extra bags, \$1.75 to \$1.85; Manitoba strong bakers', \$4.50 to \$5.

A fair trade was done in oatmeal, but it is reported that prices are being shaded some. We quote: Standard, bbls., \$3.65 to \$3.75; granulated, bbls., \$3.70 to \$3.80, rolled oats, bbls., \$3.65 to \$3.75; rolled oats, per bag, \$1.82 to \$1.87.

In feed the demand was principally for bran, and a number of cars of Manitoba were placed at \$10.40 per ton, including sacks. We quote: Bran, \$9.50 to \$10.50; shorts, \$11 to \$12; moullie, \$15 to \$16.

**CHEESE AND BUTTER.**

The cheese market is without feature and no improvement is looked for now until the turn of the year. Practically, all the low grade fall tail ends are cleared up at 9 to 9½c., and now finest fall makes are nominal at 10 to 10¼c.

Butter continues dull and holders are urging sales at a decline of ½ to ¾c. per lb. from what they asked a week ago at 18¼ to 18½c.

**MONTREAL NOTES.**

First receipts of new Messina lemons are expected here before the end of the present week.

Cables on Austrian prunes note an advance of 2s. per cwt., which is equivalent to ½c. per pound.

New Florida oranges were offered for the first time in Montreal on Tuesday. They sold at \$5 to \$5.50 per box.

The larger sizes of French prunes have advanced so sharply at primary markets that the figures are prohibitive of future importations to Canada.

Tarragona almonds are the second new crop nuts to arrive on this market. A shipment of them was distributed among the wholesale grocers here this week.

The supplies of old filberts are almost exhausted on this market, and sellers are asking an advance of 1c. per pound. No new crop can arrive here before the 15th December.

Samples of Pingsuey teas have been sent from here to Chicago and New York. It is estimated that a few good export orders would clean up all of this kind of tea there is here.

**Leonard Bros.**

Wholesale Fish Merchants

ST. JOHN, N.B., MONTREAL AND TORONTO

Ask your wholesale grocer for

Leonard's 1-lb. Cod, in blocks and 5 and 20 lb. boxes, and 1-lb. "Gem of the Sea," in 21-lb. boxes  
(GUARANTEED)

We are also putting up . . .

**New Haddies, Kippers and Yarmouth Bloaters.**

**THERE IS MONEY IN IT!**

For the dealer who handles Canned

**"Golden" Haddies**

The BEST and MOST RELIABLE brand on the Market.

"GOLDEN" Haddies are cured, smoked and canned immediately after being taken from the water. Every can full weight and guaranteed.

Order **GOLDEN Haddies** from your **Wholesaler.**

PACKERS' AGENTS—

**NORTHROP & CO.,**  
ST. JOHN, N.B.

**From the Atlantic to the Pacific . . .**

There come orders and praises for

**GRAHAM'S CELEBRATED CANADIAN PEP SIN CREAM CHEESE . . .**

The only scientifically prepared cheese made in America. It is guaranteed to be absolutely pure and having aseptic qualities known to no other cheese. Every mail brings tidings of increased demand. Be careful you get the genuine. Manufactured by

**R. J. GRAHAM,**

519 KING ST. W., TORONTO.

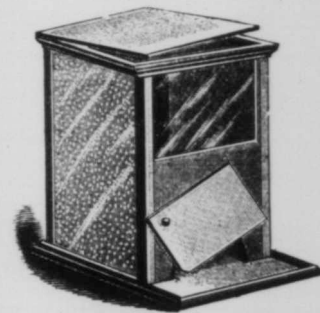
And at BELLEVILLE, ONT.

**Salt**

When you want it for any purpose, please write us.

**VERRET, STEWART & CO.**

Montreal

**MARSHALL'S**

Saratoga Potato

**CHIPS.**

Grocers sell them.

Manufactured by . . .

**JOHN E. MARSHALL**

118 Commercial St.,

**Boston.**

D. H. RENNOLDSON,

Agent in Montreal.

**KILLED TWO BIRDS**

With one stone. Bad seed has killed thousands and helps to kill many a short-sighted grocer's trade.

**MORAL:—Handle only the best.**

The demand for **COTTAMS BIRD SEED** is so great it will pay you well to handle it. Protected by five Canadian patents covering the most valuable discoveries for birds, it is 2½ times the value of any other brand. All wholesalers.

One year's subscription to **BIRD LIFE** (50c.) free for addresses of twelve of your customers keeping birds.

**BEARDSLEY'S SHREDDED CODFISH**  
TRADE MARK

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

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

**LONG CLEAR BACON**  
**BREAKFAST BACON**  
**BACKS AND ROLLS**

Write for Quotations

**W. A. McCLEAN & CO.**  
Pork Packers, OWEN SOUND

**APPLES**  
**FOR EXPORT.**

We are in position to handle all your apples in Great Britain, and as we have engaged considerable space to Liverpool, we can save you money in freight rates.

**DAWSON & CO.**  
32 WEST MARKET STREET  
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Correspondence Solicited.

GEORGE McWILLIAM. FRANK EVERIST.  
TELEPHONE 645.

**McWILLIAM & EVERIST**  
GENERAL FRUIT  
Commission Merchants  
25 and 27 Church street,  
TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.

All orders will receive our best attention.

**Mince Meat**

We are now placing on the Market a very fine line of English Mince Meat, put up in

5 lb. 12 lb. 27 lb. and 60 lb. PAILS

Choice Fruit and the best of Spices only are used in these goods, and we can confidently recommend them to our numerous customers.

**F. W. Fearman**  
HAMILTON

**Goods in Season**

FINNAN HADDIES  
OYSTERS  
JAMAICA ORANGES

CRANBERRIES  
JERSEY SWEET POTATOES  
AND CHESTNUTS

**NEW BRUNSWICK MARKETS.**

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Dec. 3, 1896.

**B**USINESS in wholesale lines is more quiet, and will be for some time to come. Merchants are, however, well pleased with the holiday business. It has been large and has shown a good profit. Money is, however, scarce, and payments incline to be slow. The first of the year may see more trouble. We have had more failures in the past two months than for a long time before. In markets there is little change. Oatmeal and oats are rather lower; in other lines the market is well sustained. The first of the winter port steamers are here, one from Liverpool, one from London and one from Glasgow; also the regular West India steamer is here. All with good cargoes out and in, particularly the former. The weather during the week has been very open. Cream of tartar has been bought lower during the week. Spices, as a rule, tend higher, the demand at this season being active.

**OIL**—The heavy season in shipping is over. Quite large shipments have been made this week, being chiefly the last ends of contract lots of burning oil. Merchants are well satisfied with the season's business. Prices show no change. We quote: American burning oil, 20 to 21c.; best Canadian, 19 to 19½c.; prime, 17c.; no charge for barrels.

**SALT**—Trade during the week has been brisk. Two cargoes are to hand, some eight thousand bags, about one thousand of which were fine. There is quite a difference in the quality of the fine salt being received here, that is, the English salt. There has been a good demand for some time, but stocks have been light. From this out, during the winter, the market will be supplied by the direct weekly steamer from Liverpool. Freight is higher this way than by sailer. The demand for cheese salt is now over for this year. English bottle salt, which at one time was very largely sold here, now has but small demand, Canadian salt being principally used for table use. We quote: Coarse, 48 to 50c.; factory-filled, 90c. to \$1; 5-lb. bags, in bbls., \$3.25; 10-lb. bags, in bbls., \$3; butter and cheese salt, bulk, \$2.60 to \$2.65 per bbl.; 20-lb. wood boxes, 20c.; 10-lb. wood boxes, 12c.; cartons, \$2 per case of 2 doz; Canadian fine, \$1.

**CANNED GOODS**—There continues a good demand, though after this week it will be

**It Has No Equal**

**BROCK'S BIRD SEED**



We know it because  
The Wholesaler sells more. The Retailer sells more.  
The Customer buys more.

It pays to handle such goods.

**NICHOLSON & BROCK - TORONTO**

**Butter, Eggs**

**POULTRY**

and all Produce sold to best advantage.

Correspondence invited. Ref. Bradstreet's Agency.

**H. P. GOULD & CO.**

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

**You always get your money**

Promptly when you send your produce to

**WM. RYAN & CO.**

70 and 72 Front St. East  
TORONTO

**S. K. MOYER,**

COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST.,  
TORONTO, ONT.

**BREAKFAST BACON**

**HAMS. . . . .**

All new goods and of finest quality.

**CHEESE. . . . .**

We have a good line—just what you want—price right.

WRITE FOR QUOTATIONS

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

Pork Packers, TORONTO

**Hugh Walker & Son**

GUELPH, ONT.

lighter. The feeling in vegetables, particularly tomatoes, is firm. In salmon, some Cohoes were offered here this week. While price was much lower than the regular grades the quality is not suited to this market; price will, however, always catch some, and a few were sold. A car of the regular quality, one of the best for the season, to hand this week. Fruits, except peaches, have small sale. Lobsters the same, owing to high prices. We quote as follows: Corn, 70 to 75c.; peas, 70 to 75c.; tomatoes, 70 to 80c.; gallon apples, \$1.80 to \$2; corned beef, Canadian, \$2.25 to \$2.35; American, 2-lb tins, \$2.40 to \$2.50; 1-lb tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.20; 1's, \$1.34 to \$1.45; peaches, 3's, Canadian, \$2.85 to \$3; 2's, \$1.90 to \$2; pineapple, \$2.25 to \$2.65; salmon, \$1.35 to \$1.40; lobsters, \$2.20 to \$2.25; haddies, \$1.25 to \$1.30; clams, \$5 for 4 doz; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

**GREEN FRUIT**—The soft weather is good for this line, and dealers have been hurrying out their orders. Apples still arrive in quantities, but sale is quiet, even at the very low prices. Many are being stored, which will keep prices low even after the schooners stop bringing them. So far, over seven thousand have been sold at auction this season. As a rule only the poorer quality of apples and such as will not keep are sold in this way. Oranges are of but fair quality, some Valencias were received this week, Messina lemons also to hand and very nice. Malaga grapes, though little change has been made here, are higher. Pineapples from Florida have been received, but the sale is limited. Bananas also very light demand. Cranberries sell slowly; Cape Cods give splendid satisfaction; there are, however, different qualities. We quote: Lemons, \$7 to \$7.50; Messina lemons, \$4.50 to \$5; oranges, Valencia, \$5 to \$6; bananas, \$1.75 to \$2.25; apples, \$1 to \$1.50 per bbl.; keg grapes, \$6.50; cranberries, Cape Cod, \$5 to \$6 per bbl.; bog cranberries, native, \$4.50 to \$5; pineapples, \$1.50 to \$1.75 per doz.

**DRIED FRUIT**—Sale is large, and the growing demand for nuts is one more sign that Christmas is near. Raisins are held firm. Stock of loose muscatels is limited and held by a few; not being able to replace at anything like cost, sales are not pushed. There is a fair stock of Valencias and Valencia layers, but some even of the layers very poor for best quality; full prices are asked. Malagas are in proportion to other grades low, and quality good. Currants find large sale; dealers find it hard to keep up to the demand for cleaned goods. Some California prunes are to hand, but sale is not active; in fact, all kinds of prunes are slow. Peels show no change in price; there is a large sale, with stocks about equal to demand. Evaporated apples have better movement, but show no improvement in price. Holders of dried cannot move them. Quite a quantity of cocoanuts were landed from the last West India steamer. We quote: Valencias, 5½ to 6c.; California L.M. 3-crown, 6¾ to 7c.; London layers, \$1.75 to \$2.25; currants, cases, 4½ to 5c.; bbls., 4½ to 4¾c.; cartoons, cleaned, 6¾ to 7½c.; bulk, cleaned, 5½ to 6½c.; prunes, boxes, 5½ to 6c.; dates, 4½c.; dried

## Wins Hands Down

The race was not easy, competitors were worthy of the name, the pace was fast and furious for a while, but never in doubt, for with hands down on the home stretch

### Jamieson's Biscuits

sailed victoriously into public favor, and their superior merits will certainly keep them there.

MANUFACTURED BY

**R. E. JAMIESON,**

**OTTAWA.**

apples, 3 to 4c.; evaporated apples, 5 to 5½c.; Canadian onions, \$1.90 to \$2; cocoanuts, \$4 to \$4.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 6½ to 7c.; citron peel, 16 to 17c.; orange and lemon, 12 to 13c.; Valencias, layers, 6½ to 7½c.; 4-crown L. M. raisins, 7¾ to 8c.

**SUGAR**—Sales not so large this week, country trade having been well supplied. Receipts have been quite large. In granulated a fine-grained sugar is preferred here, and wisely. Price shows no change, but on the whole the feeling favors higher prices. Powdered and Paris lump are more active, particularly the former. We quote: Granulated, 4 to 4¼c.; yellows, 3¾ to 3¾c.; Paris lump, 5½ to 6c.; powdered, 5½ to 6c.

**MOLASSES**—Another car of New Orleans received this week. This molasses now has a regular sale here and while the flavor is different from the West India molasses it gives good satisfaction. Some Porto Rico came in from Yarmouth this week. In West India goods the demand has been rather better lately; prices still low. Quite a large stock is held in Fredericton. We quote: Barbadoes, 27 to 28c.; Porto Rico, 28 to 32c.; New Orleans, bbls., 26 to 28c.; Antigua, 25 to 26c.; syrup, 36 to 38c.; Nevis, 25 to 26c.

**DAIRY PRODUCE**—Receipts in eggs have been rather larger and the demand hardly as good, retailers having bought quite largely. Though price is no lower it is hardly as firm as last week. Butter dull and quality inclined to be poor; it is that which affects the market largely. Stocks are also large. Cheese firm, but tend lower here than at other points. We quote: Dairy butter, 16 to 18c.; new creamery, prints, 20 to 22c.; do., tubs, 20c. Cheese, 10 to 10½c. Eggs, 17 to 18c.

**FISH**—There is less movement, but prices show no change, except that bay and Grand Manan are rather easier. Quite a large quantity of pickled herring arriving here have not passed the inspection. This, however, is not necessary, and they often find

buyers; if not here, they are taken to outside ports. Pickled fish are inclined to be unsatisfactory goods to handle. Dry are firm. In pickled shad stock is light. There is still no large pickled herring. Some Shelburne are quoted this week. Kippers and bloaters are still in good demand. We quote as follows: Large cod, \$3.25 to \$3.50; medium, \$2.75 to \$3; pollock, \$1.15 to \$1.25; bay herring, \$1.50 to \$1.55 per half-bbl.; smoked, new, 7 to 8c.; shad, half-bbl., \$4.50 to \$5.50; boneless, 2½ to 8c.; bloaters, 60 to 70c. per box; kippered, \$1 per box; Barrington, \$3.25 per bbl.; Shelburne, \$3.50 per bbl.

**PROVISIONS**—There continues to be a fairly active movement, but the bulk of the trade is over. Beef is firmer and tends upward. There is a better demand for smoked meat, but sale is still small. The city retail business is done by local concerns who get extra price. There is no doubt these goods are better than the imported. The city lard trade is largely done the same way, but not to such an extent. Pork is still low. We quote: Clear pork, \$13.75 to \$14.50; mess, \$13 to \$14; plate beef, \$12.00 to \$14.00; hams, 11 to 12c.; rolls, 7½ to 8c.; pure lard, tubs, 8 to 8½c.; compound, 6½ to 7½c.

**FLOUR, FEED AND MEAL**—Flour is about as reported last week; prices are well maintained; feeling rather favors a further upward movement. In feed the sale is light. Millers are not offering freely, but no doubt lots could be got if there was a demand. Oatmeal is offered lower, but stocks here are such that no takers are found. Oats are quite a little lower and move more freely. Ontarios are the favorites. While a car of beans was sold here rather below late prices, there is no change in the quotation, and on the whole feeling is firm. We quote: Manitoba flour, \$5.75 to \$5.80; best Ontario, \$5 to \$5.10; medium, \$4.70 to \$4.80; oatmeal, \$3.70 to \$3.75; cornmeal, \$2 to \$2.10; middlings, car lots, in bulk, \$15 to \$16; bran, do do, \$14 to \$15; hand-picked beans, \$1.10; prime, \$1; oats, 32 to





**Do you ever tell**

your customers how delicious Preserved Ginger is when purely and properly made? Get them to try ours,—it will please them and profit you.

**Excellence in Flavorings**

is just as necessary as in substantial. Certain customers have not yet learned this. Get them to try Pure Gold Extracts and they will be convinced.

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| PURE SPICES        | PURE MUSTARD  |
| PURE COFFEES       | PURE CATSUP   |
| PURE PEPPER        | PURE EXTRACTS |
| PURE BAKING POWDER |               |

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

35c. ; hay, \$11 to \$12; barley, \$3.00 ; round peas, \$1.15 ; split peas, \$3.00 to \$3.25 ; yellow eye beans, \$1.75 ; buckwheat meal, \$1.20 to \$1.25. ; grey, \$1.25 to \$2.

**ST. JOHN NOTES.**

Business men will be glad to know the Prince Rupert is again on the Bay route. She makes four trips a week, returning the same day, Monday, Wednesday, Friday and Saturday.

Smelt fishing, which is such a source of profit, particularly in the northern part of the province, has commenced. The season is early this year. Quite a quantity have been received here, but owing to the soft weather there is little demand. Later the bulk caught will go west.

The following is a sample of the kind of cargoes that are shipped from P. E. Island to the West Indies : Schr. Huntly cleared from Summerside to Demerara with 2,460 sacks oats, 500 fowls, 130 crates and 40 bags potatoes, 54 sheep, 24 pigs, 18 horses, 3 cattle, 5 cases lobsters and 3 boxes cheese.

Mr. James McGaffigan, the well-known tea merchant here, is suing the Pulman Car Co. for \$20,000 damages, the result of a cold caught while travelling in one of their cars. The result will be a matter of much

interest to all who travel, particularly commercial travelers, who have to spend so much of their time on the railways.

Keen's mustard, which was sold here quite largely some years ago, but which for some time has been about out of this market owing to not being pushed, is again being taken up by the trade. Such retail houses as W. A. Porter, Puddington & Merritt and Armstrong Bros. are handling it. J. Hunter White is the local representative.

Our candy manufacturers report business very active. They are working overtime, and even then are unable to keep up with their orders. Some wholesale grocers carry samples and have the goods packed by the manufacturer. This is a great help to the grocer, as he does not have to keep a large stock of penny goods, many of which he would have to carry over. He also has the advantage of having the goods packed for him.

Some months ago the Windsor Salt Co. offered for competition among P. E. Island cheese makers a gold medal for the best cheese, in which Windsor salt was used, shown at the Charlottetown Provincial Exhibition in October. THE GROCER was shown the medal a few days ago by Messrs.

Smith & Tilton, the company's agents, who had just received it for presentation. The fortunate winner was James Bristow, of Emerald, P.E.I., who may well be proud of so handsome a trophy of his skill. The medal is a beautiful one, of exceedingly tasteful design, and reflects credit on the enterprise and business push of the Windsor Salt Co.

**MUSTARDS.**

This country is now growing a larger part of the mustard put up in England as well as this country, and California is raising the larger part of it. The mustard crop recently harvested in California probably will run up to 16,000,000 pounds, or 1,000,000 pounds more than the crop of 1895. The seed is kept six months before being ground. The brown seed has the greatest pungency, while the yellow produces the most oil. The English mustard packers have made the yellow most fashionable, and, as a result, there are ten pounds of yellow produced for every pound of the brown. Probably one-half of the English mustard that is used in this country grew in England. French mustard is the same as other mustard, the seed being soaked in vinegar, properly spiced, for twenty-four hours before it is ground —Chicago Grocer.

## HINTS TO BUYERS.

LUCAS, STEELE & BRISTOL are offering their XXX white and pink icing sugars, rock candy (English), new dates, English savoury, poultry dressing, unsweetened chocolate in 1-oz. cakes, also ½-lb packets, California plums and prunes, colored candles, etc.

Laporte, Martin & Cie. are doing a large trade in fish just now.

Laporte, Martin & Cie. report a consignment of wines just received.

An active demand for "Kincora" tea is reported by John Sloan & Co.

Clemes Bros. are in receipt of a carload of Valencia oranges this week.

James Turner & Co., Hamilton, report a shipment of new dates ex ss. St. Louis.

The Davidson & Hay, Ltd., have in stock this week 3-crown loose muscatels.

John Sloan & Co. are in receipt of a shipment of La Vierge castile soap in cakes and bars.

McWilliam & Everist have shipments of Valencia oranges arriving this and next week.

The Davidson & Hay, Ltd., are showing some very fine samples of bright Sultana raisins.

The Eby, Blain Co., Ltd., are in receipt of a shipment of Keiller's marmalade in 1-lb. pots.

The Davidson & Hay, Ltd., are offering a fine, bright imported lemon peel at a very low figure.

A shipment of California muscatels and California cartoons arrived for the Eby, Blain Co., Ltd.

"We expect a direct shipment of Ceylon teas to arrive this week," report the Davidson & Hay, Ltd.

The Eby, Blain Co., Ltd., report the arrival of a shipment of Price's Belmont stearine candles.

Half-barrels B. C. salmon are in store with Lucas, Steele & Bristol, also a lot of boned and skinned cod.

California peaches, apricots, nectarines, prunes, plums, etc., etc., are being offered by H. P. Eckardt & Co.

The prices of figs and prunes have advanced. Laporte, Martin & Cie. intend keeping to old prices for a few days.

D. Gunn, Bros. & Co. are preparing some special lines of "Maple Leaf" breakfast bacon and lard for the holiday trade.

A large shipment of Comadra figs in taps and Malaga figs in mats are arriving this week for the Davidson & Hay, Ltd.

Durability is economy. Morse Bros.' Sun Paste stove polish has durable qualities

which make it a favorite with the trade and the housekeeper. It does not rust or eat the boxes, and does not deteriorate on the grocer's shelves. It gives and holds a brilliant lustre which makes it a favorite in the hands of the consumer.

L. Chaput, Fils & Cie. have just turned into stock some of the higher grades of French plums, which they offer up to 15c.

A large consignment of Arguimbau's selected fine off-stalk, and off-stalk Valencias, arrived this week for The Eby, Blain Co., Ltd.

H. P. Eckardt & Co. are offering 14-oz. figs, large, fine fruit, at 7½c. Shipment from Montreal in case lots. This a snap loc. line.

A shipment of Batger's lemon, orange and citron peels and Nonpareil table jellies arrived this week for the Eby, Blain Co., Ltd.

W. H. Gillard & Co. have a nice line of pulled figs in 6-lb. boxes, bought before the advance, and which should be value at the price offered.

H. P. Eckardt & Co. are offering exceptional value in figs of all kinds, including fine quality naturals in bags, and desire buyers to write them for quotations.

W. H. Gillard & Co. believe in handling first-class fruit and in advertising it, too. They state that their assortment is better than ever this season.

W. H. Dunn, St. Paul street, Montreal, has been appointed the Canadian agent of Hogarth & Co., London, Eng., manufacturers of pickles, sauces, jams, etc.

J. M. Douglas & Co., Montreal, are receiving this week consignments of Eleme figs in assorted sizes. Applications for quotations will be promptly attended to.

"We are having a good demand for natural figs in boxes, which are, without doubt, the finest of this fruit on the market," say the Davidson & Hay, Ltd.

Japan teas have had a great sale with us this year; the extra value we are offering, together with our unique method of adver-

tising for our friends, have doubtless brought about these results, report T. B. Escott & Co., London.

"Yes," report Lucas, Steele & Bristol, "our tea output last month was very large, but then we have offered exceptional values and are still ready to duplicate purchases."

Jams, jellies, sauces, marmalade and pickles have sold successfully this season, and at present T. A. Lytle & Co. are shipping orders for mince meat for Christmas trade.

Deliveries of new Grenoble walnuts, also Tarragona almonds, were made by Lucas, Steele & Bristol last week; their Malaga raisins in 2-lb. and 5½-lb. cartoons are going fast.

The "La Comete" brand of pure white castile soap advertised in last week's issue is a brand specially manufactured for James Turner & Co. Each bar is stamped with the guarantee of its purity.

L. Chaput, Fils & Cie., Montreal, have just turned into stock their first shipment of new crop Tarragona almonds. Quotations will be furnished promptly on these goods, which are of first-class brands.

The Eby, Blain Co., Ltd. report the arrival of a shipment of Morton's goods, consisting of French peas, mushrooms, pickles, sauces, preserved bloaters, kippered herrings, fresh herrings, and whole pineapples in syrup.

James Turner & Co. report that, despite their efforts during the past week, they have been unable to fill orders for Ram Lal's pure Indian tea as promptly as usual, but they feel now their arrangements are such as will guard against any repetition.

W. H. Gillard & Co. report a large number of new customers for their "Paradise" currants, which have been advertised through the medium of THE GROCER. This firm specially direct the attention of the trade to the handsome appearance and rich flavor of the fruit.

T. B. Escott & Co., London, still have a large stock of select raisins, C. & B. peels

## 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.

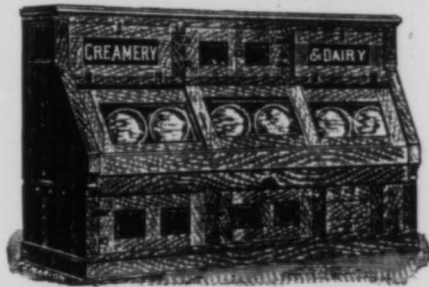
LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER

# The Main Question

Is quality. Especially is this true of canned goods. To induce your customers to use canned tomatoes they must be of highest quality. If you are in a position to say, "I know these are good and will please you," your sales will increase in this line. If you handle "Kent" tomatoes you may assure your customers that every can is good. Every can is filled exactly the same—filled with ripe tomatoes carefully selected.

**THE KENT CANNING CO.**  
CHATHAM, ONT.

## Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.  
Send for Catalogue and Price List.

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

## Good Old English Mince Meat For Christmas

We use only purest and best ingredients and compound it from a recipe that has been thoroughly tested and approved by consumers. 7-lb., 14-lb., and 28-lb. pails.

Write for Quotations.

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

## Christmas Trade

Calls for  
**NUTS**  
**FIGS** (Taps, Bags and Boxes)  
**RAISINS**  
**CURRENTS** and  
**RAW SUGAR**

We can sell them all

**JOHN SLOAN & CO.**  
45 Front Street E.  
TORONTO

## Full Lines

**FIGS . . .**  
**NUTS . .**  
**RAISINS**

For Xmas trade. Lowest prices.

**WARREN BROS. & CO.**  
85 and 87 Front St. East, Toronto.

## XMAS GOODS

NOW IN STORE.

Fruits and Nuts of all kinds.  
Get our prices before buying.

**T. KINNEAR & CO.**  
49 Front St. East, TORONTO

BUY  
**Ivory Bar Soap**

THE BEST MADE

# Grenoble Walnuts

CHOICEST QUALITY.

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

**Holds the Record**

# "Excelsior Coffee"

As popular to-day as Twenty Years Ago. The most successful and reliable trade-winner to build up a profitable business with. Why should it be necessary to have your good trade experimented on with new brands having no reputation?

**Todhunter, Mitchell & Co.**  
Coffee Importers and Roasters  
TORONTO

and all other Christmas fruits. The large sales have somewhat depleted stocks, but still they have sufficient for all their friends and at the lowest prices.

Hudon, Hebert & Cie. announce some close prices in imported peels and in Eleme figs.

Twenty-three millions of packages of stove polish in a single year is a large record, but such is the yearly output of the Rising Sun stove polish factory. The Sun Paste polish has already become an important part of the business at this factory, and Morse Bros. use the same trade-mark on the Sun Paste, which has become as familiar to the trade and housekeepers as the mark on the Rising Sun stove polish.

#### HALIFAX TRADE GOSSIP.

THE Acadia Sugar Refinery has not had a very profitable year. The report of the directors, just issued, shows a loss of \$24,790.07. This is attributed to the decline in the value of sugars during the last half of the financial year and the close competition in the home market. A balance at the credit of profit and loss of \$51,822.45 was brought down from last year, two dividends amounting to \$95,386.62 were paid during the year, and the sum of \$68,354.24 at the debit of profit and loss is carried forward. The directors say that during the first part of the financial year the business warranted them in declaring an interim dividend of 4 per cent., but the losses were made during the last six months. The efficiency of the refineries has been maintained and new plant added.

The local flour markets are somewhat irregular. Independent of the city, millers' agents report a good market. City merchants are well stocked, to a greater extent, perhaps, than when prices were low. Quotations are: Ogilvie's Hungarian patent, \$5.75; Goldie's "People's," \$5; "Kent," "Sunbeam" and "Beaver," 75 p. c. patents, \$4.90; 90 p. c. patents, \$4.75; straight goods, \$4.65. Manitoba patents are worth \$5.70 by the carload. This is an advance of \$1.40 over this time last year.

There has been one arrival of molasses since last week H. R. Silver having received 310 puncheons, 28 tcs. and 47 bbls. from Porto Rico. Stocks on hand are large, so much so that one house sent two schooner loads to Boston last week looking for a market. A prominent dealer told THE GROCER to-day that a grade of molasses which he sold at 37½c. in the spring could not bring more than 30c. to-day. Porto Rico is being offered at 27c. for good. The movement of the past week, however, has been encouraging to dealers.

The sugar market is quiet, jobbers complaining of the small demand. Refinery prices are unchanged. Granulated is quoted at 4c., extra circle C at 3¾c., and circle C at 3¼c.

Chicago mess pork has declined in this market to \$13.25, duty paid. P.E. Island new mess sells at \$13 in 5-barrel lots, and old at \$12. Those prices will hold for the single barrel. Canadian plate beef is quoted at \$12 to \$13. Home cured pork, which is as good as imported, sells at from \$9 to \$12. Dressed pork has been

very low during the past week, selling as low as 3c. Hams are worth 10 to 12½c., and bacon, 10 to 13c. Generally, the provision trade is dull. This is attributable in a measure to the wet weather, and in general to the offering at auction of cheap stocks which take the place of first-class goods. Canadian dressed beef is again on the market, and from now till spring native stocks will not be in demand. Park, Blackwell & Co.'s agent was here last week taking orders, and J. A. Leaman & Co. have already received four carloads. Dressed beef is worth 6 to 8c. per lb. by the body; mutton, 5 to 7c., and lamb, 7 to 8c.

The market was glutted with poultry for Thanksgiving and prices ruled low. On Thanksgiving morning turkeys were being peddled from door to door and sold at 10½c. The price has since gone down to 10c. and less. Most of the stocks were received from Stewiacke and Newport and were very good. Geese were also low, selling at 40 to 60c. each. Ducks sold at 7 to 8c. per lb. and chickens 6 to 9c.

Some small consignments of dried fruits have been received from California. Muscatels, 2 and 3-crown, are being sold at 7½ to 8c. respectively. London layers are worth \$2; black baskets, \$2.50; bunch Dehesas, \$3.75; figs, 12c.; French prunes, 6½c.

The Thanksgiving trade in green fruits was not brisk and only a fair trade is being done. Apples are showing some life and slaughter prices on the market have ceased. Canadian red grapes (Rogers') in baskets are bringing from 40 to 45c. Almerias are quoted at \$6 to \$6.25 per keg.

New almonds are selling at 12½c. Butter nuts and Brazils are worth 12c.

The local butter market is dull, and prices are easier. New dairy rolls are selling at 16c.; best creamery, in tubs, at 20c., and prints, at 21c. P.E.I. creameries are asking 20½c. f.o.b. The Island article is always in demand, and local dealers say they can always sell it in preference to Nova Scotia.

The cheese market shows no change. Sales are being made on a basis of 11c. cash.

Eggs came in quite freely during the past few days and quotations came down somewhat. P. E. Island stocks are quoted at 17c. and native at 18c.

Island produce is much in evidence. There is quite a large fleet of vessels in port, and the demand is small. Potatoes are selling at 28c., and oats at 30 to 32c. Turnips range from 15 to 20c.

The amount of fish stuffs now being shipped is quite large, in fact larger than dealers would like to see, as it eventually means overstocked foreign markets and consequent loss to shippers. The demand is good ex vessel for hard cured cod and large, soft grocery cod. Mackerel continue weak and hard to place. Salmon are very scarce. Alewives are firm and advancing.

The Secretary of Agriculture for Nova Scotia sums up the year's harvest in the following words: "It may be said generally that this is a most fruitful year, and the result of the harvest is of a most satisfactory character, if we except the potato crop, caused by the excessive rains of the latter part of the season."

#### BEING UP-TO-DATE.

ONE lesson the departmental stores teach merchants generally is the value of system, enterprise and knowledge of attracting trade. There is no hidden mystery about the success of a large store.

By practising the latest methods and by employing the best men who have the best ideas, large stores make a reputation.

The same policy, on a smaller scale, is open to any merchant. No matter how contracted the field is, the results, in proportion, are the same.

One must be up-to-date in knowing what is going on in the trade. The trade paper exists for that purpose. One must be striving to win and hold the confidence of his customers by straight-forward methods and good salesmanship. One's stock must be well displayed. If it's a question of prices, buy and sell for cash and your local customers cannot be drawn away to the cities.

The local merchant has a right to the local trade. He is there as a convenience to the neighborhood, and it is a downright shame if he does not get his fair share of its custom.

But he should deserve the local trade by that care and attention to every detail that have been put in force by his departmental competitors. There are city stores whose customers would no more think of leaving them than of climbing the nearest telegraph pole and jumping off. All the wild advertisements about slaughter prices don't move them. If they were offered tea for nothing, or cheese for the trouble of carrying it away (and a chromo thrown in), they wouldn't be affected. They would stick to their own dealer; because he has taught them to have confidence in his methods. He advises them honestly. His profit is not extortionate. His advice is relied on.

The average consumer is very ignorant (though it isn't well to tell him so), and an intelligent merchant gets to have great influence with these people. He knows their tastes and prejudices, and will not, in order to make a sale, tell them something which isn't so.

In most cases, the merchant's fate is in his own hands. Assuming that he is qualified to conduct a business, we have no doubt he is equal to all the emergencies of modern competition. If he is wearing his grand-father's hat, and carrying his great-grand-father's ideas under it, we fear his chances are not good.

Every up-to-date grocer  
should keep

**COWAN'S**

HYGIENIC COCOA  
ROYAL NAVY CHOCOLATE  
and FAMOUS BLEND COFFEE

Send your orders to  
**THE COWAN CO., Ltd.**  
470 King St. East, Toronto

**THE ST. PAUL GOLD MINING CO. Ltd.**  
of Rossland, B.C.

Capitalization 1,000,000 Shares, par value \$1.00 each, Fully Paid-up and Non-Assessable. Organized under the Imperial Act of 1862. 250,000 shares are Treasury Stock for development, plant and for mining and working exclusively.  
OFFICERS:—W. K. Brock, President, W. E. Brock & Co., Toronto, Ont.; Lieut.-Col. J. I. Davidson, 1st Vice-President, Davidson & Hay (Ltd.), Toronto, Ont.; W. J. Harris, 2nd Vice-President, Le Roi Mining & Smelting Co. (Ltd.), Rossland, B.C.; W. A. Campbell, General Manager, Rossland, B.C.; Capt. J. A. Currie, Secretary-Treasurer, Toronto, Ont.

Reference has already been made in The Miner to the opening up of two or three good showings on the St. Paul by the graders on the Columbia & Red Mountain railroad. In some places where the railroad cuts through the base of the hill on which the St. Paul is situated, very strong iron stain was observed and it was evident there were one or two mineral bodies close at hand.

Mr. Moynahan, in charge of the development on the St. Paul, put some men to work several days ago on these showings along the railroad grade. Excavations were made at three places within a distance of 500 feet. The one furthest down the grade was commenced Thursday morning, and immediately a body of almost solid ore fully two feet wide was exposed.

It was a sight to rejoice the heart of any good miner. There was a clear division of the ore from the country rock on either side, the vein widening as it came down from the surface. When a representative of The Miner saw it, the face of the hill had been cut down and squared up so that there was a full exposure of the ore body. Some of the ore was brought up to the office of Moynahan & Campbell, and attracted much attention."—Miner.

"The main vein is a strong one, and I think it is the great vein of the Le Roi, which passes through the Black Bear. We have proved this vein across the Black Bear by diamond drill, and found it strong, continuous and of an average width of twenty-eight feet. We are now opening it up by means of a tunnel to connect with the main working levels of the Le Roi, and are erecting our new and extensive plant on the Black Bear ground.—JOHN MOYNAHAN, Late Superintendent Le Roi mine."

Subscriptions for stock received in blocks of 100 shares or upwards, at 10 cents per share. Send for prospectus.

**CAMPBELL, CURRIE & CO.,** BROKERS,  
25 Yonge St., Toronto.

**For the Whitest, Lightest and Sweetest Cakes**

USE

**Ocean Wave Baking Powder**



Manufactured by the

**HAMILTON COFFEE AND SPICE CO.**  
HAMILTON, ONT.

**FOR**  
**Xmas and New Year's Trade**

We can give you everything in the lines of

**Fancy Groceries, Wines and Liquors.**

We have some choice old Madeira, Fine Malaga and Muscatel Wines. The best brands of Port, Sherries, Clarets, Champagnes and Sauternes.

Our **Gonzalez** Brandy  
is well-known and of a high-class.

Our **Night Cap** Gin  
is the best offered.

**L. CHAPUT, FILS & CIE. - MONTREAL**

OLATE  
FREE

, Ltd.

This is the time to sell **BAKED BEANS** and **CANNED PUMPKIN**, and if you would sell something that will please your customers besides giving you good profits, order some of the

**"LORNE" BRAND BAKED BEANS, in (3 lb. Cans) PUMPKIN . . .**

If your dealer has none in stock write to

The **WEST LORNE CANNING AND EVAPORATING CO., Ltd.**  
WEST LORNE, ONT.

**ESSENTIAL OILS IN SICILY.**

**T**HIS is a very important industry in Sicily where the abundance of raw material naturally renders the manufacture of the so-called oil of lemon, orange, etc., a very profitable undertaking, says Imperial Institute Journal. The quantity of these essential oils shipped to all countries during the year 1895 was 83,622 lbs., valued at £23,524, and the large proportion of 70,550 lbs. out of this quantity was taken by Great Britain, the value of the same being £19,000. The figures for 1894 were: Total 115,538 lbs., worth £29,356; and to Great Britain, 100,560 lbs., valued at £25,550. However, it should be mentioned that in this instance at least the Customs house valuation is apparently greatly in excess of the actual market value of these essences. A few words may not be out of place regarding the manufacture of the essence, "oil" of lemon, otherwise "essence" of lemon. The same process is followed in the preparation of "orange" and "bergamot." The "essence" is simply the essential oil contained in the yellow rind of the fruit of the lemon tree (*citrus medica*) and is obtained by pressure, either manual or mechanical, the former being the usual and preferable method. It is asserted that the oil is more aromatic when expressed by hand, and the essence thus prepared is generally quoted at a higher price than the machine-pressed article. In

Palermo the essence is all pressed at night. The workmen receive a supply of rinds which are not peeled off in strips; the pulp of the lemon is simply cut out, leaving the rind nearly entire. These are equally distributed among gangs, with a foreman to each. The operator holds two sponges between the fingers of the left hand, and presses out the oil into the sponges with his right hand. The liquid thus collected is expressed into one of two earthenware receivers with which each man is provided. A considerable proportion of the product thus obtained consists of lemon juice left adhering to the rind, together with more or less of the pulp; these being heavier than the oil, collect in the lower part of the receptacle. As the first of the receivers becomes full the workman blows the floating oil into the second jar, through a species of channel formed in the side of the first, and when no more of the essential oil is transferrable by blowing, the remainder is carefully absorbed with a sponge and thence squeezed into the second receptacle which contains an almost pure product. The essential oil still remaining in the rinds is, by some manufacturers, extracted by distillation, and forms a second quality of "essence"; by others it is expressed by subjecting the "feccie" (as the exhausted rinds are called) to mechanical pressure in bags. To ascertain, however, if the oil has been thoroughly squeezed out by

the original hand process, the rinds are tested by the foreman, who presses the supposed exhausted peel into the flame of a candle, when, if any combustion is visible, it shows that the pressers have not done their work thoroughly. The oil obtained by the foregoing process, after careful filtration through paper, is ready for shipment in the usual copper vessels holding 100, 50, 25, 12, 5 and 2 lbs. each. Oil of lemon is a fluid of a beautiful yellow color, having a specific gravity of 0.8517. When distilled with water till three-fifths of the oil have passed over it is obtained in a colorless state, and having a delicious odor of the fruit, which is decidedly injured by distillation.

**A NEW STORE.**

Fred Kinsman, of Fonthill, general merchant, is now settled in his new store, which is well-known on the Niagara Peninsula as "The Hub." The original business was started by the late Danson Kinsman about 35 years ago. The new store is one of the finest and most modern between Hamilton and the Niagara River, and occupies the most prominent business corner of the town, and consists of the main store, occupied by the dry goods, grocery and hardware departments, while the shoe department occupies a separate store adjoining it. The second floor is occupied as a show room for ready-made clothing, wall papers and crockery. The lower floors are handsomely fitted and finished in natural wood, with plate glass show windows and counters.

**Your Customers Want..**



It has no equal.

**CONDENSED MILK**

and the BEST QUALITY obtainable.

The Brands of the  
**NEW YORK CONDENSED MILK CO.**  
ARE UNSURPASSED.

Send for particulars to...

**F. W. HUDSON & CO.**  
SELLING AGENTS,

TORONTO.

**ALSO....  
MANUFACTURERS**



—OF THE  
**Gold Seal Brand Condensed Milk**

—AND

**Borden's Peerless Brand Evaporated Cream.**



# Wine and Whiskey for Holiday Trade

## WINE

Another shipment of wines just received. Our stock is now very complete, and we are ready to fill all orders for Holiday Wines promptly. We are keeping prices down where they leave a fair profit for the dealer.

## WHISKEY

The growing popularity of Mitchell's Scotch and Irish Whiskies is evidence of its good qualities. Every dealer should keep it in stock, as it wins friends. Send in your order now for the Holiday Trade.

LAPORTE, MARTIN & CIE.

72-78 St. Peter Street

Montreal



## The World's Best Biscuit

The approval with which Carr & Co.'s fancy biscuits are received in all parts of the world is perfectly in keeping with their quality—the best. The custom which these biscuits win for many grocers is lost to those who do not keep them. They gained the favor of Her Majesty Queen Victoria about fifty years ago, and their steady high quality has retained it against the increasing competition of this last half century. Send us a trial order for "Cafe Noir"; they are special favorites with many.

Sole agents for Canada

Robert Greig & Co.

MONTREAL

*If you want the cream of the  
India and Ceylon growth*

Buy



Appleton's  
Teas

THOMPSON & THOMPSON, Agents  
TORONTO

F. MAGOR & CO. Agents  
MONTREAL

Handle the Very Best

Which is

**GEM  
STOVE  
PASTE**



This Polish is by far the best made or sold in Canada. It will give a better polish and last longer on the stove. It requires little or no labor, and causes no dirt or dust. The largest and best box of Stove Paste sold for ten cents. Sold by all wholesale dealers, and

**THE F. F. DALLEY  
CO., Ltd.**

Hamilton, Can.

**LIPTON'S TEAS**

As Supplied to HER MAJESTY

**THE QUEEN**

OVER  
1,000,000

Packets sold weekly in Great Britain alone.

Largest sale in the World

Wholesale Agents:

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



**LIPTON  
TEA PLANTER  
CEYLON**

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



S

VER  
0,000

sold  
in  
Britain

the World  
Agents:

Hughes Co.  
n Co., Ltd.  
ille & Bros  
Craig & Co.  
four & Co.  
mith & Co.  
enny & Co

TER  
LON

# Pictures of Ceylon

and its industrious, clean, little people are always interesting, because . . . . .

Ceylon produces  
the healthiest, cleanest, most economical  
and profitable Tea in the World.

have taken the advantage where you should have been fair, have been unjust where you should have been just, impatient where you should have been patient, cross where you should have been cheerful, so indicate by your marks. You will find this a great aid to character building.

That man has conquered his tongue who can allow the ribald jest or scurrilous word to die unspoken on his lips, and maintain an indignant silence amid reproaches and accusations and sneers and scoffs. "He is a fool who cannot be angry," says English, "but he is a wise man who will not."

Did you ever see a man receive a flagrant insult, and only grow a little pale, bite his quivering lip, and then reply quietly? Did you ever see a man in anguish stand as if carved out of solid rock, mastering himself? Have you not seen one bearing a hopeless daily trial remain silent and never tell the world what cankered his home

prices, which has tempted many people into sturgeon fishing, it is said. There are not so many sturgeon caught now as three years ago, but the present season has been far better than the last.

#### SEND AND GET ONE.

Who does not enjoy a quiet game of cards these long winter evenings; and few despise a nice glass of Scotch whisky as an accompaniment. J. M. Douglas & Co. supply the trade with the latter in the well-known Jno. Dewar & Sons' blend. As cards should go with the whisky, they are presenting their friends, as in former seasons, with handsome decks of playing cards as a complement to the liquid refreshment which they supply. Many readers of THE CANADIAN GROCER come under the category of friends of the firm. If they care to address them, the Board of Trade, Montreal, and mention this paper, they will receive tangible evidence of the fact in the shape of one of these decks.

## SOAP AND WATER

May be good for cleaning and scrubbing, but it's a well-known fact that there's something better. The grease and dirt and stains of ages quickly vanish before

## SILVER DUST WASHING POWDER

**COCOANUT?**

Yes,  
It's all right!  
**SCHEPP'S**

Improved Shredded and Edelweiss Brand  
Thin Strip have no equal.

They are the Standard goods with first-  
class trade. . . . .

Factory, 6 and 8 Bay St. **TORONTO**

**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.

**The  
"Vacuum"  
System**

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

**Toronto Salt Works**

128 Adelaide Street East

**TORONTO, ONT.**

Toronto agents for the Windsor Salt Co.



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

**EVERY CAN WARRANTED.**

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

**ALL LIVE GROCERS KEEP THEM.**

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

Victoria, B.C., Owners.

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

Established 1780.  
**WALTER BAKER & CO., LIMITED,**

Dorchester, Mass., U. S. A.

The Oldest and  
Largest Manufacturers of  
**PURE, HIGH GRADE**  
**COCOAS**

AND  
**CHOCOLATES**

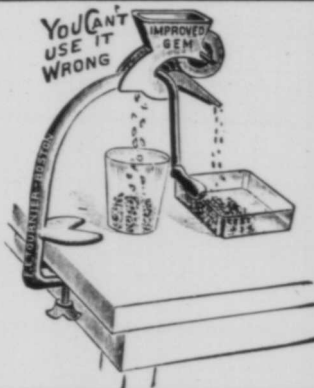


on this Continent. No **Chemicals**  
are used in their manufac-  
tures. Their **Breakfast Cocoa** is absolutely pure,  
delicious, nutritious, and costs less than one cent  
a cup. Their **Premium No. 1 Chocolate** is the  
best plain chocolate in the market for family  
use. Their **German Sweet Chocolate**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

**Walter Baker & Co.'s**  
goods, made at

Dorchester, Mass., U. S. A.

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



**Gem Raisin Seeder**

A simple and cheap machine that  
never fails to give satisfaction. It can be  
clamped on the table when in use, and  
stones raisins perfectly without chopping  
or tearing them in pieces. Can easily be  
taken apart for cleaning. Don't miss this  
seasonable article. It sells on sight.

**LAMPLUGH & McNAUGHTON, MONTREAL**



**THE "GENUINE"**

is the King of all Lamp Chimneys. Made  
of the finest quality of Pure Lead Glass.



**HEAT WILL NOT  
BREAK IT.**



**EVERY CHIMNEY  
NICELY WRAPPED  
AND LABELLED.**



There are a number of so-called Pure Lead  
Glass Chimneys on the market, and we  
would warn dealers to beware of imitations  
of our "**Genuine**" Lead Glass Chimney.



**GOWANS, KENT & CO., - TORONTO**

**BUSINESS CHANGES.****PARTNERSHIPS FORMED AND DISSOLVED.**

**A.** & H. FOREMAN, groceries, etc., Collingwood, have called a meeting of creditors.

W. C. Binion, butter factory, Iroquois, has assigned.

Jessop & Co., general merchants, Blythe, have assigned.

D. Deslauriers, grocer, etc., Turcot, Que., has assigned.

Hebert & Co., general merchants, St. Charles, have assigned.

W. G. Emerson, grocer, Peterboro', has assigned to F. W. Gladman.

A. Gregory, grocer, Ingersoll, is offering to compromise at 60c. on the dollar.

M. S. Person, general merchant, Anges, has compromised at 50c. on the dollar.

The sheriff is in possession of the business of Battram & Gordon, fruit, fish, etc., Hamilton.

A demand of assignment has been made upon J. A. H. Plante, general merchant, Valleyfield.

J. K. Ham, groceries and feed, St. John, N.B., is offering to compromise at 40c. on the dollar, cash.

A meeting of the creditors of M. S. Richardson, general merchant, Marathon, has been called for the 5th inst.

Cashman & Perry, general store, Orillia, who recently assigned to E. R. C. Clarkson, have offered their creditors 40c. on the dollar. Their liabilities are \$32,000 and assets \$21,000.

**PARTNERSHIPS FORMED AND DISSOLVED.**

St. Jean & Co., grocers, Montreal, have dissolved.

Robitaille & Paradis, grocers, Quebec, have registered a dissolution.

Savigny Bros., grocers, Peterboro, have dissolved. J. H. Savigny continues.

A partnership has been registered in Montreal by Jeannotte & Desautels, butter, fruits, etc.

**SALES MADE AND PENDING.**

The assets of Fortier & Ethier, grocers, Montreal, are to be sold.

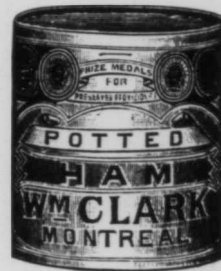
The assets of A. F. Duclos, general merchant, Duclos, Que., are advertised for sale.

The stock of Nap. Couvrette, grocer, Montreal, has been sold at 52c. on the dollar.

The stock and book debts of the estate of H. G. Turnbull are advertised for sale by tender.

The general stock of Chas. Bertrand & Co., Isle Verte, Que., has been sold at 56c. on the dollar.

The stock of Isabella M. Chalmers, gen-



# CLARK'S Potted Meats

Are nice goods inside and outside. You should have them on your shelves.

eral merchant, Moose Jaw, N.W.T., has been sold to satisfy a chattel mortgage.

**CHANGES.**

Joseph Henault is starting a grocery store in Montreal.

E. Merechal has opened a grocery store in Sherbrooke.

M. St. Jean & Co., grocers, Montreal, have sold out.

A branch has been opened at St. Urban by Roch. Ouimet.

A grocery store has been opened at Montreal by E. J. Rupert.

James Wells is opening a flour and feed business at Bright, Ont.

Geo. Smith, general merchant, Maple, has sold out to Henry Bailey.

A general store has been opened in Bainsville, Ont., by H. M. Conde.

A grocery store is being opened up in Kensington, P.E.I., by John Burke.

A general store has been opened in Blandford, Que., by Nap. Lachance.

Cross & Co., general merchants, Gilmour, have been succeeded by N. H. Green.

Elizabeth Yager, general merchant, Clear Creek, has sold out to J. L. Mitchener.

T. Huard & Co., general merchants, Plessisville, Que., are removing to St. Rosaire.

Olive Amiot has been registered proprietress of the firm of Bourguignon & Co., grocers, Montreal.

Dame Marie Duceps has been registered proprietress of the firm of Duplessis & Cie., provisions, Montreal.

O. O. N. Frechette, of the firm of Frechette & Frere, tobacco manufacturers, Quebec, is retiring, and C. Lockwell has been admitted as partner.

**FIRES.**

James Thompson, liquors, has had his premises damaged by fire.

The premises of the "Leading Store Co.," groceries, etc., Montreal, have been damaged by fire.

**AN UNDESIRABLE SALESMAN.**

There is one shopman, says a writer in To-Day, whom I would gladly change for an automaton. You come across him everywhere. The last time I had the mis-

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

## VINEGARS

Made under Government Supervision. Absolutely pure.

**BADGEROW  
SCOTT & CO.**

79 and 81  
JARVIS ST.  
... TORONTO.

## EPPS'S COCOA

The most nutritious Cocoa  
1-4 lb. Tins. 14 lb. Boxes

## EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

A light, refreshing beverage.  
1-4 lb. Tins. 6 lb. Boxes.

Special Agent, **C. E. COLSON, MONTREAL**

fortune was in a west-end cutler's, into which I had stepped for a few small steel rings.

"I want some small split rings. Do you keep them?"

He seemed to know exactly what I required, and presently returned with a pleased expression and what at first sight looked like a set of quilts.

"Oh, they're much too large," I said. "Let me see the smallest you keep."

"Perhaps if you would tell me what you require them for —?" he suggested, with a hurt look at my want of confidence.

"Never mind that, let me see the smallest you have," I said.

"We haven't any," he said, doggedly.

"About the size used by jewelers to fasten things on to watch chains," I explained.

He relented. "If you had said at first that you required them for that purpose, sir, —" and he got out the identical things.

"But I don't," I said, incautiously.

He immediately prepared to take them away again, and at the end I believe he regarded the transaction as unprofessional on his part.

Smoked Hams  
Smoked Rolls  
Pure Lard

UNSURPASSED IN QUALITY  
SAMPLE ORDER SOLICITED

Park, Blackwell & Co., Ltd.  
Wholesale Pork Packers  
TORONTO



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

DO YOU?  
WISH THUS TO BUILD  
an advertisement  
in the  
CONTRACT-  
RECORD,  
TORONTO  
will bring you  
orders from the  
best contractors.

TRY A PACKAGE OF OUR "CLUB HOUSE"

A perfect blend of the finest

INDIA and CEYLON TEAS

For which we are sole agents in America.

It will please your customers.

J. F. RAMSAY & CO.

Wholesale Importers

14 and 16 Mincing Lane

TORONTO.

FLUID BEEF SET.

(Made of Pure Aluminum.)

A Handsome and Convenient Outfit for Room or Office.

OUR SPECIAL OFFER



1 Tray, 1 Spirit Lamp, 2 Cups, 2 Spoons,  
1 Water Boiler, 2 Salt and Pepper Casters,  
1 Bottle Methylated Spirits.

1 16 oz Bottle JOHNSTON'S FLUID BEEF  
(Brand Staminol)

The whole neatly cased for \$3.50.

Expressed prepaid on receipt of price.

Remit by Express or Post Office Order payable to

THE JOHNSTON FLUID BEEF CO.,

MONTREAL.

100 FREE

COLUMBIA

BICYCLES

I want every grocery clerk to send me his address on a postal that I may tell him how he can obtain right from the Pope Mfg. Co.'s factory, the latest pattern Columbia Bicycle, and his choice of lady's or gentleman's wheel, and all without paying any money and without any extra work.

C. B. KNOX, Johnstown, N. Y.



We have long ago passed the introductory stage with

# Southwell's . . . Orange Marmalade

None finer ever offered to the Trade.

Frank Magor & Co., Agents, Montreal.



## First and Foremost



# EAST INDIA PICKLES

None Finer ever offered to the Trade...

A High-Grade Pickle at Moderate Cost

A. E. Richards & Co. Selling Agents Hamilton.

# CURRENT MARKET QUOTATIONS

Toronto, Dec. 3. 1896.

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

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

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

### BAKING POWDER.

Snow Drift—	
1/4 lb. tins, 4 doz. in case.....	per doz. \$0 75
1/2 " " " " " " " " " "	" " " "
1 " " " " " " " " " "	" " " 2 00
3 " " " " " " " " " "	" " " 6 50
5 " " " " " " " " " "	" " " 10 00
10 lb. boxes.....	per lb. 16
30 lb. pails.....	16

### PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 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
oz. cans, 4 and 6 doz. in case.....	1 25
10 cent can.....	0 90

Ocean Wave—	
No. 10 (5 oz.), 4 doz. cases, round or square.....	0 75
1/4 lb., 3 doz. cases, round.....	1 20
No. 1 (1 1/4 oz.), 2 doz. cases, round.....	1 80
1 lb., 2 doz. cases, round.....	2 00
lb., 1/2 " " " " " " " " " "	5 75
lb., 1/2 " " " " " " " " " "	9 00

Prices of cheaper goods or special brands on application.

Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	\$ 2 40
" 2, in 4 doz. boxes.....	" 2 10
" 2, in 6 " " " " " " " " " "	" 80
" 12, in 6 doz. boxes.....	" 75
" 3, in 4 " " " " " " " " " "	" 45
Pound tins, 3 doz. in case.....	3 00
oz. tins, 3 doz. in case.....	2 40
oz. tins, 4 " " " " " " " " " "	1 10
lb. tins, 1/2 doz. in case.....	14 00

W. H. GILLARD & CO., PROPRIETORS.  
Diamond—  
1 lb. tins, 2 doz. in case..... per doz. 1 20  
1/2 lb. tins, 3 doz. in case..... " " 90  
1 lb. tins, 4 doz. in case..... " " 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. per doz.

Silver Cream, 1/4 lb. tins, 4 to 6 doz. cases.....	\$0 75
English Cream, 1/2 lb. tins, 4 to 6 doz. cases.....	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, 1/4 lb. tins, 4 to 6 doz. cases.....	0 55
1/2 lb. tins, 4 to 6 doz. cases.....	0 89
1 lb. tins, 2 to 4 doz. cases.....	1 15
English Cream, glass tumblers.....	0 75
1/2 lb. jellies.....	1 25
1 1/2 lb. jellies.....	2 25
1 1/2 lb. Crown sealers.....	2 25

### BLACKING.

P. G. FRENCH BLACKING.....	per gross \$4 00
1/4 No. 4.....	" 3 60
1/4 No. 6.....	" 4 50
1/4 No. 8.....	" 7 25
1/4 No. 10.....	" 8 25

THE F. F. DALLEY CO. per gross

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

New York Dressing, 1 doz. cases.....	per doz. 0 75
Spanish Satin Gloss, " " " " " " " " " "	1 00
Crescent Ladies' Dressing, 1 doz. cases.....	1 75
Spanish Glycerine Oil Dressing.....	2 00

### BLACK LEAD.

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

THE F. F. DALLEY CO.



Gem Stove Polish, 1/4 gross cases.....	9 00
per	
Stovepipe Varnish, 4 oz. bottles.....	1 00
6oz. bottles.....	1 25
Boston Brunswick Black, 8 oz. bottles.....	1 75

### BIRD SEEDS

BART. COITAM & CO.

'Cottams' Bird Seed.....	0 07
Warblers Bird Seed.....	0 06
Belgian Bird Seed.....	0 06
International Bird Seed.....	0 05
German X Bird Seed.....	0 05
German Bird Seed.....	0 04
London Bird Seed, bulk 25 lb. cases.....	0 05
Bird Gravel, 10c. pkts., 24 in case.....	0 06
Bird Gravel, 5c. pkts., 48 in case.....	0 03

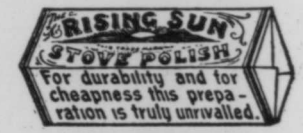
THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases.....	0 06
Dalley's Bird Seed, 40 lb. cases.....	6 00

### CORN BROOMS

CHAS. BOECKH & SONS. per doz.

Carpet Brooms—	
"Imperial," extra fine, 8, 4 strings.....	net. \$3 65
" " " " " " " " " " " " " " " "	7, 4 strings.. 3 45
" " " " " " " " " " " " " " " "	6, 3 string.. 3 25
" " " " " " " " " " " " " " " "	7, 4 strings.. 3 30
" " " " " " " " " " " " " " " "	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



### STOVE POLISH.

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



### CANADIAN TOMATO CHUTNEE

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

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

**EXP'N** Burning Brand in one-inch letters for excise requirement. Send to **THE HAMILTON STAMP & STENCIL WORKS, HAMILTON**, for these; also Stencil Brands, Steel Stamps, Bung Tins, etc.

### THE "DIAMOND" OIL BLACKING



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

**W. BERRY, - MANCHESTER.**

Send for samples and quotations to

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

### The Hilliard House, Rat Portage

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

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

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

**MAINE NON-FORFEITURE LAW**

**WALTER I. JOSEPH, Manager**

Room 2, 162 St. James Street, Montreal

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

**WATSON'S** AN INSPIRING SPIRIT.  
**DUNDEE WHISKY.**  
A WHIFF OF HEATHER.

Agents: **Chard, Jackson & Co., for the Dominion, Montreal**



### An Automatic Selling Machine

TO SELL

**Adams' Tutti Frutti**

For full particulars, apply

**GLOBE AUTOMATIC SELLING CO..**

13 JARVIS STREET, TORONTO, ONT.

JOHN F. MOTT & CO.'S	
(R. S. McIndoe, Agent, Toronto.)	
Mott's Broma..... per lb.	0 30
Mott's Prepared Cocoa.....	0 28
Mott's Homeopathic Cocoa (1/4's)....	0 32
Mott's Breakfast Cocoa (in tins)....	0 45
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracacas Chocolate.....	0 40
Mott's French-Can Chocolate.....	0 22
Mott's Navy or Cooking Chocolate...	0 18
Mott's Cocoa Nibbs.....	0 27
Mott's Cocoa Shells.....	0 35
Vanilla Sticks, per gross.....	0 05
Mott's Confectionery Chocolate.....	0 90
Mott's Sweet Chocolate Liquors.....	0 43
Mott's Sweet Chocolate.....	0 19

COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes,	
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.	

Caracacas Sweet, in boxes, 6 lbs. each.	0 38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net.	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each.	0 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 50
Breakfast Cocoa—	
In bxs, and 12 lbs. each, 1/2 lb. tins.	0 50

COCOANUT.	
CANADIAN COCOANUT CO.	
White Moss Brand.	
Pkgs. 1 lb., 15 or 30 lb. cs.....	27
" " " " " " " " " " " " " " " " "	28
" " " " " " " " " " " " " " " " "	29
" " " " " " " " " " " " " " " " "	30
Bulk.	
White Moss, 10, 15 or 20 lb. Pails....	20
Feather Strip, " " " " " " " " " " " "	22
Special Shred, 10, 15 or 20 lb. Pails....	18
Macaroon, " " " " " " " " " " " "	18
Crown Desic., 12, 20 or 25 lb. " " " "	18
Special, " " " " " " " " " " " "	17
Barrels, 2c. per lb. less.	
Terms, 3 p.c. 30 days net.	
SCHEPP'S	
Improved in packages—	
1-lb. package, 15 and 30-lb. cases.	per lb. 0 27

1/2-lb. "	15 "	30-lb. "	0 28
1/4-lb. "	15 "	30-lb. "	0 29
5c. package 4 doz. in case, per doz.			0 45
Bulk—			
Edelweiss (thin strip) per lb.			0 20
Improved Shredded " "			0 18
Beaver " " "			0 16
Macaroon " " "			0 16
Desiccated " " "			0 15
Terms, 3 per cent. off 30 days.			

COFFEE.	
Green.	
Mocha.....	per lb. 0 27 1/2
Old Government Java.....	0 30
Rio.....	0 14
Plantation Ceylon.....	0 29
Porto Rico.....	0 24
Guatemala.....	0 24
Jamaica.....	0 19
Maracaibo.....	0 18
TODHUNTER, MITCHELL & CO.'S	
Excelsior Blend.....	0 34
Our Own.....	0 32
Jersey.....	0 30
Laguaya.....	0 27
Mocha and Java.....	0 32
Old Government Java.....	0 30
Arabian Mocha.....	0 32
Maracaibo.....	0 26
Santos.....	0 22
Crushed East India.....	0 00

**CONDENSED MILK. NEW YORK CONDENSED MILK CO.**

Gail Borden Eagle, 4 doz. 1-lb. cans per case	2 50
Gold Seal Brand 4 doz. 1-lb. can per case	2 00
Borden's Peerless Evaporated Cream	
Family size, 4 in case	1 75
Hotel size, 1 doz. in case	
Gallons, 1/2 doz. in case	
Quality thoroughly guaranteed.	









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

PEERLESS  
**MACHINE OIL**

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

The QUEEN CITY OIL CO., Ltd.  
Samuel Rogers, President, Sole proprietors, Toronto, Ont.  
35 Front Street East.

**DURABLE PAILS AND TUBS.**



TRY THEM

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

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

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

THE  
**Oakville Basket Co.,**

MANUFACTURERS OF



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

For sale by all Woodware Dealers

Oakville, Ont.

**The Gulf of Georgia Cannery**

MALCOLM & WINDSOR, Ltd.

Sole Proprietors, and Agents for

**"Ice Castle Brand" Canned Salmon**

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

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

*The Dry Goods Review*

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



CLUBBING RATES

The Dry Goods Review and The Canadian Grocer

\$3.00

Send for Samples.

THE DRY GOODS REVIEW

TORONTO . . . .

. . . . MONTREAL

**IN DUTY BOUND**



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

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

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

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

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

**Confederation Life Association . .**

Head Office: TORONTO.

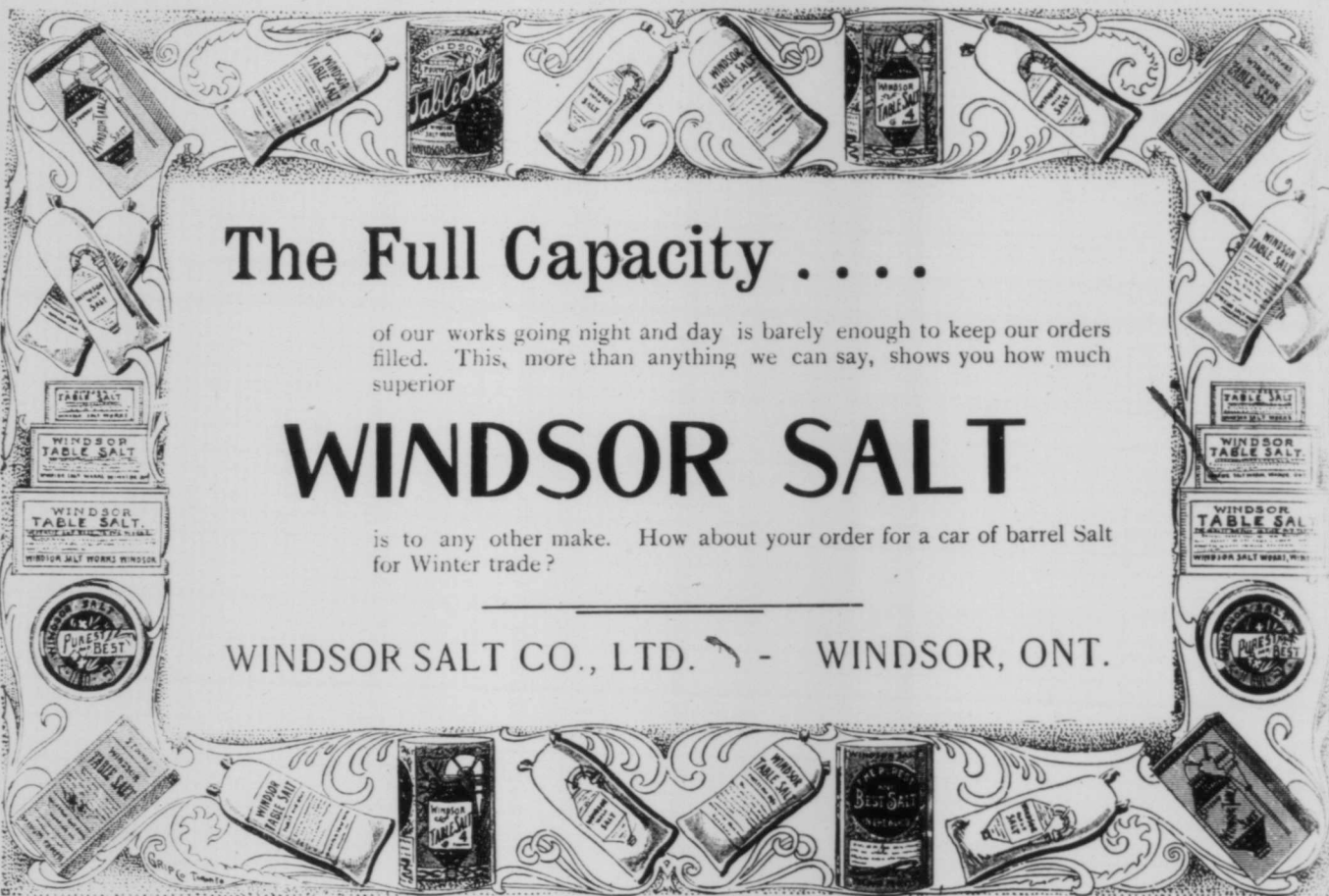
"ATHLETE" CIGARETTES

THE CANADIAN GROCER

"DERBY" CIGARETTES

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

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



# The Full Capacity . . . .

of our works going night and day is barely enough to keep our orders filled. This, more than anything we can say, shows you how much superior

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