

THE CANADIAN GROCER

VOL. X

MONTREAL AND TORONTO, NOVEMBER 27, 1896.

No. 48

SELL
ONLY
THE
BEST!

IN COMPETITION WITH THE WORLD

We have received the Highest Awards Made.

THESE substantiate our claim that

Colman's Mustard

IS THE BEST IN THE WORLD

THE ONLY TEN CENT CIGAR

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

THE LEADING WHOLESALE TRADE HANDLE SEAL OF NORTH CAROLINA SMOKING TOBACCO

NEW YORK

St. East.

NEW YORK

NEW YORK

NEW YORK

**PEEK
FREAN
& Co's**

**BISCUITS
AND
CAKES.**

Have obtained great Celebrity for their
→ PURITY & EXCELLENCE ←

VARSITY CIGAR 5c. THE BEST IN THE MARKET

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 Business.



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

Kippered Herrings

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



MARSHALL & CO.
 Spring Garden Works, ABERDEEN, SCOTLAND.

Fresh Herrings
 Herrings in Tomato Sauce
 Herrings in Shrimp Sauce
 Herrings in Anchovy Sauce
 Herrings a-la-Sardine
 Preserved Bloaters, etc.
SALT HERRINGS IN KEGS. "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

FOR PURITY

FOR STRENGTH

Bi-Carbonate of Soda



TRADE MARK

This brand is always reliable.

Highest test 98.50% pure.

Made only by

The UNITED ALKALI CO., Ltd., Liverpool.

"New Process" Soda, finest on the market.



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



The most delicious Sauce you can buy is

"Stower's Peptonized Lime Fruit Sauce"

Buy

Fry's

Chocolates And Cocos

BEST VALUE FOR THE MONEY

GENUINE MACARONI Bears this Name.

P. CODOU

Only Finest Quality Manufactured.

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 :

99⁹⁹/₁₀₀ 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

CRESCENT BRAND



BRUNNER, MOND & CO., Ltd,

NORTHWICH, ENGLAND

MANUFACTURERS OF

BICARBONATE of SODA

REFINED and RECRYSTALIZED--The Purest and Cheapest in the Market.

SODA CRYSTALS

Of the Finest Quality.

In Barrels and Drums

Orders for direct importation from
the Wholesale Trade only.

WINN & HOLLAND

MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA

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



VERY OLD
HIGHLAND WHISKY.



Cockburn & Co.

ESTABLISHED 1796.

Leith & London.

Try —

COCKBURN'S
SCOTCH
WHISKY

Nothing Finer in the Market

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

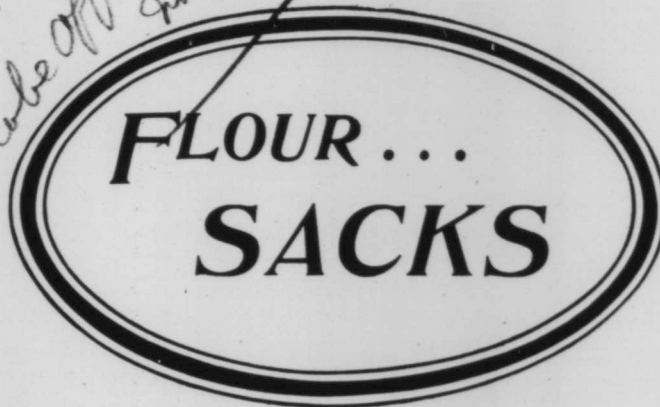
J. & R. McLEA, Montreal

AGENTS FOR
THE DOMINION



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

*This oval border
sent to the Globe office
Nov 27/96.*



**FLOUR...
SACKS**

ALL SIZES.

THE STRONGEST MADE.

The finish of the Sack includes several useful and
handy wrinkles to be found only
in our Sacks.

THE PRINTING IS LIKE COPPER PLATE.



The E. B. EDDY CO. Ltd.

HULL, CANADA

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

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

Grand Mogul Black or Mixed

JAPAN A cracker at 18c., with our advertising plan, adapted to win back your tea trade from the pedlars. If you are not selling all the tea you would like to, write us.

½'s and 1's—30, 40, 50 and 60c.

Tea Importers.
Wholesale Grocers.

T. B. ESCOTT & CO.

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

All Up-To-Date Goods.

		PER C/S.			PER C/S.
Pettijohn's Calif. Breakfast Food.	36/2	\$4 00	Quaker Pancake Flour	36/2	\$2 80
Quaker Rolled Oats	36/2	3 80	" S. R. Buckwheat Flour	24/3	3 00
" Farina	24/1	2 00	Corn Meal Grains of Gold ..	10/5	1 40
" Gran. Hominy	10/5	1 40	" " Pure Gold ..	Bbbs.	

... Manufactured by The American Cereal Co. ...

Eastern Agents: **ROSE & LAFLAMME, Montreal.**

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.



Paradise Currants

(In cases of 120 lbs.)

Shrewd Merchants, in many instances, have proved the truth of our statements in last week's GROCER---Others are considering the exceptional value---their orders will arrive later.

Ordinary Currants under this brand would only discredit our reputation as handlers of high-grade fruits---We know this, and have used every care to offer the Trade

The Best Possible Value for their Money.

Paradise Currants are the product of a favored district in Greece, noted for the rich and handsome appearance of its currants; the packing is under the personal supervision of one of Greece's best posted and most influential dealers; and our contract calls for a certain high grade---which we offer our friends at the price of ordinary fruit.

If Your Requirements in this direction are large---the more reason you should handle only the best---Paradise.



W. H. Gillard & Co.

WHOLESALE ONLY

Special values in Japan

HAMILTON, ONT.

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, NOVEMBER 27, 1896

(\$2.00 per Year) No. 48

CHEAPER PARCEL DELIVERY.

By SCOTT MCKERROW.

"Of all inventions, the alphabet and printing press alone excepted, those inventions which abridge distance have done the most for civilization."—Macaulay.

"There be three things which make a nation great and prosperous: A fertile soil, busy workshops, and an easy conveyance for men and goods from place to place."—Bacon.

TRANSPORTATION is a subject which, in all its different phases, is far too great for me to dwell on, so that in my few remarks I shall confine myself to a discussion of the subject as it affects the conveyance of our small packages of merchandise.

Looking backward over the past few decades to the days when "the horseman," with a bundle on his shoulder (as seen in the trade-mark or official label of our express companies), was a probable representation of the express business of the time, and compare it with the Canada Southern's fast train of fourteen or fifteen cars of purely express matter running daily between New York and Chicago, we have something that would astound a Rip Van Winkle to behold.

If we compare that laughable incident in connection with one of Lever's Irish characters, who stole a bundle of letters, seeking value for his master's money, because he had to pay four shillings for a letter, with England's penny postage or the United States two-cent rate of the present day, we cannot help being struck at the marvelous progress our mail system has made both in efficiency and economy.

We have a money order system to-day which is simple, cheap, safe and popular. We have a parcel-post system which permits of our sending bona fide samples of merchandise and patterns at $\frac{1}{4}$ c. per oz.; or merchandise, open to inspection, at 1c. per oz.; closed parcels at $1\frac{1}{4}$ c. per oz., limited to 5 lbs. in weight and 2 ft. x 1 ft. in size.

This is good, as far as it goes, but it does not go far enough, as it is only available for

parcels containing unbreakable merchandise, there being no facilities whatever for the transportation (by mail), of fragile merchandise. Herein we lack, and in this lack our commerce is retarded.

France has to-day a parcel post system whereby parcels of all descriptions, both strong and fragile, are safely transmitted, there being facilities for their proper manipulation and at the same time having no limit as to size or bulk, as bicycles can be sent in this way, having simply sufficient "franks" pasted on tag bearing the address.

Our express companies carry our larger parcels satisfactorily, but there is, and has been, a long-felt want for a cheaper minimum rate by express than the present rate of 25 cents per package.

Under the present rate it is frequently the case to find packages are sent which are not of greater value, often of less value, than the rate charged.

That a less rate than 25 cents minimum charge is needed, and would pay the express companies, is proven by the case which is now being fought out in the courts between the Dominion and Canadian Express Companies and the National Despatch Co.

Some months ago several employes severed their connection with one of the express companies, and, knowing something of the inner workings of the concern, started a company which agreed to accept and forward small packages of merchandise from $\frac{1}{2}$ to 5 lbs. (on which, separately, the minimum charge was 25 cents with the regular companies) at 5, 10, or 15 cents per package, according to number of packages to be sent. Then, sorting these at their office, several small packages were made up into larger parcels and shipped to their destination, where they were redistributed by the agent at that point. In this way the ex-

press company would charge 40 cents for a parcel that probably contained ten or twelve smaller parcels, which had been accepted by the Dispatch Co. at 10 cents each, so that there was good money in it for the new concern.

Whether we get a lower rate on small parcels from the express companies or a better and safer system of parcel post from the Government, as they have it in France, it matters not, as long as we get it.

It will be beneficial to the country dealer as well as consumer, and at the same time be of great benefit to either postal authorities or express companies in the increased volume of business.

With the country merchants there are often goods asked for which are not kept in stock, and owing to their small demand would hardly pay to stock, but for which the city dealer finds a steady trade. In many of these cases with a lower minimum rate, these articles could be procured, but under the present circumstances, with the express charges added, the price becomes prohibitive and the sale is lost.

Through the advertising medium of our press circulating throughout every town and village of the country, as well as using the mails for the distribution of their catalogues and circulars, many of the large retailers of our business centres are establishing what is known to them as a mail order business, and its influence is far-reaching and acutely felt by the smaller dealer.

The way in which this mail order business is cultivated clearly shows how great a value is placed upon it by those who cater for it. It does not require any demonstrating to show wherein the country consumer would benefit by a cheaper express rate, nor is it necessary to show how desirable such a state of affairs would be to our large city stores, who seek a larger market for their goods and who use their influence accordingly.

There are various reasons why the city stores offer better inducements than their

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.

country competitors, but the principal reason is that they buy for cash and sell strictly for cash. Then they do a larger business on about the same capital pro rata, not having any money in the country in book debts tied up. They are satisfied with a smaller margin, and turn their stocks over oftener. But there is no reason why a country merchant cannot meet the city dealer on all these points. He can buy and sell for cash, and what he may not be able to get on account of quantity price, he can make up by cheaper rent and running expenses, as well as freight rates as against express rates on general goods.

That a cheaper minimum express rate is one of the events of the near future no one can doubt. It therefore behooves our country dealer to join the ranks of the army of merchants doing business for cash, from whose ranks there are few, if any desertions. And, as in the case of our prairie fires, smaller ones are built to stop the onward march of such a mighty influence, they would do well to adopt these advanced business methods, and therefore forestall a state of affairs that will be the inevitable result of cheaper rates of transportation.

EASED HIS CONSCIENCE.

"No," said the old storekeeper, sternly, "I will not do it. Never have I sold any thing by false representations, and I will not begin now." For a moment he was silent, and the clerk who stood before him could see that the better nature of his employer was fighting strongly for the right. "No," the old man cried again, "I will not do it. It is an inferior grade of shoe, and I will never pass it off as anything better. Mark it 'A Shoe Fit for a Queen,' and put in the window. A queen does not have to do much walking."

WHAT THE COUNTRY NEEDS.

"What this country needs to develop its business is confidence," said the local politician in the grocery store. "Mr. Briggs,

will you trust me for a fortnight for a barrel of flour?" "No," said the grocer; "my terms are spot cash." "There you have it, gentlemen," exclaimed the local politician. "Mr. Briggs has not the confidence and I have not the flour; consequently he misses an opportunity to do business, and does not sell the flour. It is the spirit he illustrates that compels many men to do whitewashing who otherwise would preach great truths to a waiting world."—Boston Transcript.

A MEAN STOREKEEPER.

"ABOUT the meanest storekeeper I ever traded with," began Farmer Jones, meditatively, "was an old chap named Abe Davis, out at Cranberry Corners. Abe is dead and gone to his reward, so 'twon't do any harm to tell the story.

"One day when I was settlin' up my monthly bill with him, I ran across the following items, of which I had no account.

"Sept. 1. Credit by 25 pounds butter at 20c.....	\$5.00
"Sept. 15. Debit to 25 pounds butter at 30c.....	\$7.50

"When I asked for an explanation, he said:

"'Didn't I ask you the first of September if you had any butter to spare, and you said you reckoned so, and you'd bring in a twenty-five pound crock of it the next time you came?'

"'Mebbe I did,' said I.

"'All right,' said he; 'I knew your word was good for twenty-five pounds of butter, so I give you credit for it on that date. The next time you came in, September 15, I asked you how about that butter, and you said the cows were dryin' up so on their milk you guessed you'd hafter keep the butter for your own use, so I charged it back to you on that date to square up the transaction.'

"'I see you did,' said I, 'but there is a mistake in it, anyhow. You've got the

price 30c. on the debit side and only 20c. on the credit side.'

"'That's all right,' says he; 'the price of butter riz between September 1 and 15. It may seem like quite a jump, but I always buy my butter at wholesale rates and when I sell it, of course, I've got to have the retail prices.'

"I paid this bill without sayin' anything more, but that was the last money he ever got out of me. I didn't mind takin' that butter back, seein' I had never parted with it, but there was 'most too much difference between Abe's wholesale and retail prices to suit me, so I hunted up another store to do my tradin' with after that."—Ex.

TAKE YOUR DISCOUNTS.

There is a sure profit in taking discounts, remarks American Grocer. One of our most successful retailers was obliged to give notes during his first years in business; but now every discount is taken, all purchases being made for net cash. To do this required the concentration of money into the business, until a point was reached where the cash resources were more than enough to buy all goods for cash. Then outside investments were made, but not until that time arrived. Now he feels justified in gratifying his love for horses and in making real estate investments. He found cash a powerful friend; it opened many a door which was closed to credit; it cemented trade friendships and made powerful allies. It will do as much for anyone who will pay the price in self-denial.

Remember that the man who always pays cash is always sought, particularly in times like the present, when money is tight and worth 10 to 12 per cent. per annum.

Save your discounts, even if it does demand rigid self-denial. A man doing a trade of \$30,000 per annum can about save his rent by taking discounts. It is an easy way to offset expenses and make a net profit on the year's business—a sure thing.

TEAS

HILLWATTEE
 DANNAWALLA
 MALLAPORE
 KIJI
 URIBA
 POTMAHOFF
 13
 OLDE LADYE

THEY ARE THE GROCERS'

Gold Mine

LUCAS, STEELE
 & BRISTOL

Wholesale Grocers

HAMILTON

When you are next open for

WHITE CASTILE SOAP

Let us hear from you.

We have just received our first consignment of "**La Comete,**"
 in 3-lb. bars, boxes each 40-lbs. Guaranteed to contain
 60 per cent. Pure Olive Oil.

James Turner & Co., Hamilton

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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HINTS TO BUYERS.

WH. GILLARD & CO. report an extensive sale for their special brand of currants, "Paradise," which are the growth of a district in Greece celebrated for the rich flavor and handsome appearance of its currants.

New Grenoble walnuts are in stock with Davidson & Hay, Ltd.

John Sloan & Co. are handling Delhi pure jam in 7-lb. pails.

A shipment of both haddock and cod is arriving for S. K. Moyer.

Warren Bros. & Co. have a shipment of Rio coffee arriving this week.

S. K. Moyer has a shipment of Valencia oranges arriving next week.

The Davidson & Hay, Ltd., are offering California silver prunes in 25-lb. boxes.

Clemes Bros. have arriving two carloads of Messina lemons, direct shipment.

Perkins, Ince & Co. have a shipment of new season's Hallowe'en dates in stock this week.

The Davidson & Hay, Ltd., are putting "Teacup" Japan tea on the market in 1-lb. packets.

Large orders are being taken for East India pickles, for winter supply, by A. E. Richards & Co.

The Eby, Blain Co., Ltd., are in receipt of a shipment of a car of Griffin & Skelley's California prunes.

"For fine, large, bold currants our 'Campos' re-cleaned, cannot be excelled," say John Sloan & Co.

The Eby, Blain Co., Ltd., have reduced the price of their crushed coffee 2c. per lb., the figure now being 20c.

The Davidson & Hay, Ltd., are showing this week an extra fine Darjeeling tea, which they have just received.

A consignment of new Formigetta almonds and Brazil nuts arrived this week for The Eby, Blain Co., Ltd.

Clemes Bros. received a carload of new season's Persian dates on Thursday, which left Southampton on the 14th inst.

A shipment of new Tarragona almonds arrived this week for the Eby, Blain Co., Ltd.; also a shipment of new Grenoble walnuts.

Some handsome lines of Japans are being shown by W. H. Gillard & Co. In view of the advances in Japan lately they should be good value.

The Eby, Blain Co.'s output of cleaned currants has grown to enormous proportions. They have the "Kalamos," "Morea," and "Royal Vonitsa" brands.

To meet the demand for a 25c. package tea in ½-lb. packages, the Davidson & Hay, Ltd., have decided to introduce this size in their 25c. grade of "Kurma," and at the same time have changed the label of

this grade to the same style as the other and higher grades of "Kurma" tea. The package is handsome and attractive.

L. Chaput, Fils & Cie., Montreal, turned into stock a shipment of several hundred boxes two and three-crown California loose Muscatel raisins.

Southwell's orange marmalade, in 1-lb. glass, 7-lb. tins and 7-lb. pots, just received into stock by Frank Magor & Co., 16 St. John street, Montreal.

The F. F. Dalley Co. say that the demand for their self-rising buckwheat and other flours is on the increase. The company have been forced to treble their machinery to meet the growing demand for their flours, which are giving universal satisfaction.

Keen's spices—cinnamon, cloves, nutmegs, mace, currie powder and Cayenne pepper, in 1-oz. tins, specially packed for Christmas trade by the manufacturers of Keen's mustard. Send for quotations to Frank Magor & Co., 16 St. John street, Montreal.

An increase of over 50 per cent. in one year speaks well for an article in general use. This is the record made in Robinson's patent barley and patent groats, the well-known infants' food, by Frank Magor & Co., Montreal, the Canadian agents.

Of the 26 carloads of fruit for Hamilton ex ss. Bellona, which landed in Montreal recently, 19 carloads (comprising in the neighborhood of 10,000 packages of Mediterranean fruits) were for W. H. Gillard & Co. This firm do an enormous trade in Mediterranean fruits, as will be seen by their heavy importations, several cars being received by the ss. Avlona, which arrived two weeks earlier.

AN AD. FOR LIPTON'S.

Mr. Alured A. Cuninghame, son of the chief engineer and manager of the Montreal Street Railway, has just left for Northern India where he intends beginning life on a tea plantation. He has been for several years in the head office of the Bank of Montreal, at Montreal.

In looking over the advertisements in THE GROCER, while sitting in the office the other day, he read Lipton's tea advertisement.

"This reminds me," he said, "of a clever thing I heard in a leading London theatre when I was over there a few months ago. A maid brought in a cup of tea to a player on the stage. He asked":

"Whose tea is that?"

"Ceylon tea."

"All Ceylon tea is good, but I want"—He bent over her. Their lips met. The audience caught on at once, and the words "Lip-ton's teas," were heard in all parts of the immense audience.

TEA BOOMING.

THE strength of the tea market was fully exemplified recently by the refusal of several Montreal jobbers to sell tea which they bought at 12c. for 13c.; their idea being a profit of 2c. per pound at 14c.

Demand for grades running from 13 to 20c. can hardly be supplied, and Japan teas of the 1895 growth, that were sold at 10c. last May, easily command the inside price to-day. In fact, 13c. has been refused for them, and some holders protest their indifference even to bids of 13¼ to 13½c. per pound. The sharp advances in the United States also since the election are quite likely to add strength to the Canadian situation.

In New York greens have advanced 5c. per pound; Japans, 3c.; Oolongs, 3 to 5c., according to grade, and China Congous, 1½ to 2c. since the election. Reliable reports also state that it is only the scarcity of big blocks of tea at New York and other centres which prevents active speculation south of the line. There is none, because there is nothing to speculate in.

The same scarcity rules proportionately in Canada, there being only two good-sized blocks of Japan teas in first hands on this side the line, and, according to all accounts, there is little prospect of any heavy additional receipts between now and the next crop date. The bulk of one of the blocks here also consists of low-grade 1895, there being no low-grade '96 tea among it, though there are some high-grade growths of this year. If the demand from second hands also is a fair criterion, the stocks on this account are not heavy. In fact, some of the oldest members of the trade state they do not remember as small stocks of tea for 25 years back. The States cannot be depended upon for any appreciable quantity, so that tea is considered a purchase, and the aggregate daily movement is heavy.

Trades amounting to 2,000 Japans at 16 to 18c. and 1,200 blacks at 14½ to 16c., have been among the recent large transactions out of first hands in Montreal. Jardine, Matheson & Co., New York, have sold to Irwin, McBride, Cotherwood & Co. recently 8,500 packages. This lot will certainly be wanted in the States, but even if efforts were made to place some of it in Canada by its new purchasers, the duty of 10 per cent. ad valorem imposed on tea not imported direct, and the freight of at least ½c. per pound, not counting sellers' commissions if they were content to forego them, would handicap it heavily in competition with tea sold direct, by Canadian sales agents.

It will take more than the departmental store to kill a live, up-to-date merchant.

THE TOTAL QUANTITY OF

Malaga Fruit

Imported into Canada this season is far below that of former years. We advise buyers to secure their supply of Malaga fruit now, as the best of this fruit will certainly be entirely absorbed at a very early date. **We can quote you close.**

THE DAVIDSON & HAY, LTD.

Wholesale Grocers

TORONTO

Absolutely Pure . . .

Tillson's Roller Process Buckwheat Flour is not flavored artificially—neither is the Spice of Buckwheat thrown in among three or four low-grade, blended flours, to cover up impurities. It is pure Buckwheat Flour. There can be no better. We stake our reputation on its purity. You can guarantee its quality—And the cost is no greater than the uncertain kind. Quality counts—to us in our reputation; to you in your profits.

From Manufacturer to
Retailer Direct.

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

DO YOU KEEP

Pilkington's Powdered Perfumed Lye

Perfectly Pure.

"BELL BRAND"

Superior to all
Other Brands.

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

Sole Agents in Canada

Bellhouse, Dillon & Co.

47 Wellington Street East

.... TORONTO

30 St. Francois Xavier Street

.... MONTREAL

WINNIPEG RETAILERS DINE.

THE first annual banquet of the Winnipeg Retailers' Association was held in the Leland on the 18th inst., when over two hundred representative men of the "Prairie City" sat down to a magnificent spread.

After justice had been done to the viands provided with lavish hand by Capt. Douglass and prepared in tempting style by his cordon bleu, the tables were cleared, and the intellectual part of the proceedings was introduced. Before announcing the toast list, letters of regret were read from the Lieutenant-Governor, Hon. Thomas Greenway, Hon. J. D. Cameron, Hon. D. H. McMillan, R. J. Whitla, Geo. Ryan and others. The chairman, Mr. C. H. Wilson, expressed his regret that these gentlemen were not able to be present.

The toasts to the Queen, the Governor-General and Lieutenant-Governor were drunk most heartily.

In reply to the toast of the "Dominion Parliament and Local Legislature," Mr. H. J. Macdonald said: "We ought to be proud of our Dominion Parliament, and I think that all Canadians can be proud of those who assemble in Ottawa to transact the business of the country. The present Parliament is not less competent than the one which preceded it. There is a very erroneous idea that the life of an M.P. is a perfect round of pleasure. Members of Parliament have serious responsibility resting upon them. They must not only express the views of their constituents, but they must also think out to clearness the various questions which arise, regarding the affairs of a great country. The western members have an especially arduous task by reason of the extent of their constituencies and the fewness of their numbers." The speaker then went into lengthy discussion of the St. Andrew's rapids question, stating that he believed this work would soon receive the attention of the Government. On behalf of the Local Legislature, Mr. P. C. McIntyre thanked those present for the hearty manner in which the toast had been drunk. He recalled the very small thing Winnipeg was 18 years ago, and noted the advance made since then, and prophesied great things for the future of the city, situated as it is between an El Dorado on the east and an El Dorado on the west.

Rev. Mr. Johnstone then sang "The Highlandman's Toast," receiving a hearty encore.

In announcing the toast to the "Mayor and Council," the chairman said that they had coupled the names of Mayor Jameson and Ald. Craig, because these gentlemen were both retiring members of that body.

Mayor Jameson, in responding, said the

city had outgrown its infancy, and was now in a position to demand those reforms, such as the improvement of St. Andrew's rapids. He referred in generous terms to the work of Ald. Craig.

Mr. Crosby Hopps, at the close of Mayor Jameson's address, sang "The Death of Nelson," and in response to a vociferous encore, "Highland Mary."

Ald. Craig spoke of the last Council and its record. They might say that the Council in its last moments was undertaking improvements. He would say that what was being done was in good faith, and with sincere desire to forward the city's best interests.

Mr. Deegan, vice-chairman, then took the programme, and called upon the company to drink to the toast, "Commercial Interests," coupling with it the names of Messrs. Fowler and Bole.

Mr. Fowler, who is a past president of the association, made a very neat speech.

Mr. Kenneally rendered a solo in an acceptable manner, and, as an encore, gave "The Sweetest Story Ever Told."

Mr. Bole, replying to the toast, said he believed this country was on the eve of a period of unprecedented prosperity—not a boom, but good, substantial prosperity.

"Our Guests," was responded to by four gentlemen. Mr. Matthewson, president of the Board of Trade, was the first to speak. He said that Winnipeg now occupies the proud position of third city of the Dominion. (Cheers.) The business of this country in his fourteen years' experience had never been in such good financial condition as it is to-day. Mr. Georgeson replied on behalf of the Jobbers' Union, an organization whose only endeavor was to make Winnipeg one of the chief jobbing centres of America. He believed that Winnipeg must sometime be the largest city in Canada.

Mr. Horne replied on behalf of the City Travellers' Association. Mr. Appleton, president of the Trades and Labor Council, said the efforts of the organization were to make Winnipeg a Chicago, without its slums and sweat shops.

In reply to "Winnipeg, Its Possibilities," Mr. J. A. M. Aikins spoke of the rapid growth of the city since he had been a resident. He spoke very eloquently, and his remarks were the cause of much laughter and applause.

Mr. Ashdown replied briefly, referring to his experience of twenty-five years in the retail business.

"The Ladies" was well upheld by the secretary of the association, Mr. J. M. Teichman, who spoke very feelingly of the fair sex.

Another song by Mr. Crosby Hopps

proved very enjoyable and was received with long applause.

THE CANADIAN GROCER is indebted to Mr. John Mouat, commission merchant, Winnipeg, for the above report.

INSUFFICIENT CAPITAL.

THE man who starts a store with insufficient savings and fails, winds up by having nothing left, and has to start over again. As a rule, he will find it much harder the second time to accumulate his former savings than it was the first time. As he grows older his habits and wants are more expensive. He wants to dress better, live better, has different companions, who live on a more expensive scale, and his pay does not increase in the same proportion. Hence, he may never be able to save another \$1,000, while, if he had kept on working for wages at first but a few years longer, he would have had the money and experience to become a successful business man.

When a grocer cannot satisfy one creditor his bills are likely to come in epidemics. If he is forced to give a mortgage, all his creditors will know it through the records published in the papers, and they will all curtail their credit. There is only one result to be expected, and that is an early failure.

If the grocer is using credit to the extent of \$1,000, at least one-half of that credit will be cut off at once, as soon as a mortgage is published. The other creditors will press for payment, and hence the grocer will require much more capital after than before, as he will have to buy much for cash. Failure is almost inevitable as soon as a creditor demands money or a mortgage to secure him.

The tendency to go into business with insufficient capital is so strong that it becomes the most fruitful source of business failure. It is quite natural though, and easily explained. The young clerk who has saved \$500 by five years hard work, feels that it may take him another five years of clerkship or more to get \$1,000, which is not even enough to start a store on a good scale. Having heard of a good many others who started in business with a few hundred dollars, using some credit, and getting rich in the end, the young man is apt to be sanguine and hope for similar luck in his case. Though the majority of young men who start in business with insufficient capital fail, there are a few who pull through by good luck, and no one can see why he should not be among the lucky ones. So he takes his chances and gambles with his future.

Young men are nearly always inclined to take roseate visions of their prospects, and that is very often their misfortune. If their first experiment in business is a failure, they may have to suffer for life.

PATRONAGE HANGS ON A THREAD . .

That thread is the customer's satisfaction. Success is sure when the customer's confidence is secured. You'll get the confidence of the public if you supply them with the best goods---our goods. It's not lowness of price that builds business---it's what they get for what they pay that pleases the public. Incidental to the highest quality, we make prices reasonable.

Crown Brand Flavoring Extracts

(Pure and Strong.)

Sold by thousands, used by hundreds of thousands. If your trade calls for extracts, you can't supply a more satisfactory article than these.

Kolacafe

Made by John Mackay & Co., Edinburgh, combines the flavor of the finest coffee and the nourishing extract of the Kola Nut. 5-oz. and 12-oz. bottles.

Crown Brand Club House Cheese

Each jar contains absolutely pure, full-cream cheese. We made sure it was the best we could get before we put our "Crown Brand" on it.

Pleased to quote prices and submit samples.

Essence of Coffee and Chicory

Made by John Mackay & Co., Edinburgh, from the finest coffee and chicory. In 5-oz. and 10-oz. bottles. You'll find it a sure seller.

ROBERT GREIG & CO., - Montreal.

LOOSE MALAGA MUSCATELS.

THE CANADIAN GROCER intimated some weeks ago that the high prices ruling on California loose muscatel raisins would divert the demand to a certain extent to Valencia layers and Malaga fruit. The prediction has been verified in the case of the latter.

Importations of Malaga clusterfruit are customary every season, but not Malaga loose muscatels. This fall, however, for the reason above given, they are being imported. L. Chaput, Fils & Cie., Montreal, have a good-sized consignment on the way, which is expected to compete pretty keenly with the loose California stock. The shipment in question is put up in fifty-pound boxes, which should make it specially acceptable to the trade, especially as they are a new thing on the market this season.

It may be interesting to note in the same connection that California fruit continues as firm as ever on the Coast. Recent trades that have been put through have been on the basis of $3\frac{3}{4}$ c. for 2 crown, $4\frac{1}{2}$ c. for 3 crown and $5\frac{1}{2}$ c. for 4 crown, f.o.b. on the Coast.

HOW TO DEVELOP TRADE.

Dr. D. H. Muir's remarks before the Maritime Board of Trade at St. John had the right ring about them. The problem needing to be grappled with to-day is—how are we to keep our people at home? Times have changed in our little province. Farming, especially in our rural localities, does not pay as it once did. Our young men seek employment elsewhere. Let all newspapers throw open their columns for the discussion of this subject and give an opportunity for throwing out suggestions concerning it. A few crisp snap shots on the question would arouse interest and might be attended with great good. Long evenings are now upon us and a little deep thinking might throw some light and cause some agitation on a matter that deeply affects our welfare as a province.—Truro News.

If business men in other places would do as Dr. Muir himself and the people of Truro have done there would be very few complaints of clever young men deserting the rural localities. The Truro people simply used their heads and "hustled." They developed their local industries. For instance, they found they had good grazing land in the locality, and their cows gave very fine pure milk. They organized a company and condensed the milk to ship to parts of Canada where they could not get the pure article. The result is that they are distributing thousands of dollars annually among the farmers, who are now among the most prosperous in Canada.

The only thing Truro suffers from is too many stores.

Let none of our readers go into the condensed milk business on this tip—the market is already over supplied.

There are hundreds of ways in which localities can increase their revenue and employ more labor if they would but use their brains. There are few places in which intelli-

gent work would not produce a very much greater revenue. When times change men should change with them and not sit whining of the good old times. These should and can be made better days.

AVERAGE YEARLY PRICES OF REFINED SUGAR.

The average price of refined sugar in the United States in 1878 was 8.94 cents. The highest average was reached in 1880, 9.84 cents, and the lowest, 4 cents, in 1894.

The consumption of sugar per capita was 34.3 pounds in 1878, rising to 56.9 pounds in 1886, and falling to 52.8 pounds in 1890, the last year under the tariff law of 1883, and rising to 64.4 pounds in 1894, under the operation of the sugar bounty law and free sugar.

The fall of prices from 9.84 cents in 1881 to 5.66 in 1887 was accompanied by an increase in consumption per capita 8.5 pounds, or, if we may reason that way, and ascribe all the increase in consumption per capita to the fall in prices, the decline of 4.18 cents per lb. induced an increased consumption of 8.5 pounds of sugar per capita.

On the other hand, with the price of sugar at 6 cents in 1890, under the law of 1883, it fell to 4 cents in 1894, under the bounty law, while the consumption per capita rose from 52.8 pounds in 1890 to 66.4 pounds in 1894.

Under the law of 1883, under which the average duty collected on sugar was 2 cents per pound, the consumption per capita increased 8.5 pounds, with a decline in price per pound of 4.8 cents, or an increase in consumption per capita of 2.03 pounds for each cent per pound decline in price.

Under the bounty law of 1890 sugars were free of duty, and the consumption per capita increased 8.5 pounds, in 1894, with a decline in price of 2 cents per pound, or an increase in consumption per capita of 4.25 pounds of sugar for each cent per pound decline in price.—The Louisiana Planter.

AMERICANS AS FRUIT EATERS.

The American people will not eat bananas this year. The fruit importers have discovered this, to their surprise and disgust, and were very much worried at first over the cause. Why have the people given up bananas? they asked, anxiously. New Orleans supplies nearly all the west and south with bananas and other tropical fruit, and is the largest importer in this country. But bananas have sold so badly of late that the importers have cut down the number of vessels running to Central America one half. The American people have not lost their taste for the tropical banana, but the latter has been knocked out by the big apple crop

of the west. With apples at 75c. a barrel the banana has no show, for the average man eats about the same amount of fruit each year, and prefers the cheapest. It is apples this year, to suit the hard times, but it may be bananas next season. So, at least the importers hope.—Harper's Weekly.

INTEGRITY OF GROCERS' ADVERTISING.

I READ an article the other day on advertising which I thought was the best thing of the sort I ever saw, writes T. M. R. in Grocery World. It advised anybody who advertised to make no claim whatever he couldn't substantiate. I applied that to my own experience with grocers, who often advertise in a way calculated to destroy people's confidence. I can in my own experience count up several grocers whom I have left because they slipped up on me through an advertisement.

I know one grocer in my own town who makes a specialty of advertising so many articles to be sold at a cut price at a certain hour. For instance, one day he advertised 100 5-cent bottles of blue to be sold at 9 o'clock on Monday morning at 1 cent. I was there at 10 minutes after 9, and there were only a few people in the store. I am certain that he could not have sold all those 100 in that time, but he said the last one had just been sold.

The next time I made up my mind to trap him. He advertised in advance, and I posted a boy where he could see how many people went in the store. The grocer advertised to sell 100 just as the bluing advertisement did. I got to the store at 15 minutes after 9, and, as usual, the goods were gone. I called to my boy and he told me just twenty-six people had gone in the store since 9 o'clock. It was a trick, and I took my trade away on that account.

I know another grocer who always exaggerates in his advertisements so much that I have lost confidence in him. For instance, in one advertisement, he guaranteed every egg he sold to be fresh, and when I found several stale, he backed out of it, and when I asked him why he didn't stand by his advertisement, he had nothing to say. I then took my trade away.

If advertisers only knew how the people who read their advertisements looked at every such point as these, and how speedily they lose confidence if any claim is found not to have been justified, they would be more careful what they say. My advice to all advertisers is: Say nothing whatever that you cannot substantiate.

Now that the Manitoba school question has been settled "let us to our muttons." In other words, let us to our business.

BRUSHES, BROOMS, AND WOODENWARE

PROGRESSIVE business methods and judicious advertising has resulted in our goods being handled by the leading trade. We sell no goods retail, but look upon every dealer who handles our manufactures as our agent or representative.



Brushes. Our lines are too numerous to enumerate in this page, but our Illustrated Catalogue will tell you everything.

Brooms. We offer a larger variety to select from than any other Manufacturer. We make the finest line of **Carpet Brooms and Bamboo-Handle Brooms, also House Brooms, Kitchen Brooms, Warehouse Brooms, etc.**


Whisks. We have them of all prices and qualities, and are making a particularly fine line suitable for Christmas trade.

Woodenware. We handle exclusively the Newmarket Pails and Tubs, which we guarantee to be the best goods that can be produced in the world.

SPECIAL. To close, prompt, Cash buyers, we offer this week, 1,000 boxes, 5-gross, Clothes Pins, at 46c. per box, net cash, F.O.B. Toronto, in 1 to 10 box lots. Cash or equivalent to be sent with order.

CHAS. BOECKH & SONS

... Manufacturers ...

 **Toronto, Ont.**

Rio Coffee

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

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AN UNTENABLE POSITION.

THE WEEKLY SUN, published in Toronto, opposes the building of a railroad through the Crow's Nest Pass on the ground that there is already (1) a road running from Spokane, the state of Washington, to Rossland, in the Kootenay country, and (2) that steps should not be taken to divert trade from its natural market.

A little of the element of cosmopolitanism is a good thing in national life, for it helps to beget that magnanimity which it is so desirable should exist between nations, and especially those whose borders touch each other.

But, while cosmopolitanism is good as an element, it is not advisable that it should predominate. Where nationalism does not obtain there cannot be a nation.

Canada has, within her borders, the possibilities of a great nation, and her citizens would not be worthy of the name of men were they not zealous for the development of these possibilities.

The construction of a railway through the pass in question is rightly conceived to be a step along the line of national building. Railways are steel bands which bind more closely together distant parts of a country as well as carriers of merchandise.

There is a naturalness here quite as much as in the doctrine laid down by our contemporary.

But, dismissing altogether the national aspect of the matter, commercial interests pure and simple warrant the building of the road through the Crow's Nest Pass.

The people of Rossland and the Kootenay country may be quite willing that they should have as free intercourse as is possible and convenient with the inhabitants to the

south of them, but with a dozen railroads in operation between Spokane and Rossland, there would be none the less need of a line through the Crow's Nest Pass.

Rich as is Rossland and other parts of the Kootenay country in gold and other metals, their development will be seriously handicapped as long as the present system of securing fuel obtains.

In the Crow's Nest Pass are coal measures of anthracite, bituminous and lignite. But while there is coal enough and to spare, right at the door, as it were, of Rossland, Nelson, and other mining centres, yet most of the fuel used at these places is brought some 20,000 miles from Wales via Cape Horn. And what does not come from Wales is brought across the continent from Pennsylvania.

This coal that is lying unused in the Crow's Nest Pass is what the people of Kootenay want, but, as without a railway they cannot get it, they are compelled to pay 50 to 75 per cent. more for this fuel than they would were the desired line built and in operation.

It is true that the barriers that lie between the gold, silver, iron and other mines in the Kootenay country are natural, but it is not a wise man who is deterred from attaining his object because natural barriers are standing between him and it. He would not be accounted a natural man who would be so deterred. And it would be unnatural if the people of Canada did not build the projected line of railway through the Crow's Nest Pass and go up and possess the trade which is theirs naturally.

Let us be cosmopolitan, but we must be something else if we would avoid being nothing.

It is just as necessary that a merchant should be acquainted with what is going on in the commercial world as it is that the commandant of an army should be kept posted as to the movements of the enemy.

HAS CAUSE TO BE THANKFUL.

CANADA had a great deal to be thankful for Thanksgiving Day. We know of no country who had more to be thankful for.

Her grain crops were good, and the prices obtaining for them better than for years.

Her lumber industry is awakening into fresh activity.

Her mineral industry is attracting the attention of the world, and is booming.

Her dairy industry is expanding.

The earnings of her railroads are increasing compared with previous years.

The monthly returns of the chartered

banks and the weekly returns of the clearing houses indicate trade expansion.

The foreign trade of the country, both imports and exports, is growing materially.

What Nature has so bountifully endowed us with it is our duty as Canadians to develop with energy.

A CUSTOMS EVIL.

ONE matter which ought to receive the careful consideration of the Customs Department is that of the ports of entry.

A glance over the Trade and Navigation Returns must convince anyone that a great many places which are now designated ports of entry are little more so than in name, as year after year very little merchandise is passed through them.

In many of these ports of entry the receipts per annum cannot begin to even pay the salaries of the officials stationed there. At a number of these ports the duties collected during the whole year do not aggregate one thousand dollars each, and some, we notice, do not even take in two hundred dollars.

In a country the extent of ours, with the population often greatly scattered, geographical and other conditions may frequently demand the establishment of a port of entry where the revenue-producing capabilities alone would not warrant it. Against this no one can reasonably protest. But these places are the exception and not the rule.

Too often it is not the exigencies of the port that are considered; it is the exigencies of a supporter who is hungry for reward that is the argument which creates the office. Business ethics have seldom anything to do with it.

We are not blaming any one party for this. Both parties are sinners in this respect. A professional politician is a professional politician, whether he be Liberal or Conservative.

The result of the creation of so many sinecure ports of entry is the multiplicity of irregularities in the appraising of similar articles, for comparatively few of the appraisers are competent for the positions which they are in, but which they are not filling. The result of this is no end of annoyance to merchants at different points who are brought into competition with each other. And it is herein that lies the chief evil.

If all the ports of entry cannot be fixed at places at which they will at least "pay for their keep," something practical should at least be done to ensure uniformity in rates of duty, not like it now often is, 25 per cent. on an article at this port and 35 per cent. at another.

THE DOMINION GROCERS' GUILD.

THE Dominion Wholesale Grocers' Guild met in the Board of Trade, Toronto, Tuesday and Wednesday. Mr. W. H. Gillard, Hamilton, was in the chair. Montreal was represented by Messrs. Chaput, Laporte, Carter and Childs, and Mr. Irwin, the secretary; Hamilton by Messrs. Balfour, Turner, Lucas, MacPherson, M.P., and Bristol; Toronto by Messrs. Wm. Ince, Sr., Blain, Warren, Sloan, Eckardt, Hay, Kinnear, Wm. Ince, Jr.; Berlin by Mr. Roos.

Mr. Edgar A. Wills acted as secretary. Letters were read from Kingston, Ottawa, London, Brantford, and Sarnia, regretting that they could not arrange to be represented, but expressing strong sympathy with the work.

The president welcomed the delegates and explained his reason for calling the meeting in Toronto instead of Montreal. He said the guild had not accomplished as much as they desired, but they hoped to eventually do more. However, if the guild did no more than bring the members of the trade together once a year, there would be ample reason for its continued existence. When active competitors met each other personally in a social way they became much more friendly, and business ran along much more smoothly. The ill-feeling and bitterness that existed before the organization of the guilds had disappeared. The Dominion Guild had been the means of materially reducing credits, and there was now no dating ahead in the grocery trade.

Mr. Chaput, speaking for Montreal, was disappointed that the meeting had not been held in their city, and humorously remarked that they felt that it was another encroachment on the rights of Quebec. The Montreal Guild was working harmoniously together. He paid a high tribute to the late Mr. George Childs, their first president, and said he was strongly in favor of maintaining the guild if only for its social features.

SHORTER SELLING TERMS.

A number of important matters were then discussed and an agreement arrived at. These agreements are to be transmitted to each local guild for approval before they are finally adopted. In view of the fact that wholesale grocers are now buying nearly all their goods on shorter terms than they are selling them at it was generally agreed that steps should be taken to shorten the selling terms to conform more with the buying. Eastern guilds have already done so recently in dried fruits, and it is more than likely that all will follow their example.

An important discussion took place on the tobacco question. At present an excise

revenue is collected on both domestic and imported leaf, and manufacturers are not allowed to blend the two. The guild favors the removal of the excise duty entirely and the imposition of an import Customs duty on foreign leaf. This would encourage the growth of tobacco in Canada; in fact, it would give an immense impetus to a domestic industry.

Tariff matters also came in for considerable attention, and resolutions were submitted regarding several items handled by the grocery trade.

Officers were re-elected as follows:

- President—W. H. Gillard, Hamilton.
- Vice-president—Charles Chaput, Montreal.
- Secretary—Edgar A. Wills, Toronto.

Mr. Chaput insisted that Montreal should have the honor of the next meeting of the guild, and this was unanimously assented to.

THE BANQUET.

In the evening the members from outside Toronto were entertained at the National Club by the Toronto Guild. In addition to the names mentioned above, Mr. J. F. Eby, Fred Sloan and Major J. B. MacLean, managing editor of THE GROCER, were present. The dinner was the first public function in the National's new quarters, which are probably the finest of any club in Canada, a condition which is due almost entirely to the indefatigable efforts of the secretary of the guild, Mr. Wills, who is also secretary of the club. The chef was told that the members of the guild were accustomed to the best of everything, and he laid a dinner which has not often been surpassed in Canada. Mr. Ince presided, while Mr. Blain accepted the vice chair.

It was just the hour of 9.30 when Chairman Ince tapped his plate and remarked: "Gentlemen, as I have at my right a gentleman from Hamilton (Mr. Gillard), who desires, like all good and true home men, to return home to-night, we must now take up the toast list in order to enable him to do so. (Laughter.) I have therefore much pleasure in proposing the toast of 'The Queen.'"

After the toast had been responded to in the customary hearty manner, the next proposed was that of "Our Guests from the East and West."

"We thoroughly appreciate," added the chairman after the applause had subsided, "our friends from the east and from the west. I think it is one of the brightest spots in the lives of the whole of us in Toronto when we meet the bright faces of the people from Hamilton in the west and from Montreal in the east. (Applause.) We do not see so much of them as we formerly did, but I hope that in the future we shall see

more of each other than we have in the past." (Hear, hear.)

MR. GILLARD.

Mr. Gillard was the first speaker. He said: "It does not take much to get me to my feet on an occasion like this. It is a great pleasure to meet our friends here. Tonight is not the first occasion on which we have enjoyed the hospitality of the Toronto merchants. If anything, they have to night exceeded all previous efforts in their reception of us. I am very much pleased, indeed, that you have drunk the health of 'Our Friends from the East and West.' I must also thank you for again electing me president of your guild. Mr. Ince, let me say, has been a supporter of the guild ever since it was introduced by the merchants of Hamilton. (Laughter.) Yes, gentlemen, by Hamilton. The conception originated in Hamilton. This is an historical fact. (Renewed laughter.) In Hamilton we are only a small community, but, sirs, we are the leaven that leavens the whole lump. We know one thing, and that is, that we work together as a whole and we look to our friends in Toronto and Montreal as being one with us in promoting the interests of our trade. (Hear, hear.) We can afford to differ in small matters, but when it comes down to vital importance to the trade I think we should be one. Mr. Ince has said that these meetings should be held more frequently. I think so too. (Hear, hear.) The next annual meeting will be held in Montreal. Now, then, suppose you gentlemen in Toronto hold a reception like this every three months, and discuss questions of the day. Of course, it will come high, but it will pay you. (Laughter.) You see you would be able to hold three meetings between this and the next annual gathering."

MR. CHAPUT.

Mr. Chaput, of Montreal, followed, and he was warmly applauded as he rose to speak. He said: "Mr. Chairman and gentlemen, I only wish more of my confreres from Montreal could have been here to enjoy the great hospitality that is always extended to us when we visit Toronto. Mr. Chairman, it is two years since we met last. I hope it will not be two years before we meet again. After all the trouble you have had in organizing this guild, I think it would not be generous on the part of us young men not to—"

Mr. Wills: "Young men!"

Mr. Chaput: "Yes, young men. I say it would be ungenerous if we did not recognize your efforts. As the president has said, we believe that it was in the general interests of the trade that this meeting should have been held in Toronto. But we acquiesced on the condition that the next meeting be held in Montreal. I thank you most cordially for your hospitality and hope that next year we shall have an opportunity of showing you that we too have hospitality in the province of Quebec." (Applause.)

"I rise," said Mr. Gillard, when the applause had spent itself, "to a question of privilege, Mr. Ince remarked a short time ago that I was anxious to get home to night. This is not correct. Let me tell you that I suggested to my confreres from Hamilton that if you would go back with us we would

remain over till to-morrow. This is true. I don't want to go home." (Laughter.)

MR. LAPORTE.

Loud and prolonged applause greeted Mr. Laporte when he arose to speak to the toast. "I should think," he facetiously began, "that you had had enough of my broken English and would have wanted me to keep silence." (Laughter and "No, no.") Continuing, he said: "I feel it is my duty to thank you for the hospitality you have shown, and I do so from the bottom of my heart. It is a royal reception you have accorded us. I certainly feel proud of being a member of this organization. A few years ago when this guild was formed we looked for great results, but if you consider the difficulties which have been in the way we must feel satisfied that the organization has been a great help to the grocery trade of Canada. I think our firm is the youngest in the guild, we having started into business thirty years ago. Nevertheless, I consider it my duty to do my share of work in getting this guild together. (Applause.) When as many of my friends in Montreal as I would have liked to have come up found it impossible to do so, I felt it was my duty to accompany my leader (Mr. Chaput) here, in spite of sickness in my family. (Applause.) I have done my share of the discussion during the day, and while I have differed from some of you, the very fact that Mr. Blain has allowed me to sit at his left is evidence to me that I have made no enemies. (Hear, hear.) Mr. Chairman, I hope that, notwithstanding the number of western merchants which we have with us to-day, we shall have a still larger representation of them at the next annual meeting in Montreal. We have in the Montreal Guild a membership of about fifteen; and if you consider the number you have in Toronto, I am sure we will have, at least, as large a gathering as you have here to-day. I am not, however, so sure that we shall be able to receive you in the royal way you have us to-day. But what is done will be done with the best intention of paying you back for what you have done to-day." (Loud and long applause.)

MR. MACPHERSON.

In response to repeated demands, Mr. MacPherson spoke next. He said: "Mr. Chairman, and gentlemen: I do not feel that I can say anything. The kindness you have shown me has almost deprived me of speech. (Laughter.) Although of late I have not been very closely connected with the grocery trade, my interest in the guild is as great as it ever was. I feel that whether or not we have agreed on questions relating to the tariff changes and other matters, we have agreed on one thing, and that is, good fellowship. We have come to the conclusion that we must keep together as closely as possible, and particularly in the respect that Mr. Hay spoke of to-day, namely, profits. (Laughter.) Whether the members come from Toronto, Montreal or Hamilton, they are fully agreed in the matter of profits. (Hear, hear.) Whatever the resolutions may be that we have passed to-day it must be distinctly understood that we bear no ill-will to any fraternity or community, whether it be manufacturer or otherwise. We are doing primarily what we consider to be our duty as merchants. And if we do this, and at the same time no harm to

manufacturers or any other class, we are doing good work. We must look after ourselves. The manufacturers will look after themselves. (Hear, hear.) The protection that has been accorded us has been of the smallest kind, and therefore I do not think we should have any hesitancy in speaking freely, remembering that we are here to propagate the views of ourselves. We are here to try and make a little money. (Laughter.) We have not in the past been even doing this. While we want a little change, we do not want to injure any community. By getting our heads together we may succeed in getting the new Government to look into affairs and bring about reforms that will be advantageous to all. We want to do the best we can for the community at large. Equal justice to all, and particularly equal justice to the merchants who are represented by the grocery trade." (Laughter.)

Before taking his seat Mr. MacPherson proposed the health of "Toronto and Montreal," and as the toast was being drunk he facetiously added, "We, in Hamilton, always like to take advantage of other people. While we are drinking this toast you are all compelled to keep your seats and enjoy a magnificent thirst."

It is almost needless to say that this sally created much merriment, for none but Hamilton men were on their feet.

MR. WM. INCE.

Mr. W. Ince, sr., was the first to respond. He said that although it was a red-letter day in the history of the trade he could not forget that there was one vacant place. "I refer," he continued, "to our old friend Mr. Childs. (Hear, hear.) We all know the pleasure it was for him to meet with us. His genial manner is greatly missed. It has pleased Providence to take him from a long and useful life, and I trust that he is now enjoying even a better and brighter life than he did down here. We also miss another friend. This is the first time we have met without having Mr. Hebert. We know the interest he takes in the guild, and the heartiness with which he enjoyed the festivities which followed the business meetings. I am very much pleased to know that he is now enjoying better health than he did some time ago, and hope that in the course of time, if he does not return to active business life, that he will be again restored to his friends. I hope that when we go to Montreal we shall see him. It is now twelve years, gentlemen, since the Dominion Guild was organized. On that occasion you did me the high honor of electing me your president. I felt proud of the distinction bestowed upon me, and I have since felt how great a privilege it was to meet with the members of the guild from the east and from the west, and to share in the kindly sympathy and good fellowship which is extended at these meetings towards each other by those who participate in them. I thank you for the great kindness you have shown towards me personally. The seven years during which I occupied the presidency I look back upon as being of the brightest description. We meet here principally for business and I feel assured that good results will follow from our deliberations to-day. The different questions we have discussed will engage our attention for some time. We have with us to-night our esteemed friend from Hamil-

ton who is now one of the representatives of that city in Parliament. (Applause.) I suppose he will be there an exponent of the rights of the grocers. He is not yet a member of the Government, but if his ability is appreciated as it should be, it is only a question of time before he will be. And, if he is not put into the premiership, he should be put pretty high up." (Hear, hear.)

Mr. Chaput: "They will appreciate him in Quebec."

Mr. Ince: "We are sure Mr. MacPherson will see that the grocers get fair play." In closing, Mr. Ince expressed the hope that the present members of the guild would be spared for many years to come to enjoy each other's company, and that those who followed would strive to protect the interests of the grocery trade generally.

MR. BLAIN.

Mr. Blain also responded. He said: "Mr. Chairman, ladies and gentlemen: I always like to speak after my friend Mr. Ince, because he covers the ground so thoroughly that nothing remains for me to say. I thoroughly endorse, sir, what you have said in acknowledging the honor that has been paid to us by the grocers of Hamilton and Montreal. I think no trade can prosper unless there is some sort of sympathetic understanding that they shall do their business on certain lines. I say this guild has been a great benefit to the grocery trade of this country in assisting to increase the standard of business morality, and in inaugurating better business methods. No matter how talented a man may be, he cannot, unaided, do all he would. It is only by associated effort, when combined with individual effort, that we are able to carry out, in their fullest and best sense, those business principles which should guide a great mercantile community such as ours. And in that sense the Grocers' Guild has been of substantial advantage to the business interests of this country. (Loud applause.) We have fixed our terms and have corrected many abuses, irregularities and anomalies that existed in the trade, so that in addition to the benefits that you, sir, have so ably stated, we have established better principles for conducting our business concerns than heretofore existed. I am one of those revolutionists in the grocery trade that believe in striking out boldly and independently of other organizations, yet I am safe in saying that we are never inconsiderate or unmindful of those general business principles which should cover trade and commerce at large. Now we have to perform a very important duty as custodians of the grocery trade of Canada, and as men who are supposed to understand commercial questions, we are naturally looked up to by the people of this country. Consequently we should be able to give deliverances upon those great questions that is impossible to people generally. It is our duty to see that the business interests of Canada are properly protected, and that consumers, manufacturers and distributors are brought closer into harmonious connection with each other, as the condition of the country would warrant. I don't think we should be selfish. We ought to make recommendations to the Government in regard to the tariff, such as would be fair, not only in the estimation of the wholesale grocers of Canada, but also in that of the consuming public on the one hand

and the producing on the other. It is in this respect that our organization will be a benefit chiefly. If we have arrived at that position where we believe that one class has been favored beyond what are the interests of the great body of our people, if we are fair in our conception of what is right between the favored and the consuming public, then I say the great object of our organization has been realized." (Hear, hear.)

By the time Mr. Blain had concluded it was twenty-three minutes past ten, and, as the Hamilton train was due to depart at 10.30 there was a sudden exodus of the delegates from the "Ambitious City." But Mr. Gillard was not among the number.

For the next hour impromptu speeches were in order. Mr. John Sloan said he had been present at every meeting of the guild, except that held in London. He expressed pleasure at seeing the gentlemen from Montreal and Hamilton present, and hoped that the sentiment then in evidence would continue.

After demands made again and again, Mr. Eby quietly arose and laconically remarked: "My partner has done so much talking here to-night that it is not fair I should take up your time. I want to hear Mr. Eckardt."

Mr. Eckardt was compelled ultimately to comply. "I think," he said, "that we are sometimes in the habit of imagining our competitors to be animals ready to eat us up, but I do not think, in looking at the kind and pleasant faces around me, that they are capable of doing such things. We hear a great deal sometimes about what other people are doing in the way of cutting $\frac{1}{2}$ c., but, fortunately, I have got a certain amount of common sense, and I do not believe all these things."

Mr. Kinnear followed. "I have always," he said, "been an advocate of meeting together often. We are behind the times in our local guild. I was glad to hear by the testimony of the Montreal men that they were wise and we were foolish, they having arranged to get a little better profit on their goods. We have heard a great deal to-day about making money. Well, the fact is, that if we meet and look at each other we shall go back to business better satisfied, feeling that what we sometimes hear from travelers and others is not exactly true."

The closing toast was that of "The Secretaries," which was responded to by Messrs. Wills and Irving.

PATNA RICE UP THREE SHILLINGS.

THERE is strong possibility of an appreciation in the price of rice owing to the great strength abroad. Reference was made a fortnight ago to sales of Patna rice in Montreal at an advance. This has been duplicated. A Montreal wholesale house cabled Liverpool on Monday for a quotation on Patna for a grade which cost them 11s. 3d. some time ago. They were asked 14s. 3d., a rise of 3s. It is considered inevitable, if this strength abroad is maintained, that Canadian prices will have to go up. They are now 25c. higher than they were, but are hardly on a parity with this increased cost abroad.

AN APPLE PROBLEM.

ONCE upon a time there were two old men who sat in the market early every morning and sold apples. Each one had thirty apples, and one of the old men sold two for a cent, and the other old man sold three for a cent. In that way the first old man got 15c. for his basket of apples, while the second old man received 10c.; so that together they made 25c. each day. But one day the old apple-man who sold three for a cent was too sick to go to the market, and he asked his neighbor to take his apples and sell them for him. This the other old man very kindly consented to do, and when he got to the market with the two baskets of apples, he said to himself, "I will put all the apples into one basket, for it will be easier than picking them out of two baskets." So he put the sixty apples into one basket, and he said to himself, "Now, if I sell two apples for 1c., and my old friend sells three for 1c., that is the same thing as selling five apples for 2c. Therefore I will sell five for 2c." When he had sold the sixty apples he found he had only 24c., which was right; because there are twelve fives in sixty, and twice twelve are twenty-four. But if the other old man had been there, and each one had sold his apples separately, they would have received 25c. Now, how is that explained?—St. Nicholas for November.

THE DANGER OF THE "SURE THING."

Every intelligent merchant should, and doubtless does, find encouragement as well as pleasure in the fact that the "sure thing" is losing its power to draw money out of the legitimate channels of trade, remarks Inter-State Grocer. The "sure thing" is bad enough when money is plenty and business is rushing, but it is almost fatal when every effort and dollar is required to make trade ventures safe.

The "sure thing"—and this is its most dangerous attribute—appears in multitudinous shapes and guises. Sometimes it may be the share in a new railway, at another the stock is a new mine, at another the shares in a new insurance company, and so on. As the business man is supposed to have the most ready money, he is the most urgently solicited, and he is ready to take the chances frequently, as the records show. It would be neither possible nor wise to estimate the sums that have been taken out of trade to invest in outside and speculative ventures, but they are far from insignificant.

It is not the actual drain that the "sure thing" makes upon the capital of the tradesman that hurts as much as the weakening effect it has upon his methods and

energy. He ceases to be so attentive to business because he has buoyed himself up to believe that his "sure thing" will render his attention to business unnecessary very soon. It is needless to mention results. They are before us constantly. Still the "sure thing" will always exist, and the speculative merchant will scorch his fingers if not burn his business in days to come as in days past. The speculative merchant is losing his hold, however, and therefore the "sure thing" may lose some of its power.

THE SUGAR BOUNTIES.

The extent to which British sugar refiners are handicapped by foreign bounties, and particularly by the French system, is known in a vague sort of way, but some figures that have just been supplied illustrate the point to a degree which, we should think, will astonish the English consumer. Ten years ago the bounty rose to £7 10s. a ton. It subsequently declined to the present £3 10s., and now French makers are appealing to the sympathetic ears of M. Meline for an additional grant of 25 francs per ton, on the ground that they cannot hold their own against the producers of other countries. During the ten years it appears that France has disbursed no less than £21,592,500 in sugar bounties; a pretty present to the purchasers of French sugars in other lands, but a prodigious haul out of the pockets of French tax-payers. And yet French refiners, like Oliver Twist, are still asking for more.—Grocers' Journal, London.

SULTANA RAISINS IN NEW YORK.

From the beginning of the season to date the importations of Sultanas have amounted to 131,000 boxes, which is said to be the bulk, if not all, of the stock we shall receive this year, there being nothing afloat or loading for this market at present, as far as is known here. Last year the receipts from the commencement of the season to Nov. 18th were 155,000 boxes, the crop being an unusually large one, but for the corresponding period in 1894 the imports were only 90,000 boxes. For the whole of last season the receipts amounted to 290,000 boxes, and in the season of 1894-95 we imported about 240,000 boxes, so that at present it looks as though the supply this season would fall very much below the average for the three years. The reported shortage in the Valencia raisin output is also expected to help the market for Sultanas.—N.Y. Journal of Commerce.

A merchant should aim to possess the goodwill of his competitors as well as that of his customers.

HE CUTS BUSINESS.

I DON'T believe any large advertiser ever cut off his advertising without finding that he cut off his business at the same time, says Charles Austin Bates. If he is spending money foolishly, he may cut down his appropriation 25, or even in some cases 50 per cent., and still do the same amount of business.

I have known businesses where the advertising appropriation was cut down 50 per cent. and the business increased. I think there are a great many opportunities for just this sort of thing in America to-day. There is a great deal of money foolishly spent in advertising.

Money is spent injudiciously. Men go into the wrong papers. Sometimes they go into the right papers the wrong way. Sometimes they spend too little in one paper and too much in another. There are all sorts of ways of making mistakes in doing advertising, and it is not to be expected that a man who is harassed and worried by a thousand other details of the business will be able to go on forever without making mistakes.

The chances are against the business man's being able to do his advertising without spending a good deal of money for which he gets no adequate return. He gives people advertisements to get rid of them, or to keep them from "roasting" his business. He goes into programmes because the canvasser is a customer of the house. He does all sorts of things that are not advertising, and charges them to the advertising account.

A "POME."

JUST a little dollar, on its mission sent, makes a lot of people glad each time the coin is spent. You pay it to the butcher, for meat to give you strength; he takes it to the grocer man from whom it goes at length, some pretty bit of cloth or lace his better half to buy, or helps to get a winter hat to make her rival sigh. The dry goods man sends on the coin to pay his market bill, and though the coin is often spent, it stays a dollar still; and every time 'tis spent at home, some act of good is done in "booming" local industries, ere setting of the sun.

But if you take that shining coin and break the local chain, the chances are that from afar 'twill not return again. If once it passes out of town, the butcher and the baker, the grocer and the dry goods man, the cook, the undertaker, the carpenter, the carriage-wright, the blacksmith, everyone, will lose the chance to touch that coin ere setting of the sun.

Just keep that little coin at home, just keep it moving well, and every time it

changes hands somebody's goods t'will sell. That single little dollar hath thus a wondrous power to make somebody better a dozen times an hour. It pays the bill and wards off ill, and ne'er its power relaxes to soothe the doctor and buy coal and pay for clothes and taxes.—New England Grocer.

"A LITTLE NONSENSE NOW AND THEN—"

A GROCER named Sam Smith, from a country place, according to an exchange, visited a large wholesale house and ordered a quantity of goods. He was politely received, and one of the principals showed him over the establishment. On reaching the fourth floor the customer saw a speaking-tube on the wall—the first he had ever seen.

"What is that?" he asked.

"Oh, that is a speaking-tube; it is a great convenience. We can talk with it to the clerks on the first floor without taking the trouble of going downstairs."

"Can they hear anything that you say through it?"

"Yes, and they can reply."

"You don't say so! May I talk through it?"

"Certainly."

The visitor put his mouth to the tube and asked:

"Are Sam Smith's goods packed yet?"

The people in the office supposed it was the salesman who had asked the question, and in a moment the distinct reply came back:

"No; we have not packed them yet. We are awaiting a telegram from his town. He looks like a slippery customer."

FIRST NEW NUTS.

The first receipts of new crop nuts are now on the way to Montreal houses. Rose & Laflamme have advices of a shipment of Grenoble walnuts, shelled walnuts, Marbots and Cornes of the 1896 crop. This is the earliest shipment of new nuts, being made by A. Dufour & Co., Bordeaux, and they are expected to arrive between the 10th and 15th December.

WESTERN APPLES TO SIBERIA.

A shipment of American apples was made recently from Tacoma, Wash., to Siberia. The shipment comprised 31 cases of apples, the pioneer shipment of this fruit from Washington State to Siberia. They were put up in small kegs about the size of a nail keg and in tubs, all of which were perfectly air-tight.

PERSONAL MENTION.

Mr. Smellie, of Brown, Smellie & Co., general merchants, Binscarth, Man., was in Toronto this week. He reports that there was about two feet of snow on the ground when he left home. Crops, he said, north of Binscarth and in the vicinity of Russell were heavy.

ADDITIONAL HINTS TO BUYERS.

The Eby, Blain Co., Ltd., have received a shipment of Batger's peels and "Non-pareil" jellies.

The Eby, Blain Co., Ltd., report a shipment of Bendorp's Royal Dutch cocoa.

Another shipment of "Orient" tea is just to hand at the Eby, Blain Co.'s, Ltd.

The F. F. Dalley Co. say that the sale of "Gem" stove paste is continually on the increase. They have not reached carload lots to any customer yet, but they are selling a good many gross lots just the same, which they find is better for the merchant when he buys it in lots suitable to the consumption. Their stove paste, they say, is not affected by the frost.

T. B. Escott & Co., London, are giving a magnificent framed reproduction of a famous oil painting of a scene in "Othello and Desdemona," with every case of "Grand Mogul" tea.

AN EXPLANATION.

Editor GROCER:

SIR,—In the issue of your valuable journal received to-day, you say "J. E. Hills, grocer, Halifax, has transferred business to M. E. Hills." While this is true in substance, yet the manner in which it is stated is misleading, and is liable to be misconstrued. The fact, is that on the death of Mr. R. J. Sweet, wholesale grocer, (which was noted in your issue of 9th October), I formed a partnership with his bookkeeper, Mr. G. Foster, and we are continuing the business under the firm name of R. J. Sweet & Co. I then disposed of my retail business to M. E. Hills as stated, but the two items should appear together in order to avoid any wrong inference which might be drawn.

In conclusion, let me express my hearty appreciation of your excellent paper.

Yours truly,

JOHN E. HILLS.

Halifax, Nov. 14.

IODINE FROM SEAWEED.

It is well known that enormous quantities of seaweed containing iodine are gathered along the coasts of Japan, says The Chemist and Druggist, and were it not for the fact that the manufacture of iodine from kelp is scarcely profitable, in view of the competition of the Chilean product, Japan would, no doubt, be one of the principal iodine producing countries. In fact, even under the present circumstances, Japanese iodine and iodides find a market locally, and have even been seen in Europe in commercial quantities. A proposal has now been made to the Japanese Government by certain native chemists that the Customs duty on iodine and iodides in Japan should be increased to such an extent as to enable the Japanese industry to be self-supporting.

Robert Greig & Co.'s new "Crown" brand club house cheese is giving great satisfaction. Send for a free sample.



Science in a Pickle

That is, a pickle manufactured on a sound scientific principle, containing those delicious palate-tickling requisites, which make it by long odds the finest article of its kind put up, and incomparably superior to all others—

Gillard's New Pickle
Gillard's New Sauce

Packed 2 dozen in a case,
 Single case lots, \$3.40
 5 case lots, \$3.30.

A most delicious relish, prepared only from the finest Eastern and English vegetables and spices.

Single dozen lots, \$1 75; barrel lots of 12 dozen, \$1.60.

SOLD BY ALL WHOLESALE GROCERS IN CANADA

GILLARD & CO. MAKERS LONDON, ENGLAND.

Maclaren's Imperial Cheese . . .

There is no doubt about its being the best. Competent judges have declared it superior to any other cheese in the world, and you can easily test it yourself as compared with any other Canadian or American cheese.

We are now shipping to all parts of the world.

A. F. MACLAREN & CO., Toronto.



Thanksgiving Pies

Will soon be engaging the attention of housekeepers all over Canada. There isn't better filling to be had anywhere than

WETHEY'S CONDENSED MINCE MEAT . . . It is wholesome and delicious, is easily prepared and will keep any length of time.

You will find it all right in every way.

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

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

HERE is a fair volume of business doing, but the easier feeling which characterises the outside sugar market has had a somewhat depressing effect upon the local sugar market, causing a falling off in the demand, although not affecting quotations. Canned goods remain in much about the same position as a week ago, the demand being light. Coffees are in good demand. A fair trade is reported in syrups and molasses. The position of the tea market continues strong, but taking it all round the volume of business has not been large during the past few days. Foreign dried fruits are in good demand, and, generally speaking, firm in price. A good demand is to be noted for nuts. Oranges are scarce and higher. Payments are just fair.

CANNED GOODS.

There has been no material change in the situation. The demand for canned vegetables is merely moderate. Prices, particularly of tomatoes, are still being firmly held by the packers. The situation, as far as coho salmon is concerned, is, if anything, firmer, there having been a further cancellation of orders by the packers. A shortage is now confidently looked for. We quote best brands: 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," \$1.37 1/2 to \$1.40; "Maple Leaf," \$1.37 1/2 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.

Locally the demand is good. The market, which has been a little easier, is now steadier again, particularly on Maracaibo and Santos kinds. 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 22 1/2c.; Java, 25 to 35c.; Mocha, 27 1/2 to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

SYRUPS.

Some unusually nice values are being offered by the refineries in good medium syrups, but they are not attracting many buyers. Wholesalers report a fair demand. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3 1/4c. per lb.

MOLASSES.

The demand is fair. The primary markets are steady and higher prices are looked for. 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 outside markets have again declined.

Raws are 1/4c. lower in New York, and so are yellows, but in granulated the drop is only 1/8c. Locally there has been no change. The demand is light, but it is anticipated that as soon as the shipments which were made in order to secure the advantages of the summer rates of freight have been used up a revival in business will come. The lowest price quoted by the refineries for yellows is 3 1/4c., but notwithstanding this, some wholesale houses are selling this kind lower, as our quotations show. We quote: Granulated, \$4 to \$4.10, and yellows at \$3.20 to \$3.75.

SPICES.

The spice men report a fair trade in seasonable spices, with prices steady and unchanged. 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, ETC.

Trade in this line is quiet and devoid of special feature. We quote: Standard "B," 3 1/2 to 3 3/4c.; imported Japan, 5 1/4 to 5 3/4c.; tapioca, 3 1/4 to 4 1/2c.; sago, 3 1/2c.

NUTS.

The demand is good for all kinds of nuts and particularly Grenobles. Brazil nuts are firm. The second shipment of Estrine & Co.'s brand of Grenoble walnuts has arrived. We quote: Brazil nuts, 11 to 12 1/2c.; Sicily shelled almonds, 25 to 26c.; Valencia shelled almonds, 22c.; Tarragona almonds, 12 to 13 1/2c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12 1/2c.; Marbot

FRUIT

Now is the time for making money, by giving nice, fresh, clean FRUIT to your customers.

Try one of our
"STEEL BRUSH"
up-to-date FRUIT
CLEANERS.

WALTER WOODS & CO.

HAMILTON

La Fayette's
Cigarettes
Are up-to-date
Give them a trial
5 cents

IMITATION

is the Sincerest Flattery.

"SALADA"

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, as we do.

P. C. LARKIN & CO.

WHOLESALE AGENTS

25 Front St. East, - - - TORONTO
218 St. Paul St., - - - MONTREAL
15 Niagara St., - - - BUFFALO

DON'T OVERLOOK

the fact, that your customers want

"SURPRISE SOAP"



THE ST. CROIX SOAP MFG CO.

ST. STEPHEN, N. B.

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

walnuts, 11 to 12c.; Bordeaux walnuts, 9c.; Sicily filberts, 8 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.

The tea market generally rules strong. A further advance of 3c. in Young Hysons was cabled from China at the close of last week, and locally there are practically no teas of this description in first hands. Japan teas of low and medium grades are sought after, but holders' views are above those of the buyers, and, consequently, there are not many transactions. Both Indian and Ceylon teas are reported firmer in London. On the local market Ceylon teas are being the most sought after, and particularly good liquoring teas of about 8d. 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 currant market has remained steady since the recent decline, bids by Toronto importers that it was thought would find acceptance having been refused by shippers in Denia. The demand locally continues active, and a feature of the market is the good business that is being experienced in cleaned fruit. We quote: Provincials, 4½

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.

There is no change in the position which Valencia raisins have occupied during the past few weeks. All kinds are scarce, and the little fruit that is still in the primary market is being held at figures above the parity of those at which the retailers are now buying from the wholesalers. We quote: Off-stalk, 5¼ to 5½c.; fine off-stalk, 5¾ to 6c.; selected, 6¼ to 7c.; layers, 7¼ to 7½c.

California loose muscatel raisins on the Coast are still in active demand, and shippers are disinclined to quote for the Canadian market. Agents in Toronto have, however, consummated a few sales during the past week at full prices. The first shipment of loose muscatel raisins which arrived on the local market this season are pretty well cleaned up, but the second shipment is due here about the end of the present week. We still quote 7½ to 8½c. for 3 and 4-crown respectively.

A few transactions in California prunes have been made during the past week. Figures obtained on the large sizes are about 1c. higher than last year, on the medium sizes a trifle higher, and on the smaller sizes the price is a little lower than a year ago. This apparent anomaly is explained by the fact that the fruit this season is running smaller than last year. The quantity of the crop, however, is fully as large as that of a year ago.

Malaga raisins are in good demand, with stocks locally light. 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.

In figs there has been a good demand on the spot. Some of the arrivals are rather inferior in quality and would not be safe to hold over. 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.

The first shipment of new season's Persian dates arrived on the Toronto market Thursday, and a good many of them were sold to arrive. There was a carload in the shipment which only left Southampton on the 14th inst. They are being quoted, net figures, at 6¼ to 6½c. for Sairs and 7¼ to 7½c. for Hallowees.

GREEN FRUIT.

Oranges are scarcer and dearer. On account of the unsatisfactory results as to price received in Canada and the United States, packers of Jamaica oranges have decided for the time being to send no more shipments. Valencia oranges are, however, expected to arrive shortly, when lower prices than those now quoted will rule. Lemons, too, are scarce and higher. Bananas are higher and in good demand. Pineapples are still arriving on the market. Cranberries are a little firmer for good dry, hard stock, while soft kinds are easier. Apples

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Edwardsburg Starches
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Kettle-rendered Lard of best quality.

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DATES

Carload just received.

Also

NEW GRENOBLE WALNUTS
NEW ALMONDS
NEW MESSINA LEMONS

CLEMES BROS.

51 Front St. East, TORONTO

are a little firmer in the English market, but there is no improvement to be noted on the local market. Quinces are about done. We quote as follows: Oranges—Jamaicas and Mexicans, \$4 to \$4.25 per box. Lemons—Messinas, \$5.50 to \$6 per box; coconuts, \$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, 65 to 70c. per 80 lb. bag for Danvers and \$1 per crate for Spanish; Cape Cod cranberries, \$6.50 to \$7 for fancy dark, and \$3.50 to \$4 for soft; Canadian cranberries, \$5 to \$6 per bbl.; quinces, 20 to 30c. per basket, and \$2.75 to \$5.50 per barrel; pineapples, 10 to 30c. each; bananas, \$1.40 to \$1.75 per bunch.; Almeria grapes, \$6 to \$7 per keg.

BUTTER AND CHEESE.

BUTTER—There is no change. There is not much good butter coming forward, and that is the only kind for which there is a demand. We quote as follows: 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 a little unsettled feeling, owing largely to the culls, etc., which are being pushed on the local market. Early makes of good quality, which are about cleaned out, are quoted at 10 to 10½c., and September at 10½ to 11c.

COUNTRY PRODUCE.

BEANS—We hear of transactions at 65c. delivered in Toronto for good stock. The jobbing price for good hand-picked beans is from 75 to 85c.

DRIED APPLES—A little is being done in a jobbing way at 2¾c. per lb.

EVAPORATED APPLES—Jobbers are holding at 3¾ to 4c., but there is practically nothing doing.

EGGS—Demand is fair, supplies light, and prices a little stiffer. We quote: Fresh gathered, 17 to 18c.; limed, 14c.; cold stored and held, 15 to 16c.

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—Dull and unchanged with sales at 30c. per bag in carload lots on track, and 37½ to 40c. out of store delivered.

POULTRY—Receipts moderate for this time of the year, and offerings have been pretty well cleaned up. We quote: Chickens, 20 to 40c. per pair.; turkeys are 6 to 8c. per lb.; geese, 4½ to 5½c. per lb., and ducks, 40 to 55c. per pair.

PROVISIONS AND DRESSED HOGS.

The demand continues good for smoked meats and long clear bacon, although the supply of fresh meats now tends to interfere with the sale of the former. Dressed hogs have been offering freely, and prices are lower. Farmers' loads are quoted at \$4 to

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HYGIENIC COCOA
ROYAL NAVY CHOCOLATE
and **FAMOUS BLEND COFFEE**

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also have on hand full lines of

Japan, Congou, Indian, Ceylon
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Samples and particulars on application.
Wholesale supplied only.

"SHIPPERS ATTENTION"

Reference—Bradstreet's.

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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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.

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\$4.50 for heavy and light hogs respectively, and carload lots at \$4.60 to \$4.65 for select weights, and \$4.10 to \$4.20 for heavy 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.

FISH AND OYSTERS.

The fish market is still quiet and oysters have experienced another decline. We quote: Pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, \$5.75 to \$6 per bbl. and \$2.50 to \$2.75 per half-bbl.; boneless cod, 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, 50 to 75c. per 100; haddock, 5c. per lb.; steak cod, 6c. per lb. Oysters are quoted at \$1.20 to \$1.25 for standards, and \$1.65 for New York counts.

SALT.

Trade is good and prices unchanged. 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—Deliveries on the local market are light, and quotations are lower than a week ago. We quote: White wheat, 86 to 87c.; red, 85 to 86c.; goose, 65 to 65½c.; oats, 21 to 23c.; peas, 45 to 46c.

FLOUR—Market is dull, buyers holding off. We quote in carloads on track, Toronto: Manitoba patents, \$5.30; Manitoba strong bakers', \$4.90; Ontario patents, \$4.75 to \$5.25; straight roller, \$4.50, Toronto freights.

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.

BALED HAY—Offerings are liberal and prices weaker. We quote: \$10.50 for No. 1.

SEEDS.

The market is dull. Alsike is quoted at 6 to 9c. per lb., according to quality. Red clover, \$5 to \$5.50 per bushel, and timothy \$1.25 to \$1.50.

HIDES, SKINS AND WOOL.

HIDES—Are unchanged, with cured quoted at 8 to 8¼c. Dealers pay 7½c. for No. 1, 6½c. for No. 2, and 5½c. for No. 3.

CALFSKINS—Market is dull at 6 to 7c. for No. 1 and 5c. for No. 2. Sheep and lamb-skins, 70 to 80c.

WOOL—The market is unchanged. Dealers are paying 20 to 21c. for combing fleece, but offerings are limited. Pulled supers are 20 to 21c., and extras, at 22 to 22½c.

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.

Bananas are dearer.

Glucose is a little lower.

Sugar is weaker in New York.

Another advance has taken place in oranges.

Good, dry, hard cranberries are scarce and dearer.

New season's Persian dates reached the Toronto market on Thursday.

A further advance in Young Hysons of equal to 3c. per lb. has been cabled from China.

P. L. Mason & Co. are advised of the arrival of the second shipment of Estrine & Co.'s Grenoble walnuts.

The new size in Kolacafe (5-oz. bottle) is proving a popular 15c. line, say Robert Greig & Co.

Mackay's new essence of coffee and chicory, in 5-oz. and 10-oz. bottles, is a good seller.

QUEBEC MARKETS.

MONTREAL, Nov. 26, 1896.

GROCERIES.

THE grocery market exhibits a fair degree of activity. This is the case in refined sugar, though the price of the staple is unchanged in spite of the fact that stocks are light. Syrups are quiet, and round lots of molasses have been shaded, but the jobbing range is unaltered. Spices and rice continue firm outside, and the spot prices are apt to hold strong for this reason. Coffees are dull and heavy, but the tea market is in a very firm position. Dried fruit is in the same position, and stocks in wholesale grocers' hands here are not as well assorted as usual. Only a few new nuts are on hand. The first shipment will be here about the first of December.

SUGAR.

There is a good demand for this staple, but the fact has not affected spot values, though it helps to maintain the recent firmness in values at the refineries here. In fact, the enquiry is above the average for the season of the year and stocks are not allowed to accumulate in first hands. The scarcity of yellows continues, there being both active demand for current wants and orders for future delivery. Prices on the latter are firm at 3¼ to 3¾c., as to quality, while jobbers have ceased to shade on granulated, asking this week 4 1-16c. on 10-bbl. lots and 4½c. in smaller quantities.

SYRUPS.

Business in syrups continues quiet, demand being confined to small quantities, while prices are steady. We quote 1¼c. per lb., and 22 to 35c. per gallon, as to grade.

MOLASSES.

With ample stocks, the easy feeling in molasses continues, and round lots have been offered this week at ¼ to ½c. per gallon cut, some 50 puncheons of Barbadoes selling at 27c., and similar lots of Porto Rico at 27½c. In a small way prices are unchanged at 30 to 31c.

RICE.

The advancing tendency of rice outside continues, but though local prices have been advanced somewhat, there is still

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Grenoble Walnuts
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CEYLON TEA

½ and 1-lb. packages. Retails at 30c., 40c., 50c., 60c.,
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First in Flavor.
First in Quality.
First in the Hearts of
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Figs

Natural Figs in boxes
Commadra Figs in tapnets
Malaga Figs in tapnets
Finest Eleme Layer Figs, 5^{s.} 10^{s.} 28^{s.}



INCREASING WEEK BY WEEK

The demand for Chase & Sanborn's Famous "Seal" Brand Java and Mocha Coffee--- This is the most satisfactory blend of Coffee on the market—Once tried, always asked for—Pays you a good profit—Try a sample case.

THE EBY, BLAIN COMPANY LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - CANADA

margin for appreciation. We now quote: 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.

The demand for spices continues good, and with the colder weather it is apt to be maintained. Outside advices continue firm, but spot values are unchanged. We quote: 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.

Demand continues slow for coffee, but there is no further change in prices. 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 tea market has been quiet this week, more from the fact that stocks are firmly held than lack of demand. The feeling among holders is as firm as ever. Both commission men and wholesale agree that all the tea here will be wanted before the receipt of any of next season's crop, and at full 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.

With no supplies of Valencia raisins in first hands here, and wholesale grocers' stocks far from well assorted, prices are held firm all round, positively no supplies being obtainable under the prices given below, and all grades are scarce. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

The strength in California raisins is as marked as ever and wholesale houses here are experiencing some difficulty in getting their orders filled. In fact, only a few carloads have been booked lately, and it would cost at the least 6¼c. to lay down any 2-crown fruit on this market. Accordingly jobbers are not filling orders for this grade under 6½c. this week and the higher grades are correspondingly firm. We quote: 2-crown, 6½c.; 3-crown, 7 to 7½c., and 4-crown, 8 to 8½c.

Sultana raisins are firm and unchanged at 8 to 12c. as to grade.

The same remarks apply to Malaga stock, which range from \$1.50 to \$4, according to quality.

The firm feeling in currants is unchanged while demand is fair. We quote: Provincials, bbls., 4c.; half-bbls., 4¼c.; cases, 4¾c.; half-cases, 4½c.; Filiatras, ditto; Patras, 5½ to 6c., and Vostizzas, 6½ to 8c.

Prunes are firm with a fair demand. French were received this week and sell up to 15c. We quote: French 5 to 15c., as to grade; Austrian, 5¾ to 7c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c.

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.

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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.

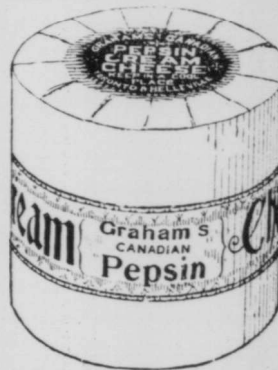
Every can full weight and guaranteed.

Order GOLDEN Haddies from your Wholesaler.

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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

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And at BELLEVILLE, ONT.

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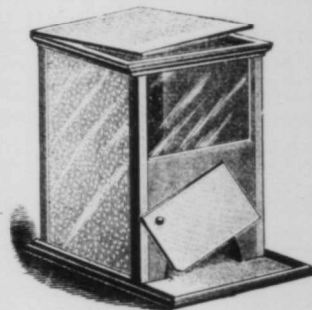
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Saratoga Potato

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Grocers sell them.

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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.

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BEARDSLEY'S SHREDDED CODFISH

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

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LONG CLEAR BACON
BREAKFAST BACON
BACKS AND ROLLS

Write for Quotations

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 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.

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 32 WEST MARKET STREET
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GEORGE McWILLIAM. FRANK EVERIST.
 TELEPHONE 645.

McWILLIAM & EVERIST
 GENERAL FRUIT
 Commission Merchants
 25 and 27 Church street,
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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

for 50 to 60's.; 8 to 9c. for 60 to 70's., and 7 to 8c. for 70 to 80's.

New figs are steady at 9½ to 15c., and dates, 5 to 7c., as to grade.

NUTS.

There is no change in these. The only crop on the market are the shelled Valencia almonds referred to last week. We quote: New Valencia shelled almonds, 18 to 20c.; filberts, 8 to 9c.; pecans, 8 to 12c.; peanuts, 8 to 10c.; Grenoble walnuts, 12 to 15c.; shelled walnuts, 20 to 22c.; shelled peanuts, 9 to 10c.; cocoanuts, \$5 per 100.

CANNED GOODS.

There has been a fair demand for canned goods this week, and prices in all lines of vegetables are held steady. In fact, some offers of tomatoes made this week call for an advance on previous rates, and jobbers are asking higher prices for these fruit this week. 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.

GREEN FRUIT.

There has been a rather firmer feeling in Jamaica oranges, about 50c. per bbl. advance being asked. Lemons remain unchanged, while offerings of cranberries have been largely increased. Bananas are quiet and Spanish onions are held firm. We quote: Jamaica oranges, \$5.50 to \$6; 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 is without change locally, but demand is very dull. We quote \$1 to \$1.50 per bbl.

COUNTRY PRODUCE.

EGGS—The egg market is firm and unchanged at 14 to 14½c. for candled, and 20 to 22c. for new laid.

BEANS—An advance of 10c. has been established in beans, which are now quoted at 80 to 85c.

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

We Can Sell

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

WM. RYAN & 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.

PURE LARD

TUBS PAILS

"MAPLE LEAF BRAND"

D. GUNN, BROS. & CO.
 TORONTO.

Goods in Season

FINNAN HADDIES
 OYSTERS
 JAMAICA ORANGES

CRANBERRIES
 JERSEY SWEET POTATOES
 AND CHESTNUTS

Hugh Walker & Son

GUELPH, ONT.

HONEY—Rules dull and rather easy at 10c. in the comb and 8 to 8½c. for extracted.

POTATOES—The range on these is unaltered at 35 to 40c., as to grade.

DRIED APPLES—Receipts of evaporated apples have been considerable this week, and prices have declined in consequence to 4 to 4½c. per pound, while dried are unchanged at 3 to 3½c.

ONIONS—Canadian red onions sell at \$1.25 per bbl., and yellows, \$1.30 to \$1.35 per bbl.

BALED HAY—Without change. We quote: No. 1, \$10.50 to \$11, and No. 2, \$9 to \$9.50.

DRESSED HOGS—Receipts of these are light, and prices range from \$4.75 to \$5 per 100 pounds.

PROVISIONS.

This market continues quiet and without any important change to note. The demand for all lines is limited and trade is of a jobbing character. 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.

FLOUR, MEAL AND FEED.

The flour market continues firm and quite a fair movement was noted on export account for the last steamers from this port. We quote: Winter wheat, \$4.90 to \$5.10; spring wheat, patents, \$5.20 to \$5.30; straight roller, \$4.40 to \$4.65; straight roller, bags, \$2.10 to \$2.25; extra bags, \$1.75 to \$1.85; Manitoba strong bakers', \$4.50 to \$5.

The tone of the oatmeal market is stronger and prices have advanced 20c. per barrel, owing to the small offerings. We quote: Standard, bbls., \$3.50 to \$3.60; granulated, bbls., \$3.60 to \$3.70; rolled oats, bbls., \$3.50 to \$3.60; rolled oats, per bag, \$1.75 to \$1.80.

The demand for feed was fair and the market rules moderately active and steady. We quote: Bran, \$9.50 to \$10.50; shorts, \$11 to \$12; moultrie, \$15 to \$16.

CHEESE AND BUTTER.

Cheese continues dull. The tail end of the fall make in the province of Quebec is being cleaned up at 9 to 9¼c., and finest grades are held purely nominal.

Creamery butter is dull with a distinctly lower tendency at 18¾ to 19c., which is a decline of ½c.

MONTREAL NOTES.

The price of oatmeal has advanced 20c. per bbl. this week.

The first large shipments of new nuts are expected here about the 10th of December.

The inside jobbing price for granulated sugar this week is 4½c., nothing under a 10-barrel lot being available for less money.

There are no more Young Hyson teas available on this market at 12c., the best price now for ordinary jobbing lots being 13c.

Some fresh samples of California prunes were received by a commission man here

OUR STANDPOINT

In pushing our biscuits we admit there are already excellent brands on the market. We nevertheless have solid practical reasons for considering that

JAMIESON'S BISCUITS

are better, and this view is being convincingly confirmed by daily extensive and extending demands—the true touchstone of merit.

THE MANUFACTURER - R. E. JAMIESON, OTTAWA

this week. They were of the smaller sizes, and the equivalent of 5 to 5½c. was asked for them.

Last quotations from Demia on Valencia raisins via New York were 17s. 6d. for off-stalk, 19s. 6d. for fine off-stalk, 23s. 6d. for selected, and 25s. 6d. for layers.

HALIFAX TRADE GOSSIP.

THE cold weather has stimulated trade in many lines, and the week has witnessed quite an active movement. P. E. Island produce is much in evidence. On Saturday last nearly a dozen vessels arrived, and the market is well supplied. A large quantity is going into warehouse, while sales from vessels remain brisk at 28 to 30c. for potatoes and 30 to 32c. for oats.

The market is well supplied with poultry of all kinds, and prices are low, turkeys retailing at 12c. per lb., chickens and fowls at 40 to 45c. per pair, and geese from 60 to 75c. each.

Dressed hogs are coming in freely, and sell at 4½ to 5c. The price on P. E. Island is 3½ to 4½c.

Eggs are scarce, and bring all the way from 14 to 20c. per dozen.

Good creamery butter is in demand at 19 to 21c. per bbl.

Cheese is quoted at 9½ to 10c. for September.

The flour market is steady, but a fair volume of trade. Ogilvie's Hungarian patent is quoted at \$5.75; Ontario 70 p.c. patents at \$4.85; Ontario, 90 p.c. patents at \$4.70; Ontario patent straight at \$4.60, and extras at \$4.25. A. O. Hastings, representing the Lake of the Woods Milling Co., who was

here this week, reports a splendid trade in New Brunswick and Nova Scotia.

The refinery reports a fair movement in sugars. Yellows are steady at 3¼ to 3½c., and jobbers are asking 4½c. for granulated. A decline is looked for in sympathy with New York.

The fish market remains active. Some large cargoes of dry cod have been received from St. Pierre and Cape Breton ports. Three cargoes were received this week from Gaspé coast. Hard cod is unchanged, but the tendency is upward. Salmon remain scarce. Mackerel are not in heavy demand.

Green fruit is in good supply, large consignments having been received from Boston on Sunday night's boat. Apples have suffered somewhat in price, recent sales on this market being from \$1.10 to \$2.25.

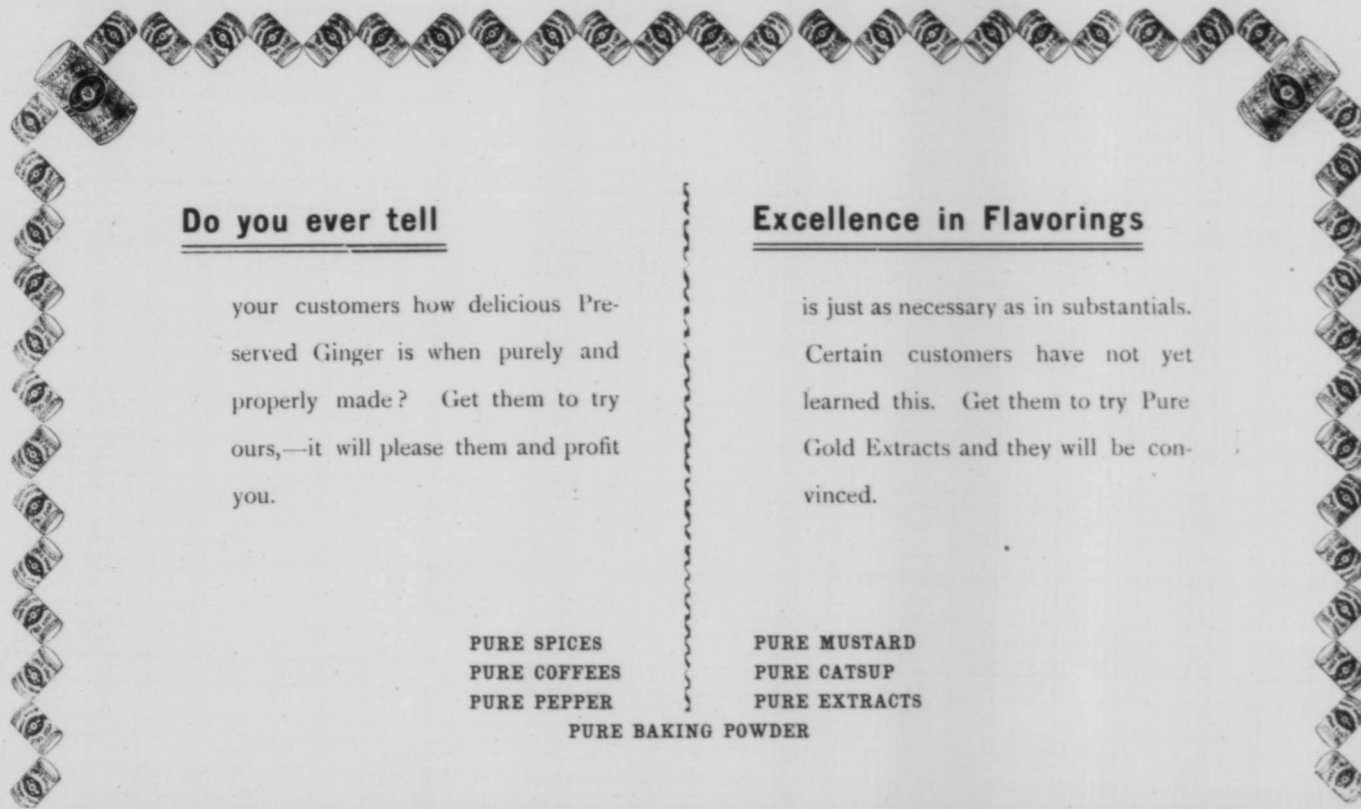
Molasses is in fair demand for shore trade. Quotations are about: Fancy Demerara, 33c.; fancy Porto Rico, 33c.; choice Porto Rico, 31c. Low grades run as low as 24c.

Dried fruits are in good demand at previous quotations.

P. E. Island mess pork is quoted at \$15, but this is an outside figure.

Bent, Brightly & Page is the name of a new commission firm which has opened here, having taken the extensive premises formerly occupied by Seeton & Mitchell. They handle all kinds of produce.

"Crown" brand flavoring extracts are maintaining their position with the trade. Robert Greig & Co. report largely increased sales over former seasons.



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 substantials. Certain customers have not yet learned this. Get them to try Pure Gold Extracts and they will be convinced.

- | | |
|--------------------|---------------|
| 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.

NEW BRUNSWICK MARKETS.
OFFICE OF THE CANADIAN GROCER.
ST. JOHN, N.B., Nov. 26, 1896.

THE week has shown little of particular interest. Merchants are busy shipping their fall orders. The manufacturers of sausages have been having a war here, and the price has been driven down as low as 5c. per lb. Hops, which for some time past have been so very low, have taken a big jump, being now quoted one hundred per cent. higher than the lowest price at which they were bought here. Quite large stocks are held here considering demand is not heavy, one house holding a car load. Already notices of goods in large quantities for export are being received. It is a matter of the greatest disappointment that the improved accommodations will not be ready through unforeseen circumstances for this winter's business. However, we will be in a better position than last year.

OIL.—There is no change in prices, though movement is large. Value of empty barrels is about 5c. lower than for some time. Movement in lubricating oil is light, but this is one of the largest weeks in burning oil as contracts are made for shipment between first of August and last of November, between which dates buyers are protected

against decline. We quote: Best American, 21c.; best Canadian, 19 1/4 c.; prime, 15 1/4 c.

SALT.—There is now a fair stock of salt to hand, and with direct Liverpool steamers coming weekly there is no danger of further shortage. Very low freights are sometimes quoted on salt, as vessels like to get it for ballast. One merchant, speaking to THE GROCER, said he had once been paid a bonus per ton by a steamer bringing a quantity to Boston. The sale of fine this season has been smaller than usual. 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.; cartoons, \$2 per case of 2 doz.; Canadian fine, \$1.

CANNED GOODS.—The general tone is firmer. Those who bought corn at the lowest price are making a good profit, much better than usual on corn, peas and tomatoes at this season. Corned beef is firm, and sliced beef has also been advanced, but the sale at this season is almost nothing. Salmon is not held as firm as earlier, but stocks are not large; there are still one or two cars to arrive. We quote: Corn, 65 to 75c.; peas, 65 to 70c.; tomatoes, 70 to 75c.;

gallon apples, \$1.80 to \$1.90; 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; pineapples, \$2.25 to \$2.65; salmon, \$1.30 to \$1.40; lobsters, \$2.20; 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.

DRIED FRUIT.—Raisins are held firm owing to light stocks, as well as that prices from first hands are higher. California 3-crown loose muscatel raisins would cost 1 1/2 c. more to land than when the bulk of those here were bought. Sackage cleaned currants are rather higher; demand is very large. Stock of currants not large, and dealers cannot replace except at higher figures. Prunes move slow. New dates not yet to hand. There is some enquiry for evaporated apples, while price is very low; sellers west will not shade and the feeling is rather in favor of some advance. Dried are not salable. Onions are still sold low. We quote: Valencias, 5 1/2 to 6c.; California L.M. 3-crown, 6 3/4 to 7c.; London layers, \$1.60 to \$2.05; currants, cases, 4 1/4 to 5c.; bbls., 4 1/4 to 4 1/2 c.; cartoons,

cleaned, $6\frac{3}{4}$ to $7\frac{1}{2}$ c.; bulk, cleaned, $5\frac{1}{2}$ to $6\frac{1}{2}$ c.; prunes, boxes, $5\frac{1}{2}$ to 6c.; dates, $4\frac{1}{2}$ c.; dried apples, 3c.; evaporated apples, 5 to $5\frac{1}{2}$ c.; Canadian onions, \$2; cocoanuts, \$4 to \$4.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7 to $7\frac{1}{2}$ c.; citron peel, 16 to 17c.; orange and lemon, 12 to 13c.; Valencia layers, $6\frac{1}{2}$ to 7c.; California 4-crown L.M. raisins, $7\frac{3}{4}$ to 8c.; Imperial cabinets, \$2; Dehesas, \$2.50 to \$3.25.

GREEN FRUIT—The sale is rather better, owing to holiday demand beginning. In apples there is no improvement. Prices are very low. Owing to large quantities brought from Ontario to the northern part of our province, our shippers here have noted a much smaller demand from there than usual. Valencia oranges will be here next week. Prices will be quite firm and high. The market is still well supplied with West Indies. Cape Cod berries show a quiet demand owing to the large quantities of native berries. Grapes are high and quite firm. Bananas have no sale. We quote: Lemons, \$4.50 to \$5; oranges, \$5 to \$6; apples, \$1 to \$1.75 per bbl.; keg grapes, \$6 to \$6.50; cranberries, Cape Cod, \$4 to \$6 per bbl.; bog cranberries, native, \$4.50 to \$5.

DAIRY PRODUCE—Butter is coming in freely and moves slow owing to quality. When good, that is extra, a good price can be procured, but the quality of poor prevents high prices. Creameries should be much more careful of the butter they send to market if they expect outside prices. Of late the grocer has heard a number of complaints and took pains to find out if they were well founded. In a number of cases the butter was far from choice. Eggs keep tending upward and show good demand. Cheese shows little change, but feeling is firm and stock light. We quote: Dairy butter, 17 to 20c.; new creamery, prints, 22c.; do., tubs, 20 to 21c. Cheese, 10 to $10\frac{1}{2}$ c. Eggs 18 to 19c.

SUGAR—The feeling is a rather uncertain one. While some refineries have made a slight advance, the feeling here is not more than steady. There is quite a stock now here. Sales have been quite large. We quote: Granulated, 4 to $4\frac{1}{8}$ c.; yellows, $3\frac{1}{8}$ to $3\frac{1}{2}$ c.; Paris lump, 6c.; powdered, $5\frac{3}{4}$ to 6c.

MOLASSES—The feeling in West India goods is rather firmer and large quantities have been moving this week. Late buyers are getting their winter stocks. In New Orleans the feeling is rather easier and qualities of samples offered rather better. A car was placed here this week. These goods continue to gain ground. 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.

FISH—While demand has been quite active it is now much quieter. Prices have held very firm and in pickled fish have had upward tendency, supply appearing ample and demand easing off. There is a rather easier feeling. While the supply of the largest herring has been small, the cheaper qualities have turned out rather better than usual. Smoked continue to hold their value. Shad are also firm, stock being light. We quote: Large cod, \$3.25 to \$3.50; medium, \$2.85 to \$3; pollock, \$1.20 to \$1.25; bay herring, \$1.40 to \$1.50 per half-bbl.; smoked, 7 to 8c.; shad, half-bbl., \$5 to \$5.50; boneless, $2\frac{1}{2}$ to 8c.; Yarmouth, 4c.; bloaters, 60 to 70c. per box; kippered, \$1 per box; Barrington herring, \$3 to \$3.25 per bbl.; mackerel, \$18 per bbl.

PROVISIONS—Sales have been quite active. Pork shows no improvement in price. Some clear pork is now being put up by our local porkmen as well as mess. One of our packers has, during the season, imported from the west quite a large number of live hogs. We quote: Clear pork, \$13.50 to \$14; mess, \$13 to \$13.50; plate beef, \$12 to \$13; hams, 11 to 12c.; rolls, $7\frac{1}{2}$ to 8c.; pure lard, tubs, 8 to $8\frac{1}{2}$ c.; compound, $6\frac{1}{2}$ to $7\frac{1}{2}$ c.

FLOUR, FEED AND MEAL—There has at last been a stop in the advance in flour by local dealers, but feeling is firm. Demand is hardly as active. In oatmeal there is another slight advance; holders have made a large profit and feeling is very firm. Oats seem rather easier, as stocks have been pretty well bought. Cornmeal is still a large sale, having a very marked effect on the sale of feed. Beans are rather easier this week; a car was reported bought within ten cents of the lowest price. Stocks of barley are light. Western grey buckwheat is being sold lower this season than usual, but still much higher than the native, which is almost all yellow. The grey is much preferred. We quote: Manitoba flour, \$5.75 to \$5.80; best Ontario, \$5 to \$5.10; medium, \$4.70 to \$4.80; oatmeal, \$3.75 to \$3.80; cornmeal, \$2 to

\$2.10; middlings, car lots, in bulk, \$14 to \$15; bran, do., do., \$13 to \$14; hand-picked beans, \$1.10; prime, \$1; oats, 34c.; hay, \$12 to \$13; barley, \$3; round peas, \$1.15; split peas, \$3.10 to \$3.25; yellow eye beans, \$1.50; buckwheat meal, \$1.20 to \$1.25; grey, \$1.75 to \$2.00.

ST. JOHN NOTES.

Steamer Campania on her last trip from P. E. Island to Montreal, took 1,100 bbls. oysters, together with other freight.

Nova Scotia shippers are taking up space promptly in the direct Liverpool steamers for the shipment of large quantities of apples; also in direct steamers to London and Glasgow.

James Hamm, of Hamm's grocery, is in trouble, having suspended payment. He did a large business in oats and feed. He has made an offer of 20 per cent.

There is a case in our courts this week in which our grocers are quite interested, one large wholesale house claiming that another interfered with their rights in regard to a private brand of tea. Damage is claimed of \$5,000.

Large shipments of potatoes are going forward to the West Indies, not only by regular steamer, but by sailing vessel. A schooner is taking 5,000 bushels from Moncton, and a Digby firm have engaged to ship 1,000 bushels to Havana.

Mr. John Ransford and Mr. Coleman, of the Canada Salt Association, were introduced to the trade here this week by the representative of the association here, Mr. J. Hunter White. They were much pleased with their visit. Arrangements were made which, they expect, will very much increase their trade.

The estate of H. G. Babcock, Campobello, has paid its last dividend, which made the amount received by the creditors 100 cents on the dollar. Liabilities were \$840. Expenses of closing, \$41. The assignee was H. Jackson, also of Campobello. The assets were not eaten up by costs and expenses, as is so often the case.

ENAMELLED MEASURES

In $\frac{1}{2}$ 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

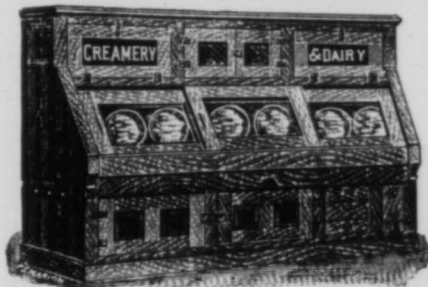
THERE ARE OTHERS, BUT,
**WHITE
 MOSS
 BRAND
 COCOANUT**

is the **BEST** on the market to-day.

Canadian Cocoanut Co.
 (J. Albert McLean, Prop.)

MONTREAL

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

The **Club
 Coffee**



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

Ewing, Herron & Co.
 Coffee and Spices
Montreal.

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

Mince Meat

Carefully prepared from the best known English recipe. Purest ingredients mixed in the right proportions and properly seasoned.

Put up in pails of 7-lb., 14-lb., 28-lb.

Write for Quotations.

T. A. LYTLE & CO.
 Vinegar Manufacturers

TORONTO

SELL . . .

"KINCORA"

CEYLON

For Strength and Flavor.

JOHN SLOAN & CO.

45 Front Street E.

TORONTO

Full Lines

FIGS . . .

NUTS . .

RAISINS

For Xmas trade. Lowest prices.

WARREN BROS. & CO.

35 and 37 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

**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

BUY
**Ivory Bar
 Soap**

THE BEST MADE

**Grenoble
 Walnuts**

CHOICEST QUALITY.

PERKINS, INCE & Co.

TORONTO.

TRADE CHAT.

HUGH WALKER, who has been in the grocery business in Guelph for the past 39 years, has retired. William Gay has purchased the business.

In France 4,000,000 tons of potatoes are annually used in the manufacture of starch and alcohol.

The following collectors of Customs have been appointed: Mr. R. O. Fish, Berlin; Mr. Alex. Brownlee, Barrie; Mr. J. H. Fraser, Wallaceburg.

W. E. & C. Stanley, of Lucan, have contracted to supply five carloads of turkeys, two cars to go to Quebec and three to Manitoba. It will take about 10,000 birds.

The new butter market building at Hamilton was opened to the farmers and public on Saturday. It was found to have several serious faults in arrangement, which will have to be rectified.

The Dominion Government's Tariff Commission will be in London on December 3. The arrangements for the sessions have been left entirely in the hands of the secretary of the Board of Trade.

S. B. Morris recently shipped from Rodney 3,000 bushels of beans, making the largest shipment ever made in one day. He reports having shipped over 16,000 bushels within 30 days, paying as high as 65 cents.

A large departmental store will be established in London at an early date by outside capitalists. They have taken the four new stores recently erected on the north side of Dundas street by Mr. Benjamin Higgins.

A goodly number of the merchants of Three Rivers are beginning to wake up to the promiscuous mixing up of the various lines of business, and some are asking that a tax be imposed on each line of commerce.

For instance, so much on furs, so much on dry goods, on groceries, on tobacco, cigars and pipes. They hope that by this means better supplies will be on hand and less cutting in prices.

"Sir," said an irate little man of about four feet eleven inches, to a six-foot man, "I would have you know, sir, that I have been well brought up." "Possibly," was the answer, "but you have not been brought up far."—Tid-Bits.

It is said that President Dillon, of the Travelers' Association, will drop out this year, having served two terms. Prospective candidates are hardly talked about yet, but there will probably be a contest. The nominations take place early next month.—Advertiser, London.

Japan has long been sending agents to different parts of European Russia to establish trade relations with Japan. Arrangements are now being made for the establishment of a direct line of steamers between Japan and the Black Sea.

Mr. Suter, commercial traveler for Christie, Brown & Co., Toronto, had a narrow escape from instant death at the Grand Trunk Railway station, Welland, a few days ago. Mr. Suter, who was alighting from the train, missed his footing and was thrown against the platform, having his head cut badly and bruising his body. He is now at the Dexter House under the doctor's care and will, no doubt, be all right in a few days.

During the first six months of this year the exports of frozen meat from New Zealand were 78,702,167 pounds, or at the rate of about 157,000,000 pounds per annum. Compared with the preceding year's (128,039,522 pounds) and with those of earlier years, this is a considerable advance. Of beef there was exported 1,817,801 pounds

for the half year, which is an increase of something like 750,000 pounds on the preceding half year's output.

T. A. Rowat & Co., grocers, who have been doing business at 228 Dundas street, London, for several years, have moved to 234 Dundas street, just three doors east of their old premises. The new place has been furnished in an up-to-date manner, and will present a handsome appearance when everything in stock has its regular location. Rowat & Co. have always carried as fine a stock of groceries, teas, etc., as can be found in any store in Western Ontario, and have the credit of keeping nothing but what is of the most reliable character and quality.

HE IS NO LONGER A BACHELOR.

At St. James' Church, Seaforth, on Wednesday, 18th inst., Wm. Casey, of the firm of Casey & Co., grocers, Seaforth, led to the altar Miss Mary Melady, only daughter of the late Thomas Melady, of Hibbert. The ceremony was performed by Rev. Father Kealy, of Irishtown, in the absence of the resident pastor, who is confined to his house through illness. After the ceremony was over, the happy couple, along with a number of invited guests, drove to the bride's mother's, where a sumptuous spread was partaken of.

"BAGGED" THEIR FELLOW EMPLOYEE.

A pleasing event took place last Saturday, when the staff of the Davidson & Hay, Ltd., presented Mr. Floyd Brown, who is leaving for the United States, with a handsome traveling bag as a slight mark of the high esteem in which he is held by his fellow employees, who one and all wish him hearty success in his new field.

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.

FEATURES IN RAISINS.

THE imports of Malaga raisins from the beginning of the season to date are larger than in any year with one exception since California became a factor in the market, the increase in market being more than 100 per cent. compared with 1875 and four hundred per cent. greater than in 1894. The largest importation during the past decade was in the year marking its beginning, when the receipts for the season were 270,000 boxes. From that time until 1893 there was a steady decrease each year in the arrivals, as will be seen by the following table:

Boxes		Boxes.	
1887	270,000	1892	32,000
1888	96,000	1893	52,000
1889	98,000	1894	10,000
1890	55,000	1895	23,000
1891	32,000	1896	47,000

It may be interesting, as showing the effect of the introduction of California raisins upon the trade in Malagas, that for the two years preceding 1887 the imports of the latter were 551,000 and 468,000 boxes respectively. The increased receipts this year are due chiefly to the expectations of shippers in Malaga that a most favorable market would be offered in this country because of the reported failure of the California crop. As has been shown, that crop was not as short as the early reports indicated, but was small enough to allow of a

larger outlet for Malagas than had been offered in several years. The quality of the Malaga raisins this year is said to be exceptionally fine as compared with that of several seasons past, which was a decided improvement, it is said, on the average quality of the stock received before buyers began to give preference to the California fruit. Prices this year are comparatively low.

The demand for California raisins, which has been very active this fall, particularly from country buyers, who have understood for some time that there were to be no general consignments of current crop, has subsided. Distributors everywhere seem to be pretty well supplied, and while orders for 50 and 100-box lots are still coming from buyers, who have found as the holiday season approaches they have underestimated their requirements, there are no calls for carloads. However, the firm tone of the market has been maintained, and as stocks have been pretty well moved out from the Coast, no decline in prices is looked for until after the holidays at least.—N.Y. Journal of Commerce.

IS NOW A WHOLESALER.

Mr. G. G. Steele, grocer, St. Thomas, has disposed of his business there and has purchased the wholesale fruit business of J.

R. Shuttleworth, London. Mr. Steele has had considerable experience in the fruit business, and, by paying strict attention to business, will no doubt not only hold the trade established by Mr. Shuttleworth but extend it.

THE CANADIAN GROCER wishes Mr. Steele prosperity in the fruit business.

TRAVELERS' MUTUAL BENEFIT SOCIETY.

At the quarterly meeting of the Commercial Travelers' Mutual Benefit Society, held in London on Saturday, the following officers were elected for the ensuing year: President, Mr. T. P. Blackwell, re-elected; 1st vice-president, Mr. R. W. Coates, re-elected; 2nd vice-president, Mr. J. M. Logan; treasurer, Mr. W. L. Underwood. Directors—For London, Messrs. John H. Glass, C. W. Nicholls, Alf. Russell, E. R. C. Struthers, F. H. Crabb, Joseph Pocock, J. W. Pennock, W. H. Mohan, M. F. Irwin, T. H. McCurdy; for Toronto, Messrs. F. W. Heath, R. H. Greene, Frank W. Grew; Chatham, Mr. A. E. Merritt; Stratford, Mr. Jas. Dow; Woodstock, Mr. R. G. Bickerton; Hamilton, Mr. A. W. Robertson; Windsor, Mr. Jas. F. Smyth; Ingersoll, Mr. R. H. Cotter; New Hamburg, Mr. J. Ratz; Aylmer, Mr. R. G. B. Moore; Winnipeg, Mr. F. Morton Morse and Mr. T. H. Slater; Oshawa, Mr. E. O. Felt; Sarnia, Mr. Wm. Storey; Brantford, Mr. M. Wilbie. Mr. Alf. Robinson is the permanent secretary.

FIGS ♦ FIGS

Now is your time to get the Finest Figs imported. We have just received from Messrs. Mainetty & Co., Smyrna—

- 20 cases 24 x 16 lb. boxes beautiful Layer Figs.
- 5 cases 42 x 10 lb. boxes Nec Plus Ultra.
- 5 cases 400 x 14 oz. boxes Choicest Figs.
- 5 cases 440 x 12 oz. boxes Choicest Figs.
- 50 boxes 25 lbs. each Choice Large Smyrna Figs.
- 50 boxes 50 lbs. each Choice Large Smyrna Figs.
- 100 bags 50 lbs. each Fine Natural Figs.

Do not forget that we have some Pinard's Prunes left (27½-lb. boxes). They are as fine as in bottles. Brands—AA 40's, A 50's, B 60's. Do not buy without asking for our prices on all fruits. Our stock is large and well assorted.

L. CHAPUT, FILS & CIE. - MONTREAL

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.

THE SLIME ON FISHES.

A FISH just taken from the water, if handled, is found to be slippery and coated with slime. All fishes, the meanest and the noblest, killifish and shark, shad, salmon and trout, wear this slime, says The New York Sun. They could not exist without it.

The slime is secreted usually in a continuous series of ducts with numerous openings, arranged in a line extending along the side of the fish. Some fishes have one line on a side, some have five or six. The lines may be plainly visible, and in some cases appear to be a marking on the fish. More often they are not observable at all. Some fishes store this secretion in pores distributed over the whole surface of the body, the larger number, however, in pores in lateral lines. There are also pores for the secretion of mucus, or slime, in the fish's head.

The slime is exuded through the divisions between the scales to the outward part of the body over which it spreads, forming a sort of outer skin or covering, transparent, and having elasticity and tenacity, and often considerable body. It would not be remarkable for a fair-sized fish, say a fish of two pounds weight, to have a coating of slime a thirty-second of an inch in thickness. Fishes vary greatly in the amount of slime which they secrete; the eel will suggest itself as one that is very slimy.

The fish's slimy coating reduces its fric-

tion when in motion and helps to increase its speed. It aids in protecting the scales from injury, being of sufficient substance to serve in some measure as a cushion. The slimy covering makes the fish hard to hold, and so enables it the more readily to escape from its enemies. It is sometimes repugnant to other fishes, which are repelled by its odor. It is the slime from the fishes handled that makes the angler "smell fishy," as the expression goes.

A most important function of the fish's slimy coating is to protect it from the attacks of fungus, a form of plant life found in all waters, salt and fresh, including the purest. The slime covers the entire exterior surface of the fish, including the fins. Fungus does not attach to the slime, but if the fish were to be injured so that there was upon it some spot uncovered by the slime, upon that spot some minute fragment of fungus, so small as to be scarcely more than visible, would be likely to lodge. Once lodged, the fungus is reproduced very fast.

Fish sometimes recover from attacks of fungus, but much more often they do not. The fungus displaces the skin, inflammation is set up, and the place attacked becomes practically a sore. With its continued growth the fungus may cover the side of the fish and extend over the gills and finally kill it.

The post-office, known as Sutherland's Corners, has been changed to Cairo.

A NOVEL ADVERTISEMENT.

A splendid monument of Pierre Cabochard, grocer, stands in a conspicuous position in the cemetery of Pere la Chaise. It bears a pathetic inscription ending:

"His inconsolable widow dedicates this monument to his memory, and continues the same business at the old place, 162 Rue Mouffetard."

A gentleman had the curiosity to call at the address given, says Tit-Bits.

"I came to see the widow Cabochard," said the caller.

"Well, sir, here she is," said the man.

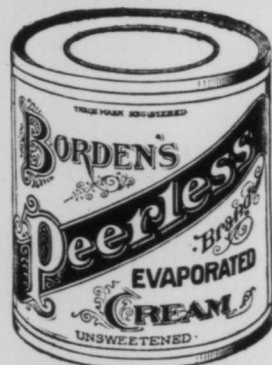
"I beg pardon," said the gentleman, "but I wish to see the lady herself."

"Sir," was the answer, "I am the widow Cabochard."

"I don't exactly understand," quoth the visitor. "I allude to the relict of the late Pierre Cabochard, whose monument I saw yesterday at Pere la Chaise."

"I see, I see," was the smiling rejoinder. "Allow me to inform you that Pierre Cabochard is a myth, and therefore never had a wife. The tomb you admired cost me a good deal of money; and, though no one was buried there, it proves a first-rate advertisement, and I have had no cause to regret the expense. What can I sell you in the way of groceries?"

Borden's Peerless Brand Evaporated Cream



ABSOLUTELY PURE

Is pure milk reduced to the consistency of cream, light in color, natural in flavor.

It cannot be compared with any unsweetened milk or evaporated cream heretofore offered.

It is not dark in color.

It does not thicken with age.

It does not spoil.

It is not disagreeable in flavor.

Prepared and Guaranteed by the

New York Condensed Milk Company

Send for particulars to

For quotations see price columns.

F. W. HUDSON & CO.

Selling Agents.....

TORONTO

Our Latest Importations

Include a shipment of Wines and Brandy—the prices are very reasonable—the quality is the best. Write us whenever you want the best in the grocery line at the lowest prices.

WINES

A fine lot of Mass Wines, Ports, Sherries, etc. You need these goods for your holiday trade. You can't do better in price or quality.

BRANDY

The success of P. Richard's Brandy is assured. Its sale is rapidly increasing. Send in your order and keep up with the popular demand.

Laporte, Martin & Cie. 72-78 St. Peter Street. **Montreal**



An... Enthusiastic Endorsement

always follows the purchase of CARR & Co's FANCY BISCUITS. Their fifty years success with the public has never been equalled.

Since they were first produced they have maintained the favor of Her Majesty Queen Victoria.

"Cafe Noir" is especially a favorite. Try a sample order.

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

Do Not Make Any Mistake



DALLEY'S
ROYAL
HYGIENIC
SELF-RISING
BUCKWHEAT FLOUR

is the very finest made. This flour will make the nicest, sweetest Pancakes you ever ate. They are put up in two sizes, 2½ pounds and five pounds, packed in cases, all ready for use. No Yeast or Baking Powder needed. Full directions with each package. Sold by all wholesale grocers, and

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

Millers,

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 & Co.
Kingston: W. G. Craig & Co.
Hamilton: Balfour & Co.
London: A. M. Smith & Co.
Sarnia: T. Kenny & Co.
Winnipeg: Sutherland & Campbell



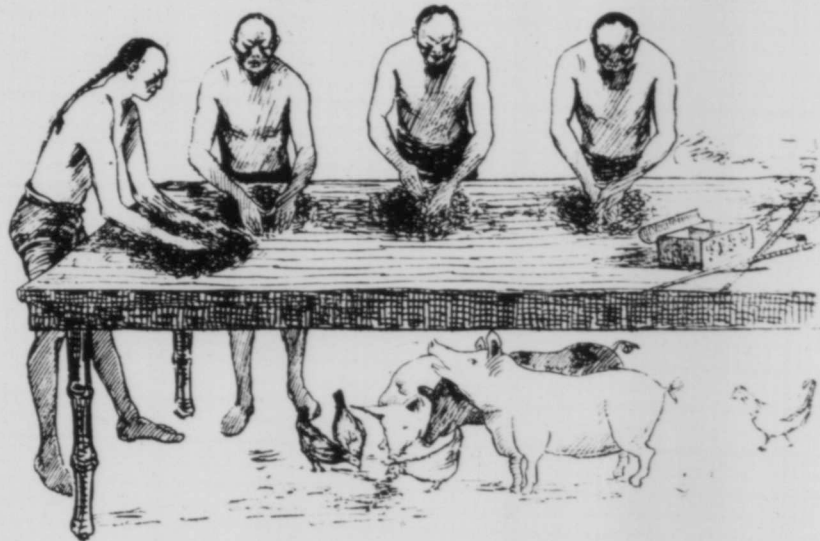
Chief Offices City Road, London, England.
United States Offices: 80 Front St., New York

LIPTON
TEA PLANTER
-CEYLON

This is NOT the way

Ceylon Teas

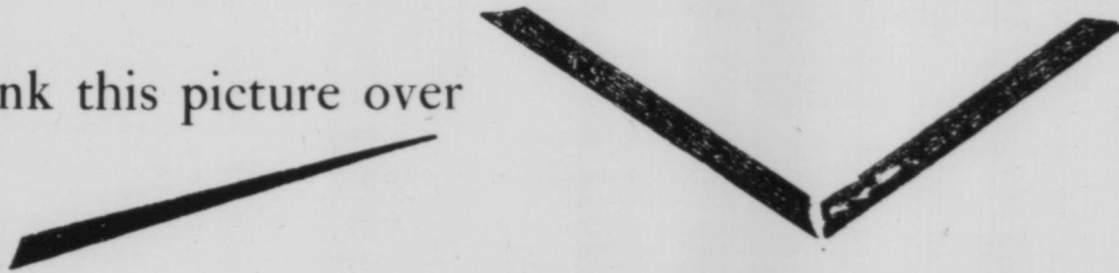
are made



Ceylon Teas

are rolled and made
 by Machinery---
 untouched by hand
 and are
 clean, sweet and healthful

Think this picture over



S
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 sold
 in
 Britain
 the World
 Agents
 Hughes
 in Co., Ltd.
 ville & Bros
 Craig &
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 Lenny &
 & Campbell
 ITER
 'LON

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE Hamilton Fruit Exchange is in difficulties, and a meeting of creditors will be held on Monday.

A. Picard, St. Michael, Que., has assigned.

Fortier & Ethier, grocers, Montreal, have assigned.

J. S. Davis, grocer, Toronto, has assigned to John New.

K. Krockner & Co., general merchants, Reinland, Man., have assigned.

The bailiff is in possession of the premises of W. H. Kirby, grocer, Toronto.

J. M. House, grocer, Gravenhurst, has assigned to C. S. Scott, Hamilton.

H. G. Turnbull, general merchant, Digby, N.S., is offering to compromise.

P. W. Rimer, general merchant, Klee-feld, Man., has been granted an extension.

The estate of J. T. Burke, groceries and dry goods, Huntsville, is to be wound up.

J. A. Charron, general merchant, Richmond, Que., has compromised at 33 $\frac{1}{3}$ c. on the dollar.

O. M. O'Donnell, general merchant, St. Giles, Que., has compromised at 45c. on the dollar.

Fortier & Ethier, grocers, Montreal, have called a meeting of their creditors for the 27th inst.

D. G. Stewart, general merchant, La-combe, N.W.T., has compromised at 40c. on the dollar.

CHANGES.

L. Coates, general merchant, Parrsboro, has sold out.

Mrs. W. H. Wright, grocer, Rossland, is out of business.

Wiley Bros., grocers, Nottawa, have sold out to O. S. Holden.

J. P. Gallagher, grocer, Montreal, has commenced business.

W. H. Ryckman & Co. are starting a grocery store in Brantford.

W. M. Hill, general merchant, Humberstone, is giving up business.

Nelson Willis, general merchant, Allan Park, Ont., is giving up business.

Dalton & Co. general merchants, Carberry, have sold out to J. Fairley.

J. Langevin & Fils, produce, Montreal, have opened a grocery department.

R. Lindow, general merchant, Fort Saskatchewan, has sold out to L. Moret.

Lynch & Budgeon is the name of a new firm of grocers who have recently opened up in Winnipeg.

Sharples & Co., general merchants, Cal-



CLARK'S Potted Meats

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

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.



THE GROCERS who pay attention to the sale of the little things are the ones who make money.

"SCIENTIFIC"
STOVE ENAMEL

is a good seller
is a staple
is an art article
and the profits to the dealer are handsome.
For sale by all jobbers.

Telephone 7925. Toronto

**DEATHS.**

Louis Doeringer, grocer, etc., Brantford, is dead.

W. Bradley, general store, Huntley, is dead.

Joseph McLeod, of McLeod & Co., grocers, Kincardine, is dead.

Richard H. Barry, of J. Barry & Sons, general merchants, Morrisburg, is dead.

gary, have sold out Red Deer branch to Smith & Gaetz.

A. Daoust & Co., general merchants, St. Timothe, Que., have sold out to F. Bayer.

C. A. Desevteaux and J. Loranger have both opened general stores in Yamachiche, Que.

Robert Herron is starting into business in Montreal as wholesale dealer in coffees and spices.

Wm. Thompson & Son, general merchants, Orono, have sold out to G. M. Long.

PARTNERSHIPS FORMED AND DISSOLVED.

Moore & Carman, grocers, Brantford, have dissolved. Henry Moore continues.

Freeborn & Chubb, grocers, Morden, Man., have dissolved. James Freeborn continues.

E. A. Ramsay is retiring from the firm of Wilcox & Ramsay, general merchants, Vir-den, Man.

Vanwart Bros., general merchants, Hamstead, N.B., have dissolved. J. E. Vanwart continues.

R. Hudon & Co., general merchants, Hebertville, Que., have dissolved. A. R. Hudon continues.

John McLeod, general merchant, Portage la Prairie, has admitted his son as partner under style of John McLeod & Son.

R. L. Gaetz, general merchant, Red Deer, Man., has admitted G. W. Smith as partner, under the style of Smith & Gaetz.

H. Therien and J. H. Therien have registered a partnership in Montreal to carry on business as grocers, under the style of H. Therien & Co.

SALES MADE AND PENDING.

The stock of F. X. Letourneau, grocer, Quebec, is to be sold by the bailiff on 27th inst.

The assets of Desbiens & Brassard, general merchants, Pointe au Pic, are to be sold 1st prox.

The stock of J. B. Meloche, general merchant, Papineauville, has been sold at 60c. on the dollar.

The stock of A. J. S. Atkinson & Co., general merchants, St. John, has been sold to R. C. Peck.

FIRES.

The premises of L. A. Houle, grocer, Belle River, have been damaged by fire.

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.

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



IS THE BEST.
ASK FOR
MOTT'S

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.



An Automatic Selling Machine

TO SELL

Adams' Tutti Frutti

For full particulars, apply

GLOBE AUTOMATIC SELLING CO..

13 JARVIS STREET, TORONTO, ONT.



FOR THE
**Whitest
Lightest
and
Sweetest
Cakes**

**Ocean
Wave
Baking
Powder**

Manufactured by the

Hamilton Coffee and Spice Co.

HAMILTON, ONT.

GET IN YOUR RIGHT PLACE.

WHEN we try to do that for which we are unfitted we are not working along the line of our strength, but our weakness; our will-power and enthusiasm becomes demoralized; we do half work, botched work, lose confidence in ourselves, and conclude that we are dunces because we cannot accomplish what others do; the whole tone of life is demoralized and lowered because we are out of place.

How it shortens the road to success to make early a wise choice of one's occupation, to be started on the road of a proper career while young, full of hope, while the animal spirits are high, and enthusiasm is vigorous; to feel that every step we take, that every day's work we do, that every blow we strike helps to broaden, deepen and enrich life!

Those who fail are, as a rule, those who are out of their places. A man out of his place is but half a man; his very nature is perverted. He is working against his nature, rowing against the current, and it is only a question of time when he will fail. When his strength is exhausted he will float down the stream. A man cannot succeed when his whole nature is entering its perpetual protest against his occupation. To succeed, his vocation must have the consent of all his faculties; they must be in harmony with his purpose.

After once choosing your occupation, however, never look backward; stick to it with all the tenacity you can muster. Let nothing tempt you or swerve you a hair's breadth from your aim, and you will win. Do not let the thorns which appear in every vocation, or temporary despondency or disappointment, shake your purpose. You will never succeed while smarting under the drudgery of your occupation, if you are constantly haunted with the idea that you could succeed better in something else. Great tenacity of purpose is the only thing that will carry you over the hard places, which appear in every career, to ultimate triumph. This determination, or fixity of purpose, has a great moral bearing upon our success, for it leads others to feel confidence in us, and this is everything. It gives credit and moral support in a thousand ways. People always believe in a man with a fixed purpose, and will help him twice as quickly as one who is loosely or indifferently attached to his vocation and liable at any time to make a change, or to fail. Everybody knows that determined men are not likely to fail. They carry in their very pluck, grit and determination the conviction and assurance of success.

The world does not dictate what you shall do, but it does demand that you do some-

thing, and that you shall be king in your line. There is no grander sight than that of a young man or woman in the right place struggling with might and main to make the most of the stuff at command, determined that not a faculty or power shall run to waste. Not money, not position, but power is what we want; and character is greater than any occupation or profession.

"Do not, I beseech you," said Garfield, "be content to enter on any business that does not require and compel constant intellectual growth." Choose an occupation that is refining and elevating; an occupation that you will be proud of; an occupation that will give you time for self-culture and self-preservation; an occupation that will enlarge and expand your manhood and make you a better citizen, a better man.

Power and constant growth toward a higher life are the great end of human existence. Your calling should be the great school of life, the great man-developer, character-builder, that which should broaden, deepen and round out into symmetry, harmony and beauty, all the God-given faculties within you.

But, whatever you do, be greater than your calling; let your manhood overtop your position, your wealth, your occupation, your title. A man must work hard and study hard to counteract the narrowing, hardening tendency of his occupation. Said Goldsmith:

Burke, born for the universe, narrowed his mind,
And, to party gave up what was meant for mankind.

—Architects of Fate.

FLORIDA VS. JAMAICA ORANGES.

The people of Jamaica will probably have some oranges for sale hereafter. We see no reason why they should not, but without change of bulk it is impossible to get oranges from Jamaica to New York in less than six days. By express they can go from Florida in 30 hours. There is an area in South Florida that has never been hurt by a freeze that is double the extent of Jamaica, and that can produce more oranges than the people of the United States will ever consume. This section of the state is being settled, and even if in Northern Florida freeze follows freeze as year follows year, this state will have practically a monopoly of the orange crop in the markets of the United States. Florida oranges are the best, and they are nearest to the markets. The people of Jamaica ought to be able to make a little money on their oranges during the next two or three years. Then their season will be ended unless they hitch a tug to the island and tie it up to the Florida coast so as to be nearer the markets.—Florida Times-Union.

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

PEERLESS

MACHINE 

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

The QUEEN CITY OIL CO., Ltd.

Samuel Rogers, President. Sole proprietors, Toronto, Ont.
30 Front Street East.

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

**A Touch
A Rub
A Shine**

That's the **QUICKSHINE
STOVE POLISH**

Manufactured by

Alpha Chemical Co.

BERLIN, ONT.

**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**

ENGLISH MINCE MEAT

We are supplying the finest mince meat made, and are putting it up in a shape to suit the most fastidious. Many housewives do not like to buy an article of this kind from bulk stock, and for them we put up in 1 and 2-lb. round cans. For larger consumers we put up 5, 10, 20 and 25-lb. fancy wooden pails, while for bulk stock we put up in tubs and barrels. All our pails, tubs and barrels are specially prepared, and the goods will not taste of the wood.

WE GUARANTEE THE QUALITY AND OUR GUARANTEE IS GOOD.

CAMBRIDGE SAUSAGES

in 1 and 2-lb. round cans. Will keep all winter . . .

Laing Packing and Provision Co. Ltd. Montreal

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

WESTERN ASSURANCE COMPANY

Incorporated 1851.

Fire and Marine

Capital, subscribed \$2,000,000.00
 Capital - - - 1,000,000.00
 Assets, over - - 2,320,000.00
 Annual Income - 2,400,000.00

Head Office: TORONTO, ONT.

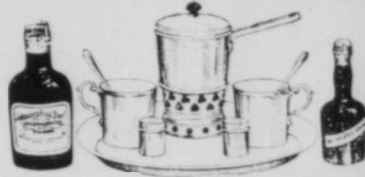
GEO. A. COX, President. J. J. KENNY, Vice-President
 C. C. FOSTER, Secretary.

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 Methyated Spirits.

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

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.

KNOW ALL GROCERY CLERKS

That you can have, without money and without extra work, a High Grade Columbia Bicycle of latest pattern, and delivered to you directly from the Pope Mfg. Co's. factory. Send me your address on a postal and I'll write you all about it.



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

Starch..

LAUNDRY
STARCH
CULINARY
STARCH
RICE
STARCH

We are headquarters for fine starches, and any package bearing our label can be relied upon for purity and first-class quality. All wholesalers carry our goods, and in buying, make sure you get the real thing.

Edwardsburg Starch Co., Cardinal, Ont.

BLUE.	
KEEN'S OXFORD.	per lb.
1 lb. packets	\$0 17
1 lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
CANNED GOODS.	
	per doz.
Apples, 3a	\$0 70 \$0 95
gallons	1 65 2 25
Blackberries, 2	1 75 2 00
Blueberries, 2	0 75 0 85
Beans, 2	0 65 0 95
Corn, 2s	0 50 0 75
Cherries, red pitted, 2s.	2 00 2 25
" " " "	0 60 0 75
" " " "	0 80 0 95
" " " "	1 15 1 30
Pears, Bartlett, 2s.	1 65 1 75
" " " "	2 40 2 40
Pineapple, 2s	1 75 2 40
" " " "	2 40 2 50
Peaches, 2s	1 65 2 00
" " " "	2 50 3 00
Piums, Green Gages, 2s	1 60 1 80
" " " "	1 50 1 70
" " " "	1 15 1 40
Pumpkins, 3s	0 70 0 90
" " " "	2 10 2 25
Raspberries, 2s	1 50 1 80
Strawberries, 2s	1 65 1 95
Succotash, 2s	1 15 1 15
Tomatoes, 3s	0 65 0 75
" " " "	2 10 2 30
" " " "	2 75 2 85
" " " "	1 20 1 30
" " " "	1 35 1 45
" " " "	1 40 1 75
" " " "	1 15 1 20
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" " " "	0 18 1/2 0 19
" " " "	0 16 0 17
" " " "	0 23 0 25
" " " "	0 33 0 36
" " " "	0 04 1/2 0 09
" " " "	0 09 0 11
" " " "	10 00 11 00
Mustard, 1/4 size, cases	
10 tins per 100	
MARSHALL & CO., SCOTLAND.	
Fresh Herring, 1-lb.	1 10 1 15
Spiced Herring, 1-lb.	1 65 1 90

Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	2 00
Herrings in Anchovy Sauce	2 00	2 00
Herrings a la Sardine	2 40	2 40
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.	
(CANADIAN.)	
Comp Corn Beef, 1-lb. cans	\$1 20 \$1 35
" " " "	2 20 2 50
Comp Corn Beef, 4-lb. cans	7 75 8 25
" " " "	15 00 16 00
" " " "	2 2 2 60
" " " "	2 2 2 65
" " " "	3 40 3 50
" " " "	2 2 2 80
" " " "	2 75 2 80
" " " "	2 50 2 50
" " " "	4 00 4 00
" " " "	1 50 1 50
" " " "	2 25 2 25
" " " "	1 80 1 80
" " " "	4 50 4 50



Acme Sliced Beef.
No. 1 tins, key, 2 doz., per doz. \$2.60.



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

Luncheon Beef, 1 lb.	1 60	1 70
" " " "	2 75	2 85
Brawn 1 lb.	1 30	1 40
" " " "	2 35	2 50
" " " "	6 60	6 80
" " " "	14 50	15 00
Ox Tongue, 1 1/2 lb.	7 00	7 20
" " " "	8 50	8 80
" " " "	10 75	11 00
Lunch Tongue, 1 lb.	3 35	3 50
" " " "	6 50	6 80
Chipped Beef, 1 lb.	1 60	1 70
" " " "	2 65	2 80
" " " "	1 65	1 75
" " " "	2 45	2 60
Potted Meats, Tongue or Ham	70	75
Potted Meats, Tongue or Ham	1 20	1 25
Potted Deviled Ham or Tongue, 1/2 lb.	70	75
Potted Deviled Ham or Tongue, 1/2 lb.	1 20	1 25

WHITE LABEL.	
Soups Assorted, 1 qt.	3 00 3 15
" " " "	2 00 2 10
" " " "	3 00 3 20
Gelatin of Boar's Head, 2 lb.	
Piquant Sauce, Gumbo, Tomato and Rice, 2 lb.	3 00 3 10
Plover Roast, 2 lb.	5 00
Sliced Gold Band Bacon	3 00

Codfish.	
Beardley's Shredded, 2 doz. pkgs.	0 90

CHEWING GUM.	
ADAM & SONS CO. per box	
Tutti Frutti, 36 5c bars	\$1 20
" " " "	1 20
" " " "	1 25
" " " "	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 390 5c bars and pkgs	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	5 50
Variety Gum (with book in each box) 150 lc pieces	1 00
Banner Gum (English or French wrappers) 115 lc pieces	0 75
Flirtation Gum (English or French wrappers) 115 lc pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 lc pieces	0 80
Orange Sappota, 150 lc pieces	0 75
Black Jack, 115 lc pieces	0 75

Red Rose, 115 lc pieces	0 75
Magic Trick, (English or French wrappers) 115 lc pieces	0 75

CHOCOLATES & COCOAS.	
CADBURY'S.	
Frank Magor & Co., Agents.	per doz \$1 65
Cocoa essence, 3 oz. packages	per lb 0 40
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40
Rock Chocolate, loose	0 42 1/2
" " " "	0 35
Cocoa Nibs, 11-lb. tins	0 35

TODDUSTER, MITCHELL & CO'S.	
Chocolate—	
French, 1/4 s-6 and 12 lbs.	per lb 0 30
Caracas, 1/4 s-6 and 12 lbs.	0 35
Premium, 1/2 s-6 and 12 lbs.	0 30
Sante, 1/4 s-6 and 12 lbs.	0 26
Diamond, 1/4 s-6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00

Cocoa—	
Homeopathic, 1/4 s, 8 and 14 lbs.	0 30
Pearl	0 25
London Pearl, 12 and 18 "	0 22
Rock	0 30
Bulk, in boxes	0 18
Royal Cocoa Essence, packages	per doz 1 40
Cocoa—EPPS.	per lb 0 35
Case of 11 lbs. each	5 00
Smaller quantities	0 37 1/2

CHOCOLAT MENTIER.	
Vanilla	Cases of 10x12 lb. boxes 0 42
Yellow wrapper, p. lb.	8 0 34 8 0 36
Triple Vanilla	0 73 0 83
White	0 38 0 42
Unsweetened	0 38 0 42
Blue Premium	54 lbs. than case 0 19 0 20
Pastilles	0 19 0 20
1/2 lb. boxes	FRYS.
[A. P. Tippet & Co., Agents.]	
Chocolate—	
Caracas, 1/4 s, 6-lb. boxes	0 42
Vanilla, 1/4 s	0 42
"Gold Medal" Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, 1/2 s, 6 lb. bxs.	0 42
Fry's "Diamond", 1/4 s, 6 lb. bxs.	0 24
Fry's "Monogram", 1/4 s, 6 lb. bxs.	0 24
Cocoa—	
Concentrated, 1/4 s, 1 doz. in box	2 40
" " " "	5 50
" " " "	1 1/2 s. " 0 32
Homeopathic, 1/4 s, 14 lb. boxes	0 32
" " " "	1/2 lbs. 12 lb. boxes. 33

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

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**

"CROSSE & BLACKWELL"

SEASON 1896

Fresh Fruits, Jams, Jellies and Orange Marmalade, in glass jars with patent vacuum covers. Also

CANDIED PEELS

Lemon, Orange, Citron.

The above are the finest goods in the market.

JOHN F. MOTT & CO'S.
(R. S. McIndoe, Agent, Toronto.)

Mott's Broma	per lb.	0 30
Mott's Prepared Cocoa	per doz.	0 28
Mott's Homoeopathic Cocoa (1/2 lb.)	per doz.	0 45
Mott's Breakfast Cocoa (in tins)	per doz.	0 30
Mott's No. 1 Chocolate	per doz.	0 28
Mott's Breakfast Chocolate	per doz.	0 40
Mott's Caracas Chocolate	per doz.	0 22
Mott's Diamond Chocolate	per doz.	0 18
Mott's French-Can Chocolate	per doz.	0 27
Mott's Navy or Cooking Chocolate	per doz.	0 35
Mott's Cocoa Nibs	per doz.	0 05
Vanilla Sticks, per gross		0 90
Mott's Confectionery Chocolate	per doz.	0 43
Mott's Sweet Chocolate Liquors	per doz.	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, 1/4 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.	0 46
Baker's Vanilla in boxes, 12 lbs. each.	0 50

Caracas 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
" 1/2 " " " "	28
" 1/4 " " " "	29
" 1/8 " " " "	30
Bulk.	
White Moss, 10, 15 or 20 lb. Pails.	20
Feather Strip, " " "	18
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.	

SCHIPP'S

Improved in packages.	per lb.
1-lb. package, 15 and 30-lb. cases.	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 0 22
Improved Shredded " "	0 18 0 20
Heaver " "	0 16 0 18
Macaroon " "	0 16 0 18
Desiccated " "	0 15 0 17
Terms, 3 per cent. off 30 days.	

COFFEE.

Green.

Mocha	0 27 1/2 0 30
Old Government Java	0 30 0 33
Rio	0 14 0 16
Plantation Ceylon	0 29 0 31
Porto Rico	0 24 0 28
Guatemala	0 24 0 26
Jamaica	0 19 0 22
Maracaibo	0 18 0 20

TODHUNTER, MITCHELL & CO'S

Excelsior Blend	0 34
Our Own	0 32
Jersey	0 30
Laguaya	0 27
Mocha and Java	0 32 0 35
Old Government Java	0 30 0 36
Arabian Mocha	0 32 0 34
Maracaibo	0 26 0 28
Santos	0 22 0 26
Crushed East India	0 00 0 20

CONDENSED MILK.
NEW YORK CONDENSED MILK CO.

Gail Borden
Eagle, 4 doz. 1-lb. cans per case

Gold Seal Brand
4 doz. 1-lb. cans per case

Borden's Peerless
Evaporated Cream

Family size, 4 in case

Hotel size, quarts, 2 doz. in case

Half-gallons, 1 doz. in case

Gallons, 1/2 doz. in case

Quality thoroughly guaranteed.

Christmas Candy

Let us have your orders now if you want your goods in time for Christmas trade. We have a big range of Fancy Goods in sugar toys, grained and clear.

The Toronto Biscuit & Confectionery Co.

7 FRONT STREET EAST - - - TORONTO.

EXTRACTS. per doz.

Dalley's Pure Fruit Extracts, 2 1/2 oz. bottles, all flavors	\$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors	1 25
Crown Brand (Robert Greig & Co.)—	
1 oz. Bottle, per doz.	0 90
2 " " "	1 50
4 " " "	2 00
8 " " "	3 00
4 " Bottle " "	6 00
4 " Glass Stop'r " "	3 50
8 " " "	7 00
Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles, per gross	12 00
Ketchup, Screw Top, " "	21 00
" S. & L. " High Grade " "	
per doz.	3 50
Pepper Sauce, per gross	15 00



FLUID BEEF.

JOHNSTON'S, MONTREAL.	
Fluid Beef No. 1, 2 oz. tins	\$ 3 00
No. 2, 4 oz. tins	5 00
No. 3, 8 oz. tins	8 75
No. 4, 1 lb. tins	14 25
No. 5, 2 lb. tins	27 00
Staminal—2 oz. bottles	3 00
4 oz. " "	6 00
8 oz. " "	9 00
16 oz. " "	12 75
Fluid Beef Cordial—20 oz. bottles	15 00
Milk Granules, in cases, 4 doz.	6 00
Milk Granules with Cereals, in cases, 4 doz.	5 00

FRUITS.

FOREIGN.	per lb.
Currants—Provincials, bbls.	0 04 1/2
" Filiatras, bbls.	0 04 1/2
" " 1/2 bbls.	0 04 1/2
" Patras, bbls.	0 05 0 05 1/2
" " 1/2 bbls.	0 05 0 05 1/2
" cases	0 05 0 05 1/2
" Vostizzas, cases.	0 07 0 08 1/2
" Fancy Panaritas.	0 08 0 08 1/2
Dates, Hallowee boxes (new)	0 7 1/2 0 07 1/2
Figs—Eleme, 14 oz.	0 05 0 10
" " 10 lb.	0 09 0 12
" " 18 lb.	0 11 0 13
" " 28 lb.	0 13 0 16
" taps	0 03 1/2 0 04 1/2
" natural, boxes.	0 04 1/2
" ditto, bags.	0 04 1/2
Prunes—Bosnia, cases	0 06 0 07
" Bordeaux.	0 04 1/2 0 06 1/2
Raisins—Valencia, off stalk.	0 05 1/2 0 05 1/2
" Fine, off stalk.	0 05 0 06
" Selected.	0 06 1/2 0 07
" Layers.	0 07 1/2 0 07 1/2
" Sultanias.	0 07 0 10
" Cal. Loose Muscatels	
50 lb. box, 3 & 4 cr.	0 07 1/2 0 08 1/2
" Manga	per box.
" London Layers.	1 60 1 80
" Black Baskets.	2 20 2 65
" Blue Baskets.	2 25 2 50
" Choice Clusters.	2 25 2 75
" Dehesa Clusters.	3 50 4 00
" Non Plus Ultra.	6 00
" Imperial Bunches.	5 75 6 00
" Russian Clusters.	5 00 5 50
Lemons—Messinas (fancy).	5 50 6 00
Oranges—Mexican and Jampai-cas.	4 00 4 25
DOMESTIC.	
Apples, dried, per lb.	0 03 0 04
evaporated.	0 35 0 05

FOOD. per brl.

Split Peas	3 25 \$3 50
Pot Barley	3 25 3 50
Pearl Barley, XXX, 49-lb. pkt.	2 00
ROBINSON'S BARLEY AND GROATS.	
Patent Barley, 1/2 lb. tins	1 25
" 1 lb. tins	2 25
" Groats, 1/2 lb. tins	1 25
" 1 lb. tins	2 25
DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.	
Backwheat Flour, 2 1/2 lb. packages, 3 doz. in case.	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case.	1 20

Tea Biscuit Flour, 2 lb. packages, 3 doz. in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S	
Sparkling calves foot	1 20
Crystallized Fruit, flavored	1 65
Acidulated	1 50
KEOPFF'S FAMILY GELATINE.	
Robert Greig & Co., Agents.	
1 oz. Packages, White, per doz.	85 90
1 " Red.	90 95
COXS	
1 Quart size, per doz.	1 15
2 Quart size,	2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—	
50 to 60 dy basis	2 75
40 dy	2 80
0 dy	2 85
20 16 and 12 dy	2 90
10 dy	2 95
8 and 9 dy	3 00
6 and 7 dy	3 15
5 dy	3 35
4 dy A P	3 35
3 dy A P	3 75
4 dy C P	3 25
3 dy C P	4 35
HORSE NAILS	
Canadian, dia. 50 per cent.	
HORSE SHOES—	
From Toronto, per keg.	3 60
SCREWS—Wood—	
Flat-head iron, 80, 10 and 5 p. c. dia.	
Round-head iron, 75, 10 and 5 p. c. dia.	
Flat-head brass, 77 1/2, 10 and 5 p. c. dia.	
Round-head brass, 72 1/2, 10 and 5 p. c. dia.	

WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]

1st break (25 in. and under)	1 20 1 30
ROPE—Manilla	0 09 0 09 1/2
Sisal	0 08 1/2 0 07 1/2
AXES—Per box	6 00 12 00
SHOT—Canadian, dia. 17 1/2 per cent.	
HINGES—	
Heavy T and strap	0 04 1/2 0 05
Screw, hook and strap	0 03 1/2 0 04

WHITE LEAD—Pure Association guarantee, ground in oil.	
25 lb. irons.	0 04 1/2 0 04 1/2
No. 1	0 04 1/2
No. 2	0 04
No. 3	0 03 1/2
TURPENTINE—	
Selected packages, per gal.	0 42 0 43
2c. extra outside points.	
LINSEED OIL—	
Raw, per gal.	0 46 0 47
Boiled.	0 49 0 50
2c. extra outside points.	
GLUE—Common per lb.	0 07 1/2 0 08

THE E. B. EDDY CO.	
1/2 pail, 6 qt.	\$3 35
Star Standard, 12 qt.	3 80
Milk, 14 qt.	4 75
Round-bottomed fire pail, 14 qt.	4 75
Tubs, No. 1	13 30
" 2	11 40
" 3	9 50
Fibre Butter Tubs (30 lbs.)	3 80
Nests of 3.	2 85
Keelers No. 4	8 00
" 5	7 00
" 6	6 00
" 7	5 00
Milk Pans.	2 65
Wash Basins, flat bottoms	2 65
" round bottoms	2 50
Water Closet Tanks.	17 00
Dish Pan, No. 1	7 60
" 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails.	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS.	per doz.
Frank Major & Co., Agents.	
Orange Marmalade.	1 50
Clear Jelly Marmalade.	1 80
Strawberry W. F. Jam.	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams " "	1 55 1 90
Red Currant Jelly	2 75
(All the above in 1 lb. clear glass pots.	

LICORICE.

YOUNG & SMYLLIE'S LIST.	
5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks) per box.	1 25
" Ringed" 5 lb. boxes, per lb.	0 40
"Acme" Pellets, 5 lb. cans, per can.	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars.	1 75
" 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" 100 sticks	0 73
Dulce, large cent sticks, 100 in box.	0 75

MINCE MEAT.

Wethy's Condensed, per gross, net	\$12 00
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WINES, LIQUORS AND MINERAL WATERS.

WHISKIES—DEWAR'S SCOTCH	
(J. M. Douglas & Co., Montreal, Agents.)	
Cases—Special, qts., 1 doz., case	9 00 9 75
Ex. Special	9 25 9 75
Special Liquor " "	12 00 12 75
Ex. Special Liqueur " "	15 50
Ex. Special portums " "	15 50
In Wood—Special, 5 o.p., per Imp. gal.	4 50
Extra Special, proof.	4 75
J. & R. M. LEA, MONTREAL.	
Cockburn very old Highland	8 75 9 25
" Special Scotch	9 50 10 00
" Special Liqueur, H	15 50 16 50
In wood	4 40
Fine old Scotch	5 00
Special old Scotch	5 00

MUSTARD.

COLMAN'S OR KEEN'S.	per lb.
Square Tins	\$0 40
D. S. F., 1 lb. tins.	0 42
" 1/2 lb. tins.	0 45
Round Tins	
F. D., 1/2 lb. tins.	0 25
" 1 lb. tins.	0 27 1/2
" 4 lb. jars, per jar.	0 75
" 1 lb.	0 25
" 4 lb. tins, decorated, p.t.	0 80
FRENCH MUSTARD	
Crown Brand—(Robert Greig & Co.)	
per gross.	
Pony size, 8 1/2 50	Beer Mug, 16 20
Small Med. 7 50	Tumbler, 11 50
Medium, 10 80	Cream Jug, 21 00
Large, 12 00	Sugar Bowl, 22 00
Spoon, 18 00	Caddy, 25 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb.	0 25
Dalley's Mustard, 1/2 lb. tins, 2 doz. in case, per doz.	2 00
Dalley's Mustard, 1/4 lb. tins, 4 doz. in case, per doz.	1 00
Dalley's Superfine Durham Mustard, bulk, per lb.	0 12
1/2 lb. tins, 4 doz. in case, per doz.	0 65
1/2 lb. tins, 2 doz.	1 20
1 lb. jars, per doz.	2 40
4 lb.	7 80
1/4 lb. glass tumblers.	0 75
Jersey Butter Color, 2 oz. bottles, per doz.	1 25
1 gallon tins, per gal.	2 00
Celery Salt, 2 oz. bottles, silver tops, per doz.	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz.	1 75

RICE, ETC.

Rice—	per lb.	per lb.
Standard "B"	0 03 1/2	0 03 1/2
Patna	0 04 1/2	0 04 1/2
Japan	0 05	0 05
Imperial Sego	0 05 1/2	0 05 1/2
Extra Burmah	0 05 1/2	0 04 1/2
Java Extra	0 05 1/2	0 06 1/2
Genuine Carolina	0 05 1/2	0 10
Grand Duke	0 06 1/2	0 06 1/2
Sago	0 03 1/2	0 05
Tapioca	0 03 1/2	0 05 1/2

STARCH.

EDWARDSBURG STARCH CO., LTD.	
Laundry Starches—	
No. 1 White or Blue, cartons.	0 05 1/2
Canada Laundry	0 04 1/2
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin canisters.	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package.	0 07
Silver Gloss, large crystals.	0 05 1/2
Benson's Satins, 1-lb. cartons.	0 07 1/2
No. 1 White, bbls and kegs.	0 04 1/2
Benson's Enamel, per box.	3 00
Culinary Starch—	
W. T. Benson & Co.'s Prep. Corn	0 06 1/2
Canada Pure Corn	0 05 1/2
Rice Starch	
Edwardsburg No. 1 white 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 07 1/2



KINGSFORD'S STARCH	
(40-lb. boxes, 1-lb. pkgs., 0 08	
SILVER GLOSS—6-lb. boxes, sliding covers	0 08 1/2
(12-lb. boxes each crate.	
PURE—16-lb. boxes	0 07
OSWEGO—40-lb. boxes, 1-lb. packages.	0 07 1/2
For puddings, custards, etc.	
ONTARIO—35-lb. to 45-lb. boxes,	
STARCH—6 bundles	0 06
STARCH IN! Silver Gloss.	0 07 1/2
BARRELS—Pure	0 06 1/2

THE BRANTFORD STARCH CO., LTD.	
Laundry Starches—	
Canada Laundry, boxes of 40 lbs.	0 04 1/2
Finest Quality White Laundry—	
3 lb. cartons, cases 36 lbs.	0 05 1/2
Bbls., 175 lbs.	0 04 1/2
Kegs, 100 lbs.	0 04 1/2
Lily White Gloss—	
Kegs, extralarge crystals, 100 lbs.	0 06 1/2
1 lb. fancy cartons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled canisters,	
8 in crate 48 lbs.	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07 1/2
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, case 28 lbs.	0 09
Canadian Electric Starch—	
40 packages in case.	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs.	0 05 1/2
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06 1/2

SUGAR. per lb.

Granulated	0 04	0 04 1/2
Paris Lump, bbls. and 100-lb. boxes.	0 05 1/2	0 05 1/2
" in 50-lb. boxes.	0 05 1/2	0 05 1/2
Extra Ground, bbls. fcing	0 05 1/2	0 05 1/2
Powdered, bbls.	0 05	0 05 1/2
Very bright refined	0 05 1/2	0 05 1/2
Bright Yellow	0 03 1/2	0 03 1/2
Dark Yellow	0 03 1/2	0 03 1/2
Demerara	3 75	5 25

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	1/2 bbls.
Dark.	per gallon	0 23 0 25
Medium.		0 28 0 35

Our Cans Have no Solder . .

On the inside. The seam of the can is in the shape of two flat hooks dove-tailed together. These hooks are dove-tailed in such a way that the solder **has to be** placed on the outside of the can. It is absolutely impossible for the tomatoes to become lead-poisoned through contact with the solder.

It is worth something to you to be able to guarantee each can of tomatoes. Not only that, but customers who have not bought canned tomatoes before, on account of the solder scare, will be induced to try "Kent" brand.

There is no doubt about the **quality** of the Kent tomatoes; all those who handle them speak very highly of that. If you are not already a handler of our tomatoes, will you not try a few cases? They will be sure to please your best trade.

AGENTS—
Wright & Copp, Toronto.
Rose & Laflamme, Montreal.

THE KENT CANNING CO.
CHATHAM, ONT.

Bright.....	0 32	0 42
Redpath's Honey		0 40
" 2 gal. pails.	1 10	1 15
" 3 gal. pails.	1 45	1 50
MOLASSES.		
Barrels.....	0 23	0 35
Half-barrels.....	0 25	0 37

SOAP.
Babbitt's "1776" Soap Powder \$4 00



1 Box Lot.....	4 20
1/2 Box Lot.....	4 10

Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.



"Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 100 in box; Twin Cake, 11 1/4 oz. each, 100 in box.

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

TEAS.		
BLACK.		
Congou—	per lb.	per lb.
Half Chests Kaisow, Mon- ing, Paking	0 12	0 60
Caddies, Paking, Kaisow	0 18	0 50
INDIAN.		
Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchong	0 18	0 25
CEYLON.		
Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong	0 17	0 35

CHINA GREENS.		
Gunpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts	0 42	0 50
Cases, small leaf, firsts	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common	0 13	0 14
Young Hyson—		
Half Chests, firsts	0 28	0 32
seconds	0 16	0 19
Half Boxes, firsts	0 28	0 32
seconds	0 16	0 19
PING SUEYS.		
Half Chests, firsts	0 28	0 32
seconds	0 16	0 19
Half Boxes, firsts	0 28	0 32
seconds	0 16	0 19
JAPAN.		
Finest May pickings	0 38	0 40
Choice	0 32	0 36
Finest	0 28	0 30
Fine	0 25	0 27
Good medium	0 22	0 24
Medium	0 19	0 20
Good common	0 16	0 18
Common	0 13 1/2	0 15
Nagasaki, 1/2 chests Pekoe	0 16	0 22
Oolong	0 14	0 15
Gunpowder	0 16	0 19
Siftings	0 07 1/2	0 11

TETLEY'S TEAS.		
No. 1. Retailed 70 cents, cost 50 cents.		
No. 2	50	35
Mixed	40	30

LIPTON'S TEAS.		
No. 1 Ceylon, retail at	0 50	0 35
No. 2	0 40	0 28
No. 3	0 30	0 22

All the above can be had mixed with Green Tea at same prices.

"SALADA" CEYLON.		
Brown Label, 1 lbs. retail at 25c.....	0 20	
Brown Label, 1/2 lbs. retail at 26c.....	0 21	



Green label, retail at 30c.....	0 22
Blue label, retail at 40c.....	0 30
Red label, retail at 50c.....	0 36
Gold label, retail at 60c.....	0 44
Terms, 30 days net.	
Ceylon Tea, in 1-lb. and 1/2-lb. lead packets, black or mixed.	
Blue Label, retail at 30c.....	0 22
Green Label " 40c.....	0 28
Red Label " 50c.....	0 35

Orange Label, retail at 60c.....	0 42
Gold Label, " 80c.....	0 58
Terms, 3 per cent. off 30 days.	

TOBACCO AND CIGARS.	
British Consols, 4s; Twin Gold	
Bar, 8's	0 59
Ingot, rough and ready, 8's.....	0 57
Laurel, 3's.....	0 49
Brier, 7's	0 47
Index, 7's	0 44
Honeysuckle, 8's	0 56
Napoleon, 8's	0 50
Victoria, 12's	0 47
Brunette, 12's	0 44
Prince of Wales, in caddies.....	0 48
" " in 40-lb. boxes.....	0 48

CANADIAN TOBACCO CO., MONTREAL.

Cut Tobaccos—	
Comfort, 1-4, 5 lb. box	0 22
Champion, 1-10, 5 lb. bx	0 38
I. O. F., 1-10, 5 lb. box	0 28 1/2
Sohmer, 1-10, 5 lb. box	0 32 1/2
Imperial Cigarette Tobacco, 1-10, 5 lb. box	0 40
Quesnel Tobacco, all sizes.....	0 60
Crown Cut Plug Mixture, 1/2 lb. tin	0 50
" " 1 lb. tin	0 47

Cigarettes—	
Sonadora Havana.....	per 1,000 \$10 00
Royal Turkish Egyptian.....	10 00
Creme de la Creme	7 20
Lafayette	3 80
Marquise	7 00
Imperial (Virginia tobacco).....	3 50
Plug tobaccos (sweet chewing)—	
Navy, in caddies	0 35
Navy, plug mark	0 33
Honey, boxes and caddies	43
Spun roll chewing, boxes	55
Plug smoking (with or without tags)—	
Black Crown, caddies	0 35
Crown Rouge smoking.....	0 38
Leaf tobacco, in bales.....	0 08 0 20

Cigars—	
La Sonadora Reina Victoria Flor Fina, 1-20	\$85 00
La Sonadora Reina Bouquet, 1-10	55 00
Creme de la Creme Reina Victoria Extra, 1-20	55 00
Creme de la Creme Reina Victoria Special, 1-20	50 00
Honeymoon, Regalia Commemorative, 1-40	55 00
El Caza Culebras, 1-40	55 00
La Fayette Reina Victoria, 1-20	32 50
Noisy Boys, Blue Line, 1-20	25 00
Princess of Wales, Princess, 1-10	25 00
Ditto, low grades	13 50 20 00

CIGARS—S. DAVIS & SONS, MONTREAL.

SIZES.	
Madre E Hijo, Lord Lansdowne.....	\$60 00
" " Panetelas	60 00
Madre E Hijo, Bouquet	85 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins	55 00
El Padre, Reina Victoria	55 00
" " Reina Victoria Especial.....	50 00
" " Conchas de Regalia.....	50 00
" " Bouquet	55 00
" " Pins	50 00
" " Longfellow	80 00
" " Perfectos	80 00
Mungo, Nine.....	35 00
Cable, Conchas	30 00
" " Queens	29 00

Cigarettes—All Tobacco—	
Cable	7 00
El Padre.....	1 00
Mauricio	15 00

WASHING POWDER.	
"SILVER DUST"	
Case.....	72 1-lb. cartons
Half case.....	36 1-lb. "
Case.....	24 3-lb. "
Half case.....	12 3-lb. "
Case.....	100 5-cent packages
Half case.....	50 5-cent packages

WOODENWARE.	
Pails, 2 hoop, clear, No. 1.....	per doz. \$ 1 45
" " " " " 2.....	1 60
" " " " " 3.....	1 40
" " " " " 4.....	1 55
" " " " " 5.....	1 40
Tubs, No. 0.....	8 00
" " 1.....	6 50
" " 2.....	5 50
" " 3.....	4 50

THE E. B. EDDY CO.	
Washboards, Planet	1 60
" " " " " XX	1 40
" " " " " X	1 25
" " " " " Special Globe.....	1 50
Matches—	
5-Case Lots, Single Case	
Telegraph	\$3 30 \$3 50
Telephone	3 10 3 30
Parlor	1 70 1 75
Red Parlor.....	1 70 1 75
Safety	4 00 4 20
Flamers	2 25 2 35

BRYANT & MAY.	
Robert Greig & Co., Agents.	
No. 9 Safety, per gross.....	\$ 2 00
" " 10 " " " "	1 10
" " 2 Tiger, " " " "	5 0
" " 4 " " " "	2

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SOME OF OUR LEADERS ARE:

YOUNG & SMYLLIE'S
PURE Spanish

ACME LICORICE PELLETS

STICK LICORICE

Pure Calabria "Y & S" Licorice
Acme Licorice Pellets
Tar Licorice and Tolu Wafers
Licorice Lozenges
"Purity" Penny Licorice

YOUNG & SMYLLIE,

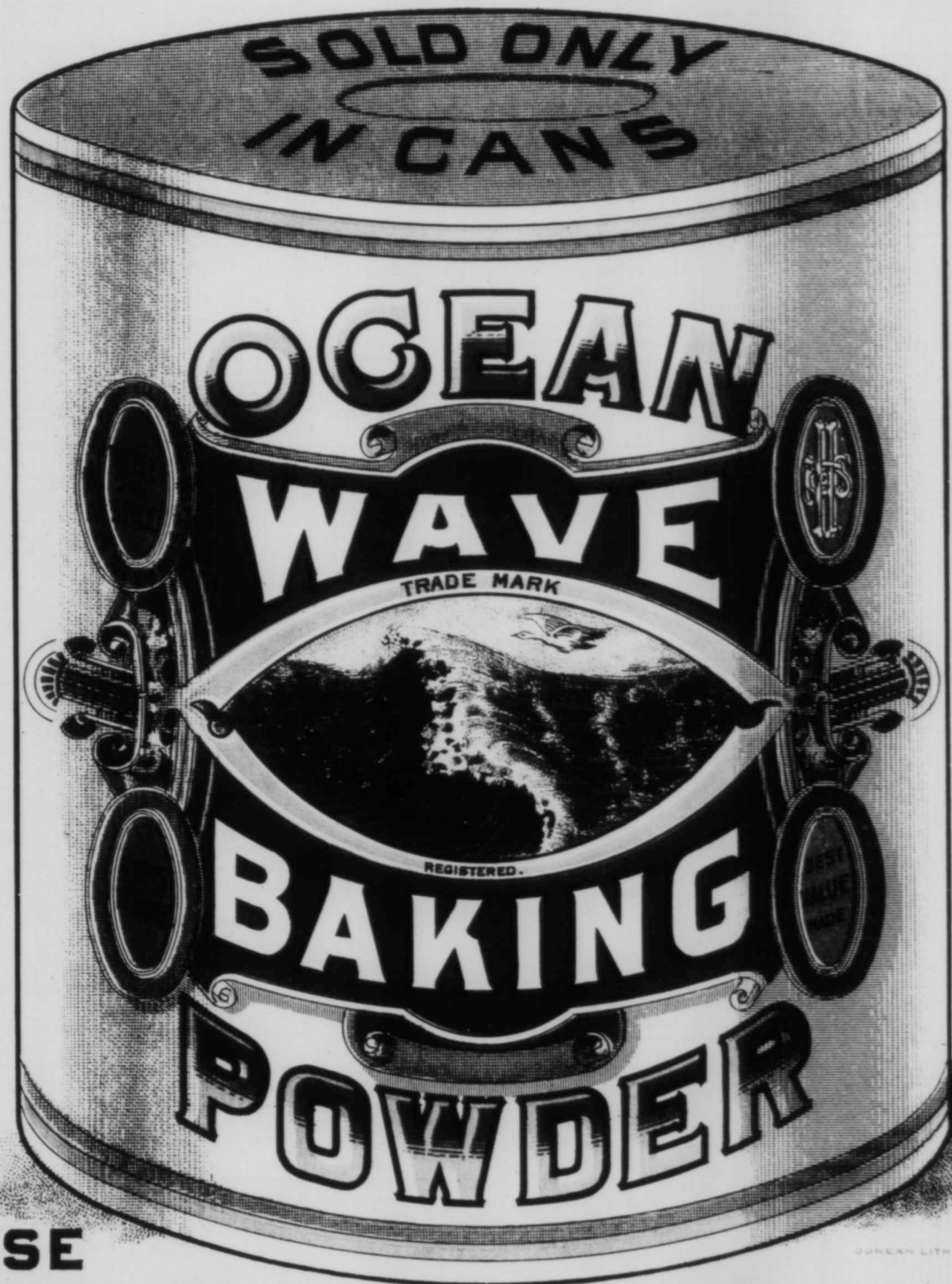
Brooklyn, N.Y.

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WHITEST AND

SWEETEST CAKES

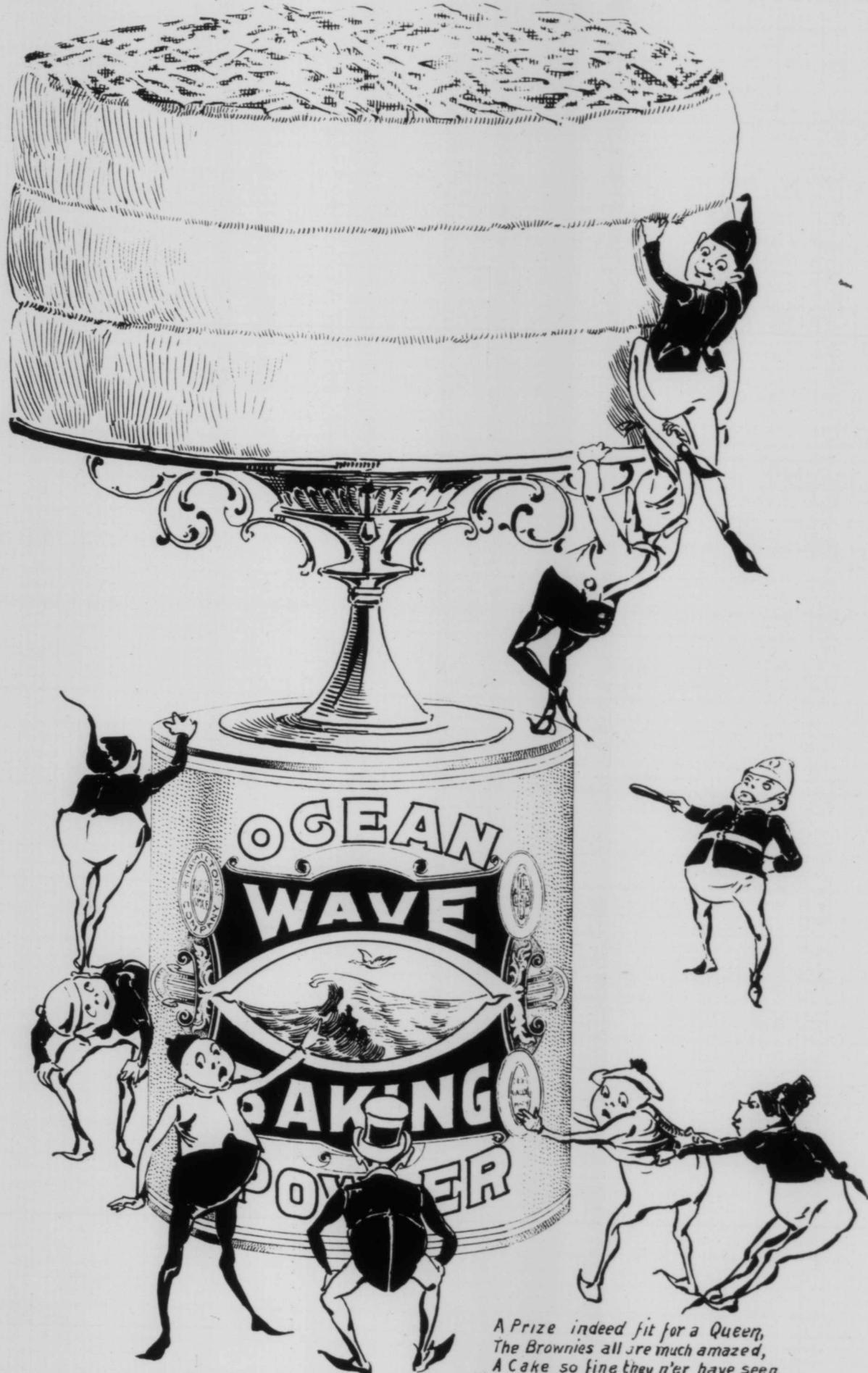


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PLEASES EVERYBODY

MANUFACTURED BY
HAMILTON & SPICE CO
HAMILTON



A Prize indeed fit for a Queen,
The Brownies all are much amazed,
A Cake so fine they n'er have seen,
"Heres To" the POWDER with which twas raised.

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SELLING AND
HANDLING OF TEA**

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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.**

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

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Oakville Basket Co.,

MANUFACTURERS OF



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- 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.

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"Ice Castle Brand" Canned Salmon

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

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Windsor Salt



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Is the only salt manufactured by the Vacuum Process in Canada, and there is as much difference between it and imported Vacuum Process salt as between refined and unrefined sugar.

- TABLE SALT
- DAIRY SALT
- CHEESE SALT
- ORDINARY FINE SALT
- PACKERS' SALT

All packages containing these grades of salt are marked with the Registered Trade Mark, and the salt is prepared by a Patented Process, solely in use by the Windsor Salt Co.

For general use and meat curing.

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The Original and only Genuine Preparation for Cleaning Cutlery.

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

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