

THE CANADIAN GROCER

VOL. X

MONTREAL AND TORONTO, OCTOBER 2, 1896.

No. 40

**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

SALMON IS HIGHER AGAIN

TRY

Marshall's Scotch Herrings

Are the "Finest Selected" of the Aberdeen Fisheries.

Kippers, Fresh, Bloaters, Herrings in Tomato,
Anchovy and Shrimp Sauce.

And "CROWN" brand Salt Herrings in Kegs, etc.

MARSHALL'S Herrings are **BETTER QUALITY, BETTER PACKED**
and more fish to package than any other brand.

Walter R. Wonham & Sons - Sole Agents in Canada - **Montreal**

VARSAITY CIGAR 5c. THE BEST IN THE MARKET

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

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

THE ONLY TEN CENT CIGAR

Standard Goods THE Best to Handle

NEW

♦♦

PUREST

♦♦



PROCESS

♦♦

STRONGEST

♦♦

THIS BRAND IS ALWAYS RELIABLE

GENUINE

MACCARONI

Bears this name

P. CODOU

ONLY

Finest Quality

Manufactured

Fry's

*Chocolates
And Cocos*

BEST VALUE FOR THE MONEY

Lazenby's Jelly Tablets

These are ABSOLUTELY PURE and made with Choicest Flavorings only.

THEY STAND AT THE HEAD as the Finest Quality Made

CHOICEST
JELLY
TABLETS

... FLAVORS ...

<i>Lemon</i>	<i>Punch</i>	<i>Vanilla</i>	<i>Calves' Foot</i>
<i>Orange</i>	<i>Cognac</i>	<i>Champagne</i>	<i>Strawberry</i>
<i>Cherry</i>	<i>Raspberry</i>	<i>Madeira</i>	<i>Pine Apple</i>

CHOICEST
JELLY
TABLETS

BOXES CONTAIN: 2 doz. ½-pint, 1 doz. pint, or 1 doz. quart packets.

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

AGENTS

A. P. TIPPET & CO.

MONTREAL and TORONTO

F. H. TIPPET & CO.

ST. JOHN, N.B.

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

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

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

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.

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

PACKAGE TEAS
HAVE COME TO

STAY

Consumers have

CAUGHT



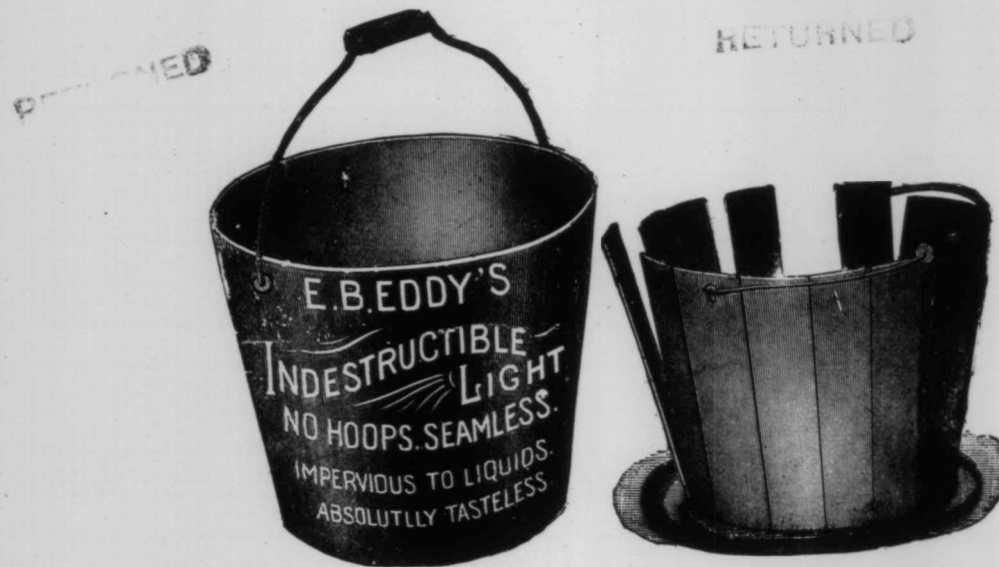
ON

have you ?

ROSE & LAFLAMME

Eastern Agents

MONTREAL



The Illustration Tells the Story.

Hoopless
Seamless
Does not Shrink
Does not Soak
Light
Tight
Durable

The increased facilities of our Indurated Fibreware Factory are hardly adequate to keep up with orders for Indurated Fibreware. . . .

It is a unique ware in being made in one solid piece, bottom and all.

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

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

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

GROCER vs. PEDLAR**Japan
Teas**

By our advertising system we place the Grocer's teas in the home, and drive out the Pedlar's teas. The best value ever offered we are offering to the trade now.

REGULAR 40c. JAPAN TEA TO RETAIL AT 25c.

An order for 10 half chests secures all the advertising advantages. Ask travelers to show you samples.

T. B. ESCOTT & CO.,

Wholesale Grocers and
Tea Importers.

London.

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

REINDEER BRAND

The "Reindeer" Brand Condensed Milk must be pronounced of excellent quality and in every respect satisfactory.

DR. ARTHUR HILL HASSALL,
Analy. Sanit. Inst., London, Eng.

I am satisfied that the original milk from which the "Reindeer" Brand is prepared is of unusual richness. In point of flavor, color and consistency it leaves nothing to be desired.

DR. OTTO HEHNER,
Hon. Secy. of Soc'y. of Pub. Analysts, London, Eng.

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

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



THE FINEST BLACK TEAS

Rich, Creamy, Heavy-Bodied, Healthful
and Stimulating.

If your tea trade is not just what it should be, and lacks that snap which means increased profit, it will pay you handsomely to get samples of our Standard Lines and assure yourself of their remarkable value.

The 400 Select, Imperial, The Globe,
Morning Luxury, Russian

*To sell for 25cts. and leave
you a handsome margin—NEW
SEASON'S JAPANS—values
that cannot be beaten.*

W. H. GILLARD & CO.
HAMILTON

John Mouat, Northwest representative, Winnipeg



BAKING POWDER

Under your own label. The best quality, with a strict guarantee as to purity and effectiveness.

You are enabled to work up a trade distinctly your own, and be assured that the energy and push expended will directly benefit yourself—and not your competitor.

This is a specialty with us, and we believe we can make money for you if we have the chance.

APART from the Special Label we have the old and reliable "Diamond," "Yellow Seal," in Tumblers, Jelly Jars and Sealers; all put up under our own supervision.

You can sell at popular prices and make a good profit.

This is well worth considering and investigating.

W. H. GILLARD & CO. Wholesalers Only **HAMILTON**

We Sell GILLARD'S NEW PICKLE and GILLARD'S NEW SAUCE

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, OCTOBER 2, 1896

(\$2.00 per Year) No. 40

DROPS FROM THE EDITOR'S PEN.

Gossip brings ill-repute, not business, to the store.

It is not credit that ruins trade; it is injudicious credit.

Future business depends upon how the present is transacted.

A lying advertisement, like a lying tongue, ought to be cut out.

Fish for business and leave the fishing for compliments to someone else.

Carelessness is at the root of 99 per cent. of the mistakes that are made.

One thing the cash system is certain to do: It will prevent bad debts.

Right may be driven into a corner sometimes, but into the grave never.

The store lounge is a blockhead that blocks the way of many a customer.

Continuity is essential to success in advertising as well as in everything else.

A merchant can usually find trade by the aid of judicious and bright advertising.

Dishonesty is more likely to clothe one with a convict's garb than with success.

Artificial business-building methods must necessarily result in an artificial product.

A good tongue as well as a good stock is a profitable thing for a merchant to have.

The merchant whose only aim in life is to make money is not likely to get much else.

Time taken to contemplate with jealousy the success of a competitor is robbing your business of time that should be devoted to

its development. Every man has all he can do to mind his own business these days.

The merchant tries to catch the fall trade in order that he may rise towards affluence.

The commercial traveler who has the "blues" is not likely to get the business.

He who taketh discounts fortifieth himself against the possibility of his creditors taking him.

Every time a man stops to croak golden moments go to waste. Work and croak not.

Because the summer is over it is no reason that the early closing of stores should be over.

Free silver in the United States would mean the enslavement of the trade of that country.

A dude clerk may be a pleasure to giddy girls, but to sensible customers he is an abomination.

Influence is stronger than the mightiest steel cable, and more enduring than the everlasting hills.

The man who is large in self conceit is often too small to manage even a peanut stand successfully.

Discipline is to the mental man what exercise is to the physical man: it is an imparter of strength.

When a man goes into an avocation for which he is not adapted he is, like a No. 5 shoe on a No. 7 foot, a misfit.

"Would it pay to buy heavily of canned goods at the present time?" was the question discussed at a recent meeting of the Philadelphia Retail Grocers' Association.

It is the discussion of such topics as these which makes an association worth something to its members.

Confidence is one of the chief of commercial factors. Where confidence is lacking trade will be soon wanting.

Self-control is just as essential as capital to success in business. In fact, it is better to be without capital than self-control.

Mild words pay better than angry ones, with clerks as well as with customers, and those with whom they do not should be given their dismissal.

Wealth of health is better than wealth of gold, but the most of us are more concerned about getting the latter than we are of keeping the former.

A Brooklyn firm is advertising on kites, which are given free to all boys or girls who ask for them. That is what might be termed flighty advertising.

Court trade in those lines which yield profit and let those lines which do not take care of themselves. Don't fondle a serpent when you can nurse a dove.

We are all more or less prisoners, to habit, but the question as to whether the habit is good or bad should determine whether we are to forsake or cling to it.

The camel, which has a hump on its back, is a speedy animal, which is probably the reason young men on bicycles get a hump on their back when putting on speed.

Every grocer should know how to blend tea; and every grocer who does not know can secure the information necessary therefrom from a book just issued by Joseph M. Walsh, of Philadelphia. It is called "Tea Blending as a Fine Art," is illustrated and sells at one dollar.

THE RISING SUN STOVE POLISH

AND

THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.



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

THE JAMAICA ORANGE CROP.

A KINGSTON, Jamaica, despatch to The N. Y. Journal of Commerce says: In Jamaica, West Indies, the first shipments of oranges to the American markets are watched with particular interest by both planters and merchants. Last year the misfortunes of Florida unexpectedly opened up an increased demand for the Jamaica fruit, and people sold oranges who had never realized anything on them before. At that time the country was not well equipped for the trade, and there might have been some little cause for complaint in New York about the packing, quality, sorting, etc. This year the trade is well equipped, and the fruit will go forward in much better condition and will be handled more promptly. Along the railway, sheds and packing houses have been put up, and buyers are out making contracts. It is reported that the sellers are having much the better of the market, which is strong with steadily increasing demand.

There is every indication that this year Jamaica can sell all the oranges it can produce; but, unfortunately, the crop threatens to be decidedly short of last year's output, and late conditions are tending to still further decrease the yield. Inquiries made at different parts of the island resulted in a number of estimates, some claiming that the crop would be well up to that of last year, but the greater part thought the crop would be short; and none looked for a greater output. As to quality, it will probably average below that of last year; though large shipments of choice carefully selected fruit will be shipped. After looking over all the estimates sent in, the crop of oranges seems likely to be about one-third less than that of last year, and prices may rule high all through the season.

Jamaica is a natural orange country, and the fine flavor of the fruit grown in the mountain district makes them the peer in the opinion of many of any that the world can produce. There is something about this

fruit from the mountains that gives it a real claim to superiority; equal perhaps to the very finest that Florida ever produced, and Jamaica mountain oranges are certain to become known as one of the choicest fancy products that will always have a ready demand. Fortunately, the shortage is more in the lowlands, where droughts have been prevalent. The mountains are always seasonable and a good crop of the fine quality fruit will be gathered.

Since the last crop fifty-six miles of new railway have been opened, and as the orange tree simply grows up wherever it happens to be, planting receiving but little attention here, some additional shipments will probably be received from the districts recently made accessible. It seems quite certain, however, that New York will not receive so many oranges from Jamaica this year, that a part of the crop will be small and rather inferior, that the mountain oranges will maintain their standard excellence, and that packing will be better with a system of delivery much superior to that of last year.

NOVA SCOTIA APPLE CROP.

A Halifax daily paper says: "C. R. H. Starr, of Wolfville, who knows nearly everything about the apple trade, says that the output of Nova Scotia orchards to the English market this year will be between 300,000 and 400,000 barrels. The crop will be the greatest in the history of Nova Scotia. The year before last the export from Nova Scotia to England was 225,000 barrels, and last year it was less. The crop is light in England, but it is heavy in the United States and Ontario, as well as Nova Scotia. Tonnage is comparatively scarce, and shippers are compelled to pay about five cents per barrel more than last year. The steamer St. John City sails to-night for London with 13,000 barrels; the Damara took 8,500 on the 12th, and the Taff had 7,600. There will be weekly shipments hereafter for the season."

FOOLISH SALESMAN.

LUNDY FOOT, the Dublin tobacconist, laid the foundation of his large fortune by saying to each dirty, ragged little girl, as he handed her the pennyworth of snuff she had asked for, "Thank you, my dear, please come again!" The largest retail grocery business in Boston was built up by the founder's rule to his salesmen, "Treat every servant-girl as you would her mistress if she were buying." The Saturday Evening Gazette tells of an airy salesman in a Boston dry goods house who had a fall by failure of courtesy to a purchaser.

A young lady was in search of some material to use for a waist with a very handsome silk skirt, and she advanced to the counter where this particular clerk was presiding. She was quietly dressed; she did not scintillate with spangles and gilt belts, and her sleeves and skirt did not extend to the full width of space between the counters, consequently the clerk decided that she did not come from the magic precincts of the Back Bay.

Attracted by a certain piece of goods, she asked the price and width. The man answered shortly, "Three dollars a yard; 47 inches wide." She looked at various other things on the counter and then returning to the first thing as the most pleasing, she said politely:

"Will you please give me a sample of this?"

The man did not move. "I told you that was \$3 a yard," he said.

The girl looked at him. "Yes?" she said. "The silk with which I intend to use it cost \$3.75 a yard, but I think I can make this stuff of yours do, as it is only for house wear."

A smile stole over the faces of two or three shoppers, and the salesman cut the sample with a meekness that would have done credit to Moses; but that girl says she'll go without a dress rather than buy a yard of that man.—Youths' Companion.

YOU make a mistake if you don't give **L. S. & B. COFFEES**

a trial. If you do the result will be
Satisfied Customers and Satisfactory Profit.

LUCAS, STEELE & BRISTOL

Wholesale
Grocers

Hamilton

PURE HONEY



We have now in store a large
consignment of

No. 1 Extracted Honey

In cases containing	1 tin	60 lbs.
"	" 4 tins each	25 lbs.
"	" 18 tins each	5 lbs.

This honey is put up by the same packer who handled our business last season, so buyers can rely on the quality. Prices are low.

James Turner & Co. - - Hamilton, Ont.

BALFOUR & CO. - HAMILTON

**Importers of Teas, Fruits,
and General Groceries**

We are offering exceptional values in Cleaned Currants and Selected Valencias. Every grocer should have our **Buckeye Paper Cutter**—three sizes.

Prompt shipment given to all orders. Prices right.

Captured the Market . . .

Two of H. J. Heinz Co.'s large Refrigerator Cars just arrived loaded with their Pickles, Ketchups, etc. The quality of these goods is the very highest that can be produced. They don't manufacture cheap stuff. If you want to make money get interested at once. Ask our travelers or write us direct.

H. P. ECKARDT & CO. - - TORONTO.

SELLING AGENTS FOR ONTARIO.

A REQUISITE FOR SUCCESS.

ONE of the chief requisites to a successful business career is honesty and integrity, says Retail Grocers' Advocate. These characteristics, to be thoroughly implanted, must be engrafted upon the character at an early age. There is a good deal in heredity, but the most vicious tendencies can be controlled, if not wholly eradicated. On the other hand, a naturally fine character can be vitiated. This shows the importance of early training, and it should bring forcibly to the mind of every business man who has young clerks under his charge the great responsibility that rests upon him. They should be taught that reliability is the first requisite for a good clerk.

The immense aggregate of the business world is rendered possible because of the confidence existing between business men. Consider for a moment the condition of things, if in every mercantile transaction the actual money, money of redemption, because in the absence of all confidence there could be no fiat in money, had to be counted out and paid over.

What proportion of the business of the world to-day could be transacted under those circumstances?

Probably one-tenth of the present volume

would consume the whole 24 hours, instead of 8, as at present. The absence then of honesty, integrity and reliability, with their natural accompaniment, confidence, would demoralize and disorganize all business.

Honesty is capital. No doubt instances have come under the observation of each individual reader where young men without means have been furnished with money to start in business by some benefactor. It need not be affirmed that there was no lack of confidence on the part of the lender in the honesty of the borrower. A thoroughly honest clerk is a valuable adjunct to any establishment, and is highly prized by his employers.

When a clerk has gained the confidence of his employer, he has made his first permanent start in life. He has laid up a treasure that will not rust or corrode or fluctuate with the markets. Its permanent and perpetual value is in his hands, and all he has got to do is to so comport himself as to continue to merit it. Confidence begets confidence, and the man who enjoys it is far less liable to be without a place than he who does not. There are always places for the best men. Dishonesty never pays, neither in proprietor nor clerk.

The horse attached to the delivery wagon of M. Dufton, grocer, St. Thomas, ran away on Horton street Monday morning. The driver, a lad named Albert Chapman, was thrown out and had both bones of his right arm broken at the wrist.

RETAILERS' COMPETITION.

Referring to retailers' competition *Mercantile Journal* says: "Never was it fiercer, more perplexing or more general. None escape it, not even the richest, most popular and old established firms. Its power is augmented by publicity—generous advertising in mediums which reach every class of consumers. This competition, speaking generally, cannot be called irregular, unfair or in any way of a character to impair the confidence of consumers. It is of a two-fold nature.

"In order to meet the new forms of competition, or, rather, the newer methods of distribution, the retailers must be thoroughly familiar with the aims, methods or service of their new competitors, just as the successful general acquaints himself with the aims, conditions and methods of the enemy and is so prepared against surprises and places himself in a position to strengthen his defence or assume the aggressive.

"The best way to keep posted about new competitors is by personal inspection of their stores. Become regular patrons and thus be placed in a position to know every detail of their work. Test the truth of their advertisements and see if the statements of quality and comparative prices are correct, and whether the goods are any better or sold at any less margin than your own."



WHEN IN NEED OF

HAMS, BACON OR LARD

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

LETTER ORDERS PROMPTLY FILLED

Packed by

The GEO. MATTHEWS CO., Ltd.,

OTTAWA AND
PETERBOROUGH

Pakling Congous

We beg to advise the trade that we are this week in receipt of **Choice New Season's Pakling Congous in caddies.** These are excellent liquoring teas and show exceptional value.

THE DAVIDSON & HAY, LTD.

Wholesale Grocers.

TORONTO.

Doubtful Profits

are the profits made from the customer who is led to experiment with unknown quality. Naturally, your judgment is relied upon to a certain extent. Perhaps you can make a larger profit—once—on guesswork, but that customer—sooner or later—is going over to another grocer. Pan Dried Rolled Oats are free from uncertainty in the manufacture. Time has made Pan Dried the Standard, for Quality counts.

From Manufacturer to
Retailer Direct.

The Tillson Company, Ltd.
Tilsonburg, Ont.

DO YOU KEEP

Pilkington's Powdered Perfumed Lye

Perfectly Pure.

"BELL BRAND"

Superior to all
Other Brands.

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

Sole Agents in Canada

Bellhouse, Dillon & Co.

47 Wellington Street East

.... TORONTO

30 St. Francois Xavier Street

.... MONTREAL

Trade is held by Quality

Low prices may bring you some casual trade, but they won't make customers. Trade is made and held only by the quality of the goods you handle. Here are four specials from our stock—they have the trade-making qualities. Prices, too, are very low, leaving good margin for trade.

MITCHELL'S SCOTCH WHISKEY

The judges at the Glasgow Exposition awarded this whiskey two gold medals for excellence. It is pure, smooth and old.

CEYLON TEA . . .

Is recognized as the best in the world, and the best Ceylon Tea is "Victoria." In ½-lb. packages; retails at 25c.
"Princess Louise," in ½-lb. pkgs., retails at 20c.

P. RICHARD'S BRANDY

Guaranteed pure by analysts. Made in Cognac, France. Sold throughout Europe. A general favorite wherever it is known.

VICTORIA MATCHES

Cheapness in a match is a good thing, but in Victoria Matches you get quality too. These matches prove that it is possible to make the very best quality match at a very low price.

Laporte, Martin & Cie. 72 to 78
St. Peter St. MONTREAL



ALWAYS THE BEST
ALWAYS THE SAME

Carr & Co.'s Biscuits were the first fancy biscuits made and are still the first in quality. They have been supplied by Royal appointment to Her Majesty the Queen for the past fifty years.

The "Cafe Noir," especially, is a favorite. Needs no recommendation—save a single trial.

Sole agents for Canada

Robert Greig & Co.
MONTREAL.

Talk that Tells

If you stock your store with all kinds of uncalled for, unknown and unsaleable goods, under the delusive idea of greater profit and recommend them to customers in place of tried and reliable and staple brands, the result is sure to be—questionable customers of doubtful credit. Every article we offer you is the best that can be had in its line.

CANDIED PEELS

This is the season of the year to lay in your stock of Candied Peels. We have in stock a fine line of Lemon, Orange and Citron Peels from John Buchanan & Bros. Ltd., Glasgow. There are none better and few as good.

Owing to the very high price of Mexican Beans, some extract makers are using the cheaper Tahati and Tonka Beans altogether and calling the result "Vanilla Extract." In making the Crown Brand Vanilla Flavoring we use only the finest cured Mexican Beans that it is possible to procure. All extracts bearing our Crown Label may be depended on as being the strongest, purest and best. We know—we make them.

CROWN BRAND FLAVORING EXTRACTS

ROBERT GREIG & CO.

MONTREAL.

Extracts

You want the best.



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

Seely's

ALL SIZES.
EVERY FLAVOR.

FINEST QUALITY
OF GOODS.

ELEGANTLY PUT UP.
SIGHT SELLERS.

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



Selling Agents

Turner, Mackeand & Co.

WHOLESALE
GROCERS

Winnipeg



A SUBSTITUTE

May pass once, but the customer is not apt to come back. How do you feel when your merchant substitutes on your order? Well, it's so with women—they are not likely to forget it. When they ask you for **SNOW DRIFT BAKING POWDER** they have a good reason for wanting it, and it is to your best interests to see that they get it. No substitute will satisfy.

The Snow Drift Co., - Brantford.

Try a Case of

DALLEY'S BIRD SEED

One-pound packages packed in forty-pound boxes . . .

This seed is choice, and re-cleaned. Each package contains a cake of Bird Improver and cuttle fish bone. Put up in handsome containers, which make splendid shelf goods.

THE F. F. DALLEY CO. LTD., HAMILTON, CAN.



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

The MacLean Publishing Co. LIMITED

FINE MAGAZINE PRINTERS
and
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17 Victoria St., London, S.W.
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John Cameron, General Subscription Agent.
Major A. G. Campbell,
General Subscription Agent.

THE DUTY OF BUSINESS MEN.

ALTHOUGH the Dominion Government has in contemplation ways and means of extending the export trade of the country, manufacturers and merchants who desire to court business with foreigners should not rest upon their oars in order to see what may turn up.

There are a great many things the Government can do in the direction indicated, but there are a great many things it cannot do, no matter how solicitous it may be. But too often Governments are not by any means prone to act with promptitude in matters pertaining to commerce. They are too busy, as a rule, playing the game of politics. The present Government may be an improvement, in this respect, on its predecessors, but that has to be demonstrated.

Granted that the Government will do its part, it will obviously be some time before that part can be performed, and then there are still certain things that the business men must do themselves. Their time for action is now, as well as hereafter.

It is not the duty of the state to sell goods. The duty of the state is to prospect for markets, and to busy itself about establishing means of transportation thereto. As far as the actual sale of goods is concerned, that is the duty of those who have the goods to sell.

It is true there are many things in the way of transportation facilities, etc., which hinder the development of our export trade in certain directions. But there are obstacles in the way which are of our own creation. In countries where prospecting has been done for us, because of our perverseness we have not benefited by it to the extent we should have.

We often refer to the obstinacy of the

British merchant in that he makes his goods and puts up the same to suit his own tastes, and will not deign to make or pack them to suit the tastes of his customers. And yet this very sin is one of Canada's sins.

We have been repeatedly told that goods for this market must be made this way, and for that market they must be packed in a certain way to suit either the tastes or the climate of the country in question. But too many exporters persist in shipping goods as if they were intended for the home instead of a foreign market. The result is that trade we should have had we have not. The Canadian merchants and manufacturers who are to-day making a success of exporting are those that are fashioning their goods to suit the requirements of the market to which they are sending them.

There are a good many manufacturers and merchants in this country who are actively pushing the export branch of their trade; but there are not enough of them. Neither is there enough of united action.

In Great Britain the boards of trade and commercial bodies in the various commercial centres are importuning the Government to remedy defects in the consular system with a view to facilitating the export trade of the country. And in the United States what is known as the Exporters' Association is doing excellent work in the way of foreign trade up-building.

Canada cannot afford to be behind in this respect. If we are ever to become even anything near what our capabilities intended that we should be we must develop our export trade more rapidly in the future than we have in the past. And the keener our business men become to develop our export trade the more active will the Government be to do its part. The Government is but the expression of the will of the people.

HOW HE BECAME CONVERTED.

JOHN HUNTER, New York, the American manager of Alex. Pirie & Sons, Aberdeen, Scotland, the largest paper makers in the world, was in Montreal last week, and, picking up a copy of THE GROCER, read the advertisements of Ceylon and India teas. He said: "I am glad to see you are talking up Ceylon teas. In my travels around the world I visited Ceylon and saw what fine tea they grow there and how careful they are in cultivating, packing and handling it, and this is all done in the gardens. Since that time I have always insisted on getting Ceylon. I do not care to drink the filthy stuff that I saw China and Japan shipping to America. To prepare Ceylon properly it should not be drawn more than three minutes. Boiling it spoils the flavor. With good cream there is no

more refreshing beverage. Have you noticed that at home Ceylon and India have taken the place of China and Japan?"

CALIFORNIA FRUIT CONDITIONS.

A LEADING commission man in Montreal gave THE CANADIAN GROCER an interesting chat in regard to the Pacific Coast fruit.

Speaking of business in futures, he said: "In this future business there is always one side or the other disappointed, and very often it is both sides, so I don't urge business in this connection. If the market goes down, buyers are disappointed because they have high-priced goods to sell against their competitors, who have secured their stock at lower prices. Should the market go up, it usually means a loss to my people, as the parties with whom they contract almost invariably go back on their trade when there is an advance. If they don't do so, the chances are that they put in inferior goods, so that the quality is poor, and the buyers are dissatisfied in that way.

"My people are making considerable purchases direct from the farmers this year. I may say that the man who has cash to offer on the Coast can secure pretty good bargains from producers. I don't believe it would pay, however, to make direct shipments, for the reason that every kind of fruit must be bought up as soon as it is ready. If one wants to make direct shipments from the Coast he cannot buy fruit and hold it out there until the various other kinds of fruit are ready for the market. Besides, the better grade of each quality is produced in widely different sections of the state. If you should undertake to make mixed cars up at any one point, you would have, for instance, good peaches, but your prunes, raisins, plums, etc., would be very poor; or again, if you bought in the section where raisins were good you would have to put up with inferior quality of peaches, apricots, etc.

"The only way to do, in my opinion, is to buy the goods when they are offered for sale by the farmers at low prices and ship them to one warehouse where they can be graded, packed, etc., with better machinery and cheaper labor than is obtainable at any of the small towns on the Coast. If the goods are shipped to San Francisco to be packed, the local freights are even more in proportion than to pack them in St. Louis and re-ship to Montreal."

PACIFIC COAST PRUNES.

Mail advices this week confirm earlier reports regarding the great shortage in the Oregon prune crop. In fact, commission men in Montreal who control some in cold

storage have been ordered not to make any large sales without at first advising their principals, as it is quite likely that prices on them will have to be put up.

On the other hand, to offset this shortage, advices from San Francisco state that the California crop will be very large, and prices in that state are expected to rule low. F. o. b. offers at that point have been made of 2½c., 90 to 100; 3c., 80 to 90; 3½c., 70 to 80, and 4c., 60 to 65. Fancy peaches in San Francisco are worth 4¾c. in boxes, 4¼c. in sacks; choice, 4¼c. in boxes and 3¾c. in sacks, standard ½c. less.

THE CURRANT MARKET.

The currant market was disposed to be a little erratic during the past week or ten days, although in the rounding up it became firm.

First prices were cabled 6d. dearer. Then the market eased off, values declining 3d. This weakness, however, was only of one day's duration, and the figures gained the 3d. they had lost. The market is now firm at the 6d. advance.

Shipments on the direct steamers are completed, but the quantity loaded is considerably less than in former years. The actual figures, however, are not yet to hand.

LEMON SALE IN TORONTO.

The feature of the lemon market in Toronto was the sale on Tuesday last of the first direct shipment of this fruit which has ever taken place there.

There were 1,000 boxes in the shipment, and the sale was conducted with catalogues, etc., after the manner of the big fruit sales in Montreal and New York.

The fruit was consigned to Clemes Bros., and was sold at the Auction Mart of the Toronto Fruit and Produce Co., Yonge street wharf. There was a fair attendance of city and country buyers, and the bidding was fairly active. The stock was all of the Verdelli kind, and the prices obtained ranged from \$1 to \$3.50 per box.

Whether sales of this kind will be continued depends upon the satisfaction this initiatory one has given the shippers.

REFUND UNDER THE FRENCH TREATY.

The following memorandum has been sent to the collectors of Customs at the various ports:

That having reference to Order-in-Council of March 3, 1896, admitting the claim of Spain to participate in the advantages conceded to France under the so-called French treaty, authority be given for the refund of any excess of duty on articles affected by the treaty, being the product of and imported from Spain, which may have been paid between the date the French treaty went into effect, that is to say, from and after October 14, 1895, and the time when Spain was allowed to participate in the benefits of the treaty.

DRIED APPLE TRADE MENACED.

SAMPLES of dried apples which are being submitted to exporters and dealers in Toronto this season are not, as far as quality is concerned, in keeping with the crop.

The apple yield in Canada is excellent in quality as well as enormous in quantity; but the quality of the dried apples, according to samples being submitted, is about as bad as it well could be.

The fruit is principally made from early crop apples, and is red, thinly sliced and presents a generally uninviting appearance. Instead of improving with experience, the farmers of the country appear to be retrograding in this respect.

The remedy for the present unsatisfactory state of affairs lies largely with the country merchants. The fruit comes direct into their hands from the farmers. They, by suggestion, can induce the farmer to make his fruit in a proper manner, instead of in the careless, slovenly way he now so often does. And if suggestion does not bear fruit they should refuse to take that which does not come up to standard.

The great bulk of the dried apples made in this country is exported. For this export trade we have, and this year particularly, a formidable competitor in the United States. Under ordinary circumstances we have the advantage: we have better apples. If we do not turn out better dried apples the fault is, therefore, certainly our own.

Having the best green fruit, we can, if we will, put up the best dried article. THE CANADIAN GROCER has been examining several samples during the past week, and they simply are an abomination. They are so bad, in fact, that exporters here are refusing to have anything to do with them, notwithstanding that foreign importing houses are beginning to make enquiries.

If uniformly good samples are not turned out it will simply mean that Canada will be compelled to compete with the cheap, dark fruit that is to-day quoted in Chicago at from 1 to 1½c. per pound. We cannot bid for a first-class trade with a low-class article.

No great effort is required to make the quality what it should be. We have A1 raw material. All that is demanded is care.

Apples for drying should be cut into quarters and screened, all dark, burned and small stock being eliminated. Country merchants should instil this into the minds of the farmers from whom they get dried apples.

In view of the large crop of apples, the season is a critical one for Canada in the

dried apple export trade. How it will turn out depends upon ourselves.

Some of the factories turning out evaporated apples also stand in need of condemnation. They are not nearly as careful as they should be. Several of the samples are lacking in color, others are badly trimmed and cored, while still others have been improperly evaporated, causing the fruit to turn sour a few days after the samples have been submitted to dealers. Then there is also a lack of uniformity in size, the fruit not having been screened.

If the factory men would get their stock into the bleachers as quickly as they should they would avoid that discoloring due to oxidization. Then, on the other hand, they would avoid their fruit turning sour if they were not to pack it as soon as they do after it leaves the evaporator. If all the water is not extracted before the fruit is packed, sour goods cannot be avoided.

The lowness of prices is doubtless due in many instances to the poor quality of both dried and evaporated apples. But carelessness is never excusable.

What is worth doing at all is worth doing well. Price is never appreciated by deterioration in quality; but deteriorated quality often establishes a bad reputation. And Canada cannot afford to earn a bad reputation in an article of which we exported over four million pounds last year.

PECANS VERY FIRM.

Latest advices indicate that the growing crop of pecans is likely to be, if not almost wholly, a failure. For this reason it is held that buyers gain nothing by holding off. Offers have been made at a range of 4½ to 7c. f.o.b. on the cars St. Louis. These figures are about equivalent to a range laid down in Montreal of 8¼ to 10¾c. duty paid.

These offers, however, were made only subject to confirmation at the time they should be received, as the market on the nuts is active and large purchases are being made every day.

ONLY HALF A CROP.

A letter received by a Montreal commission man a few days ago states that the crop of California raisins will only be about half of what it was last year.

The buyers have been paying 2½ to 2¾c. in the sweat box, which means 3¼c. for 2's, 3¾c. for 3's and 4½c. for 4's.

The recipient of the letter is, however, advised not to offer raisins yet, as the market in San Francisco is not properly established on new crop fruit, the growers not having got through culling their crop.

THE PROPOSED NEW TARIFF.

ON several occasions in the last three or four years we have strongly urged the Government to make no sudden change in the import tariff. Business men in Parliament have also urged the same thing, but the controlling influence in the last Government seemed to pay little attention to the interests of the business community. We were promised better things by the Liberals. They have now an opportunity of showing whether their promises will be fulfilled.

Just at this time buyers for dry goods houses are starting for Europe to place orders for spring goods. Grocery, hardware and other wholesale houses are giving orders now for goods which they will receive between now and spring. Owing to changes that are to be made in the tariff in January and February, they are completely at sea as to what purchases they will make. If they buy largely and bring the goods in, they may find after a week or two, after paying the duties, that the duty is materially reduced, and later imports can be sold at very much less money. The result will be a very serious loss to the importer; wiping out perhaps more than a whole year's profit.

When speaking in reference to this matter with a member of the present Government, he remarked informally that to announce changes some months before they came into force would be quite contrary to precedent, and he did not think the Government could do it. This is tantamount to saying that because some of us began life with a wooden spoon we should always continue to use one. If this is Mr. Fielding's view of the question, we confess we are very much disappointed in the man of whom, though a lawyer, we had great expectations.

Americans take a very proper, business-like view of it. They do not allow their tariff changes to affect their trade but as little as possible. Sometimes they are not brought into force for two years after they are passed.

If the Government desire to do what is in the interests of the business community, they should announce now that the tariff changes adopted in the January session of Parliament would not come into force at the earliest before June or July. By this time goods will be distributed through the country and prices will not be affected by any reductions.

H. A. NELSON & SONS' BROOMS.

H. A. Nelson & Sons still handle their broom, whisk, and woodenware business in Toronto. A good many of their customers

seem to think that they have closed the Toronto office entirely, but that is not the case. They still keep a stock of woodenware and matches in the "Queen City," and their brooms and whisks are made there. They also have a full line of samples of fancy goods representing their Montreal stock.

DECLINE IN CANNED SALMON.

JOBBERS in Montreal have been trying this week to place orders for supplies of canned salmon, but so far the business resulting has been small. Sales agents, it is true, have cut their figures 25 to 30c. per box, but buyers want to place orders at still less money, and the result is a stand-off.

The best offer so far made has been \$4.25 f.o.b. Coast, but as the general run of bids are around \$4 the opportunity for business is small. In fact, only one house has made any purchases, and these are confined to small lots. These purchases were made on the basis of \$4.25 to \$4.35 f.o.b. Coast, and will cost about \$5 laid down in Montreal.

It will be seen from these figures that views entertained a month ago in relation to the canned salmon market were radically wrong and that the jobbers by holding off as they have done have followed the most profitable course for themselves. In fact, reports now agree that the output in British Columbia will be an extraordinary one, and that the total pack of canned salmon will be the largest in the history of the business. The large run on the Fraser, and also in the Columbia River, is, we judge, a direct result of the establishment of the fish hatcheries; and if so gives a fair assurance of a continuance of a business that a few years since bid fair to be extinguished in these waters. It is to be hoped that consumption will continue to increase in the same ratio that it has the last few years.

The sales agents are reluctant, however, to come down to buyers' extreme low views, and orders for all the way from 3,000 to 5,000 cases were refused because the buyers would not pay more than \$4 f.o.b. Coast.

IDENTIFIED BY A RED BAND.

In these days when there is so much competition it is advisable to give an article a mark of identification, no matter how excellent in quality that article may be. The manufacturers of Beardsley's shredded codfish have recognized this fact, and each package of this delicious article now put upon the market is encircled with a narrow red band about one-third the width of the box. He who runs can now recognize Beardsley's shredded codfish.

TALK WITH A CHINA TEA MAN.

MR. E. White, who for the past three years has been one of the representatives of Peek Bros., Winch & Co., Ltd., of London, at Shanghai, China, was in Toronto for a couple of days this week, en route for London. Mr. White made his journey from China to Toronto by the Canadian Pacific's steamship and rail route and spoke enthusiastically of the accommodation.

THE CANADIAN GROCER had a short and pleasant chat with him in the office of the Toronto agent of his firm, Mr. Halford.

"How do you view the proposal being made to the European powers by China for permission to increase the tariff?"

"We have no objection, provided there goes with it the removal of certain burdensome customs, which now handicap the trade of the country. For instance, a vessel bringing a cargo of tea down one of the rivers is compelled to pay likin—that is, a tax—to this and that mandarin's territory by which it passes. Now, that likin is a hindrance to the tea trade, and we would like to see it removed."

When I turned the conversation to the manner in which Indian and Ceylon tea was supplanting China tea, Mr. White readily acknowledged the fact. "But," said he, "the finest Moning tea is still the finest tea in the world. And then, as to the low-priced teas, China can produce them cheaper than any other country in the world."

"Why?" I asked.

"Because labor is cheaper in China than in any other country in the world."

"What was the condition of the tea market in China when you left?" I asked.

"This year's crop is likely to be much smaller than last year. It is hard to tell at present how much. The Moning crop is estimated to be about 200,000 half-chests shorter than last year. The green tea crop will also be smaller. One of the causes of the small crop is the lowness of prices. At present prices the natives are losing money. On Moning teas they have lost tremendously."

Mr. White was favorably impressed with what he had seen of Canada. "But one thing I notice you lack," he said, "and that is population."

SHARP ADVANCE IN ELEME FIGS.

A cable received in Toronto this week from C. Whittall & Co., Smyrna, states that the price of Eleme figs there has been advanced 3s. per cwt. The cause of the advance is damage by rain.

The first shipment of new season's Eleme figs will be on the Toronto market in a few days.

Eight Gold Medals

Have been awarded for superior excellence at the great expositions held in England. This should mean something.

GILLARD'S NEW PICKLE & GILLARD'S NEW SAUCE

For a quarter of a century these exquisite table relishes have been acknowledged as incomparably the best. Compounded only from the finest selected English and Eastern Pickling Vegetables.

Can be had from all wholesale grocers in Canada.

Gillard's New Pickle

Quart bottles, 2 doz in case; single case lots, \$3.40; 5 case lots, \$3.30 per doz.

Gillard's New Sauce

Half Pints; single dozen lots, \$1.75; in barrels of 12 dozen, \$1.60 per dozen.

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just drop a post card to any of addresses below for a sample order, and we guarantee they will give you the best satisfaction of any packet tea on the market.

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49 Front St. East, TORONTO.

THE HUDSON BAY CO., WINNIPEG.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

THE past week has seen a seasonable decrease in the demand for sugar, although there is still a good deal of sugar moving. Business generally is, however, rather better than it was a week ago. There is more doing in teas, and foreign dried fruits are receiving more attention, presumably on account of both a seasonable demand and the higher prices ruling in the primary markets on nearly all lines. Canned goods are in much the same position as before, both wholesalers and retailers holding off. There is, if anything, a stronger feeling in regard to tomatoes, the frost of last week having put an end to the packing season. The worst feature of the local market is still the cutting in the price of sugar, which, during the past week, seems to have been given a fresh impetus. Some of the retailers are also exhibiting increased desire to sell sugar at less than they paid for it. The general trade outlook is getting brighter and payments are improving again.

CANNED GOODS.

The frost of last week has of course put an end to the tomato-packing season, and there is a better feeling in regard to prices as a result thereof. The extent of the pack, what it is, is, of course, impossible to say as yet. The crop of tomatoes was undoubtedly large, but the packers aver that the pack is not as large as it was anticipated it would be, and they advance various

reasons why such is so. In the meantime, prices are as before, and business is practically at a standstill in all other kinds of vegetables as well as tomatoes. The salmon situation appears to be much the same as a week ago. The first shipment of new pack cohoes is due on the Toronto market in a few days. They will likely sell at \$1.20. We quote as follows: Tomatoes, 65 to 75c., for prompt shipment, and 70 to 75c. for future delivery; corn, 55c. for old and 65c. for new; peas, 65 to 75c. for ordinary; sifted select, 95c.; extra sifted, \$1.45 to \$1.50; beans, 70c. up; peaches, \$2.50 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 80 to 90c.; gallons, \$1.90 to \$2.25; salmon, "Horse-shoe," \$1.40 to \$1.45; "Maple Leaf," \$1.40 to \$1.45; Lowe Inlet, \$1.30 to \$1.35, in tall tins; cohoes, \$1.20 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.10 to \$2.30 for tall tins; flats, \$2.60 to \$2.65; half tins, \$1.50 to \$1.55; Canadian canned beef, 1's, \$1.25 to \$1.30; 2's, \$2.25 to \$2.35; 6's, \$7 to \$8; 14's, \$14.50 to \$15.50.

COFFEE.

There is not much doing. We quote green in bags: Rio, 15 to 17c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 25 to 35c.; Mocha, 27½ to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

SYRUPS.

The movement is still limited. We quote: Dark, 28 to 31c.; medium, 33 to 35c.; bright, 40 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

The season is beginning to brighten up, and a little more business is reported. Centrifugal molasses at New Orleans has been advanced in price 1 to 2c. per gallon, and it is said to be very scarce. We quote: New Orleans, barrels, 28 to 30c.; half-barrels, 30 to 35c.; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The European market is a little better, there having been an advance of 3d. in London last week. In New York, on Monday, however, all kinds of refined sugar were reduced ¼c. per lb., but it is alleged that this is merely a move on the part of the Trust to bear the market in order that it might be able to buy raws cheaper than holders are now willing to accept. The Canadian refiners have made no change in their figures, and, in spite of the recent reduction in New York, their prices are still from ½ to ¾c. below those obtaining across the border. The chief weakness in the local market is the increased tendency that has developed during the past week on the part of both wholesalers and retailers to cut prices. Some of the retailers are selling twenty-five pounds of granulated at one dollar, or at the rate of 4c. per lb., the refiners' price. The demand for sugar has eased off during the past week, but there is still a good deal going out, among which are some carloads. The ruling wholesale price is 4 1-16 to 4 3-8c. per lb. for granulated and 3 1-16 to 3 3-4c. for yellows.

SPICES.

Pickling spice is still receiving some attention. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure

Grocers' Scoops

STEEL, TINNED and GALVANIZED, BRASS, HORN, WOOD.

Grocers' Sundries

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are flooding the markets; packed in the same way, and labels worded the same. Even our advertisements are copied, in all but one respect, and that is, that none have the courage to offer to take their tea back if it is not satisfactory.

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ST. STEPHEN, N.B.



BRANCHES—

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

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.

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

NUTS.

The market is dull and without change. We quote as follows: Brazil nuts, 11 to 12c.; Sicily shelled almonds, 25 to 26c.; Tarragona almonds, 12 to 13½c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; coconuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12 to 12½c.; Marbot walnuts, 11 to 12c.; Bordeaux walnuts, 9c.; Sicily filberts, 8 to 10c. for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.

TEAS.

The past week has seen a slight further improvement in the demand for teas of all kinds. Ceylon teas eased off a little and better values are offering than during the preceding week. Exports of tea from Calcutta to the United Kingdom, from the commencement of the season to the middle of the month, were 56,000,000 lbs. against 50,530,000 lbs. for the same time last year. Ruling prices on the Toronto market to retailers are: Young Hyson, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28

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

DRIED FRUITS.

The local market is completely bare of new season's raisins, the first shipment having been sold, while the second lot has not yet come to hand. Everyone is wanting the fruit, and in the meantime the few old stock Valencia raisins that are still in hand have been receiving attention which they otherwise would not. The idea for old stock is 4c. for off-stalk, 4¾ to 5c. for fine off-stalk and 5½ to 5¾c. for selected. Shipments ex ss. Elysia are being anxiously looked for. The market continues firm. The advances noted last week have been accentuated by a further advance of 1s. per cwt., which has largely stopped buying by local importers. As very few raisins were contracted for, it is thought that there will be a short supply in Canada till after the Christmas trade.

Currants have experienced another advance, being 6d. dearer than they were a week ago. The local demand is good. The cheaper kinds of fruit are scarce. We still quote: Provincials, 3¾ to 3¾c. in bbls.; fine Filiatras, in bbls., 4 to 4½c.; do., half-bbls., 4½ to 4¾c.; ditto, half-cases, 4¾ to 5c.; Patras, 4¼ to 4½c.; Casalinas, cases, 5 to 5¼c.; Vostizzas, cases, 6 to 6½c.; do., half-cases, 6½ to 6¾c.; do., extra fine, 6¾ to 7¼c.; do., half-cases, 7¼ to 7½c.

In Sultana raisins, buyers are holding off in expectation of lower prices. In the meantime, however, further advances are report-

ed, and the market is about 5s. per cwt above the opening quotations.

A cable from Trieste quotes Turkish prunes 6d. higher on the lower sizes, such as D's and U's. We quote nominally as follows: Bosnias, "Sphinx" brand, "A," 65 to lb. 9c.; "B," 75 to lb. 7¾c.; "U," 102 to lb., 6 to 6½c.; California prunes, 30-40, 11 to 12c.; 40-50, 9 to 10c. per lb.; 50-60, 8½ to 9½c. per lb.; 60-70, 8 to 9c.; 70-80, 8 to 8½c. per lb.; 80-90, 7¼ to 7½c.; 90-100, 6½ to 7c.; 110-120, 5½ to 6c.; Bohemian, 3½ to 4c.; French, 5½ to 6½c.

California fruits are unchanged. Advices state that the lower prices which have obtained for apricots this year have increased the demand in the United States, and a large business is being done in consequence. We quote wholesale prices as follows: Apricots, 8 to 14c.; peaches, 5¼ to 8½c. in bags and ½c. per lb. more in boxes; pears, 8 to 10c.; plums, 6½c. for unpitted and 9½ to 10½c. pitted; nectarines, 9½ to 10½c.

GREEN FRUIT.

Jamaica oranges are in stock, and there is a fair demand for them. The quality is good. There is a good enquiry for lemons. The feature of the local market was an auction sale on Tuesday of 1,000 boxes of Verdelli lemons, a direct shipment, and the first of the kind. Prices ranged from \$1 to \$3.50 per box. Cape Cod cranberries are now being freely offered, but the demand does not amount to much yet. A better feeling obtains in regard to bananas owing to the lightness of stocks, and prices are

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Manufacturers' Agent and Grocery Commission Merchant

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10 to 14 Pape Avenue.

Every up-to-date Grocer should keep

COWAN'S

HYGIENIC COCOA
ROYAL NAVY CHOCOLATE
and FAMOUS BLEND COFFEE

Send your orders to

THE COWAN CO., Ltd.

470 King St. East, Toronto

YOU DESIRE TO INCREASE YOUR TRADE . . .

The most certain way to do so is to handle

J. F. ROGERS'

JUSTLY CELEBRATED

Breakfast Bacon, Hams and Choice Backs.

OUR LARD absolutely Pure and kettle rendered solely from LEAF LARD

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

J. F. ROGERS

16, 18 and 20 FRANCIS STREET TORONTO

YOUR CONSIGNMENTS

FRUITS

CAREFULLY HANDLED BY

CLEMES BROS.

Wholesale Fruit and Commission Merchants

51 Front St. East, TORONTO

higher. Sweet potatoes are lower, and there is a good demand for them. Apples are a drug on the market, and they are selling at all sorts of prices. Very few peaches are coming forward, and all arriving are taken care of. Tomatoes are practically out of the market. We quote: Oranges—Rodis and Sorrentos, \$6 to \$6.50 per box; Jamaicas, \$7 per bbl. and \$4.50 to \$4.75 per box. Lemons—Maoris and Sorrentos, \$4.50 to \$6 per box. Bananas, \$1.00 to \$1.50; cocoanuts, \$3.75 a sack and 60c. per doz.; tomatoes, 15 to 25c. per basket; Jersey sweet potatoes, \$1.75 to \$2.25 per bbl.; apples, 25c. to \$1 per bbl.; pears, 25 to 40c.; peaches, 40c. to 85c.; plums, 35 to 65c.; grapes, blue, 1½ to 2c. per lb., Niagaras and Rogers, 2 to 2½c.; onions, 75 to 80c. per 80 lb. bag; Cape Cod cranberries, \$7 to \$7.50 per bbl. and \$2.75 per crate.

BUTTER AND CHEESE

BUTTER—There is no change in the situation. Receipts are liberal but the demand is not active. We quote: Dairy butter—Tubs, 13 to 13½c. for good to choice; low grade to medium, 7 to 9c.; pails and crocks, 12 to 13c.; pound prints, 13 to 14c. Creamery—Tubs, 17 to 18c. 1-lb. blocks, 19 to 20c., according to make.

CHEESE—The market is firm, with the local demand fair. We quote 9½ to 9¾c.

COUNTRY PRODUCE

BEANS—Dull at 75 to 80c. per bushel.

DRIED APPLES—Offerings are becoming more liberal, but there is no demand. We quote jobbing prices nominally 2½ to 3c.

EVAPORATED APPLES—There is nothing doing although samples are being freely submitted.

EGGS—The market is firmer, the supply being lighter and the demand good. Jobbers are beginning to open up their lime vats. The price of limed eggs is likely to open at about 13c. New laid eggs are firm at 13 to 14c.

HONEY—Quiet. We quote: Strained, 7 to 8c., in 50-lb. tins, and comb at \$1.75 per dozen.

POTATOES—The market is dull. The idea as to price is 40c. in carload lots on track and 45 to 50c. per bag out of store.

PROVISIONS AND DRESSED HOGS.

Trade in provisions is quiet, with prices unchanged. Dressed hogs are in liberal supply at \$4.75 for heavy weights and \$5 for select weights.

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

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

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

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

DON'T FORGET . . .

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

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

Joseph Carman

Mercantile Broker and Manufacturers' Agent,

Correspondence Solicited. References—All wholesale Grocers. WINNIPEG, MAN.

Telephone No. 471. Established 1870.

JOHN HAWLEY

Provision and Commission Merchant

Butter Eggs Lard Apples Cheese Etc.

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

88 Front Street East, Toronto

MORROW & EWING

General Commission Merchants

13 John St., MONTREAL

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

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

ESTABLISHED 1892.

Butter and Eggs
WANTED NOW!

Rutherford, Marshall & Co.

General Produce and Commission Merchants

62 FRONT ST. EAST, - TORONTO.

Egg Cases supplied on application.

Correspondence Solicited.

MOUNT ROYAL
MILLS RICE

D. W. ROSS CO.

Agents MONTREAL



Brand HAMS, BACON, LARD

All finest quality.

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

CRISP SODAS

Put up in 3-lb. Tins, always fresh : quality is perfect.
Their increasing sale is rapidly proving it.

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

GRAIN, FLOUR, BREAKFAST FOODS

GRAIN—Deliveries are large, with the price of wheat firm. We quote: White wheat, 72c.; red, 69c.; goose, 52½c.; oats, 20 to 22c.; peas, 42c.

FLOUR—The market is stronger, Manitoba prices having advanced 25c. per barrel and those for Ontario flour 10c. per barrel. We quote in carloads on track, Toronto: Manitoba patents, \$4.10; Manitoba strong bakers', \$3.70; Ontario patents, \$3.85 to \$3.95. Straight roller is about \$3.55 to \$3.65, Toronto freights.

BALED HAY—Quiet; cars on the track here are quoted at \$10.75 to \$11.25; No. 2 is quoted at \$9.50.

BREAKFAST FOODS—Business is much as before, with prices unchanged. We quote as follows: Standard oatmeal and rolled oats, \$2.50; rolled wheat, \$2; cornmeal, \$2.35 to \$2.45; split peas, \$3.25 to \$3.50; pot barley, \$3.25 to \$3.50.

FISH AND OYSTERS.

In fish business is much about the same as it was a week ago. The demand for Labrador herrings is good. A feature of the market is the supply of salmon trout, which are larger in size than this market usually takes. The demand is fairly good for oysters. We quote: White fish, 7½c.; trout, 7c.; Labrador herring, \$5.75 to \$6 per bbl. and \$3.50 per half-bbl.; boneless cod, 4½c. per lb.; pure cod, 6½ to 6¾c. per lb. Oysters are quoted at \$1.40 for standards, and \$1.75 for New York counts.

SALT.

Trade is about the same as a week ago. 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.

HIDES, SKINS AND WOOL.

HIDES—Are ½c. higher, with cured quoted at 7c. Dealers pay 6½c. for No. 1, 5½c. for No. 2, and 4½c. for No. 3.

CALFSKINS—Market is dull at 6c. for No. 1 and 4c. for No. 2. Sheep and lamb-skins 60 to 65c.

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

PETROLEUM.

The volume of business is increasing. 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.

Eggs are dearer.

Currants are 6d. dearer.

Bananas are dearer on the Toronto market.

The first shipment of new season's Eleme figs are due in Toronto this week.

Sultana raisins have advanced about 5c. per cwt. since the opening of the season.

The smaller size of Turkish prunes are cabled 6d. dearer.

Receipts of tomatoes on the Toronto market have practically ceased owing to last week's frosts.

The local market is bare of new season's Valencia raisins. There has been a further advance of 1s. per cwt.

QUEBEC MARKETS.

MONTREAL, Oct. 1, 1896.

GROCERIES.

THE most notable point of the week is the decided weakness in refined sugar prices here despite firmness in raws and a good demand. As matters are at present, there is no difference between jobbers' and refiners' prices, both being identical. Syrups and molasses are heavy and dull. Teas maintain the activity noted last week, in fact, have extended it, and dried fruit of all kinds exhibit continued firmness. Indeed, it does not seem as though buyers would gain much by holding off on either raisins or prunes. The market has opened up well on fish, while canned vegetables continue easy, and rather lower offers on new pack canned salmon are spoken of.

SUGAR.

The sugar market has continued easy in tone at the refineries despite more activity locally and very strong advices on the raw article, cables on raw being 3d. higher at the close of last week than at the opening.

Owing to the unsettled position of refinery prices, jobbing values are very unsettled and considerable cutting is being done. In fact, granulated has sold in small lots as low as 4 to 4½c., or practically at cost, and yellows at 3 to 3½c.

SYRUPS.

There is no change in this market, business continuing dull. A small trade is noted at the old range, 1½ to 2¾c., as to quality.

MOLASSES.

A few round lots of Barbadoes have sold at 28c., and Porto Rico at 27½ to 28c., which is somewhat lower than the last large transaction. Jobbing business is quiet and the tendency is toward concessions on the part of holders. Although the nominal jobbing range is 29 to 31c., it is quite likely that sellers would shade these prices if it was the case of losing an order. The market is apt to rule this way until stocks are worked down.

RICE.

There has been a fair demand for rice of all kinds. We quote: Crystal Japan, \$4.75 to \$5; standard B., \$3.45; polished Patna, \$4.75 to \$5; Carolina, \$6.50 to \$7.50, and Java, \$3.75 to \$4.

SPICES.

The better demand noted for spices last week continues, and a good volume of trade was transacted this week at steady prices. We quote as follows: Pure black pepper, 10 to 12c.; pure white, 15 to 22c.; pure Jamaica ginger, 20 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

COFFEE.

There is no change in the situation of this market. Outside news is of a steadier character, but the fact has had little influence locally. Stocks, however, are very limited, especially Maracaibo and Java. We quote: Rio, 15½ to 17c.; Maracaibo, 16½ to 18c.; Java, 23 to 26c., and Mocha, 23 to 25c.

TEAS.

The improvement noted in the distributing demand for teas continues, if anything, being greater than it was a week ago. Japans, especially in the medium to fine grades, are asked for, and the fact has imparted a distinctly firmer tone to prices, though no quotable change is to report. Low-grade blacks, ranging from 8½ to 10c.,

.. CAUTION ..

DRIED APPLES

will be almost unsaleable this year unless the Farmers and Merchants give the strictest attention to **CUT, COLOR** and **CONDITION**. Requirements are **LARGE QUARTER-CUT FRUIT, BRIGHT COLOR** and **DRY**. **DISCOURAGE** all **SMALL-SLICED** and **CHIPPY** stock. **POSITIVELY REJECT** everything **DARK, BURNT** or **WET**.

With careful attention given to these requirements there is hope for a considerable trade at vastly higher prices than the U.S. fruit returns; by neglecting them, Canadian fruit will be reduced to the U.S. level in quality and price. It is quicker to cut fruit **LARGE** (in quarters) than **SMALL**, and as easy drying **BRIGHT** as **DARK**, it only requires therefore care on the Farmers' part and firmness on the Merchants' to ensure them both a profit as against a loss, besides creating a superior reputation for **CANADIAN DRIED APPLES**.

46 Front St. East,
TORONTO

W. B. BAYLEY & CO.

“They owe their success
entirely to their merit”

Chase & Sanborn's Coffees

have a Dominion-wide reputation for purity, uniform quality and perfection in point of flavor and aroma.

We have handled these Coffees for over fifteen years with steadily increasing success and popularity.

Their “SEAL” brand, in 2-lb. and 1-lb. tins, whole or ground, is the leading Coffee in Canada.

Seville Orange Marmalade

7-lb. Pails—6 Pails in crate.

Made after an old English recipe and guaranteed equal to any imported marmalade.

Try a crate - 8c. per lb.

Bensdorp's Royal Dutch Cocoa

is the PUREST,
BEST,

MOST HEALTHFUL,
INVIGORATING
AND ECONOMICAL

COCOA in the market.

Price— $\frac{1}{4}$ -lb. . . . cases 4 dozen	\$2.40 dozen.
$\frac{1}{2}$ -lb. . . . cases 2 dozen	4.50 dozen.
1-lb. . . . cases 1 dozen	8.75 dozen.

THE EBY, BLAIN COMPANY LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - CANADA

have also been taken to a liberal extent from first hands at those prices. We quote: Young Hysons, 10 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 11½ to 18c. for mediums, and 25 to 55c. for high grade; Japans, 12 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

The firm feeling noted last week in regard to Valencia raisins is fully maintained. The chief item of the week has been the operations in connection with the direct steamers. These proportionately are as firm as the prices which have been paid recently for the early shipments. Offers have been made equivalent to 4c. laid down for ordinary off-stalk in Montreal. As will be seen elsewhere, quite a few have been booked. At this cost jobbers cannot afford to sell for much less than 4¼ to 4½c. For early stock at present on spot the old range of 6 to 6½c. still holds good.

The firm feeling is equally marked in California raisins, and it is noticeable that commission men are in no hurry about securing orders, as they are afraid of being caught on the wrong side of the market. We quote for forward delivery: 2-crown, 5 to 5¼c.; 3-crown, 6 to 6½c.; and 4-crown 7 to 7½c., the inside figures being very difficult to secure.

Currants are advised as strong as ever at primary markets, and we quote 4¼ to 5c. as the range on spot.

The prune market is very firm. Business has been done for forward shipment in French prunes at prices which are equivalent to 4c. laid down in Montreal for 110's and 4¾ to 5c. for 95's in straight wholesale lots. It is doubtful, however, if importers could repeat orders for any great quantity at these prices, as the primary markets have advanced 6d. the cwt., or ¼c. per pound, since these first shipments were closed. In Austrian prunes first shipments have been contracted for at 4¾c. laid down in Montreal. These comparatively firm values have led to firm ideas on the part of jobbers, and we quote French 4½ to 4¾c. on 110's and 5½ to 5¾c. on 95's, while Austrian are held firm at 5¼ to 5½c. Californias are unchanged at 6 to 11c.

Evaporated California fruits are steady, peaches 8½c., apricots 12½c., and pears 9c.

NUTS.

There is no change in this market, but, as noted elsewhere, pecans are very firm at sources of supply. We quote: Grenoble walnuts, 11 to 13c.; Brazils, 11c.; almonds, 10½ to 11c.; filberts, 7 to 7½c.; peanuts, 5 to 7c., and coconuts, \$3.50 to \$4.25 per 100.

CANNED GOODS.

The canned goods market has exhibited rather more activity in a wholesale sense, but otherwise nothing is doing. The only genuine news is the lower offers of canned salmon, though not low enough yet to suit buyers. Round lots of tomatoes and corn have been placed at a cut of 5c. per dozen. We quote as follows: Tomatoes, 65 to 75c.; 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, \$1.90 to \$2.25; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37½ to \$1.40; Lowe Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.15 to \$1.20; canned mackerel, \$1.15 to \$1.20; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.25; 6's, \$6.75 to \$7; 14's, \$14 to \$15; lobsters, \$8.25 to \$9 per case.

GREEN FRUIT.

The green fruit market continues much as it was a week ago. We quote: Winter apples, \$1.25 to \$1.75, fall ditto, 50c. to \$1; peaches, 50c. to \$1; plums, 30 to 60c.; pears, \$3 to \$8 per box, as to grade; old lemons, \$1 to \$3 per box, and Jamaica oranges, \$6 to \$6.50.

With regard to the Liverpool apple market, a cable to-day stated: "Market weaker under large receipts of poor and wasty fruit. Our market is in such a bad condition that fruit can only be cleared at ruinous prices. Sales are effected with great difficulty. The following are quotations for No. 1 sound: Jennetings, 5 to 7s.; Colverts, 6 to 8s.; Gravensteins, Ribston Pippins, 20 oz., 8 to 10s.; Kings, 12 to 14s.

Shipments ending September 26th were as follows:

	To Liverpool	To London	To Glasgow	Vari- ous.
New York	16,366	5,311	8,055	150
Boston	37,144	7,126	2,939	
Montreal	32,590	5,414	14,103	1,855

FISH.

The fish season has opened up fairly well. In salt fish, No. 1 Nova Scotia and Labrador herrings are in demand, but are not in stock, but 500 barrels are expected at Quebec at the end of the present week. It has been sold to arrive at \$4.50 to \$5 per bbl. We quote: No. 1 Nova Scotia and Labrador herrings, \$4.50 to \$5 per bbl.; No. 1 green cod, \$4 per bbl. of 200 lbs.; No. 2 Labrador salmon, \$12, and \$17.50 per tierce; B.C. salmon, \$5.50 per half-bbl.; No. 1 flat mackerel, \$18 per tierce; No. 2, \$16; No. 2 lean, \$12.50 to \$13 per bbl.

Demand for smoked fish has been active, haddies, kippered herring and bloaters moving in an active way. We quote: Haddies, 6½ to 7c. per lb.; kippered herrings, \$1.50 per box, and Yarmouth bloaters, \$1 per box.

Fresh fish are also active and strong. Fresh haddock are selling at 3½ to 4c.; fresh B.C. salmon, 12½ to 13c.; N.B. chilled salmon, 12½ to 13c.; dore, pickerel, trout and whitefish, 6½ to 7c.

There has been little business done in dried fish yet. We quote: Dried pollock, \$2.20 per 100 lb.; dried cod, \$4; skinless, \$5.35; boneless, 5½ to 6c. per lb.

There have been large arrivals of shell oysters of late by express and freight, some seven carloads from the 17th instant to date having been received. The quality does not show any improvement over previous years, and they are selling at \$3 to \$4 per barrel.

COUNTRY PRODUCE.

EGGS—The egg market has advanced 1c. since last report, there being a brisk demand for choice candled at 12½ to 13c. Strictly new laid have sold at 17c.

BEANS—Without change. Car lots, 70 to 75c.; smaller quantities, 80 to 90c.

HOPS—Quiet and steady at 7c.

HONEY—Steady at 10 to 12c.

POTATOES—Demand fair at 35 to 40c. per bag.

DRIED APPLES—Quiet at 3 to 3½c., and evaporated at 5½ to 6c.

BALED HAY—This feed continues easy and prices have again declined. Sales of No. 1 were made to-day at \$9.50, and No. 2 at \$8.25.

PROVISIONS.

The provision market was without any important change. The demand for all lines was of a limited character to fill actual wants. We quote: 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, 6¼ to 6½c.; bacon, per lb., 7½ to 8½c.; lard, com., refined, per lb., 5 to 5¼c.

FLOUR, MEAL AND FEED.

The flour market has been active and excited since last report, Ontario grades advancing fully 30c. and Manitobas 50c. We quote: Winter wheat, \$3.75 to \$4; spring wheat, patents, \$4.10 to \$4.30; straight roller, \$3.65 to \$3.75; straight roller, bags, \$1.75 to \$1.80; extra bags, \$1.50 to \$1.60; Manitoba strong bakers', \$3.70 to \$4.

Business in oatmeal continues quiet, the demand being principally for small lots at steady prices. We quote: Standard, bbls., \$2.80 to \$2.90; granulated, bbls., \$2.90 to \$3; rolled oats, bbls., \$2.60; rolled oats, per bag, \$1.25.

There was no change in feed. Business was fair at about quotations. We quote: Bran, \$10 to \$11; shorts, \$11 to \$12; mouillie, \$15 to \$16.

CHEESE AND BUTTER.

The cheese market has shown more firmness this week. The Britishers also have commenced to nibble a little, and, according to several shippers, show more disposition to respond to the position on this side than they have yet done. They are not heavy buyers as yet, but their change of temper affords some encouragement to the bulls. The only business on spot was the 5,000 boxes offered at the wharf Monday. These sold at a ruling price of 9¾c., one combination, which always commands a premium, realizing more. In a general way the range of spot values may be quoted from 9 to 9¾c. according to quality.

Butter has recorded a sharp advance in consequence of a desire to gather in September creamery, and prices are almost 1c. higher than they were a week ago. Quite a clearance of the first half of September creamery has been made in the country within the past few days at 18½ to 18¾c., and 19c. was bid to-day on spot. Indeed, it is reported on pretty good authority that factorymen are sold right up to date on their September make.

ASHES.

There has been no change in ashes, which we quote steady: Firsts, \$3.50 to \$3.55; seconds, \$3.05 to \$3.10; and pearls, \$4.55 to \$4.60 per 100 lbs.

MONTREAL NOTES.

Offers of canned tomatoes and corn were again made this week here at 60c., and pos-

TRADE BEARDSLEY'S SHREDDED CODFISH MARK

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

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

VINEGARS

Made under Government Supervision. Absolutely pure.

**BADGEROW
SCOTT & CO.**

79 and 81
JARVIS ST.
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Dawson & Co.

**FRUIT
PRODUCE
and COMMISSION MERCHANTS**

32 WEST MARKET STREET

Consignments
Solicited

TORONTO.

GEORGE McWILLIAM.

FRANK EVERIST.

TELEPHONE 645.

McWILLIAM & EVERIST

GENERAL FRUIT

Commission Merchants

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

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.

All orders will receive our best attention.

COOKED MEATS

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

F. W. Fearman

HAMILTON

sibly even this would be shaded 5c. in round lots.

There is no difference now between refiners' and jobbers' prices on refined sugar. Both are identically the same.

Barbadoes molasses has been offered as low as 27c. in round lots this week, with no buyers, as stocks are heavy.

An advance of 3/4c. per lb. is asked for new business in French prunes for direct importation.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. JOHN, N.B., Oct. 1, 1896.

THE week has been a fairly active one. The Exhibition, which is a much better show than many expected, has brought a great many country buyers into the city, and all lines of trade, both wholesale and retail, have felt the effect of increased activity. While all the dealers who call at the wholesale houses do not leave orders, the friendly relations between buyer and seller are increased, and the tendency is to a better understanding and freer business relations. The wholesale grocery men have had all their travelers in, and they have been busy making the visits of their customers pleasant. The chief interest of the week in the markets has been the advance in all grades of flour. This market is very firm. In cream of tartar the week has shown a fair business at rather lower prices. Nutmegs, which have ruled so low, are higher, and the market is active. The same is true of cloves.

OIL—In burning oil the movement continues to increase from week to week. Prices are steady at last week's quotations. In cod oil the easy feeling spoken of is still the feature of the market, movement being less active. We quote: American burning oil, 21c.; best Canadian, 19 1/2c.; prime, 17c.; no charge for barrels.

SALT—Some twelve hundred sacks coarse arrived this week via Boston and sold from ship's side in large lots at 47c. There is quite a quantity coming direct, which will likely be sold while landing in car lots rather lower. Market has been rather bare, but demand is not as active, owing to lateness of season. We quote as follows: Coarse, 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.;

BROCK'S BIRD SEED

is put up in attractive packages, sells readily, and leaves retailers large profit.



ASK YOUR WHOLESALE FOR IT.

NICHOLSON & BROCK - TORONTO

CONSIGNMENTS OF . . .

BUTTER, EGGS, and all kinds of Produce

HANDLED TO THE BEST ADVANTAGE.

Reference—Bradstreet's Mercantile 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**

Breakfast Bacon

Quality finest. Prices low.
Hams are scarce and dear.

TRY OUR SHOULDER HAMS

Cured in Sweet Pickle under same recipe as our "Maple Leaf" Brand Hams.
Price is very low, and they will readily take the place of Hams.

D. GUNN, BROS. & CO.

Pork Packers, Toronto.

Hugh Walker & Son
Guelph, Ont.

**Wholesale Fruit and
Commission Merchants**

Consignments Solicited.

10-lb. wood boxes, 12c.; cartoons, \$2 per case of 2 doz.; Canadian fine, \$1.

CANNED GOODS—Quantities continue to arrive daily for the wholesale trade, who in turn are kept busy filling orders which they have taken ahead. While corn, peas and tomatoes are still being sold at even prices, tomatoes are becoming firmer and are likely at any time to be quoted higher than corn or peas. In salmon only one car of new is to hand, but others are expected daily. Prices are held firm. Canned meats, of which fair stocks are held, are less active. Market is quite bare of oysters, and the new should find good demand. Lobsters are scarce at the high figures. Gallon apples are quoted lower. We quote: Corn, 70 to 80c.; peas, 70 to 80c.; tomatoes, 70 to 85c.; gallon apples, \$1.80 to \$2; corned beef, Canadian, \$2.25 to \$2.35; American, 2-lb tins, \$2.40 to \$2.50; 1-lb tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.20; 1's, \$1.34 to \$1.45; peaches, 3's, Canadian, \$2.85 to \$3; 2's, \$1.90 to \$2; pineapple, \$2.25 to \$2.65; salmon, \$1.35 to \$1.40; haddies, \$1.35 to \$1.40; clams, \$5 for 4 doz.; chowder, \$2.75 for 2 doz.; scallops, \$5.50 for 4doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

DRIED FRUIT—The arrivals of Valencias so far have been very light, but further shipments are daily expected. In loose muscatels (Californias) some seven or eight cars have been bought here, while in Valencias the quantity bought is less than usual. Season in California is later than was expected and early shipments in particular are held very firm. The low price of Malagas interferes with the sale of California layers and clusters. These goods are splendid keepers, as during the first year they rather improve. Valencia market is firmer. In evaporated apples there is no life whatever and prices are very low. Owing to the low price there is likely to be little or no business in dried. Quite fair quantities of prunes and plums are now due and prices rule low. Demand for peels is beginning. Canadian onions are now here and are taking the place of American. This market shows a growing demand. We quote: Valencias, 5½ to 6c.; layers, 6 to 6½c.; California L.M. 3-crown, 6½ to 7c.; London layers, \$2 to \$2.25; currants, cases, 4 to 4½c.; bbls., 3¾ to 5c.; cartoons, cleaned, 6¾ to 7½c.; bulk, cleaned, 5½ to 6½c.; prunes, boxes, 5½ to 6c.; dates, 4½c.; dried apples, 4c.; evaporated apples, 5½ to 6c.; onions, \$2.25 to \$2.75 per bbl.; cocoanuts, \$4 to \$4.50 per 100 lbs.; figs, 9 to 10c.; Sultana raisins, 6½ to 7c.

GREEN FRUIT—Chief movement during the week has been in grapes, plums and peaches. Prices have ruled very low. The grapes and peaches are Canadian. Quality of the peaches is poor for eating. These, at the low prices, killed the better grades. The plums have been Nova Scotia and of splendid quality, but owing to quantity, and demand being rather less sharp, prices have gone even lower than last week, and good Lombards in baskets have been sold as low as 15 to 18c. In oranges a few Jamaicas are offered, but they are rather tart. Bananas are very small arrivals owing to very light demand. Good peas are becoming scarce, and higher prices are noted. Sweet potatoes find better sale. Apples are very

dull sale and low, with crab apples selling at 80 to 90c. per bbl. We quote: Lemons, \$5 to \$7; bananas, \$1 to \$2; Canadian peaches, 45 to 50c.; apples, \$1 to \$1.50; Bartlett's, per box, \$4 to \$4.50; plums, 20 to 30c.; grapes, Canadian, 35 to 50c.; grapes, keg, \$5 to \$6; crab apples, 90c. per bbl.; oranges \$4.50 per box.

DAIRY PRODUCE—There is little improvement in butter. Rather larger quantities are coming in. Creamery and best grade dairy are firm, but it is hard to advance prices. Eggs are in fair demand at rather firmer figures. In cheese there is rather better inquiry, and prices are rather higher. Factorymen are holding rather above merchants' ideas here. We quote: Dairy butter, 17 to 19c.; new creamery, rolls, 21 to 22c.; do., tubs, 18 to 21c. Eggs are steady at 9½ to 10c. Cheese, 9 to 9½c.

SUGAR—While fair demand rules, there is no improvement in price, feeling being easy. The sample of yellows shown are very bright and nice. Stocks are still large. We quote: Granulated, 4¼ to 4¾c.; yellows, 3 to 3½c.; Paris lump, 6c.; powdered, 5¾ to 6c.

MOLASSES—There continues a very dull sale, and prices are held low. Some very choice Porto Rico is in stock here, but it is hard to get value for it owing to low price of other grades. Barbadoes is particularly dull, and but a limited quantity of New Orleans is moving. In syrup there is some inquiry. We quote: Barbadoes, 27 to 28c.; Porto Rico, 29 to 32c.; New Orleans, bbls., 26 to 30c.; Antigua, 25 to 26c.; syrup, 36 to 38c.; Nevis, 25 to 26c.

FISH—Dry cod are easy, owing to continued arrivals. Bay pickled herring are showing some improvement in demand; better grades are scarce and held very firm. Some Canso are daily expected. Pollock, which have been so low, are quoted higher. A few new smoked herring have been received and bought at higher prices than were expected. Kipper herring are showing a good demand, as they are a very tasty fish. Bloaters and smoked haddies are being shipped west freely, bringing steady prices. We quote: Large cod, \$3.25 to \$3.30; medium, \$3 to \$3.25; pollock, \$1.20 to \$1.35; bay herring, \$1.30 to \$1.35 per half-bbl.;

ALBERT PAIN . . .

36 Merrick St.,
HAMILTON, ONT.

PRODUCE AND COMMISSION MERCHANT

Strawberries and spring vegetables are now in. All orders promptly attended to.
TELEPHONE 1211.

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

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

The Most Searching Tests

"GOLDEN" FINNAN HADDIES

Have been subjected to the most severe tests, and have come out on top.

Remember, when you buy "GOLDEN" Haddies you get a full pound tin.

Quality guaranteed or money refunded.

Packers' Agents.

NORTHRUP & CO.

St. John, N.B.

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.

SALT



SALT

Don't wait for broken fall weather to order your winter's supply . . .

VERRET, STEWART & CO. - MONTREAL, QUE.

"A Lie

is a breach of promise," in an ad. or behind the counter, and never pays. We speak the truth when we say that **COTTAMS BIRD SEED**, manufactured under 6 patents, is more than double the value of any other seed we have seen, and no seed packed in Canada can begin to compare with it as a nutritious bird food. This is how we account for our large and ever-increasing sales. All wholesalers.



Jersey Cream

is generally acknowledged to be a little bit better than other cream. So is

JERSEY CREAM BAKING POWDER

everywhere acknowledged to be superior to any other baking powder that is being sold to-day. You can easily prove this by a practical test.

Lumsden Bros., Hamilton, Ontario

Our Reputation

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

"KENT"

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

THE . . .

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

The Sale of Pure Vinegar

will help your trade in other lines.

There is none better made for pickling and general uses than

Our White Wine Vinegar

Send a trial order and see if we're not right.

T. A. LYTLE & CO.

Vinegar Manufacture's

TORONTO

Fish! Fish!

Labrador Herrings - Barrels and Half-Barrels.
No. 1 Shore Herrings - Half-Barrels.
XXX Table Codfish - 100-lb. Cases.
Pure Table Codfish, 1-lb. - 24-lb. Cases.
Boneless Codfish, 1-lb. - 25 and 40-lb. Cases.
Dried Codfish - Quintals and Halves.

JOHN SLOAN & CO.

45 Front Street E.

Wholesale Grocers TORONTO

Bee Brand Ceylon Tea

Another large shipment just arrived DIRECT FROM THE GARDENS. These teas have been awarded FIVE GOLD MEDALS at the largest expositions of the world.

A trial order will convince you of their superiority. Wholesale only by

WARREN BROS. & CO.

35 and 37 Front St. East, Toronto.

WE ALWAYS CARRY BARTON'S BAKING POWDER

in Glass Jars 1 lb. and Glass Jars ½ lb. You will find this a first-class powder and a good se ler.

T. KINNEAR & CO.

49 Front St. East, TORONTO

SOUPS

TO THE TRADE.

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

Second to None in the Market

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

W. CLARK, MONTREAL

See prices current for quotations.

MALAGA GRAPES

First shipment of the season just to hand. Heaviest weights.

PERKINS, INCE & Co.

TORONTO.

Holds the Record

"Excelsior Coffee"

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

Todhunter, Mitchell & Co.

Coffee Importers and Roasters

TORONTO

*Laurentian
Spring Water*

Bottled by the

LAURENTIAN SPRING WATER CO.

90 Beaudry Street

MONTREAL

FINER THAN ANY IMPORTED WATER

And comes within the reach of all.

ASK FOR SAMPLE AND PRICE.

THE CYCLIST

with a supply of

JAMIESON'S BISCUITS

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

None better—scarcely so good, in fact.

ALL GROCERS KEEP THEM

Manufactured by

R. E. JAMIESON - OTTAWA

smoked, 3½ to 5c.; shad, half-bbl, \$4.50 to \$5; Shelburne, \$2.75 bbl.; boneless, 2½ to 8c.; Canso herring, \$4 to \$4.50 per bbl.; Quoddy herring, \$2.75.

PROVISIONS—The usual fall demand for pork and beef is hardly expected, owing to stock being held at outside points, and that some lumbermen have bought direct. Beef is rather lower. Lard is quoted firm, but it is hard to get full price owing to quantity of old here. Smoked meats are in limited demand. We quote: Clear pork, \$12.75 to \$13.50; mess, \$13 to \$13.50; plate beef, \$11.50 to \$12; hams, 11 to 12c.; rolls, 7½ to 8c.; pure lard, tubs, 7½ to 8c.; compound, 6½ to 7c.

FLOUR, FEED AND MEAL — The flour market has been active, and quite a quantity has been bought, particularly Manitoba. Prices have advanced 30 to 40c., and are held firm. Those who bought beans at the lowest price are now selling at a profit of about 25 per cent., but many are but getting their own, and some not that. New oats are held rather firmer; it is still early for any large demand. New hay is quoted lower than the old has been selling at. Market should be in good condition, as it is a long time since stock of old was so light. New buckwheat meal is to hand, and sells slow. Feed is a very light sale. We quote as follows: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$4.20 to \$4.30; medium, \$4 to \$4.10; oatmeal, \$2.90 to \$3.10; cornmeal, \$1.85 to \$2; middlings, car lots, in bulk, \$14 to \$15; bran, do do, \$13 to \$14; hand-picked beans, \$1; prime, 90c.; oats, 29 to 30c.; hay, \$12 to \$13; barley, \$3.25; round peas, \$1.15; split peas, \$3.00 to

\$3.25; yellow eye beans, \$1.75; buckwheat meal, \$1.25 to \$1.50.

ST. JOHN NOTES.

A car of gallon apples from J. W. Windsor, Montreal, the first canned apples to hand this season, arrived this week.

An effort is being made to have the Bankers' Association reconsider their decision to charge 5 per cent. discount on American paper.

As at Toronto, so here, the Surprise Soap Co. are giving a piano to the successful or the nearest guess to the weight of a large cake of soap.

Puddington & Merritt had in their window a half-barrel of Nonpareil apples of last year's crop, which were kept in a farmer's cellar in Annapolis Valley. The fruit was in splendid condition.

The local biscuit men were not represented at the Exhibition this season. G. J. Hamilton & Sons, Truro, had the field to themselves. The display was arranged by the firm's local agent.

Kipperd herring are growing in favor here. When smoked are so low it is a great help to the fishermen to sell part of their catch this way, and each year sees improvement in the preparing of the different fish products for market.

The Woodstock Board of Trade, in line with the feeling of these lower provinces, passed the following: "That this board disapproves of the granting of subsidies by the Government to steamship lines having their terminus in other than Canadian ports."

HALIFAX TRADE GOSSIP:

OUTSIDE of breadstuffs and green fruits there is very little to report this week. These two lines are decidedly active. Fruit is active, because of the low prices, and flour because of the advance. This is a case where high and low prices cause trade.

During the past week the carrying capacity of the Dominion Atlantic Railway has been taxed to its utmost, carrying apples from the different points in the Annapolis Valley to this city for shipment to England. The receipts on the local market have also been heavy, far greater than the demand, and in consequence prices are very low, Gravensteins selling as low as 60c. per bbl. at auction. The steamer Barcelona took 13,747 barrels to London on Saturday.

The steamer Kong Frode is loading for the same place. She will take about 8,000, and the steamer Benedicte has been chartered to do likewise. She will take about 8,000 bbls.

Plums are low, selling at 25c. per peck basket for Lombards. The market is well supplied with imported fruits, such as Canadian and American grapes and pears, peaches, etc. Grapes retail at 35c. per basket and peaches at 45 and 50c.

Everything is lively in breadstuffs, particularly in flours. A change of prices on foreign markets does not usually affect this market, but in the present case stocks in hand are not large, and the sharp advances by millers have had the result of putting up

If You Push the Highest Quality Goods

YOU WILL BUILD UP YOUR TRADE

It costs you less and it costs your customer less, while you make more profit on it than on any other high-class Baking Powder on the market.



It is made from Pure Gold Cream of Tartar and Pure Gold Bicarb. Soda. These are the purest it is possible to obtain. It contains no phosphates or alum or other injurious substance.

It is made by — Sold by — Used by
CANADIANS

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

prices. There is an active enquiry for leading brands and good sales are being made at the advance. The bulk of the trade is for shore ports account. Quotations are as follows: Ogilvie's or Five Lilies, \$4.50 to \$4.65; Ontario made Manitobas, in wood, \$3.90; Manitoba shipments, in sacks, \$4.30 to \$4.40; Ontario and Manitobas mixed, for patents, \$3.85 to \$4.00; 80 p.c. patents, \$3.80 to \$4.00; 90 p.c. patents, \$3.70 to \$3.90; low grades, \$3.25 to \$3.40; oatmeal and rolled oats, \$2.70 to \$2.80; cornmeal, \$1.90 to \$2.00; middlings, per ton, \$17 to \$19; shorts, \$15 to \$17.00; bran, per ton, \$15 to \$17.00; white oats, per bushel, in sacks, 31 to 32c.; cotton seed meal, per ton, \$23 to \$24; oil cake meal, per ton, \$23 to \$24; hay, per ton, \$12 to \$13; split peas, \$3.15; pot barley, \$3.50; white beans, per bushel, 85 to 95c.; No. 1 chopped feed, per ton, \$18.50.

Eggs are jobbing at 13c., with a fair demand.

Cheese is quiet. Retailers report no demand, and give as a reason that people are using fruit.

Butter is draggy. Good creamery is worth 18 and 19c.

The demand for sugars continues brisk. Quotations are: Granulated, 4c.; extra Circle C, 3½c.; Circle C, 3c.

Exports of fish to West India and United States ports continue heavy. Some Newfoundland and St. Pierre cods are coming in, but the consignments are not as heavy as dealers expected. Quotations are: Dry

cod, shore, tol quol, prime, \$2.50 to \$3.50; small bank do., \$2.25 to \$2.50; large do., \$2.75 to \$3; bay do., \$2 to \$2.25; Labrador, \$2 to \$2.25; haddock, \$1.75 to \$2; hake, \$1.25 to \$1.50; pollock, \$1.25; Bay of Islands herrings, \$1.25; No. 1, large, fat shore, \$3.25 to \$4; alewives, \$3; mackerel, No. 3, large, \$8 to \$8.50; salmon, No. 1, \$12; No. 2, \$10.50; No. 3, \$9.

B. D. Rogers, of Stellarton, one of the best known grocery men in Nova Scotia, is going out of business. He is offering his wholesale and retail business for sale. Mr. Rogers made a small fortune out of groceries and now he retires to engage permanently in temperance work. A few years ago he started on a small scale, but, being a hard worker, a close buyer and a good seller, he built up a trade of considerable importance. He was one of those who bought for cash and sold for cash. Mr. Rogers thought nothing of placing an order for \$5,000 worth of goods and planking down his cheque along with it.

J. W. Berry, tea buyer for John Forbes & Co., arrived home on Sunday last. He was away six months, and visited the China, India and Ceylon markets, making a complete circuit of the globe.

FIRST EUROPEAN PRUNES.

The first really extensive business transacted in Montreal on account of new crop Austrian and French prunes was put through

this week. The cost on these first direct shipments laid down shows little margin inside of present jobbing prices and will hardly permit of any change. Besides, since the time these first sales were made the strength at primary points noted last week has been accentuated and for importers to repeat their orders for French would cost an advance of 6d. per cwt., or about 1½c. per pound.

These first shipments will cost on the wharf in Montreal, net cash, 3¼ to 4c. for 110's and 4¼c. for 95's French, with the Austrians so far sold at the latter figure also.

LARGE SALES OF RAISINS.

The first extensive business in Valencia raisins for direct import was transacted at Montreal this week and the tenor of the market is firm.

The ss. Avlona sailed from Denia on the 26th. Orders by her will probably be small. The second direct steamer, the Bellona, sails on Oct. 10th. Orders on her account have been booked for about 15,000 boxes at 12s. for off-stalk, or equivalent to a cost of 4c. landed Montreal, and layers 20s., or 5½c. landed Montreal.

An advance of 1s. 6d. was noted last week at Denia. Since then there has been further appreciation, making a total advance since the opening of 2s. These prices are 1s. higher on the first steamer and 3s. on the second than the corresponding figures for the same boats last year.

SHARP ON TIME

We are already filling orders
for our Delicious . . .

Buckwheat Flour

(SELF-RISING)

Note.— This is a very superior article, a perfect Self-Rising Flour. Ready for immediate use. Needs no Salt, Baking Powder or Eggs. In attractive packages of convenient size, it is a trade winner.

TRY A SAMPLE ORDER

In 2½ lb Packages, 2 doz. per Case In 5 lb. Packages, 1 doz. per Case.

The Ireland National Food Co. Ltd.

OPERATING the largest and most complete
Breakfast Cereal Food Mills in the Dominion.

Write us at once for Prices

MILLERS AND MANUFACTURERS OF
Choice Breakfast Cereal Foods

TORONTO, CAN.

HIGH-PRICED SNUFF.

China is the great snuff-taking country of the world, and there is snuff there worth the theoretical price of £200,000 a pound, which is handed around at the great banquets. Its high value comes in this way. The rich Chinamen buy the bulk of their snuff from Portugal, where there are families owning private old-time receipts, who sell their snuff at from £40 to £160 a pound to the Chinese. The late Chinese millionaire, How-wah, gave the latter price for his. Then the Chinaman keeps it many years, priding himself on its age, as in the early part of this century Englishmen, Frenchmen and Germans did upon the age of their wine, and the legal rate of interest being 32 per cent. per annum, its theoretical value soon increases. The Chinese carry it in beautiful bottles of porcelain, jade and agate, miracles of art, which are worth from £1 to £200

each. The first mention of snuff is in the "Book of Flowers," date 1450, a Chinese work, where it is stated to be "a neutraliser of foul air," "the remedy of head diseases," and its cost £60 an ounce.

TRADE CHAT.

The Bridgen correspondent of The St. Thomas Journal says: "In the garden of Mr. Thomas Capes may be seen ripe strawberries, the second crop for this season, also raspberries, full grown, but green. Some pear trees in town have been in bloom for the third time."

Another rich vein of oil has been struck in Bothwell, making three wells of large producing capacity struck in one day. The Allen well was shot Saturday morning, and it is a good one. Of course, it will require a few days' pumping before a fair test can be made, but there is not the least doubt

but that it is a fine one. This well is close to A. M. Elliott Co's well.

The following new post offices have been established: Canadasville, Lincoln County; Glenpayne, Stormont County; Lynch's Corners, King's County; Morton Park, York County; Rees, Queen's County; St. Evariste Station, Beauce County; Scotch Bay, Selkirk County; Seven Mile Ridge, Restigouche County; Stanley's Corners, Carleton County; Thurlow, Burrard County.

Consul Stang writes the United States Department of State from Saigon, Cochin China, that the Chinese rice crop did not suffer from inundations as was thought probable a few weeks ago. The Hong Kong market has declined, while the Saigon market remains firm. Exports from the first of January to July 29th this year amounted to 886,114,762 pounds, as compared with 933,164,694 pounds during the corresponding season of last year.

An honest grocer



Will offer his customers only such goods as are worth the price asked for them. When he handles canned goods of

THE MAPLE LEAF BRAND

he has the satisfaction of knowing that his patrons are getting one hundred cents for their dollar, and that they cannot help being pleased with the contents of every can he sells them.

DELHI CANNING CO., DELHI, ONT.

It's a peculiar thing

that just as soon as any article has made a success, then the "would-be" imitators and the "just-as-good" kind spring up.

Maclaren's Imperial Cheese

has been no exception to the rule.

But there is always a difference between the way the genuine and the other kinds are sold. With the others there's always an "if." No "if" with Maclaren's, it's always sure. That's one reason of our success.

A. F. MACLAREN & CO., - - - TORONTO



East India Pickles

Good Sellers
Good Profit

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

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

A TRIAL WILL CONVINC.

Large bottles—
1 dozen in case.

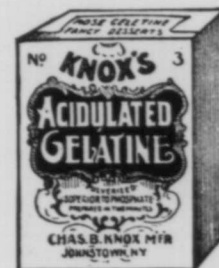
Small bottles—
2 dozen in case.

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

There are Others, but None so Good as



Knox's Sparkling Gelatine



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

FOR SALE BY ALL WHOLESALERS.

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

... HAVE YOU EVER TRIED ...

The "Lorne Brand" of Canned Goods ?

If not you have missed **Something Good.**

Lose no time in trying them.

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

HINTS TO BUYERS.

THE Davidson & Hay, Ltd., are offering special values this week in new season's fine Pakling Congous in caddies, arriving this week.

H. P. Eckardt & Co. are offering Indian orange pekoes at 18c.

T. A. Lytle & Co. report trade good in all lines, especially pickling vinegars.

T. Kinneer & Co. report having some new Valencia raisins arriving to-day.

New stock of Beardsley's shredded codfish is to hand with the Davidson & Hay, Ltd.

W. H. Gillard & Co. ask the attention of the trade to their ad. re baking powder on page 6.

The jobbing trade of Canada is now in receipt of new stocks of Beardsley's shredded codfish

The Davidson & Hay, Ltd., are making special quotations on rounds lots of corn, peas and tomatoes.

The Davidson & Hay, Ltd., are offering "Perfection" extra bright syrup in barrels, kegs and pails at close figures.

"Ludella" Ceylon tea is having a big run. "The quality of this tea seems to be what is wanted," said a member of the firm.

"A physician puts all his knowledge, experience and skill into his prescription. We put ours—the result of a lifetime's study of birds," say Bart. Cottam & Co., "into

Cottam's seed and patent 'Bird Bread.' That's why birds thrive on it and grocers sell so much of it."

Clemes Bros. have a shipment of Eleme figs due in a few days. This firm has a small shipment of old dates, fine stock, just to hand.

Knox's calf's foot and acidulated gelatine, which made such a sensation at the Industrial Fair, is freely sold by the Eby, Blain Co., Ltd.

Bart. Cottam & Co. have made shipments of their "Cottam's" bird seed to almost every city in the Dominion in the last few days.

W. H. Gillard & Co. are this year shewing an exceptionally fine line of China blacks, which should command the attention of keen buyers.

Some handsome 5-lb., lead-lined packets of Japan tea are now in store with Lucas, Steele & Bristol. Their 1-lb. tea dust is also attractively put up.

The Davidson & Hay, Ltd., are wholesale agents in Toronto for "Washington" lye. This lye is 100 per cent. strength, and very attractively put up.

John Sloan & Co. are in receipt of a shipment of Ceylon tea which they report to be showing excellent value, also a shipment of new season's gunpowder tea.

The fine quality and great care in packing is daily increasing the demand for Marshall's Scotch herrings, in tins. All the active wholesale and retail houses carry stock.

It is not alone the judicious advertising that has made the "Rising Sun" stove polish and the "Sun Paste" stove polish so successful. The superior quality of the goods is largely responsible for the enormous de-

mand. It may be interesting to the trade to learn that about twenty carloads are distributed annually through St. Louis alone.

W. Boulter & Sons are issuing a new souvenir to the trade of Canada. It represents a can of goods with regular colored label thereon. It is decidedly handsome.

The Eby, Blain Co. have a car of "Anchor" brand sockeye fish arriving. This brand is specially put up for the Eby, Blain Co., and a guarantee goes with every tin.

C. & B. peels; also those from the York factory, are in the hands of Lucas, Steele & Bristol's travelers for sale. An assortment of Malaga raisins is also being quoted by them.

Valencia raisins, packed by Arguimbau and Juan de Llano are now being offered to arrive by Lucas, Steele & Bristol. This firm also offer several lines of Dem Schisas currants.

The Seville orange marmalade, 7-lb. pails, sold by the Eby, Blain Co., had an enormous sale last season, and its excellent quality will command more attention every season.

An enormous quantity of the "Rising Sun" stove polish is now being exported to Great Britain. Sixty-five thousand cases were sold through their English agency in London last year.

The graters which are attached to the "Vienna" coffee now sold by Lucas, Steele & Bristol are most useful and attractive. Messrs. Lucas, Steele & Bristol are the agents for the Pure Gold Manufacturing Co.

Gillard's new pickle and new sauce, manufactured by Gillard & Co., of London,

CONDENSED MILK



It has no equal.

THE GAIL BORDEN EAGLE BRAND HAS NO EQUAL.

Sold by all wide-awake dealers.

All of the BRANDS prepared by the

New York Condensed Milk Co.

are guaranteed in quality and sold at the lowest possible prices consistent with proper maintenance of our usual high standard.

FOR QUOTATIONS SEE PRICE COLUMNS.

Send for particulars to

F. W. HUDSON & CO., Selling Agents, Toronto

Also manufacturers of the



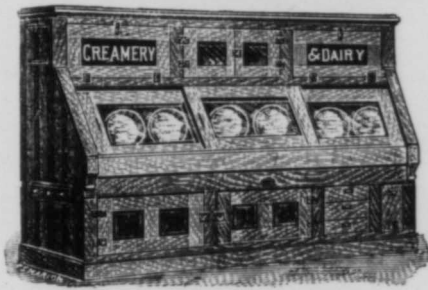
GOLD SEAL BRAND CONDENSED MILK

AND

BORDEN'S PEERLESS BRAND EVAPORATED CREAM.



Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.

Send for Catalogue and Price List.

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



**50 Casks
Best
Imported
Chicory**

EWING, HERRON & CO.

Coffee and Spices

... MONTREAL

**PUDDING
FOR
THIRTY.**

One package of Instantaneous Tapioca will make pudding for thirty people, and to spare. It costs your customer just 15 cents per package, or only 1/2 a cent for each person. Instantaneous Tapioca goes much farther than ordinary tapioca. Reason—it's pure.

HOWE, McINTYRE CO.

MONTREAL

Commission Merchants and
Manufacturers' Agents.

Agents for Canada.

Eng., and which can be secured from all wholesale grocers in Canada, has to its credit eight gold medals received at the great expositions in England.

The Eby, Blain Co. claim to have the finest Northern China Ning Chow Moning Congou that has been on this market in five years. It is a fine, rich rosy tea, delicious flavor, make and draw unequalled. Judges of a really good tea should order a half-chest.

H. P. Eckardt & Co. advise the trade who have given their orders for Heinz pickles and have not received the goods that they are oversold on the first two cars, but that there are two cars now on the way which they expect to arrive in a couple of days, and all orders will then be filled.

PERSONAL MENTION.

Mr. Geo. O. Moule, representing J. W. Beardsley's Sons, New York, is expected in Toronto this week.

Mr. N. W. Rowley, of the E. B. Eddy Co., Ltd., Hull, Que., passed through Toronto this week en route home from attending his brother's wedding in Hamilton.

Mr. R. C. Many, representing the New York Condensed Milk Co., was in Toronto last week looking up business. He was introduced to the trade by his Toronto agent Mr. Hudson, of Hudson & Co.

Mr. R. Muat Corrie, who, as commercial traveler and secretary of the Toronto Retail Grocers' Association, has been so well and

favorably known to the grocery trade of Toronto and vicinity, has been appointed representative in Ontario for H. J. Heinz & Co, pickle manufacturers, of Pittsburg. Mr. Corrie's territory extends from Windsor on the west to Montreal on the east.

MONTREAL GROCERY CLERKS.

THE Grocery Clerks' Association of Montreal gave a very successful performance last week in aid of the fund for giving Christmas gifts to poor children. The earnest efforts of the committee towards this worthy object were successful. A large audience assembled to see the play, which was the famous comedy by Labiche, "La Cagnotte." The players, amateurs by the way, played their parts well and gained considerable applause.

The Hon. Sir J. A. Chapleau, under whose patronage the performance was given, at the last moment found he would be unable to be present. He sent a letter expressing himself in hearty sympathy with the object in view, and sent a cheque for \$20 for the fund.

The financial part of the undertaking was extremely successful. The receipts were over \$400. Of course there was considerable expense, but after all expenses were paid over \$70 was handed over for the poor children's fund.

The object was a worthy one in itself, and the association deserves every praise for undertaking the work. The committee especially deserve great praise for carrying out their plans so successfully.

CONCERNING RETAILERS.

MR. G. S. WINTER, grocer, Brantford, received 2nd prize at the Brantford Southern Fair for the best delivery turn-out.

H. Brown, Owen Sound, intends going out of business.

A. Johnson has commenced in the grocery business in Port Arthur.

Stanley Barrett has opened an attractive grocery in Aylmer, Ont., with a large and well selected stock of goods. Having been connected with the well-known grocer, G. A. Bingham, for some time, he hopes, by keeping a well selected stock of fresh groceries, fruits, meats, etc., and being ably assisted by Charlie Mann, to be in a position to merit a large share of the public patronage.

Swinn Bros., of Aylmer, Ont., have purchased the "Central Grocery," of St. Thomas, from G. G. Steele, and will take possession the fore part of the month (Oct.). They have been successful in the business in Aylmer, but hope to still increase their success, through the position the stock holds in the city of St. Thomas. Aylmer, by their removal, loses two gentlemen who thoroughly understand their business, having been educated in the trade in London, Eng. We wish them success in their new venture.



**Wethey's Condensed
Mince Meat**

NOW IS THE TIME
FOR QUICK SALES.

GUARANTEED PURE FRUITS,
MEATS AND SPICES.

Sold by all wholesalers.

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

The two in one

It is one thing to sell profit-making goods, it is a decidedly different thing to sell satisfactory goods. The first often means but a single sale, while the latter means continuous selling. But

Appleton's Tea

happily combines the two. It pays the retailer a satisfactory profit, while, at the same time, it constantly attracts the customer to your store with a magnetically irresistible force.

If you have not got it in stock, write us for samples and quotations. Sold in lead packets only.

THOMPSON & THOMPSON, Front Street East, Toronto)
FRANK MAGOR & CO., St. Peter Street, Montreal) Canadian Agents

Packed by Appleton, Machin & Smiles, LONDON, ENG.

For the Whitest, Lightest and
Sweetest Cakes

USE

**Ocean
Wave
Baking
Powder**



Manufactured by the

HAMILTON COFFEE AND SPICE CO.

HAMILTON, ONT.

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



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

LIPTON
TEA PLANTER
CEYLON

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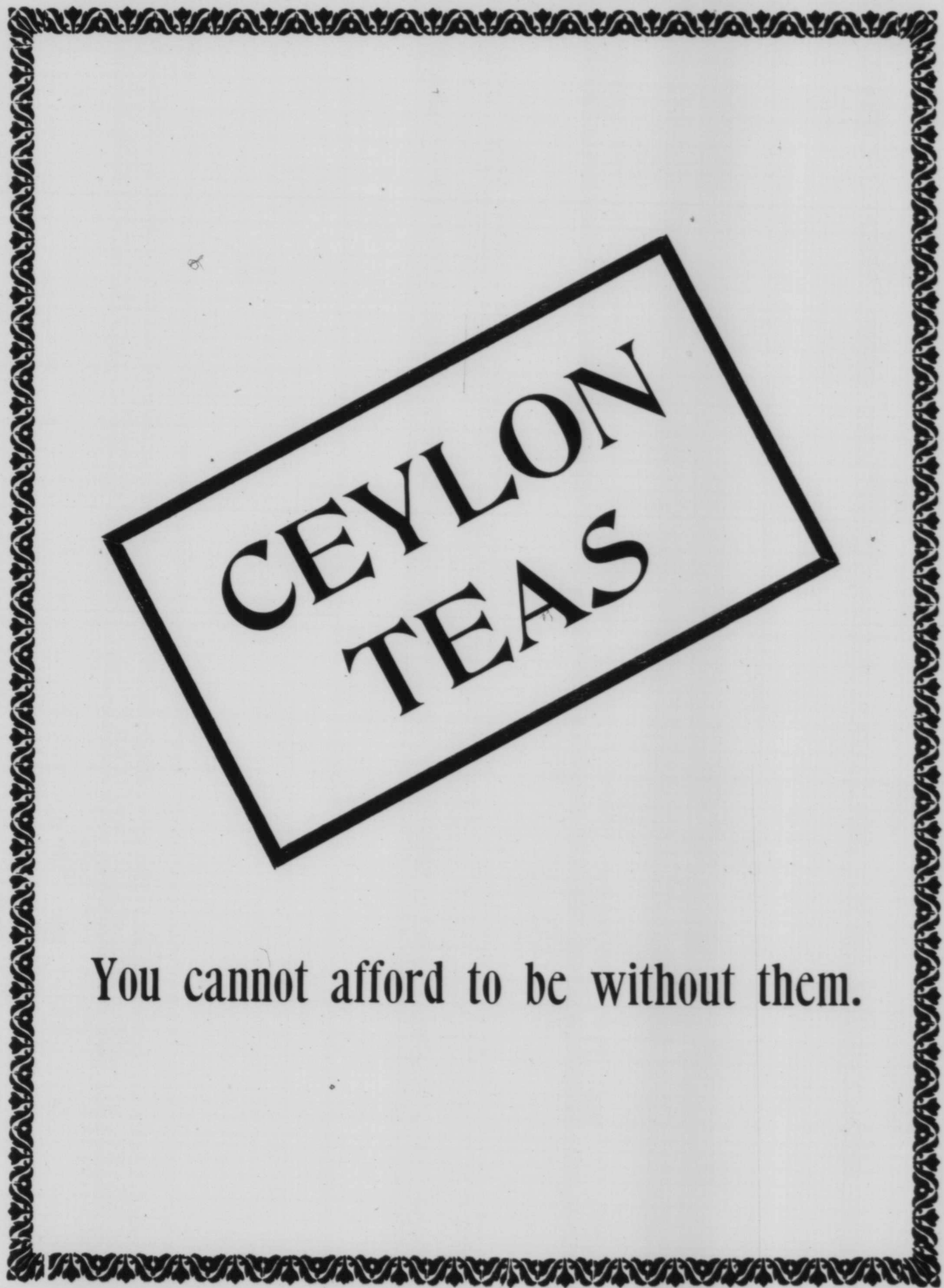
& Co.

& Co.

& Co

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ON



**CEYLON
TEAS**

You cannot afford to be without them.

..HAVE YOU..

TRIED THE

Finest Whisky

IN THE WORLD?

VIZ. —

JOHN DEWAR & SONS'

(Distillers, PERTH, SCOTLAND.)

50 Medals.

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

J. M. DOUGLAS & CO. MONTREAL, Agents

STORAGE OF CRANBERRIES.

JUST what to do with cranberries from the time they are harvested in late summer until marketed in the autumn months is a puzzle to many growers which has never been fully satisfied. Special inquiry made by The American Agriculturist among principal growers, shippers and dealers regarding best method of keeping cranberries, emphasizes some facts not generally understood. These specialists, with one accord, have no use for cold storage in keeping cranberries in early autumn, especially where the fruit is stored in open boxes with ice. It is a method which has never been followed beyond the experimental stage. The best posted have no faith in it, and advise storing the fruit in a cool, dry bog-house or cellar, undisturbed, selling before cold weather sets in. This affords an answer to the question of a subscriber who wishes to utilize a building for cold storage, using ice instead of the refrigerating plants employed in the big cold storage concerns in the cities. Growers and dealers all agree that the best temperature is a few degrees above freezing, yet they do not advocate autumn cold storage.

Replying to the enquiry, what is the best way to keep cranberries, are the following opinions: A dealer advises that the fruit be

carefully hand-picked, placed in open boxes of about a bushel capacity and kept as nearly as possible at 35 degrees, the package to be made with pine laths for sides and bottom, open at top, piling these crates in tiers in a dark room or cellar, where the temperature may be changed on cold days. Another dealer in New England says the berries should be kept in their own chaff in an open crate, as cold as possible down to 32 degrees, while a leading Chicago dealer, who handles both Western and Eastern berries, prefers a cool and dry temperature of about 38 degrees, with the fruit in either barrels or crates. A prominent grower of Jersey cranberries piles them in a well-ventilated building until entirely dry, then removes to an ordinary cold store-room, leaving an air space between each box; does not object to a temperature above 40 degrees. He places the fruit in layers not eight inches deep. A Massachusetts member of the Cranberry Fruit Growers' Association stores the fruit as soon as harvested in basement of a cranberry house having cemented floors and walls with ventilated windows on all sides. The berries are kept in the regular open wood picking boxes, bushel size, just as they come from the bog, at a temperature as nearly 40 degrees as possible. Berries thus cared for in the autumn and subsequently put in proper winter storage will keep until the following summer.

HARD LINES.

The old gentleman from the country sat on a box in a Lewiston grocery shop and munched patiently at the job lot of crackers and cheese which he had just purchased. He appeared to have some difficulty in chewing, and finally exclaimed, "Darn false teeth, anyway! I wouldn't give six good teeth for a whole head full of false ones!" "There is one consolation about false teeth," said the grocer encouragingly, "you can take them out and wash them." "Yes, I s'pose so." When the farmer had finished his cheese he went along to a big kerosene tank with a nickel plated pump on the top, and holding his teeth in his hand pumped kerosene on them and slipped them back into his mouth. "'Pears to me that ice water tastes like soap," said he. "That is kerosene," said the grocer, looking up. "Whew, that so?" and the farmer pulled out his teeth and wiped them on the nearest thing that came to hand—a coarse bag that looked like a bran sack. "Worse and more of it! 'Pears to me there's something dead about here! What's this bag?" "That," and the grocer walked out from behind the counter, "is a phosphate bag." The old gentleman shook his teeth out and went out of the store with them in his hand. —Bangor Commercial.

The Hilliard House, Rat Portage

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

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

Write for Quotations

W. A. McCLEAN & CO.

Pork Packers, OWEN SOUND

La Fayette

Cigarettes

Are up-to-date

Give them a trial

5 cents

**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**

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



BOECKH'S
Brushes and Brooms

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

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

Chas. Boeckh & Sons,

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

Manufacturers

Toronto, Ont.

A Pointer for Athletes

Johnston's Fluid Beef

Gives Strength
WITHOUT INCREASE OF FLESH

PUT UP IN TINS AND BOTTLES.

Fine Fruit Tablets



ENGLISH FORMULA TABLETS

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

G. J. HAMILTON & SONS

PICTOU, N.S.



INDIAN & CEYLON TEAS

G. F. & J. GALT

42 SCOTT ST. TORONTO

BOOK ON TEA BLENDING
MAILED ON APPLICATION

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

CHARLES BRAIN, grocer, Huntsville, has assigned to J. W. Bettes, Bracebridge, and a meeting of creditors will be held on the 6th inst.

Robitaille & Paradis, grocers, Quebec, have assigned.

M. Starr Eaton, grocer, Canning, N.S., has assigned.

F. J. King & Co., grocers, Dorchester, N.B., have assigned.

W. Marriage, grocer, Montreal, has compromised with his creditors.

Charles Chartier, grocer, Montreal, has called a meeting of his creditors.

D. R. Grant, general merchant, Bridgeville, N.S.; writ for \$3,014 foreclosed.

E. Dupuis, general merchant, Ste. Julienne, Que., has obtained an extension.

Boyd Bros., confectioners, Sault Ste. Marie, Ont., have assigned to J. B. Dobie.

The stock of Renaud & Co., grocers, Ste. Cunegonde, Que., is under seizure for rent.

L. A. Trussell, general merchant, Ayer's Flats, Que., has compromised at 25c. on the dollar.

J. E. Deslauriers, grocer, St. Anne de Bellevue, Que., has assigned to Kent & Turcotte.

The assignment of A. Mundy, grocer, etc., Hamilton, has been transferred to F. H. Lamb.

A. P. Torrens, teas, spices, etc., Halifax, is offering to compromise at 50c. on the dollar at six and nine months, unsecured.

Eliza French, fruit and confectionery, London, has assigned to C. B. Armstrong, and a meeting of creditors will be held on the 5th inst.

Hubley & Co., groceries and feed, Halifax, have assigned, and W. J. Hubley has filed consent for his wife to do business in her own name.

PARTNERSHIPS FORMED AND DISSOLVED.

Gareau & Co., grocers, Montreal, have dissolved.

Brophy & Doherty, grocers, Montreal, have dissolved. F. P. Brophy continues.

F. L. S. Crosbie & Co., hotel, Cornwall, have dissolved. Gilbert Crosbie continues.

Franke & Stahl, hotel, New Hamburg, have dissolved. Henry Franke continues.

Campbell & Hartman, general store, Rossland, B.C., have dissolved. S. A. Hartman continues.

A. Pelletier and Charles Dionne have registered a partnership in Montreal to carry on business as grocers, under the style of Pelletier, Dionne & Co.

O. Trudel and A. Grenier have registered a partnership in Ste. Thecle, Que., to carry

on business as grocers and bakers, under the style of Trudel, Grenier & Co.

CHANGES.

J. P. Rogers, grocer, St. Mary's, is out of business.

Henri Robert has started a grocery store in Lachine.

Francois Peltier has opened a grocery store in Montreal.

O. Legault has opened a grocery business in Ste. Cunegonde, Que.

E. Vadeboncoeur, general merchant, Louiseville, has sold out.

A general store has been started in Louiseville, Que., by J. E. Lasage.

A. M. Hunter, general merchant, Brome, Que., has sold out to A. A. Hunter.

R. W. Leetch, wholesale pork, St. John, N.B., has sold out to Cunard G. Taylor.

A general store has been opened in Richelieu, Que., by Johnstone & Besette.

J. E. Menard, grocer and saloon keeper, Ste. Cunegonde, Que., has sold out the grocery business.

Donald McIvor has opened a grocery store in Rat Portage. Wooster & Co. have opened a general store in the same place.

SALES MADE AND PENDING.

The stock of W. T. Walsh, grocer, Montreal, has been sold.

The assets of G. P. Browne, wholesale liquors, Montreal, have been sold.

C. W. Donovan, liquors, Ottawa, has had his stock sold at 35c. on the dollar.

The assets of T. G. McAllister, grocer, Smith's Falls, are to be sold by tender.

The real estate of the estate of Hugh McReavy, grocer, Montreal, has been sold.

The assets of A. J. Frechette, general merchant, Iberville, Que., are to be sold today.

FIRES.

W. T. Haney, grocer, etc., Shelburne, has been burned out; partially insured.

Walter L. Smith, general merchant, Barrington, N.S., has been burned out; loss, \$4,000; no insurance.

DEATHS.

John Rourke, general store, fish and oils, Carbonear, Nfld., is dead.

The traffic returns on the Canadian Pacific Railway for the week ended September 14, 1896, amounted to \$433,000; for the corresponding week of last year the returns were \$404,000.

The management of the Grand Trunk Railway have decided to abolish the present existing Stores Department. In the past, supplies for all the departments were sent to the large central stores after being bought by the purchasing agents, and from there

were distributed to the various points. By the new arrangement goods will be bought after requisitions have been sent in from the foremen and heads of departments. Cash will be paid the various merchants and producers who supply the needed articles. Many advantages are claimed for this new idea, one of which is that the traffic department will benefit largely owing to the suppliers having to ship the articles brought to the points desired by the railway.

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.**

LONDON, PARIS, HAMBURG

From all points we can save expense to direct importers of small shipments. The co-operative system does it.

Write for Particulars.

BLAIKLOCK BROS. - MONTREAL

HANBURY A. BUDDEN
ATTORNEY AND SOLICITOR

OFFICE FOR

Patents Trade Marks
Etc. **MONTREAL**



The
Season
Is now
On

AND

"SCIENTIFIC"

**STOVE ENAMEL AND
STOVE PIPE VARNISH**

are moving. Don't put off buying.

Western Agent—W. L. MACKENZIE, Winnipeg.
Eastern Agents—W. S. CLAWSON & Co., St. John, N.B.
For sale by wholesalers generally. Telephone 2995.

SCIENTIFIC VARNISH MFG. CO. - TORONTO

Grocers

We admit you know what you make by handling other goods, but you cannot tell how much you are losing from time to time by not handling our

Quickshine Stove Polishes

ALPHA CHEMICAL CO.

BERLIN, ONT.

OUR CORNED BEEF



Is and always has been decidedly individual. We started out with the idea of having something different from other people and that very difference has been our success.

Bear in mind that "Laing" goods will attract the best trade, pay the largest profit in the long run and prove the most satisfactory products you can handle.

LAING PACKING & PROVISION CO. - - MONTREAL

AGENTS

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

The "Vacuum" System

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

Toronto Salt Works

128 Adelaide Street East

TORONTO, ONT.

Toronto agents for the Windsor Salt Co.



FREE....

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

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

Fruit Jars



We have still a good stock of desirable sizes. Letter and telegraphic orders filled same day as received.

Gowans, Kent & Co.

TORONTO



ASK FOR

MOTT'S

McLAREN'S

is Honest Goods and just the Thing on Which to make or Extend a Business.



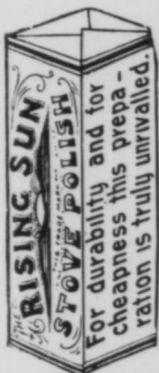
The Best Grocers Make a point of Keeping it always in Stock.

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.



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

Plums, Green Gages, 2's	1 85	2 00
" Lombard	1 60	1 75
" Damson Blue	1 60	1 75
Pumpkins, 3's	0 80	0 90
" gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	1 15	1 15
Tomatoes, 3's	0 80	0 90
Lobster, tails	2 10	2 30
" flats	2 50	2 65
Mackerel	1 20	1 30
Salmon, Sockeye, tails	1 35	1 50
" Cohoes	1 40	1 75
Sardines, Albert, 1/4's tins	1 15	1 20
" Sportsmen, 1/4's genuine French high grade, key opener	0 12 1/2	0 10 1/2
Sardines, key opener, 1/2's	0 10 1/2	0 11
" " " " " "	0 18 1/2	0 19
Sardines, other brands 9 3/4 11	0 16	0 17
" P. & C., 1/4's tins	0 23	0 25
" " " " " "	0 33	0 34
Sardines, Amer., 1/4's	0 04 1/2	0 09
" Mustard, 1/4 size, cases	0 09	0 11
50 tins, per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb.	1 10	1 15
Kipperd 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 Boaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans	\$1 40	\$1 50
" " " " 2	2 40	2 55
Comp Corn Beef 4-lb. cans	6	6
" " " " 14	16 00	18 00
Minced Callops	2	2 60
" " " " 2	2 60	2 65
Lunch Tongue	1	3 40
" " " " 2	6 00	6 00
English Brawn	1	2 75
Camb Sausage	1	2 50
" " " " 2	4 00	4 00
Soups, assorted	1	1 50
" " " " 2	2 25	2 25
Soups and Bouill.	1	1 80
" " " " 6	4 50	4 50



Acme Sliced Beef.
No. 1 tins, key, 2 doz., per doz. \$2 61.



Beardsley's Boneless Herring. per doz. 2 doz. 1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
" 4 lb.	5 50	5 80
" 6 lb.	8 50	8 80
14 lb.	17 50	18 00
Roast Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
Luncheon Beef, 1 lb.	1 60	1 70
" 2 lb.	2 75	2 85
Brawn 1 lb.	1 30	1 40
" 2 lb.	2 35	2 50
" 6 lb.	6 60	6 80
" 14 lb.	14 50	15 00
Ox Tongue, 1 1/2 lb.	7 00	7 20
" 2 lb.	8 50	8 80
" 2 1/2 lb.	10 75	11 00
Lunch Tongue, 1 lb.	3 35	3 50
" 2 lb.	6 50	6 80
Chipped Beef, 1/2 lb.	1 60	1 70
" 1 lb.	2 65	2 80
Pigs' Feet, 1 lb.	1 65	1 75
" 2 lb.	2 45	2 60
Potted Meats, Tongue or Ham 1/4 lb.	70	75
Potted Meats, Tongue or Ham 1/2 lb.	1 20	1 25
Potted Deviled Ham or Tongue, 1/4 lb.	70	75
Potted Deviled Ham or Tongue, 1/2 lb.	1 20	1 25

WHITE LABEL.

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

Codfish. per doz.

Beardsley's Shredded, 2 doz. pkgs.	0 90
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CHEWING GUM.

ADAMS & SONS CO. per box

Tutti Frutti, 36 5c bars	\$1 20
Pepsin Tutti Frutti, 23 5c packages	0
Pepsin Tutti Frutti, in glass-covered boxes, 23 5c packages	0 80
Horehound Tutti Frutti, glass tops, 36 5c packages	1 20
Cash Register, 300 5c bars and pkgs	15 00
Tutti Frutti Show Case, 180 5c bars and packages	5 50
Glass Jar with Pepsin Tutti Frutti, 115 c packages	6 00
Tutti Frutti Girl Sign Box, 160 5c bars and packages	6 00
Tutti Frutti Cash Box, 160 5c bars and packages	6 00
Variety Gum (new), 150 1c pieces	1 00
Orange Blossom, 150 1c pieces	1 00
Filtration Gum, 150 1c pieces	0 65
Monte Cristo, 180 1c pieces	1 30
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 160 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, 115 1c pieces	0 75
Red Spruce Chico, 200 1c pieces	1 00

CHOCOLATES & COCOAS.

CADBURY'S. per doz.

Cocoa essence, 3 oz. packages	\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40
Rock Chocolate, loose	0 37 1/2
" 1-lb. tins	0 40
Cocoa Nibs, 11-lb. tins	0 40

TODHUNTER, MITCHELL & CO.'S.

Chocolate— per lb.

French, 1/4's—6 and 12 lbs.	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

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13 65
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3 10
2 90
2 90
2 75
2 60
2 4

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.**

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

PEERLESS MACHINE

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

SAMUEL ROGERS & CO
Sole proprietors, Toronto, Ont.



MALLOWALLA

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



The Gulf of Georgia Cannery

MALCOLM & WINDSOR, Ltd.

Sole Proprietors, and Agents for

"Ice Castle Brand" Canned Salmon

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

FACTORY, Steveston, B.C.

OFFICE, Vancouver, B.C.

"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.

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	
	per doz.	
Royal Cocoa Essence, packages.....	1 40	
Cocoa—		
EPPS, per lb.	0 35	
Case of 11 lbs. each.....	0 35	
Smaller quantities.....	0 37 1/2	
FRY'S.		
(A. P. Tippet & Co., Agents.)		
Chocolate—		
Caracas, 1/4's, 6-lb. boxes.....	per lb.	0 42
Vanilla, 1/4's, " " " "	0 42	
"Gold Medal" Sweet, 6 lb. bxs.	0 29	
Pure, unsweetened, 1/2's, 6 lb. bxs.	0 42	
Fry's "Diamond", 1/4's, 6 lb. bxs.	0 24	
Fry's "Monogram", 1/6's, 6 lb. bxs.	0 24	
Cocoa—		
Concentrated, 1/4's, 1 doz. in box..	per doz.	2 40
" " " " " "	1/8's, " " " "	0 33
" " " " " "	1/4's, " " " "	0 33
Homeopathic, 1/4's, 14 lb. boxes..	0 33	
" " " " " "	1/2 lbs. 12 lb. boxes.	0 33
JOHN P. MOTT & CO.'S.		
(R. S. McIndoe, Agent, Toronto.)		
Mott's Broma.....	per lb.	0 30
Mott's Prepared Cocoa.....	0 28	
Mott's Homeopathic Cocoa (1/4's)....	0 32	

Mott's Breakfast Cocoa (in tins).....	0 45
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	28
Mott's Caracas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 22
Mott's French-Can Chocolate.....	0 18
Mott's Navy or Cooking Chocolate.....	0 27
Mott's Cocoa Nibbs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 90
Mott's Confectionery Chocolate.....	0 21
Mott's Sweet Chocolate Liquors.....	0 19
COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, 1/2 lb. tins, per doz..	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz..	2 25
Soluble Cocoa, No. 1 bulk, per lb.....	0 20
Diamond Chocolate, 12 lb. boxes,	
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 42
Baker's Vanilla in boxes, 12 lbs. each.	0 50
Caracas Sweet, in boxes, 6 lbs. each.	0 37
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 25

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 49
COFFEE.	
Green.	
Mocha.....	per lb.
Old Government Java.....	0 27 1/2 0 30
Rio.....	0 30 0 33
Plantation Ceylon.....	0 17 0 20
Porto Rico.....	0 29 0 31
Guatemala.....	0 24 0 28
Jamaica.....	0 24 0 26
Maracaibo.....	0 21 0 25
Morocco.....	0 21 0 23
TODD HUNTER, 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 60 0 20

CONDENSED MILK.
NEW YORK CONDENSED MILK CO

per doz.

Gail Borden
Eagle, 4 doz. 1-
lb. cans per case 2 50

Gold Seal Brand
4 doz. 1-lb. can
per case..... 2 00

Borden's Peerless
Evaporated Cream

Family size,
1/2 in case.. 1 75

Hotel size,
quarts, 2 doz.
in case.....

Half-gallons
1 doz. in case

Gallons, 1/2
doz. in case

Quality thorough
guaranteed

WANTS
.. for ..
October

STARCH

BRANTFORD STARCH

THE QUICKEST SELLER

* The Brantford Starch Co., Ltd., - - Brantford, Ont.

Bright	0 38	0 43
Redpath's Honey	0 40	0 40
" 2 gal. pails	1 10	1 15
" 3 gal. pails	1 45	1 50
MOLASSES.		
Barrels	0 28	0 32
Half-barrels	0 30	0 35
SOAP.		
Babbitt's "1776" Soap Powder	...	\$ 3 5



1 Box Lot	4 20
5 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	0 12	0 60
Assam Pekoes	0 30	0 40
Pekoe Souchong	0 18	0 25
INDIAN.		
Darjeelings	0 35	0 55
Assam Pekoes	0 30	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	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	0 22	0 38
Half Chests, seconds	0 17	0 19
Half Chests, thirds	0 15	0 17
Half Chests, common	0 13	0 14
Young Hyson—		
Half Chests, firsts	0 28	0 32
Half Chests, seconds	0 16	0 19
Half Boxes, firsts	0 28	0 32
Half Boxes, seconds	0 16	0 19
Half Chests—		
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.

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.		
"KOLONA"		
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, 4's; Twin Gold	
Bar, 8's	0 59
Ingots, 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, 1-6, 5 lb. box	0 22
Champion, 1-10, 5 lb. box	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—	per 1,000
Sonadora Havana	\$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)—	per lb.
Black Crown, caddies	0 35
Crown Rouge smoking	0 38
Leaf tobacco, in bales	0 08

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, Come il Fait, 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

CIGARS—S. DAVIS & SONS, MONTREAL.

Sizes.	Per M
Madre E Hijo, Lord Lansdowne	\$60 00
" Panetelas	60 00
Madre E Hijo, Bouquet	60 00
" Perfectos	85 00
" Longfellow	80 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	30 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	5 00
Half case, 36 1-lb.	2 50
Case, 24 3-lb.	4 25
Half case, 12 3-lb.	2 12
Case, 100 5-cent packages	3 50
Half case, 50 5-cent packages	1 80

WOODENWARE.

Pails, 2 hoop, clear, No. 1	per doz.	\$ 1 45
" 3	"	1 60
" 2	"	1 40
" 3	"	1 40
" " painted "	"	1 55
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 00
" 4	"	2 00

Licorice Goods

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.

For

10 cents

We will mail you a valuable little book on

**BUYING
SELLING AND
HANDLING OF TEA**

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

The MacLean Publishing Co.

26 Front St. West, Toronto.

DURABLE PAILS AND TUBS.



TRY

THEM

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

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

Represented by

Chas. Boeckh & Sons, Toronto,

H. A. Nelson & Sons, Montreal.

THE

Oakville Basket Co.,

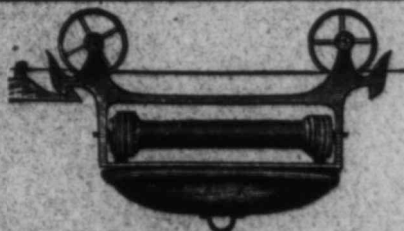
MANUFACTURERS OF



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

For sale by all Woodenware Dealers

Oakville, Ont.



CHAMPION OASH RAILWAYS

5 years' trial has proved them the very best store service in the market. In use from P.E.I. to Victoria. Send for circular giving all particulars.

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OF PORTLAND, MAINE**

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

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Room 2, 162 St. James Street, Montreal

The Dry Goods Review



CLUBBING RATES

The Dry Goods Review and The Canadian Grocer **\$3.00**

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

THE DRY GOODS REVIEW

TORONTO

. . . . MONTREAL

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BOUND**



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

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

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

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

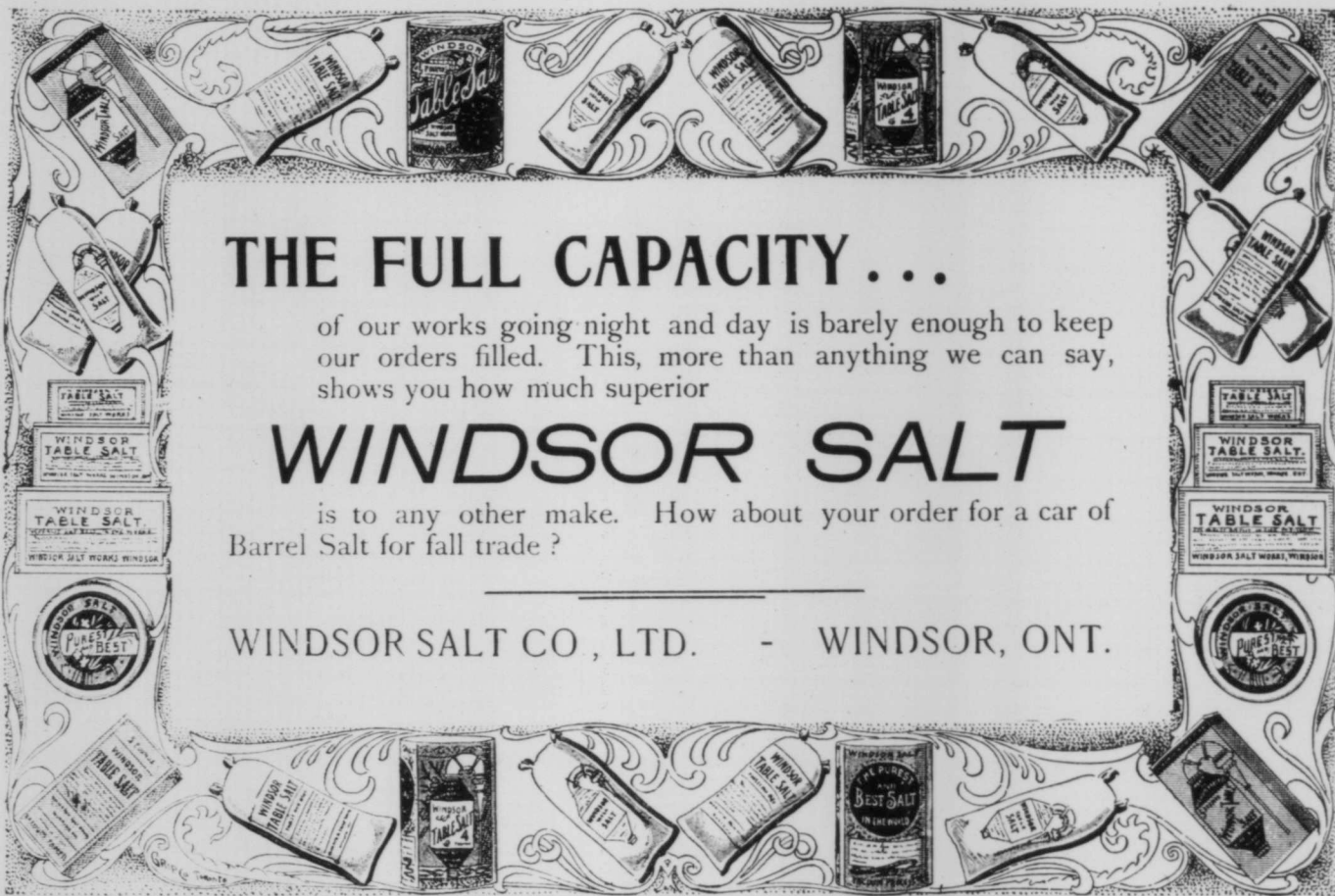
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Head Office: TORONTO.

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

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



THE FULL CAPACITY...

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

WINDSOR SALT

is to any other make. How about your order for a car of Barrel Salt for fall trade?

WINDSOR SALT CO., LTD. - WINDSOR, ONT.

LEA AND PERRINS'

Observe
that the
SIGNATURE

Is now printed
in blue ink
diagonally
across the

OUTSIDE WRAPPER

Of every Bottle of the

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

RETAIL EVERYWHERE.

ORIGINAL...
WORCESTERSHIRE

SAUCE.

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CHARLES F. CLARK, PRESIDENT
EDW. F. RANDOLPH, TREASURER
ESTABLISHED 1849.

**THE BRADSTREET
MERCANTILE AGENCY**
THE BRADSTREET COMPANY,
EXECUTIVE OFFICES, PROPRIETORS.
NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States
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in London, England.

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

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27 Wellington St. East**
THOS. C. IRVING, Superintendent.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

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

EPPS'S COCOA
1-4 lb. Packets. 14 lb. Boxes
secured in tin.

Special Agent for the Dominion
C. E. COLSON - MONTREAL

Oakey's
'WELLINGTON'
KNIFE POLISH

The Original and only Genuine Preparation for
Cleaning Cutlery.

JOHN Oakey & Sons, Limited,
Manufacturers of Emery, Black Lead, Emery and
Glass Cloths and Papers, etc.
Wellington Mills, London, England

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**JOHN FORMAN, 650 Craig Street
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HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS