

THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, OCTOBER 8, 1897.

No. 41

COLMAN'S MUSTARD



BEST ON EARTH



Mushrooms

and

Toadstools

look very much alike, and are often mistaken
for one another.

Other cheese packages look like

MacLAREN'S IMPERIAL CHEESE

but oh! the difference in the contents.

Lunch Tongue



You've no idea of the delicate and delicious flavor of our Lunch Tongue till you've tried it yourself. Our way of preparing is vastly different from the ordinary way and the result is that **White Label** brand is vastly different from ordinary brands.

Carefully selected tongues free from skin and waste.

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Importer and Exporter of

**DRIED FRUIT, SMYRNA FIGS
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All orders executed at lowest prices.

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34 Yonge Street,

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WINDSOR SALT

Is packed in a large variety of packages for table use, but for those who require an extra fine salt we suggest our four pound **CARTOONS**. The package is most attractive, and the salt is the purest and whitest it is possible to manufacture.

THE

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SIGNS of Highest Quality

“Hand in Hand” Brand

Made by the United Alkali Company of Great Britain. $98\frac{50}{100}$ pure Bi-Carbonate of Soda. Strong because so pure. True as steel in the unvarying evenness of the grade.

Bi-Carb. Soda

The economical Cocoa for the household because concentrated and easily soluble. Pure—absolutely. Made in the largest Cocoa factory in the world.

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The name that Royalty has confidence in. “Lazenby” stands for the highest type of table delicacies. Two good ones here. 13 varieties of each.

Soup Squares. Jelly Tablets.

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R. J. GRAHAM - BELLEVILLE, ONT.

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Full of good practical hints on live subjects. Every merchant should keep himself well posted on matters concerning the welfare of his business. The following series of pamphlets by experienced business men, deal with matters of importance to the retailer and are well worth his careful perusal.

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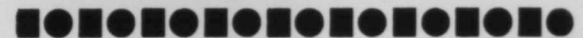
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Most of you know our Brooms and Brushes well—do you know our Woodenware? Pails, tubs, mops, clothes horses, chopping trays, butter moulds and rolling pins. We have many customers for these "kitchen things"—our oldest customers are our BEST ones.

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TOILET SOAPS AND HOUSEHOLD SOAPS

Apply, stating districts covered and giving full particulars, to

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FOR A QUICK SHINE
FOR A LASTING SHINE
FOR A BRIGHT, BLACK SHINE
FOR AN EASY SHINE

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English Army Blacking

SOLD THE WORLD OVER.

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“To gild refined gold,

to paint the lily.” Somehow laudatory adjectives appear to be a surfeit of words in describing E. B. Eddy’s Matches. These words “E. B. Eddy’s Matches” seem to embrace all excellence, and to which any words of eulogy would be almost superfluous.

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The E. B. Eddy Company, Limited

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61 Latour St . . . MONTREAL
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James Mitchell, Victoria and Vancouver, B.C.; John Cowan, St. John’s, Nfld.

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Grown in a specially selected and favored district, renowned for the high grade goods produced.

Most of our customers know the brands and can vouch for the great satisfaction they give to consumers.

These goods are the very finest you can buy on the Canadian market, and are being offered by us at almost the price of common grades.

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Genuine Proof Spirit at the price of ordinary vinegar. Special drive for October.

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Several hundred half-chests bought before the recent advance which we offer at old price to introduce to the trade. Special and unique advertisements with every five half-chests.

Our fruit will appear next issue.

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**"GOOD LUCK"
BROOMS..**

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Freight paid on lots of 6 dozen.

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

THE CANADIAN GROCER

Vol. XI. (Published Weekly)

MONTREAL AND TORONTO, OCTOBER 8, 1897

(\$2.00 per Year) No. 41

THE PRUNE INDUSTRY IN CALIFORNIA.

THE growth of the prune industry in California is one of the marvels of the state. Along with its monster rose bushes, enormous trees, towering mountains, fields of wheat of thousands of acres each, big hotels, and monstrous sea fish, it has by far the greatest prune orchards in the world. While prune orchards of 10 and 12 acres in France and Italy are considered large, there are a dozen in the Santa Clara and Sacramento valleys that comprise more than 120 acres each and 12,000 trees. One or two cover 500 acres, and comprise 50,000 trees. Several individuals and firms have each more than \$175,000 invested in prune orchards in Central California. In 1880 there were less than 4,000 acres of prune orchards in California. When the census was taken in 1890 it was found there were 13,000 acres and 1,300,000 prune trees planted. That year there was a dearth of fruit in the Eastern States caused by blasting frosts late in the spring, and there never was such a season of money-making among the fruit growers in California. Hundreds of growers in 1890 sold prunes on the trees for \$60 a ton. A dozen men made \$5,000 clear that year from ten-acre orchards of prunes, and men who got \$4,000 from such orchards were common. That condition of the market and the McKinley tariff law, which put an extra duty on French and Turkish prunes in the same year, gave a phenomenal boom for prunes. In the following winter and spring more than 24,000 acres were planted to the fruit, and in 1892 some 16,000 more acres were planted. The Los Angeles Times recently estimated that there are now 53,000 acres of bearing prune orchards in this State, where there were 4,000 seventeen years ago. Besides this there are about 13,000 acres yet to come into bearing. Last year the product of prunes in California was 91,000 tons, and but for frosts that damaged

the crop last April when the trees were in full bloom, the total product would probably be more than 110,000 tons this summer. The Los Angeles Times reckons that about \$20,000,000 is invested in the prune industry. That estimate includes the value of land, trees, irrigation systems, tools, packing houses, and harvesting devices.

This is the noon of the prune harvest in California, and although the crop is a short one, the daily scenes in the great prune orchards are lively and interesting. Many thousands of men, women and children throughout the valleys of Central and Southern California are busy in the prune orchards and at the fruit-packing houses. A prune orchard in itself is one of the most beautiful things in horticulture. The thousands of trees are planted in long rows, in such symmetry that one may look in any direction among them and the alignment is perfect. The ground is soft and even, and years of cultivation and care have made it so smooth that not a pebble or a clod, a blade of grass or the smallest weed may be seen anywhere. The sweet scent of the ripened fruit, the music of the birds, the laughter and songs of the workers, all combine to make a harvest scene in an extensive prune orchard a mixture of romance and commercial thrill.

When the fruit grower, who has been daily watching the process of ripening of his crop, finds that the fruit is soft to the touch, he employs a force of workers. Great sheets of cloth are laid on the ground beneath the trees, while strong men shake the trees and boys shake the branches so that the prunes fall. The sheets are gathered up at the ends, and the fruit is poured into padded boxes, so as to avoid much handling. Tree after tree is treated in this way once each day until the crop is gathered. The operation is repeated once each day for twenty days on some trees before all the prunes are harvested. Meanwhile, the

gathered fruit is carried to the washing boxes and the dipping caldrons. The prunes are put into heavy wire cages holding several hundred pounds each, and are first dipped into running water, where the dirt and dust are washed away. In a moment more the cage is elevated on a crane and then let down into a caldron of hot water, heavy with concentrated lye. The purpose of this is to remove the bloom and to crack the skin that envelops the flesh of the prunes, in order that the drying process may take place more rapidly. In its natural state the skin is so smooth and tough that it would take a week to dry the fruit properly for the market. From the caldrons of hot lye water the cages of prunes are lifted again and once more plunged into hot clean water containing a clear white syrup, so that the lye may be washed away and a gloss be given the fruit.

Then comes the drying process. Girls and boys come with shallow wooden trays a yard square, and as the prunes pour down from a hopper into which they are dumped from the cages, deft hands spread the product over the trays in the twinkling of an eye. A little tramway carries the trays and fruit out into the drying yard every minute, and there on ground covered for two or three acres with some cheap fabric the prunes are placed for drying by the sun. There is a strong sunshine twenty-nine days out of thirty in each summer month in the valleys of Central and Southern California, and so it is the rule that prunes are well dried in two and a half or three days. A little army of workers is always busy in the prune harvesting season in gathering the dried product from the trays and carrying it in baskets to the sweat boxes, where, after a week or ten days, the dampness that arises from quickly dried fruit has evaporated. Often a prune grower on an extensive scale may have in bins, at the close of the harvesting of the crop, 600 or 700 tons of dried prunes, while his drying yard of several acres may be so completely covered with trays as to look as

New Peel

IN STOCK

Jno. Gray & Co.'s

-

Crosse & Blackwell's

Our heavy shipments of these splendid Peels are to hand this week.
Close quotations on round lots.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers

Toronto

if smeared a purple black. The more extensive prune growers in California handle as many as seventy tons of prunes in a day. It takes from two and one-half to three pounds of the green fruit to make one of the dried product.

The active work of the harvest over, the grower looks about for buyers for his yield. There are always scores of purchasing agents for eastern wholesale fruit dealers and commission houses throughout the horticultural regions of California in the fruit season, and there are hundreds of local fruit shippers in the state. The fruit is sampled and tested for its saccharine qualities, the firmness of the flesh, and the gloss of the skin. Little bags of sample fruit are sent here and there. When a sale is made it is done on the basis of the sizes of the dried prunes. Thus there are six sizes: 1. Those ranging from 40 to 50 to the pound; 2, 50 to 60 to the pound; 3, 60 to 70; 4, 70 to 80; 5, 80 to 90, and 6, all above 90. An experienced prune grower and buyer can tell at a glance what size of fruit he is looking at, and, of course, the size of 50 to 60 is the most marketable.

Then come the grading and sacking or boxing of the prunes. The fruit is shoveled into a hopper with a prodigality that makes one who has been used only to buying a pound or two of prunes at a time open wide his eyes, and allowed to run through a patent machine that grades the fruit into the six sizes. The best grades of prunes are packed carefully in wooden boxes, while the smaller and cheaper grades are put up in white muslin sacks.

A host of people who have bought prunes all their lives will be surprised to know that there are thirty-two distinct varieties of prunes in Europe and America and as many more varieties that are classified as plums. There is a perennial argument at all the conventions of horticulturists as to what are prunes and what plums, for the two fruits are very closely related members of the same family. While there are eleven

varieties of prunes in California, the rank and file of the orchardists know but four. The variety known as the California, or petite prune d'Agen, is by far the most generally grown in this state and forms the bulk of the product sent to the eastern markets in the dried form. It originated in the south of France eighty years ago, and was brought to California in 1870. In California soil and climate the fruit grows larger than in France, and many horticultural experts used to believe it was an entirely new variety of the fruit. The prune d'Agen grows as large as a common hen's egg; it is exactly ovoid, its flesh is yellow, tender and firm, and it is very rich in saccharine juice. The silver prune—known to the fruit trade as Cal's Golden Drop—is one of the best varieties in California for green fruit shipments. It originated in Oregon thirty years ago, and grows larger than the prune d'Agen, and is therefore not so easy to dry as the other varieties. Then there is the Bulgarian prune, which originated in Bulgaria many years ago. It has grown prolifically in California, and it is the largest and most regular bearer of any variety of prunes on this coast. It has an unusually firm, hard flesh, and is a favorite with canners.

The most recent variety of prune among the orchardists of California is that known as the Tragedy. It was originated in this state and is a cross between the famous German prune of the Old World and the Duane plum of New York state. Several thousand acres were planted to this variety of fruit three years ago, and it is believed it will be the most important prune of commerce in America in another decade. The trees grow large and fast. The fruit is a little larger than a hen's egg, the skin is a dark purple, the flesh a yellowish green, and it is the sweetest of all the prunes grown in this state. The crop begins to ripen in June, and for that reason it is a favorite with shippers of green fruits.

The age at which prune orchards come

into bearing in California is a matter of wonder among horticulturists the world over. No where else do prune trees come to full development and fruition so quickly as in this state. While it is rare to have prune trees in France and Turkey come into bearing before seven years old, the same varieties of trees will bear at three years of age in California, and at five years will produce 60 and 70 pounds of fruit to the tree. When eight years old a prune orchard that has been well watered and cultivated will be in full bearing and may be relied upon to yield from 200 to 300 pounds of fruit annually. But the horticulturists believe that this extraordinary prolificness will shorten the period of a prune tree's bearing ability. In Europe the average period of a prune tree's service is 45 years. There is reason to believe that it will be less than half that in California.

The largest importation of foreign prunes into the United States was in the year 1887, when the quantity of the dried product imported was 92,000,000 pounds. That same year California produced 5,825,000 pounds of dried prunes. In 1892 the importation of dried prunes was 6,471,000 pounds, and the California product 41,265,000 pounds. The Horticultural Commission of this state has studied the reports of the importation of dried prunes and the shipments by railroad of the product for some years, and it finds that the average yearly consumption of prunes in the United States, when business is healthy and the people have employment, is 74,260,000 pounds. It is found that the working people in the cities are the best consumers of California prunes, and that hundreds of tons of the fruit are eaten by seamen and on board the naval vessels of the world.—New York Sun.

Business in the C.P.R. Land Department continues good, and the increase of the current month, compared with corresponding periods of previous years, is equal to the record of the first months of the year.

SHINON . . .

MAGIC LIQUID POLISH FOR ALL METALS.

Gives a more **Brilliant** and **Lasting** Luster with **Less** Labor than any Polish on the market.

Cannot be equaled for use on metals exposed to the **Air** or intense Heat. Try it on your

- Brass Signs, Door Plate,
 - Show Cases, Andirons,
 - Carriage Trimmings, Copper Boiler,
 - Bicycle, Kitchen Utensils,
- or on any metal susceptible to a brilliant luster.

It is **WHITE**, and leaves no dirty gum on article cleaned, or stain on woodwork.

Put up in 1-6 pint, $\frac{1}{4}$ pint, $\frac{1}{2}$ pint, pint, quart and gallon cans.

No Acids, Grease or Grit.

For sale by . . .

Lucas, Steele & Bristol,
HAMILTON, ONT.

This is interesting to all Grocers...

A list of articles, which are never peddled nor sold by gift stores, and are money makers for the grocers; all are well known and need no introduction.

RAM LAL'S PURE INDIAN TEA (never sold in **BULK**) in $\frac{1}{2}$ lb. and 1 lb. packages, also in 5 lb. sealed tins.

GOLDEN AGE BLEND OF TEAS, in lead packages, $\frac{1}{2}$ lb. and 1 lb.

MASCOT BLEND OF TEAS, in lead packages, 1 lb. only, and 100 lb. tin lined chests.

"**THE MECCA**" **COFFEE**, in 100 lb. kegs; 50 lb., 25 lb. and 2 lb. tins.

DAMASCUS COFFEE, in 100 lb. kegs; 50 lb., 25 lb. and 2 lb. tins.

CAIRO COFFEE, in 100 lb. kegs; 50 lb., 25 lb. and 2 lb. tins.

COCOA, BENS DORP'S ROYAL DUTCH, $\frac{1}{4}$ lb., $\frac{1}{2}$ lb. and 1 lb. tins.

CANADA BAKING POWDER, in 1 lb. tins only.

James Turner & Co. - Hamilton, Ont.

IMPORTERS, WHOLESALE GROCERS AND MANUFACTURERS.

A Sample Order

- 1 Case "Reindeer" Brand Condensed Milk
- 1 " " " Coffee and Milk, No. 1
- 1 " " " " " No. 2
- 1 " " " " " No. 3
- 1 " " " Evaporated Cream

5 CASES

Any assortment of "Reindeer" Brand Condensed Goods, in 5-case lots, Freight Prepaid to points East of and including Port Arthur and Fort William.

New Goods Now in Store

SALMON { Horseshoe Brand
Mayflower " " Harlock " " } **VALENCIA RAISINS** { ARGUIMBAU'S } Fine Off-Stalk and Selected.

Scaled Herrings and Boneless Fish of all kinds. Get our prices before you buy.

THOS. KINNEAR & CO.

WHOLESALE GROCERS
49 FRONT STREET EAST

TORONTO

WHAT IS KNOWN OF MACKEREL.

THE most important contribution to the just issued Journal of the Marine Biological Association is a report on the present state of knowledge with regard to the habits and migrations of the mackerel, prepared by Mr. E. J. Allen, the energetic director of the Plymouth Laboratory, for use of H.M. Inspectors of Irish Fisheries. It may not be generally known that the Treasury, when last promising its usual grant of £1,000 a year, made a condition that the association should give what help it could to the Irish inspectors in this matter, and Mr. Allen's report is in all respects excellent and alone worth more than the cost of The Journal. It seems that no one has thought it worth while to observe the manner in which mackerel keep together in shoals, but it is suggested that their iridescent color may aid in this object. Our mackerel (scomber scomber) and allied species are found in most waters, but Mr. Allen does not mention Australasia in this connection; and the breeding season varies in different localities—in the Mediterranean as early as January, off Ireland in May and June, off Plymouth in June and July, and off Norway in the first half of July, and so on. Mr. Matthias Dunn's observations in Cornwall on the rate of growth gives $\frac{3}{8}$ cm. at three months, 16-17 cm. at six and 21-23 cm. at twelve; Mr. Cunningham's off the British coast generally 1.35 to 1.925 cm. at one or two months, 22-23 cm. at twelve and 14-20 cm. at 16 months. Further research is needed to clear up this important point. Practically nothing is known, Mr. Allen says, with regard to the size at which the mackerel begins to breed. In its early stages this fish lives upon the small organisms of the plankton, including larval fish. Like the herring, it obtains its food by straining the sea-water through its gill-rakers, as it swims open-mouthed through the sea. Toward the close of the summer and in the autumn, however, it feeds chiefly on young herring, sprats, pilchards and rockling, hunted by sight.

Hence the fine condition of the autumn fish. The subject of the migration of mackerel is one of perennial interest, and Mr. Allen's analysis of all known information is very useful, and he discusses the matter in a most methodical manner month by month with regard to both Europe and America. Under the heading of the present month Mr. Allen notes that there appears to be a general idea among the fishermen that the autumn fish, both on the southwest of Ireland and elsewhere, belong to a different race from those taken in the spring, but no successful attempt has ever been made by naturalists to prove or disprove this contention. The autumn fish, it may be noted, are all immature. Where do the mackerel go when they leave the coast? Mr. Allen suggests two alternatives:

First—The mackerel may live near the surface of the ocean at considerable distances from the land, in regions where they find a suitable sea temperature.

Second—They may live in deeper layers of the sea, at a greater or less distance—possibly never at a very great distance—from their summer localities, where it is possible that they may find the conditions favorable.

There is no record of their being caught down south in the winter months, unlike the swallow and other migratory birds, nor have they been seen at the surface in the warmer regions of the open ocean at any time of the year. Mr. Allen thinks the facts point to the latter conclusion. The facts in question as regards America are pretty clear; but on this side the herring pond 'tis mere speculation. There is no information as to the temperature of likely parts of the Atlantic lying off the European coasts; but it seems to be a fact that the mackerel migrate through the English Channel to the North Sea, and return in the autumn. Our readers by this time will have gathered that Mr. Allen's report is of exceptional interest, but it makes it painfully evident that our scientists have paid very little attention to mackerel, and are woefully ignorant about one of the most

important of our food fishes. In America, where the value of the sea fisheries is better appreciated, more has been done in this direction. Mackerel remains for our young men a terra incognita, well worthy of exploration.—Fish Trades Gazette.

MONTREAL GROCERY TRAVELERS.

At the regular meeting of the Wholesale Grocery Travelers' Association of Montreal, at the residence of the president, Mr. E. Massicotte, the most important business of the evening was the election of officers for the ensuing year, the following gentlemen being elected:

Hon. President—Mr. H. Laporte, of Laporte, Martin & Cie.
President—Mr. E. Massicotte (re-elected).
1st vice-president—J. N. Crepeau.
2nd vice-president—W. F. Leclerc.
Treasurer—A. E. Cardinal.
Assistant treasurer—J. O. Mercier.
Secretary—P. Gannon.
Assistant secretary—J. Charbonneau.
Directors—W. H. Dunn, W. E. Sullivan, A. Orsali, G. Lamoureux, J. A. Prudhomme, J. H. Archambault, A. Lagarde, J. E. Renaud, L. Larue, J. Malette, J. Z. Goulet, P. Daoust, L. Archambault, E. Upton, J. O. Deziel, J. E. Levesque, H. Poirier, P. Brumault and A. Martin.

Dr. Plouffe was appointed medical officer of the association.

It was decided to hold a banquet early in January, and a committee was appointed to look after the necessary arrangements.

TROUT A LA HOTELIERE.

Have one fish, weighing a quarter of a pound, for each person; split it through the entire length of the back, take out the middle bone, and lay it on the flesh side on a buttered dish. Pour over some oil, season, and set into a quick oven. When done put inside of each trout a spoonful of maitre d'hotel butter, close, dress and garnish with potatoes, English style.

These English potatoes are potatoes cut the same size and shape as a pigeon's egg, then steamed for about 15 minutes. Serve a separate sauce, made of espagnole and meat glaze, finishing it at the last moment with a piece of good butter and lemon juice; run it through tamis; then add chopped parsley



To Satisfy You

"The proof of the pudding is in the eating." An inferior quality of Rolled Oats may LOOK all right, but appearances sometimes deceive your customer. So we look to quality first—cleanliness—freedom from hulls—rich nutty flavor. It is all these little things that keep the permanent customer.

Hence—we aim to keep your permanent customers, permanent by satisfying you, you see, with

Tillson's Pan Dried Rolled Oats

The Tillson Company Limited
Tilsonburg, Ont.

BOYS WITH NO CHANCE.

IN another log-cabin, in the backwoods of Ohio, a poor widow is holding a boy eighteen months old and wondering if she will be able to keep the wolf from her little ones. The boy grows, and in a few years we find him chopping wood and tilling the little clearing in the forest, to help his mother. Every spare hour is spent in studying the books he has borrowed, but cannot buy. At sixteen he gladly accepts a chance to drive mules on a canal towpath. Soon he applies for a chance to sweep floors and ring the bell of an academy, to pay his way while studying there.

His first term at Geauga Seminary cost him but \$17. When he returned the next term he had but a sixpence in his pocket, and this he put into the contribution box at church the next day. He engaged board, washing, fuel and light of a carpenter at \$1.06 a week, with the privilege of working

nights and Saturdays all the time he could spare. He had arrived on a Saturday and planed fifty-one boards that day, for which he received \$1.02. When the term closed he had paid all expenses and had \$3 over. The following winter he taught school at \$12 a month and "board around." In the spring he had \$48, and when he returned to school he boarded himself at an expense of 31 cents a week.

Soon we find him in Williams College, where in two years he is graduated with honors. He reaches the State Senate at twenty-six and Congress at thirty-three. Twenty-seven years from the time he applied for a chance to ring the bell at Hiram College, James A. Garfield became President of the United States. The inspiration of such an example is worth more to the young man of America than all the wealth of the Astors, the Vanderbilts, and the Goulds.

Among the world's greatest heroes and benefactors are many others whose cradles were rocked by want in lowly cottages, and who buffeted the billows of fate without dependence, save upon the mercy of God and their own energies.

With five chances on each hand and one unwavering aim, no boy, however poor, need despair. There is bread and success for every youth under the American flag, who has energy and ability to seize his opportunity. It matters not whether the boy is born in a log-cabin or in a mansion; if he is dominated by a resolute purpose, and upholds himself, neither men nor demons can keep him down.—Pushing to the front.

The insolvent stock of T. M. Shoebottom & Co., retail grocers, Dundas street, London, valued at \$2,439.88, has been sold to A. E. Shoebottom at 70c. on the dollar.



Calls will now be frequent for

SEEDS

in bulk, of which we have fine qualities in the following:—

Cardamon
Caraway
Celery

Coriander
Mustard

HERBS

powdered from the finest grades of whole goods, sealed in tin cans immediately after grinding, thus preserving all the finest flavors.

Sage
Thyme
Mint

Summer Savory
Sweet Marjoram
Parsley

Have we
your order?

PURE GOLD MFG. CO.

Toronto



BUY THESE GOODS

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



For sale by all leading Wholesale Grocers.

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

CALIFORNIA ORANGES AND LEMONS.

THE Arlington Heights Fruit Co., of California, write W. G. A. Lambe & Co., Toronto, regarding the prospects for the orange and lemon crop as follows:

Oranges—It is estimated by some that the orange crop of Southern California will reach 14,000 carloads, or about four and a half million boxes. This, in our estimation, is excessive, and we think that a fair estimate of the coming crop will be about 11,000 carloads, or about three and a half million boxes.

From present indications the fruit will be of the very finest quality and the sizes will be regular. We believe that the fruit will be as well colored for shipment for the Christmas trade and as early as last season, particularly if the hot weather that we are now having should continue for some little time.

Lemons.—The crop of lemons is estimated at about 300,000 boxes, which we think about correct, and as the heavy importation of foreign lemons into the United States is rapidly decreasing in volume and we understand from a reliable source that shipments have almost entirely ceased, hence, we take it that as soon as the present supply of foreign lemons in the eastern markets is pretty well cleaned up that there will be quite an active demand during the months of October and November for California lemons, and in regard to this we wish to advise our brokers that we will be prepared to ship large quantities of lemons between now and the 1st of January next. So far this season we have had very satisfactory results from lemons picked in the green state, held a few days in the packing house, then packed and shipped in ventilated cars with instructions to R. R. Co. to keep the vents closed to destination, and to open the side doors at different points along the line to allow the fruit to cool off. As a result of this we find that our lemons shipped in this manner and with these in-

structions have reached the purchasers in good condition and fairly well colored. We will employ this method for the next two or three months, and we are satisfied from the reports received from purchasers and our brokers that this is the best method so far introduced for the shipment of California lemons to the eastern markets during the summer and autumn months.

SAUSAGE RECIPES.

HOW TO MAKE BEST METT SAUSAGE.

We distinguish between Brunswick or Thuringian Mett sausage and the Dutch sausage. The former is finer. For both kinds the residues left from making cervelat sausage are used, which owing to their sinewy and fatty nature are not well adapted for other kinds of sausage. We will begin with the second class of sausage.

To each 100 lbs half at pork, use 63½ oz. salt, 5 6-10 oz. white ground pepper, 4 oz. cane sugar, 2 oz. powdered potass. saltpetre. Mix all this before chopping, then chop the meat to about half a walnut size, add the spice and continue chopping, frequently turning the mass upside down on the block, to about pea size; then break it open several times from right to left. Stuff tightly into narrow hog casings, to weigh about 1 lb to 1½ lb per piece, and tie the ends round together; dry for about a week and then smoke in cold light smoke until reddish yellow.

BRUNSWICK METT SAUSAGE.

For Brunswick Mett sausage, use less sinewy meat; select about two-thirds lean, one-third fat pork from the hind or fore leg, or from sides. Use the same quantities as above, i. e., for 100 lbs of meat, 63½ oz. salt, 5 6-10 oz. white pepper, finely ground; 4 oz. cane sugar, 2 oz. ground saltpetre. Mix and add same when the mass is chopped to about pea size, and chop up latter as fine as cervelat sausage. Treat altogether like cervelat sausage, but fill into so called narrow hog casings of larger size, to weigh about 1½ to 2 lbs apiece. Dry and smoke just as cervelat sausage. The casings should be fresh and well salted, and not too narrow.

FRENCH CODFISH.

More than three-fourths of the codfish consumed in France come from St. Pierre and Miquelon. But if France consumed the whole of their catch we should not complain of their rivalry, says The St. John's Herald. The Government of France for a long period has given a large bounty for the fish caught here that are exported to foreign countries. This has led to the invasion of European markets by the products of these bounty-sustained fisheries, to the great injury of our fish trade. It is a matter of much interest to know what is the annual export of codfish from St. Pierre and Miquelon. The following table, compiled from the French Year Book published at St. Pierre, shows the exports and their values in the years named:

Date.	Dry and green Cod (cwt.)	Value.
1885.....	822,236	\$3,265,526
1886.....	909,953	1,498,412
1887.....	856,144	2,943,370
1888.....	550,529	2,443,205
1889.....	531,467	2,388,146
1890.....	505,595	2,270,257
1891.....	411,887	2,131,815
1892.....	434,858	1,794,075
1893.....	522,056	1,950,183
1894.....	486,586	1,767,493
1895.....	593,008	2,117,665
1896.....	734,124

The foregoing figures, which are perfectly reliable, being taken from French sources, show that within the last dozen years there has been no marked increase in the French export of codfish from St. Pierre—contrary to what we are accustomed to believe and are frequently told. On the contrary, taking the years 1885 and 1886 (inclusive), there has been a steady decline in their exports since the latter date. Another noteworthy fact is that from 1887 to 1890 the Bait Act was in operation. On looking at their exports for these years there does not appear to have been any serious falling off as compared with the years following 1891, when the Bait Act was suspended. This seems to indicate that the operation of this costly Act did not make much difference in the French catch.



Decrease In Price, Increase In Profits

CHANGE
IN THE
PRICE
OF

WE HAVE pleasure in announcing a change in the price of "Surprise" Soap. At the present prices the retailer's profit will be larger—selling at 5cts., costing 4cts. a cake, realizing a full cent on every bar of "Surprise" Soap sold, which is 25% profit. This change is made to more fully meet the requirements of the present conditions of trade and to enlist the full sympathy and support of all dealers, by making the sale of "Surprise" more profitable. We feel sure this move will be appreciated by all the trade. "Surprise" Soap occupies the foremost position in Canada, and we intend to maintain it. Good value, extensive advertising, liberal treatment placed "Surprise" where it is.

SURPRISE SOAP

BRANCHES—

MONTREAL: Board of Trade Building.
TORONTO: Wright & Copp, 51 Colborne St.
WINNIPEG: E. W. Ashley.
VICTORIA: La Patourel & Co.

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.



WINDOW DRESSING IN SMALL PLACES.

At a meeting of merchants in Chicago recently the fact was brought out that in towns of about 2,000 inhabitants many merchants do not give window dressing much attention. The Chicago Dry Goods Reporter makes some remarks on this subject which apply with equal force in this country. It seems that there are still merchants, thousands of them, who do not believe, or who have not yet had it proved to their satisfaction, that the benefit in dollars and cents resulting from fresh, attractive window displays is not worth the small addition to the store expense and the necessary time and thought.

They say that it may pay in cities and large towns, where people lay much importance to style and appearances, but that in small towns it would be of no avail as a trade winner, for there is no style there; customers are satisfied if they have their plain food and plain dry goods served to them in a plain fashion, and to make any extra effort in the way of window displays and store decorations is like "casting pearls before swine."

If it were not a fact that there are merchants in all kinds of towns and cities who attribute a good share of their success to the way in which they keep their windows, it might be conceded that there are exceptions to the rule that "window dressing pays." The abundance of cases of this kind and the scarcity or absolute non existence, so far as we know, of a case where window trimming has been given a fair trial without building up the trade and reputation of the store, leaves, it would seem, little to be said in order to convince several thousand merchants of the error of their way.

Not a few who admit the value of window displays do not attempt anything of the kind themselves because they have an exaggerated idea of the skill and artistic ability it takes to produce them. As a matter of fact, anyone who has had experience in handling dress goods and merchandise ought to be able to put in a window display that would be a credit to the store. Practice makes perfect, and if the same person is given the work to do steadily there is no question that the displays will improve, and in time bring recognition from the public. A display does not have to be as good as the best that are seen in the largest cities to be of value as a trade winner. There may be many degrees of excellence, and because it is impossible to produce displays of the first degree it is absurd to suffer the windows to fall into neglect.

If any merchant chances to read this article who is among the number that are

now awake to the possibilities of window-dressing, let us urge you to do something—no matter how little—in this line before the decline of the fall trade. The size of the town has not a great deal to do with it. No matter if the store is located at a cross- corners, it would be strange if there were not someone who would appreciate a neat window display.

In every small town there are people who are lured away to larger places to do part of their trading. In a great many instances they can do no better than at home, but they are impressed with the idea somehow or other that their home merchants are not up-to-date. It may be discovered that it is not the lack of goods so much as it is the poor way in which the goods are displayed that drives trade to other towns. This is an old, old truth, and it ought not to be necessary to repeat it and discuss it so often, yet this space is not begrudged if it gives anyone a better appreciation of the art of window trimming.

DEAL THAT FAILED.

THE foundation for the mystery was developed in the department store in New York.

"Do you wish to have it charged?" said he.

"No, thank you," said the lady.

"Shall we send it to you?"

"It is so small that it is hardly worth while."

"It's no trouble, and you will avoid waiting while the package is being wrapped up."

"But I must wait for my change, anyway."

"Not at all; we can send it C.O.D."

"But it's only 63 cents."

"That makes no difference. It will be delivered this evening, sure."

"Very well," and the lady sauntered away, wondering why the clerk was so anxious to send so small a package to Brooklyn and put the establishment to the trouble of collecting 63 cents.

The mystery deepened at the home of the lady in Brooklyn.

"A package for Miss Blank," said the driver of the delivery waggon, and hurried to leave.

"He's forgotten to collect the 63 cents," cried the lady. "Stop him, Bridget!"

"Hey!" cried Bridget.

"That's all right," rejoined the driver, and disappeared around the corner.

The mystery was explained at the office of the father of the lady in New York.

"Are you Mr. Blank?" asked the dapper young man.

"Yes," said the father.

"The father of a large family of daughters in Brooklyn?"

"Yes."

"A C.O.D. package was sent to your house the other day. That suggests that perhaps you would like to open an account for your family at our store."

"Eh?"

"The advantage would be mutual. On our side we would have the trade of a large family of young ladies."

"So?"

"Large families of young ladies are in great demand as charge customers."

"Huh?"

"And so we would be very glad to open the account. On your side the advantage would be equally great. Our store is a long way from Brooklyn."

"H-m-m."

"And so your daughters would not be apt to buy so much as they would if they had an account in a Brooklyn store. Therefore you would save money."

"Yes?"

"Yes."

The father looked over his glasses at the dapper young man, and the dapper young man waved his hand and bowed. The father stretched out his legs, thrust his hands into his trousers pockets and began:

"So, then, you make it a business to search out large families of daughters?"

"Yes."

"And omit to collect money on C.O.D. packages so as to have a basis for starting an account?"

"Yes."

"The plan is ingenious. But it is not ingenious enough to succeed with the father of a large family of daughters. How old are you?"

"Twenty-seven."

"I am 57. If you are the father of a large family of daughters when you are 57 you will know more than you do now."

"Yes?"

"You will have learned that if one store is twice as far away as another a woman will feel herself obliged to buy twice as much as at the other to make up for the difference in distance."

"Yes?"

"You will have learned also that she will feel herself obliged to keep on buying as much as ever at the near store just because it is nearer than the other."

"Yes?"

"So that the net result would be that my daughters would buy three times as much as before if I opened an account with you."

"Yes?"

"Ordinary reasoning won't apply to women."

"Then you don't want to open the account?"

"No."

"Good day."

"Good day."—New York Sun.

LAPORTE, MARTIN & CIE.

IMPORTERS AND WHOLESALE GROCERS

Agents in Canada for

"Princess Louise" Japan Tea.
"P. Richard's" Brandy.

"Victoria" Japan Tea
"Mitchell's" Whiskeys

72 to 78 St. Peter Street, MONTREAL

AMONG THE RETAILERS.

Buying Farm Produce.

A housekeeper of large experience recently told me that not one grocer in ten knew how to buy farm produce; that among all the grocers in her neighborhood, but one really knew how to buy. "His butter," said she, "is always just what he buys and sells it for, never worse; his potatoes are always good ones, his eggs are always fresh, and he buys them all so well that he sells as cheaply as his competitors." Further conversation brought out the fact that she dealt with him almost exclusively, paying often higher prices for some articles. There is a point in this for many grocers, for if one does not judge butter, eggs, etc., correctly, he undoubtedly is at a disadvantage as compared with his more careful competitor, and loses trade thereby.

A Practical Suggestion.

While having a chat with a couple of retail grocers the other day the Retail Association was brought under discussion, and though both grocers agreed the association was in efficient hands, they were of the opinion that it was not fulfilling the object of its existence. The object of such an association, said they, is to do some financial good to its members, and that object is not attained. The suggestion was made

that the association should pay its secretary a sufficient salary to enable him to devote his time entirely to the association, and that some arrangement should be made whereby more buying would be done by him for the members. It was further suggested that he should be furnished regularly with a list of "dead head" customers by each member and that a full report should be made out and sent to each member.

Spoiled Salmon.

There is a little matter that often bothers every grocer, namely, that of canned salmon being returned from customers as "spoiled." The amount each dealer has at one time is generally so small that instead of returning it to the wholesalers (who are willing to exchange spoiled salmon), he generally bears the loss himself. At least that is what is contended. There seems to be a desire among the retailers for some system by which all salmon spoiled might be returned simultaneously to the wholesalers, when the aggregate amount would be so large that more care would be taken in future at the factories. This is the view of a well-known retailer.

Sociable Sign.

I was walking down Queen street the other afternoon, and, looking into the dainty window of Porter Bros., I was pleased to see a neatly printed card bearing the invitation to "Come In

and See Us Anyway." Going in, I was not surprised when one of the firm laughingly told me that this sign had that morning brought them a fair amount of business from an old lady passing. Porter Bros. have just opened up on Queen street, it might be stated.

RAMBLER.

THE BUSINESS TAX.

Mr. L. Munson, who opened a new meat store on South Railway street last week, has resolved to contest the legality of the civic bylaw passed by the Town Council last month, imposing a fine of \$25 upon any or every one who opens out in business in Regina. The bylaw is a species of kind invitation to men who may be thinking of establishing new businesses in town that their room is preferred before their company. When the inspector nudged Mr. Munson and hinted about payment, Mr. Munson mildly intimated that he did not propose to pay. So a summons was issued, and on Tuesday (Mr. Mackenzie appearing for the town and Mr. Secord for the defendant) Magistrate Trant essayed to look into the question. Finally the magistrate and opposing counsel agreed that the case should go to Judge Richardson, by whom it will be heard next month, taking the form of a motion to quash the bylaw.—Leader, Regina.

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

THAT IS WHAT

Enameline

The Modern STOVE POLISH

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



New Fruits

Our shipments of Dried Fruits are now on the way and arriving, and we can confidently ask buyers to get our prices before placing orders.

H. P. ECKARDT & CO.

Wholesale Grocers

TORONTO

10 GOLD MEDALS AWARDED

Gillard's New Pickle and Gillard's New Sauce



The best beyond comparison. Of world-wide reputation.

NEW PICKLE—Packed 2 dozen in case, single case lots, \$3.40 ;
5 case lots and over, \$3.30.

NEW SAUCE—Single dozen lots, \$1.90 ; barrel lots of 12 doz., \$1.75.

SOLD BY ALL WHOLESALE GROCERS IN CANADA.

GILLARD & CO. *Manufacturers* **London, England**



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

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BRITISH GOODS UNDER THE PREFERENTIAL TARIFF.

THE result of the first four months' operation of the Canadian minimum tariff has not been altogether satisfactory, from a British point of view at any rate.

According to the figures compiled in Great Britain the aggregate exports from that country to Canada for the months of May, June, July and August were £1,044,170, against £1,215,735 for the same period of 1896, a decrease of 14 per cent.

Cotton piece goods decreased £9,000; jute, £10,000; linen, £7,000; woolen fabrics, £22,000; carpets, £5,000; pig iron, £9,000; bar iron, £5,000; railroad iron, £90,000; galvanized sheets, £8,000; tin plates, £67,000; cast and wrought iron, £10,000; steel, £16,000; haberdashery, £10,000; oil seed, £9,000.

Naturally, with a tariff giving British goods a preference of one-eighth on the regular duty, an increase rather than a decrease was to be looked for. And because it was the unexpected and not the expected which happened, it was also natural there should be disappointment in the Motherland.

For the explanation of it British journals have been diligently searching, but not even to their own selves has this searching proved satisfactory.

Although the imports of the Dominion from all countries during the four months in question show a slight decrease in value—only about one and one-half per cent.—it is obvious the cause of the decreased imports of British goods is not therein to be

found. But, then, while the total imports of the Dominion for the four months fell off, the opposite was the case in some of the lines in which the exports to this country from Great Britain showed such a marked falling off.

It is obvious, then, that in those lines which we bought more largely of and the exports of which to this country from Great Britain exhibit a decrease, that we must have transferred a part of our patronage from the Motherland to some other country or countries.

The following table gives the chief imports of dutiable goods into Canada during May, June, July and August, in which there were increases, together with a comparison of the same months last year:

	1896.	1897.
Iron and steel and manufactures of—		
May.....	\$796,551	\$ 906,014
June.....	784,772	1,086,410
July.....	706,979	1,025,957
August.....	651,222	1,098,408
	\$2,939,524	\$4,116,799
Lead and manufactures of—		
May.....	\$38,083	\$28,958
June.....	15,694	30,783
July.....	12,447	28,833
August.....	16,543	21,449
	\$82,767	\$110,023
Metals and manufactures of—		
May.....	\$23,934	\$33,222
June.....	28,519	29,221
July.....	26,073	25,154
August.....	20,811	40,825
	\$93,337	\$128,422
Hats and caps, etc.—		
May.....	\$ 60,144	\$ 66,015
June.....	32,646	42,918
July.....	45,291	60,519
August.....	139,577	151,458
	\$277,658	\$320,910
Silk and manufactures of—		
May.....	\$ 68,340	\$122,290
June.....	116,519	89,933
July.....	188,439	193,857
August.....	275,911	266,333
	\$649,209	\$672,413
Cottons, clothing, thread, etc.—		
May.....	\$115,211	\$125,088
June.....	105,520	121,364
July.....	129,343	157,130
August.....	143,713	144,234
	\$493,787	\$547,816

The above figures show an increase of about 40 per cent. in iron and steel, nearly 33 per cent. in lead, 37.50 per cent. in metals, 15.50 per cent. in hats, caps, etc., nearly 40 per cent. in silks, nearly 11 per cent. in cottons clothing, thread, etc. Although no detailed statement of The Trade and Navigation Returns is yet procurable in order to obtain access to details, there is no question but that these increases have been obtained at the cost of British to the advantage largely of United States products.

The fact, however, must not be overlooked that Canada is gradually increasing the proportion of goods which she supplies the home market.

Four months is, of course, a period too short to put an instrument like the minimum tariff on its trial. But this fact is evident: A difference of one-eighth in the duty is not enough to affect the importation of British goods in competition with those from the United States.

Proximity to the Canadian market more than counterbalances the advantage of one-eighth difference in the duty, while it must be remembered that manufacturers in the United States have, within the last few months, showed increased aggressiveness in their desire to capture the Canadian market.

The one-eighth reduction has not hindered the importation of British goods into Canada, but it certainly has not yet appreciably helped it. After August 1 next, when the one-fourth reduction goes into operation, it is to be hoped that the result will be more favorable to British goods.

Great Britain puts no barrier in the way of the importation thereto of Canadian goods. The United States, on the other hand, studies to have no dealings with Canadians except of the jug-handled kind: They want to sell to us, but they do not want to buy from us.

As long as the United States refuses to give the quid pro quo it is obviously the duty of Canadians to give the products of Great Britain all the preference in this market they can afford to give.

At the moment, Canada no doubt appears to Great Britain in much the same light as a customer who had professed to a merchant to have made arrangements whereby he would increase his purchases from him, but the results had shown that either the arrangements were inadequate or that the customer was insincere. We must show the business men of the United Kingdom not only that we are sincere but that we mean business.

It is not altogether the length of time a young man serves at a certain occupation that determines his knowledge of the same, Application is a factor without which length of service does not count for much.

TURN IN TORONTO REAL ESTATE.

THE millstone around the neck of Toronto during the last five or six years has been the depression in real estate due to the collapse of the boom of ten years ago. And many are the business men who were dragged down to bankruptcy, while many others have been brought near enough to destruction to be made to tremble.

There are now, however, signs that this millstone is gradually slipping off the neck which it has so persistently held down for several years. And the signs cannot be mistaken.

THE CANADIAN GROCER has it from unquestionable authority that during the past four or five weeks there were more transactions in Toronto real estate than there were during the two years previously.

Sites for factories have been sold, and in at least one instance the work of taking out the foundation was begun the day after the land had been acquired. And besides the actual transactions there have been enquiries for land and offers made thereon which a year or two ago could not be sold at any price.

It is true the prices at which the transactions were as a rule made were low, but the fact that properties have sold for which a short time ago a purchaser could not be found at any figure is certainly a gratifying sign. Then, the eager way in which certain properties have been picked up at prices named before the Court of Revision, when assessments were being appealed against, is another striking feature of the situation.

As far as residential property is concerned a decided improvement is to be noted. It is not that rents are any higher or that properties have appreciated in value; it is in the fact that there are not nearly as many vacant houses, while there is an increased difficulty of securing dwellings to rent. There are houses which, after being vacant for two years or more, have quickly found tenants after being overhauled a little. Anyone who will look about him will notice the tendency there is to overhaul premises which have for some years been unoccupied. And the owners would not do this unless they saw a rift in the cloud.

Of the different descriptions of real estate

the slowest to feel the turn in the tide is store property. This class of property, in addition to the general depression, has suffered from the effects of the department stores. But even store property has improved. By actual count about a year ago one hundred and thirty-seven stores were found to be vacant within a distance of about two miles on one of the principal streets of the city, while an inspection of the same thoroughfare within the past few weeks found a most material reduction in the number.

No one will be more pleased than the business men that Toronto is at last emerging from the hard times brought upon it by an unfortunate real estate boom.

PEPPER STILL ADVANCING.

Pepper continues to advance, mail advices received this week in Toronto noting a further appreciation in the value of all kinds. White particularly is strong, being $1\frac{3}{4}$ c. per pound dearer.

The advance in peppers during the past few months is marked. Since June last Singapore white pepper has appreciated fully 4c. per lb., and from the lowest point it is up 5c. or more per pound.

Speculation is to some extent the cause of the bullish character of the market, but speculation, in turn, was induced by the smallness of the stocks in the primary market and in London.

When some time ago the market was going in the opposite direction from what it now is wholesalers in Canada allowed their stocks to run rather low, but lately they have been freer purchasers, and are now fairly well supplied with pepper.

There should be no Fall in business. It should always be either spring or summer. When Fall comes in business the Winter of Death is near at hand.

LUMBER CAMP SUPPLY TRADE.

The provision dealers of Toronto unite in reporting quite a revival in trade with the lumber camps in the northern parts of Ontario this fall.

Wages are much higher this year, and as a consequence many more men are attracted to the camps. Consequently, there is need for more provisions.

CHEESE TOP HEAVY.

THE cheese situation throughout the country has certainly become top heavy during the past week. With matters as they stand at present it is difficult to say what the actual decline has been, but it is undoubted that factorymen within the past eight or ten days have become tired of holding and are letting go for prices that they would have laughed at during September. In other words, by not selling as they had their goods ready for market, they have lost all the way from $\frac{1}{4}$ to $\frac{1}{2}$ c. per pound, and probably more, on their September and some of their August cheese. The factorymen, therefore, who sold out in the latter month for $9\frac{1}{2}$ to 10c. caught the market right on Augusts.

The high-priced sales in question had a good deal to do with the stubborn way factorymen have hung on lately.

The change in the temper of the market can be attributed to the fact that the speculators who were short for early September shipment filled these contracts with the high-priced August purchases above referred to, and have been leaving the market alone until very recently.

Last year also the big operators in England bought their cheese early in the season, and were thus able to continue to retail at 6d, when other dealers who bought later could not compete with them. This caused heavy purchases of cheese in June and July this year in order to have cheap cheese for competition, and many dealers are so thoroughly stocked with the early make of this season that they will want but little supplies until well on into next spring.

These facts render the trade dull in England and will tend to check any tendency to a marked advance in fall cheese this season.

Then, again, the estimates of the home make in Great Britain state that it will be 100,000 tons greater than last year, and also that the Dutch make will be some 12,000 tons more than 1896. This also conduced to indifference among buyers on the other side. The country situation in Canada is also a bear argument. In Quebec factorymen are sold as closely to date as there is any necessity of, but in Ontario they are not. Some factorymen in that province have closed out their August

make, but the large number still have both August and September yet on hand, and all of them the make of the latter month, or the larger portion of it, yet to market. They cannot hold on much longer; and if demand does not improve, and it becomes a question of a forced sale, prices are bound to go lower.

THE FIRMNESS OF TOBACCO.

THE tobacco situation is surrounded with a great deal more than usual interest. It is chiefly due to the shortness of the crop in the United States.

It is asserted that the acreage in the tobacco belt is about 60 per cent. less than a year ago, while, to make matters worse, the crop itself is almost a total failure.

The leaf market has been steadily advancing for about eight years, and the shortage of the crop the present campaign has naturally accelerated matters.

Canada uses a great deal of American leaf, and prices here have naturally followed the outside markets in their upward movement. Canada, in fact, has been the scene of some marked advances, what with those due to the tariff and to the influence of the outside markets.

First of all, in May last there was an advance of a clear 14c. per pound due to the Customs duty of that amount placed on the imported stemmed leaf. Then there have since that been three distinct advances of 1c. per pound each on chewing tobaccos, while on smoking tobaccos there has been a gain of 2 to 5c. per pound, according to make or brand. Chewing tobaccos of imported leaf were advanced the latter part of last week, the manufacturers leading and the wholesalers following. Honeysuckle, 8's, are now quoted at 73c.; Napoleon, 8's, at 67c.; Prince of Wales, 8's, at 65c. No change was made in smoking tobaccos, nor, up to the time of going to press, was there in chewing tobaccos made from Canadian leaf.

Canadian grown tobacco has now a better chance than it probably ever had. Taking into account the excise and Customs duties it has a protection of 39c. per pound, while, in addition to this, there is the dearness of the foreign leaf to be taken into account.

PRICE DOWN, PROFIT UP.

A STEP has been taken by the St. Croix Soap Manufacturing Co., makers of "Surprise" soap, which will interest the grocery trade throughout the Dominion.

The step is none other than a reduction of from 10 to 20c. per box in the price of "Surprise."

The price is now \$4 per box to the retail trade for one, five or any number of boxes.

The St. Croix Co. know what the factors of success are. They know the article they turn out must be first class, that those who make it must keep abreast of the times, and that the wholesalers and retailers through whom it is placed on the market must be treated in a liberal spirit. And what they know to be right the St. Croix people put into practice. Their action in the present instance is an example of this.

Trade conditions in soap, as in nearly everything else, are changing. And because of these changes the makers of "Surprise" are now enabled to supply the trade with this soap at a price which will enable retailers who sell it to earn a profit of 25 per cent.

This action on the part of the St. Croix Manufacturing Co. will, doubtless, enlarge that sympathy and increase that support which the company already receive and have from the grocery trade of the country.

GOOD WINDOW FRONTS.

Some grocers give as an excuse for not having an attractive window display that they have poor fronts, that their windows are not bright enough. In such a case, rather than lose much custom by an old-time unattractive window, it would in every case, almost without exception, be advisable to improve the front, even though it does cost a little money. Be up-to-date if you would succeed.

CANADIAN RICE MILLS.

Domestic milled rice is again on the market, after an absence of several months. Samples were distributed to the trade this week, and they are being well spoken of by the trade.

The mills at Montreal have taken a new departure. During the months they have been closed new machinery has been placed

therein, with the result that the company is now able to place a polished rice on the market. The purpose appears to be to cater for a better class of trade than was the wont heretofore.

It is the opinion of the trade that the Canadian mills will now be able to hold the home market against the imported cheap rices.

WHOLESALE PRICE OF SUGAR.

A movement is on foot among the wholesale grocery trade to revise prices. As is well known, prices in Toronto are uniform, while in the country they are open.

The proposition is to reduce the wholesale price in Toronto one-eighth cent per pound, the opinion being that it is that much higher than it should be, and to advance the prices for country points, where prices are lower than the condition of the market warrants. In fact, there has been a good deal of dissatisfaction lately with country business in sugar on account of a house here and there cutting prices, in some instances to a point which has brought the figures down to actual cost.

What success is likely to crown the movement remains to be seen.

SILK WORMS INSTEAD OF TEA.

Tea cultivation in Japan appears to be getting in much the same condition as wheat culture was in certain countries a year or two ago.

While tea, like other things, has been cheap, labor on the other hand has appreciated a great deal in Japan since the war with China, with the result that many of the farmers in that country have found it necessary to turn their attention to the cultivation of other things or reduce their tea acreage.

One of the most paying substitutes for tea cultivation to which the Japanese farmers are turning their attention is the raising of silk worms. This industry is said to pay much better than tea growing.

Cereal cultivation has also come in for a larger share of attention lately.

Private advices from Japan say it is the general opinion that the low prices which prevailed for tea the early part of 1896 will never be seen again.

GOODS YOU WANT

These are a few lines that have all been proved as trade winners.

Greig's Crown Extracts
Greig's French Mustard
Keopff's Family Gelatine
Sheet Gelatine, all grades
Lorimer's Worcester Sauce
Mackay's Kola Cafe
Mackay's Essence of Coffee
Hubbard's Rusks
Bryant & May's Matches
Buchanan's Candied Peels
Tryphosa Jelly Powder
Dandicolle & Gaudin's
French Preserved Goods
Rowntree's Cocoa and Chocolate
Carr's English Biscuits

Your old customers will stand by you.

New customers will be gained if you handle goods of such recognized merit as these.

ASK FOR OUR PRICE LIST

Robert Greig & Co.

MONTREAL

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, Oct. 7, 1897.

GROCERIES.

PROBABLY the feature of the wholesale grocery trade this week is the increased interest which is being taken in canned tomatoes. Some of the packers are quoting fabulous prices, but the transactions which have taken place have been at much about the same figures that ruled a week ago, although they are this week held firmer. Peas and corn are firm to steady. Salmon is reported to be a little firmer on the Coast. A further advance of one shilling per cwt. has taken place in the price of Valencia raisins. All such foreign dried fruits as currants and raisins are in good demand with prices firm. Coffee has been moving fairly well. In rice, the feature is the presence on the market of domestic rice again, the Canadian mills again offering samples. A further advance is to be noted in pepper. A good many sugars are going out, but the demand is not as heavy as it was. Teas are quiet, but firm. Generally speaking, the volume of business is not as large as it was a week or two ago, but it is still of fair proportions.

CANNED GOODS.

Tomatoes are the feature of the canned goods trade. The market is strong, but as long as the weather is mild and some of the factories continue to pack a certain amount of uncertainty exists. There have

been transactions at 77½ and 80c. this week, but the latter figure is the ruling one with the packers, and some have had the temerity to ask \$1 per dozen. The ruling wholesale prices are 85 to 90c., and sales are being made at these figures. Peas are selling at from 80 to 90c., with 82½c. as the ruling figure. Salmon is in fair demand for the season. Prices on the Coast are reported to be a little firmer, and some of the local wholesalers have advanced their prices on coho salmon 2½c. per dozen for future delivery. We quote: Tomatoes, 85 to 90c.; corn, 65 to 70c.; peas, 75 to 80c. for ordinary; sifted select, 90 to \$1; extra sifted, \$1.10 to \$1.25; beans, 65 to 80c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.40 to \$1.80; strawberries, \$1.50 to \$1.80, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$1.75 to \$2.25; apples, 3's, 85 to 95c.; gallons, \$1.85 to \$2; salmon, "Horseshoe," \$1.25 in 5-case lots and \$1.30 in less quantities; other red salmon, \$1.15 upwards, according to quality and brand; cohoes, 97½c. to \$1; canned mackerel, \$1.25 to \$1.30; lobsters, \$2.40 to \$2.50 for tall tins; 1-lb. flats, \$2.85 to \$2.95; ½-lb. flats, \$1.60 to \$1.70; Canadian canned beef, 1's, \$1.35 to \$1.40; 2's, \$2.35 to \$2.50; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

COFFEES.

A good deal of Rio coffee is moving. Cables in regard to the Brazilian crop have been somewhat irregular. Some transactions

in carload lots for future delivery are reported. Jobbers quote green in bags: Rio, 9 to 12½c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 12½ to 18c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 16 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

Nothing new has developed. There is still practically none offering and prices are firm. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

A fair trade is reported. The market remains in much about the same condition as a week ago. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGARS.

Now the new crop is coming to hand and more abundant supplies of ready sugars exist, easier prices rule in the outside markets. The future of the market greatly depends upon the weather during October. It is the opinion that as long as Cuba remains the minimum factor she now is it will be impossible to get along with a smaller production of beet sugar than at present. The estimate of the crop of beet sugar for Europe is 4,951,000 tons, which is only some 700,000 tons over the figures of last year.



THOROUGH. CLEAN. FAST.

Positively removes every seed.

WE have them. YOU ought to have them.

Walter Woods & Co. - Hamilton.

DRINK : : :

::: Chocolate for Breakfast

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



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

VANILLA . .

CHOCOLATES

CHOCOLAT MENIER

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

Ask your grocer for Chocolat Menier

The world-renowned French Vanilla Chocolate.

WE INVITE YOU

to send us any

"SALADA"
CEYLON TEA

you have in stock, if it is not giving your customers and yourself the very best satisfaction of any tea you have ever handled.

WHOLESALE AGENCIES . . .

25 Front Street East - - TORONTO
318 St. Paul Street - - MONTREAL
411 Cordova Street - - VANCOUVER, B.C.
15 Niagara Street - - BUFFALO, N.Y.
206 State Street - - BOSTON, Mass.
347-349 Fifth Avenue - - PITTSBURG, PA.
59-61-63 Jefferson Ave. - - DETROIT
15 Exchange Street - - ROCHESTER, N.Y.

P. C. LARKIN & CO.



That name, **SURPRISE**, guarantees the finest quality. . . .

SURPRISE SOAP

BRANCHES—

MONTREAL: Board of Trade Building.
TORONTO: Wright & Copp, 51 Colborne St.
WINNIPEG: E. W. Ashley.
VICTORIA: La Patourel & Co.

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

In Canada the demand is not as brisk as it was, although there is still a good deal of sugar going out, and prices are unchanged. We quote as follows for Toronto: Granulated—St. Lawrence and Redpath's, 49-16c. for single barrel lots and 4½c. for 5-barrel lots; Acadia, 4½c. for single barrel lots, and 47-16c. for 5-barrel lots; yellows, 3¾c. to 4¾c. per lb.; Canadian German granulated, in 100-lb. sacks, 4¼c. in single barrels, and 45-16c. in 5-bbl. lots. Demerara crystals, 3¾c.

SPICES.

Mail advices bring information of further advances in pepper, Singapore being about 1¾c. higher. Spices generally continue steady and business is fair. We quote as follows: Pure Singapore black pepper, ground, 11c. in kegs, pails and boxes, and 13c. in 5-lb. cans; ditto, whole, 11 to 12c. per lb.; pure white pepper, ground, 18c. in kegs, pails and boxes and 20c. in 5-lb. cans; ditto, whole, 15 to 20c., according to quality; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 23 to 25c.; do. best, 28 to 30c. per lb.; allspice, 13 to 16c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

NUTS.

Shipments of Grenoble walnuts, season 1896, were received in Toronto this

week. We quote as follows: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 20 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

The Montreal rice mills are again in the market, and the samples they are offering are of better quality than they formerly made. They are now making a polished rice. Tapioca is 6d. to 9d. dearer in London. We quote: Standard "B," broken lots, 3¾c.; 1 to 5 sacks, 3¾c., and 5 sacks and over, 3¾c. per lb.; Japan, 5c.; Patna, 4¾ to 5¾c.; tapioca, 3¾ to 4½c.; sago, 3½ to 4½c.

TEAS.

The chief attention is still being devoted to Japans and China greens, although not a great many of these are going out. In teas from London there is at the moment very little doing. Mail advices from Japan state that an early closing of the season is expected owing to the poor quality of the teas. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to

45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

CURRENTS—The market is strong at the recent advance. Stocks in Patras are light and the tendency of the market is toward still higher prices. The Avlona is due in Canada with currants about the end of this week, and the Bellona, the last direct steamer, has sailed from Patras. We quote as follows: Filiatras, 6c. in barrels; 6½c. in half-barrels and 6¼c. in cases. Patras 6½c. in barrels; 6¾c. in half-barrels, and 6¾ to 7c. in cases. Vostizzas, 7 to 8c. in cases.

VALENCIA RAISINS—Two cables received in Toronto on Monday quoted an advance of 1s. per cwt. in Valencia raisins. Local wholesalers report the demand for future delivery brisk. We quote: New goods—Fine off-stalk, 5¾ to 6c.; selected, 6¼ to 6¾c. Old goods—Off-stalk, 4c.; fine off-stalk, 4½c.; layers, 5c.

MALAGA RAISINS—Further small lots have arrived on the local market. We quote: London layers, \$1.70 to \$1.90; black baskets, \$2.30 to \$2.50; blue baskets, \$2.50 to \$2.75; Connoisseur Clusters, \$2.40

BUTTER AND EGGS

Are in good demand. We can place any quantity at highest prices, and assure you prompt returns.

J. A. McLEAN,
Successor to GRAHAM, McLEAN & CO.
77 Golborne St. TORONTO.

CANADA'S CANNED FISH

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

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

JOHN SEALY
SAINT JOHN, N. B.

The Following Brands
Manufactured by
The American Tobacco Co.
OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.
CUT TOBACCOS
OLD CHUM.
SEAL OF NORTH CAROLINA.
OLD GOLD.
CIGARETTES
RICHMOND STRAIGHT CUT.
SWEET CAPORAL.
ATHLETE, DERBY.

BUSINESS OUTLOOK

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If you want to reach the **WINNIPEG** Wholesale Trade with your goods **WRITE ME**, with Samples and Prices. Letters and Telegrams promptly replied to.

E. NICHOLSON

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

Successor to

W. F. Henderson & Co.

Wholesale Commission Merchants and Brokers.

15 years' experience. Established 1882

ONIONS Spanish, in Crates
Domestic, in Bags

Fancy Jersey
Sweet Potatoes

Special

Have a few packages left

Commandre Figs, in Taps
Eleme Figs, in 10-lb. Boxes
Dates

SEASON
1896

CLEMES BROS. - TORONTO

to \$2.50; Dessert Clusters, \$3.60 to \$3.80; quarter flats, 75 to 90c.

FIGS -- The new season's figs which arrived on the market a few days ago are meeting with a ready sale. The next to arrive are those ex ss. State of California, which left Liverpool on September 30. This vessel will bring a larger assortment. Skeleton cases of from 5 lbs. upward are now on the market. The quality is as a rule fine. One lot is in two-foot boxes, one row to the box, which is something new for this market. We quote: 4-crown, 10 to 11c.; 5-crown, 11 to 13c.; 7-crown, 13 to 14c.; 9-crown, 15 to 16c., natural figs, in bags, 4½ to 5c.

SULTANA RAISINS—The market has been steadily gaining in strength since our last report, and quotations are now nearly as high as they were at the very top of the market, with no indication of low prices in the future. A shipment is arriving this week. This is the first, with the exception of a small lot via Liverpool. New fruit is quoted at 10 to 12c. by local wholesalers.

PRUNES—There is nothing new to note. A few old prunes are to be had on this market at 5c. for French (120's), and Bosnias (Sphinx U) at 6½c.

CANDIED PEELS—Shipments of new goods are arriving. We quote: Citron, 19c.; orange, 13c.; lemon, 12½c.

CALIFORNIA EVAPORATED FRUITS—The market continues firm. The few evaporated apricots which were on the local market have all been sold.

GREEN FRUITS

The lemon market is unchanged; an increased demand for the finer qualities is likely to send prices higher. The watermelon and cucumber trade is done. Grapes have been arriving in exceptionally great quantities and have fallen slightly in price. Bartlett pears are nearly off the market, but the later varieties are still coming in in fair quantities. The outside demand for Spanish onions is so great that the price has risen to \$1 a crate, and as there are few holders the price is liable to increase. Egyptian onions are out of the market. We quote as follows: Lemons, fancy, \$2.50; fancy \$4.50 to \$5; extra fancy Rhodi, \$5.50 to \$6. Cocoanuts, \$4.50 a sack and 60c. per doz. Bananas, \$1 to \$1.50. New cabbage, \$1 to \$1.25 per 100; Canadian tomatoes, 20 to 25c. per basket. Crawford peaches, 35 to 50c.; Canadian apples, \$1.75 to \$2.50 per barrel and 25 to 35c. per basket;

GROCERS IN B. C.

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

OKELL & MORRIS GOLD MEDAL BRANDS
Sold by every wholesale man in B. C.

RIVERSIDE CANNING WORKS

Wallaceburg, Ont.

Eagle Brand Tomatoes, Corn and Catsup

THE BEST IN THE MARKET.

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

W. J. BADDER, Prop.

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

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

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

W. H. Seyler & Co.

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Room 100, Board of Trade,

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

English, German and French Goods a specialty.

Representing

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

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

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

German Gelatine Works, Hoechst am Main Germany.

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

EGGS
Market firm, receipts light, selling readily at 15 to 16 cents.

BUTTER
Market bare of good tubs and pails, which are in good demand at from 14 to 16 cents. Ship forward white fresh.

MUTHERFORD, MARSHALL & CO.
62 Front St. East,
TORONTO

G. F. & J. GALT

PACKERS OF THE

BLUE RIBBON TEAS

42 SCOTT ST. TORONTO. CELEBRATED

Spanish onions, \$1 per case, pickling onions, 75c. per basket; yellow Danvers, 80 to 85c. per bag of 80 lbs.; Bartlett pears, 45 to 55c.; fall and winter, 35 to 60c.; celery, 25 to 30c. a dozen; grapes, 10-lb. Concords, 13c.; 10-lb. Niagaras, 15c. Concords, large baskets, 1 to 1½c. per lb.; Niagaras, large baskets, 1½ to 2c. per lb.; sweet potatoes, \$3.25 per bbl.

COUNTRY PRODUCE.

EGGS—Continue firm for good stock. The quality offered is only fair, as many are held stock. They are still coming forward. New laid eggs are worth 15 to 16c., and the second grade brings 11 to 13c.

POTATOES—This week potatoes have been coming in in good quantities. The market was so full on Tuesday that some producers had to sell at reduced prices. Carload lots are quoted at 50c., while on the market they are worth 65c. a bag.

HONEY—Quite large quantities are still coming forward. Dealers' quotations here are: Light colored, in 60-lb. tins, 6 to 6½c.; 5' and 10-lb. tins, 6½ to 7c.; comb, \$1.50 to \$1.75 per dozen, and are selling clover honey at 7c. and buckwheat at 5c.

BEANS—Hand-picked beans are now offered in abundant quantities, and can be now had readily at 85c. Prime beans are quoted at 80c.

DRIED APPLES—The market is much as before: 4 to 4½c. per lb. f.o.b. point of shipment.

BUTTER AND CHEESE.

BUTTER—The supply of butter coming forward is still very short of demand. Dealers are still waiting for further supplies to fill quite a number of orders that they have booked. This has caused a further advance, prices now being 15 to 16c. for choice. Inferior is quoted at 10 to 11c. Creamery butter is offered in sufficient quantities to meet the demand. We quote: Early make, tubs, 17 to 18c.; late make, tubs, 18 to 20c.; prints, 19 to 20c.

CHEESE—The dull market continues, there being little or no trade, as factorymen are holding for higher prices than dealers are willing to pay. The local trade is also light. Local quotations are 9½ to 9¾c., according to month's make.

SALT.

Trade is fair, business having not yet opened thoroughly. Toronto quotations

The rarest morsels to be found
Are manufactured in Owen Sound.

They are "Graham Crackers" pure and grand,
McLauchlan's name's on every brand.

J. McLAUHLAN & SONS,*Biscuit Manufacturers,***Owen Sound, Ont.**

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

FISH.

As the cooler weather approaches the demand for fish decreases, meat taking its place. We quote: Pickerel, 6c. per lb.; pike, 5½c. per lb.; whitefish, 7c.; trout, 6½c.; perch, 3c. per lb., fresh herring, 3½c. per lb.; haddies, 7½c. per lb.; Labrador herring, \$3 to \$4 per bbl. and \$2.25 per half-bbl.; split herring, \$4.50 per bbl. and \$2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; fresh water herring (heads off), \$2.50 per keg; ciscoes, 75c. to \$1.

PROVISIONS.

Good trade still continues. Many packers have active demand from lumber camps, causing quite a revival in this line of business. Lard is firm, selling ¼ to ½c. higher in all grades.

DRY SALTED MEATS—Long and short clear bacon, 8¾c. for carload lots, and 9 to 9¼c. per lb. for ton lots and cases; backs, 9½c.

SMOKED MEATS—Breakfast bacon, 12½ to 13c.; rolls, 10c.; hams, large, 11 to 11½c.; 12 to 12½c. for small and 12c. for medium; shoulder hams, 9½ to 10c.; backs, 12c.; all meats out of pickle, 1c. less than above.

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

BARREL PORK—Canadian heavy mess, \$14.50 to \$15; Canadian short-cut, \$17; clear shoulder mess, \$13.50.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—The wheat market is still steady. Oats and peas are easier, and barley is yet unchanged. We quote: Winter wheat, 85c.; new winter, 80c., at outside points; freights to Toronto are about 3 to 5c.; bar-

ley, 29 to 34c.; peas, 41 to 48c.; oats, 22 to 23c., Toronto freights, and No. 1 hard wheat is quoted at \$1.05, Toronto freights.

FLOUR—The market is still easy, not having become settled yet, and dealers are only buying for present requirements. We quote in carloads on track, Toronto: Manitoba patents, \$5.30; Manitoba strong bakers', \$5.; Ontario patents, \$4.50 to \$4.75; straight roller, \$4.35 to \$4.50, Toronto freights.

BREAKFAST FOODS—Quotations remain unchanged. The volume of trade is fairly large. We quote as follows: Standard oatmeal and rolled oats, \$3.40 in bags and \$3.50 in bbls.; rolled wheat, \$2.70 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$3.25; pot barley, \$3.

HIDES, SKINS AND WOOL.

HIDES—Market is easier in sympathy with decline in Chicago, but prices are yet unchanged. Quotations are: Cowhides: Dealers pay 8½c. for No. 1, 7½c. for No. 2 and 6½c. for No. 3.

CALFSKINS—The season is about over, not many offering. Prices are: No. 1 veal, 8 lbs. and up, 10c. lb.; No. 2, 8c.; Dekins, from 30 to 35c.; culls, 15 to 20c. each.

SHEEPSKINS—Best fresh taken off are quoted at 75 to 85c.; country lots from 75c. down.

WOOL—Little or no Canada fleece wool left, all being disposed of. Pulled wools are in fair demand, and foreign wools also find a ready sale as substitute for Canada fleece. Dealers are paying 20 to 20½c. for pulled wools.

SEEDS.

There is quite a lull in the market, the number of enquiries of ten days or so ago having largely subsided. Values remain same for alsike and timothy. The low market for red clover in the United States will reduce prices here. Alsike is quoted

**WE ARE
PAYING
CASH
FOR**

**DRIED
APPLES**



W. B. BAYLEY & CO.
EXPORT BROKERS

46 FRONT ST. E. **Toronto**

CURRANTS

CLEANED and STEMLESS

Our Special Brands

— LEAD THE MARKET —

"KALAMOS"

"FANCY MOREA"

"FANCY VONITSA"

"BLUE PEARLS"

In Cases and Half-Cases.

EVERY LINE A BUSINESS MAKER AND KEEPER.

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

WHOLESALE IMPORTING AND
MANUFACTURING GROCERS.

TORONTO

at \$3.50 to \$4.50 per bushel, superior grades bringing higher figure. Red clovers, \$3.10 to \$3.25 per bushel. Timothy, machine threshed, 90 to \$1.25, and choice unhulled brings a slightly higher figure.

PETROLEUM, ETC.

The market is unchanged, fall orders still coming in. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14c.; carbon, safety, 16½c.; Canadian water white, 17c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Tapioca is 6 to 9d. dearer in London.

Lard is ¼c. dearer than last week for all grades.

Valencia raisins were cabled a shilling per cwt. dearer on Monday.

White Singapore pepper shows a further advance of equal to 1¼c.

The Bellona, the last direct steamer with currants for Canada, has sailed from Patras.

Spanish onions are rising in price, few holding, and the season of importing is over.

The price of coho salmon for future delivery has been advanced 2½c. per dozen by some of the local wholesale houses.

Advices by cable report a steady market for figs in Smyrna. Holders in England,

according to advices received here, are declining to fill orders from Continental buyers at the prices they have been accepting since the opening of the season, owing to the prospect of an advance in the primary market.—N.Y. Journal of Commerce.

QUEBEC MARKETS.

MONTREAL, Oct. 7, 1897.

GROCERIES.

THE general grocery market has ruled much the same during the past week, the tendency to firmness noted in values on many leading staples continuing. This, as will be noted in the appended reports, is especially marked in the case of molasses and Japan teas. Dried fruits, also, of all kinds are strong in tone, and the indications point to a maintenance of ruling values for some time to come. Canned vegetables are the same way, and, in fact, the general situation this fall is one of buoyancy. The volume of trade is generally of a satisfactory kind.

SUGAR.

Though not exceptionally active, refined sugar has contributed a fair business during the past week, both yellows and granulated receiving attention. The tone is steady and values are held steady, both at the refineries and from second hands. Outside, the

raw article has been easier and still continues so, but the fact it is not believed will affect spot values, in which no change is anticipated in the immediate future, while the New York market for refined continues as strong as it is. We quote granulated at 4¼c. up to 10-bbl. lots and 4½c. for larger quantities, and yellows 3¾ to 3⅞c., and creams 3¼ to 3⅝c.

SYRUPS.

There has been a fair business doing in syrups, but jobbers are having some trouble in filling orders promptly, as they find it difficult to get all the supplies they want at the refineries, which are run out of stock at the moment. Naturally under this condition prices are firm, and nothing is obtainable at the factory under 2½ to 2⅝c., as to grade, while jobbers ask an advance of ½c. per lb. on that price.

MOLASSES.

The molasses market continues to steadily gather strength, and prices of choice Barbadoes stock are held 1c. per gallon higher than they were, 26c. being asked this week for car lots of this grade. Holders of new Porto Rico are indifferent about selling at present market values, and one holder refused a bid of 27½c. the other day, demanding 28c. Stocks both in first and second hands, as already noted, are light,

and as buyers are far from well supplied the predictions made last week of higher prices have strong prospects of being fulfilled.

RICE.

While prices of rice show no actual change, the market has a very firm tone, and it will not be surprising if they do advance shortly. Buyers, however, stocked up well with imported stock early in the summer, and until this is worked off prices are not likely to show any material alteration. Japan advices state that the market there continues strong, and the same intelligence comes from England, where values have a strong upward tendency. We quote: Crystal Japan, \$5; standard B, \$3.50 to \$3.75; Patna, \$5 to \$5.50; Carolina, \$6.75 to \$7.75; choice Burmah, \$4 to \$4.25, and Java kinds, \$4.25 to \$4.50.

SPICES.

The news from abroad continues as strong as ever regarding all kinds of spices, and prices are held very firm on any fresh orders. On spot the demand for nutmegs, cloves and pepper has been good, as the mills have been making some large purchases of supplies. In a jobbing way prices are firm as follows: Black pepper, 10 to 12c.; pure white, 13 to 17c., as to grade; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 12 to 14c.; nutmegs, 50 to 90c.

COFFEES.

The coffee market at New York ruled easy recently, but there has been no special change on spot. We quote: Maracaibo, 15 to 19c.; Santos, 12 to 16c.; Rio, 12 to 16c.; Mocha, 24 to 28c., and Java, 25 to 26c.

TEAS.

There has been no change in the tea market, the firm feeling, especially in Japans, being fully maintained. Advices from Yokohama continue of the same bullish character, and the complaints about the quality of the leaf shown by the later receipts continue, one letter stating that it had become so poor that buyers did not feel disposed to operate. Ceylons are firm in this market, several round lots changing hands between 15 to 20c. and low-grade Congous at 12c. In Gunpowders, some 200 package lots changed hands between 14 and 16c. as to grade. We quote as follows: Young Hysons, 14 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15½ to 21c. for mediums, and 28 to 40c. for high grades; Indians and Ceylons, 17 to 20c. for mediums, and 35 to 65c. for higher grades.

CANNED GOODS.

Demand for canned goods continues fair, and prices are generally strong for staple vegetables and fish, supplies of which are firmly held. We quote: Tomatoes, 80 to 90c.; corn, 60 to 75c.; peas, 75c. to \$1.25; peaches, \$1.75 to \$1.90 for 2's; raspberries, \$1.50 to \$1.90; strawberries, \$1.75 to \$2, according to brand and quality; cherries, \$2.30; apples, 3's, 95c.; gallons, \$1.65 to \$1.75; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.25 to \$1.45; "Clover Leaf," \$1.25 to \$1.45; "Lion," \$1.25 to \$1.40; Lowe Inlet, \$1.20,

in tall tins; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.30; lobsters, \$11 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

DRIED FRUIT.

There has been little actual change in the currant situation here since last report, though the primary markets have shown more or less fluctuation, the latest advices being firmer in their character. To arrive by the Avlona, prices are unchanged, as quoted last week. Patras, at 6c. in cases; Pro-



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was put on the market. The tedious soaking necessary and the low quality of a great deal of the tapioca sold kept it in the background as a food article.

The introduction of "Minute Tapioca" changed all this, and people everywhere who would not touch the old tapioca are our most enthusiastic customers. "Minute Tapioca" requires no soaking, is absolutely pure and very delicious.

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LOTS.

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Agents for A. Booth Packing Co'y,
Baltimore Fresh Oysters. Nova
Scotia and Portland Cured Fin-
nan Haddies received daily.

vincials, 5c. in barrels, 5 3/8c. in cases and 5 1/2c. in half cases, with Filiatras 1/8c. more.

There has been very little change in the Valencia raisin market since last week. The strong feeling still exists at Denia, and it looks, as we remarked last week, as if present values would hold and shipments by the second direct steamer cost as much, if not more, than those ex Avlona. To arrive by that vessel, which is expected this week, we quote: Off-stalk, 4 3/4c., fine off-stalk, 5 1/4 to 5 1/2c.; selected, 6 1/4 to 6 1/2c., and layers, 6 3/4 to 7c.

California raisins continue firm, as it is expected that the Pacific coast fruit will have to supply more of the United States demand this year than usual, as the new Dingley tariff operates against the importation of Mediterranean fruit. First receipts of California fruit are expected this week, and prices on them are held firm at 6 3/4c. for 2-crown and 7 3/4c. for 3-crown, and 8 3/4c. for 4-crown fruit.

NUTS.

There is nothing new to report in this line. We quote: Grenoble walnuts firm at 11 to 12c.; do. shelled, 20c; Brazils, 11c.; almonds, 10 to 10 1/2c.; do shelled, 17 to 18c.; filberts, 8 1/2 to 9c.; peanuts, 7 to 9c.; pecans, 9 to 10c.

DRIED APPLES.

There is no change in dried apples, and we quote 3 to 4c., with evaporated steady at 6c.

APPLES.

The apple market is strong and active under light receipts and a brisk demand at \$2 to \$3.50 per bbl. as to grade, which is an advance of 50c. per bbl. for the outside figure.

GREEN FRUIT.

There has been a fair business doing in green fruits, while receipts have not been as heavy as they were a few weeks ago. Prices generally rule as last quoted. Peaches, 30 to 75c.; plums, 30 to 50c.; pears, 20 to 50c., and grapes, 15 to 20c. per basket; bananas, 40c. to \$1 per bunch, and lemons \$1.50 to \$3 per box; Bartlett pears, in bbls., \$4 to \$6.

COUNTRY PRODUCE.

EGGS—The tone of the egg market was weaker Monday, and prices declined, which is due to the continued liberal receipts for the season and the falling off in the demand from foreign buyers. A cable received from Glasgow stated that no Canadian stock was wanted at present and the market was dull. Locally the demand is principally for

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WINE

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

\$2.50 per case; 80c. gallon.

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BROCK'S BIRD SEED



is the standard by which all good bird seeds are judged. To say it is equal to "Brock's" is the highest praise that can be bestowed. 1-lb. 1/2-lb. pkts. All wholesalers. See you get it.

NICHOLSON & BROCK - TORONTO

E. T. STURDEE

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

EGGS AND BUTTER

We are buyers of Choice Butter and Fresh Eggs. Highest prices paid. Correspond with us.

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COMMISSION MERCHANT

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

76 COLBORNE ST.,

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Our Sales of

SMOKED HAMS

have been very large. We will hold special prices good for a short time longer. . .

D. GUNN, BROS. & CO.

Pork Packers and Commission Merchants,

TORONTO, ONT.

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

single case lots, for which 17c. is paid, but for export dealers say 15c. is the very outside that could be obtained for new laid. We quote: New laid, 15 to 16c.; choice candled, 12½ to 13½c., and culls, 10 to 11c. per dozen in round lots.

BEANS—There was no material change in the situation of the bean market. The demand is fair and prices rule firm at 80 to 90c. for primes, and at 90c. to \$1 for choice hand picked per bushel.

GAME—The receipts of partridge continue small, for which there is an active demand, and a sharp advance in prices has taken place, sales to-day being made freely at 70c. per brace, which is 10 to 15c. higher than what was realized on Friday last.

POTATOES—The demand for potatoes was slow and the market rules quiet and about steady at 55 to 60c. per bag, in car lots.

PROVISIONS.

The demand for all lines of provisions in a small way continues good, and the market is moderately active and steady. We quote: Canadian pork, \$15 to \$16 per bbl.; pure Canadian lard, in pails, at 7 to 7½c., and compound refined at 5¼ to 5½c. per lb.; hams, 12 to 14c., and bacon, 12 to 13c. per lb.

FLOUR AND MEAL.

A weaker feeling has ruled in flour since last report, and both Ontario and Manitoba grades have declined 25 to 50c. per barrel. We quote as follows: Winter wheat patents, \$4.75 to \$5; straight rollers, \$4.50 to \$4.65, and in bags, \$2.15 to \$2.25; best Manitoba strong bakers', \$5 to \$5.25; second do., \$4.50 to \$4.75, and low grades, \$2.65 to \$2.90; Hungarian patents, \$5.40 to \$5.65.

A fair business was done in feed and the market is moderately active and steady. Ontario bran sold at \$11, and shorts at \$12 per ton in bulk; Manitoba bran, bags included, at \$11.50 to \$12.50, and shorts at \$13.50 per ton.

Business in meal continues quiet, and prices show no change. We quote: Rolled oats, \$3.40 per barrel, \$1.65 per bag; standard meal, \$3.30 per barrel and \$1.60 per bag.

BALED HAY.

There was a much steadier feeling in the hay market, owing to the improved demand and decreased receipts. No. 1 sold at \$11 to \$11.50, and No. 2 at \$9 to \$10 per ton, in car lots on track.

CHEESE AND BUTTER.

Cheese continues heavy and the chances of the factorymen receiving higher prices for the August and September make that they are holding are not encouraging. The only visible effect of their policy so far is, that buyers are bidding all the way from ½ to ¾c. less per pound than they did a fortnight ago, and seem inclined to cut down

present prices. On spot the bulk of the business is confined to Quebec makes, for the reason that Ontario finest cheese are not on the market to any extent at current values. As noted yesterday transactions have been put through in Ontario August make at 9½c., but it is impossible to quote a reliable figure for Septembers. In Quebec fall makes prices range from 9 to 9¼c. and business was put through at the range to-day to a fair extent both for Bristol and Liverpool account. The cable is unchanged. We quote: Finest Ontario cheese, 9¾ to 9½c.; finest Townships cheese, 9¾c.; finest Quebec cheese, 9 to 9¼c.

The butter market continues quiet, for demand is not brisk. Exporters are moderate buyers from 19 to 19¼c., but find it impossible to get the quality of creamery they want at these prices. According, the amount of business passing is small. Trading was noted in western dairy stock for Maritime Provinces and also for Glasgow account at 13½ to 14c. We quote: Finest creamery, 19¼ to 19½c.; seconds, 18½ to 19c.; dairy butter, 13½ to 14c.

MONTREAL NOTES.

An advance of 50c. per barrel has been established on finest varieties of early fall apples.

The first carload of California raisins are expected here this week, and prices are firmly held as last quoted.

The first receipts of Mediterranean dried raisins, currants and prunes are expected here this week ex ss. Avlona.

Advices from primary markets on currants have been very conflicting, but recent cables quoted an advance of 3d.

Refiners' stocks of syrup are so low that they are having difficulty in executing their orders as promptly as buyers wish.

The prices on both Manitoba and Ontario grades of flour have been cut down 25 to 50c. per barrel this week in this market.

HOLDERS of Barbadoes molasses this week demanded an advance of 1c. per gallon, and 26c. is now the ruling idea for round lots.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Oct. 7, 1897.

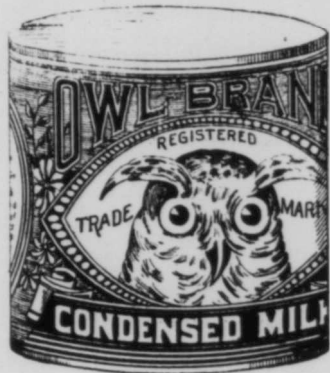
THE week has seen no particular stir in grocery lines. The dry goods men have been busy with their millinery openings. This is now a large business here, dealers going into the branch more largely than before. The winter port matter is a subject of general interest. It was thought the Government would again grant subsidies to steamers using Portland, Maine, as their winter port. The feeling

here is strong against any further Canadian money going to build up an outside port. We look confidently toward Ontario and Quebec to aid us with their influence to see that Canadian subsidies shall only be granted to such steamers as use Canadian ports. While some lines of goods are rather easier, such as flour and cornmeal, the general movement is still upward. Pickles, both Canadian and American, show quite an advance, particularly keg goods, in which the advance is over a dollar for 10-gallon kegs. Potatoes are higher, and as the season advances, so will the price.

OIL—There is a continued increasing demand for burning oil, largely for later shipment. Prices show no change. In other lines business is dull, particularly in lubricating and cod oil. We quote: Best American burning oil, 17½ to 18½c.; Canadian water white, 16 to 17c.; Canadian, prime, 14 to 15c.; cod oil, 22 to 24c.

SALT—There is little new to report; while there is a good demand stocks are ample and further arrivals about due. The salt having chief demand here is Liverpool coarse, the large demand for which is from the fishermen. The Liverpool fine salt has a very large sale and affects the demand for Canadian. We quote: Coarse, 47 to 50c.; Liverpool factory-filled, 85c. to \$1; Canadian fine, 90c. to \$1 per bag.; 5-lb. bags, in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.50 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz; rock salt, \$5 to \$6 per ton.

CANNED GOODS—Prices tend higher, particularly tomatoes, which show an advance of 20c. above price at which most of the new were sold. Stocks here are not large, and higher prices are looked for. In corn, market is well supplied, and there is a fair stock of peas held. We quote chowder and scallop a little lower, but market is firm. There is an increased sale for domestic sardines, but chief demand is from the west. Clams show a larger sale. Gallon apples are quoted higher. There are light stocks, and later, when there is more demand, still higher prices are likely to rule. We quote: Corn, 65 to 70c.; peas, 75 to 85c.; tomatoes, 95 to \$1; gallon apples, \$1.90 to \$2; corned beef, Canadian, \$2.40 to \$2.50; American, 2-lb. tins, \$2.60 to \$2.70; 1-lb tins, \$1.40 to \$1.60; oysters, 2's, \$2.10 to \$2.20; 1's, \$1.40 to \$1.50; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.75 to \$1.85; American, 3's, \$2 to \$2.25; pineapple, \$2.50 to \$2.75; salmon, \$1.15 to \$1.20; lobsters, \$2.50 to \$2.60; haddies, \$1.05 to \$1.15; clams, \$5 for 4 doz; chowder, \$2.50 to \$2.75 for 2 doz.; scal-



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Candied Peels

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CITRON
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It sells itself, because it excels the others. Highest grade MOCHA and JAVA. Satisfaction guaranteed

Todhunter, Mitchell & Co.
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BUY

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THE BEST MADE

lops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

GREEN FRUIT—Outside of Canadian fruit in baskets, business is rather quiet. There is nothing here in oranges, except a few West Indian of fair quality. Some good lemons are offered at firm prices. Apples show quite an advance, both English and American markets showing better returns. Best fruit, which at present is Gravensteins, is held high. Other grades have good demand, but at lower prices. Bananas are easy, and have light sale. Ontario plums are about over. Grapes are very plentiful. In cranberries, Cape Cods are firm and likely to be higher. Native bog berries are quite plentiful. We quote: Lemons, \$5 to \$5.50; oranges, \$4 to \$4.50; bananas, \$1 to \$2; Bartlett pears, per bbl., \$3 to \$4.50; tomatoes, 75c. to \$1 per crate; cucumbers, \$1 per bbl.; apples, \$2 to \$4 per bbl.; Ontario grapes, 25 to 35c.; Ontario peaches, 60 to 70c.; pears, 40 to 60c.; cranberries, Cape Cod, \$7.50; do. native, \$4 to \$6.

DRIED FRUIT—There is but little doing. Stocks are light here. Arrival of Valencias so far has been light; prices show no change. In California raisins, quotations from the Coast are rather lower. No business has yet been done. In currants, the stock is very small, and new to arrive will cost high. Seeded muscatel raisins were introduced here last winter. They were considered rather high. Some demand is, however, now noticed for them. New dates will cost rather higher than last year. It is almost impossible to get them here for Christmas trade. New figs will cost rather lower than last season. Very little, if anything, has yet been done in new prunes. In onions, it is a matter of surprise how many more are sold than a few years ago. Canadian stock is good this year and price this week is rather lower. Evaporated apples are scarce; the higher prices are affecting the demand. Dried are firmly held. We quote as follows: Raisins, Valencias, 5½ to 6c.; California L. M. 3-crown, 7 to 7½c.; London layers, \$1.75 to \$2; currants, cases, 5¼ to 6c.; bbls., 5¼ to 5½c.; cartoons, cleaned, 7¼ to 8c.; bulk, cleaned, 6½ to 7c.; prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples, 3½ to 4c.; evaporated apples, 6 to 7c.; onions, \$2.25 to \$2.35 per bbl.; cocoanuts, \$3 to \$3.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 7¼ to 8c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.; new Valencias, layers, 6½ to 7c.

SUGAR—There is little to note. Stocks are lighter here. Market is firmly held. There is a fair, steady demand. We quote: Granulated, 4¼ to 4¾c.; yellows, 3¾ to

3¾c.; Paris lump, 5½ to 5¾c.; powdered, 5¼ to 5½c.

MOLASSES—There is a steady sale, but prices show no change. The feeling favors a firmer market. There is less New Orleans here than last season, though there is some demand. The difficulty is in the price at which the right grade can be bought here. We quote: Barbadoes, 22 to 24c.; Porto Rico, 27 to 29c.; New Orleans, barrels., 25 to 28c.; Antigua, 22 to 23c.; syrup, 36 to 38c.; St. Croix, 20 to 22c.; Demerara, 33 to 34c.

DAIRY PRODUCE—In butter the market is still slow. For best quality there is a fair demand at quotations. Creamery has but limited sale. In eggs there is a steady demand. Buyers are particular about quality. Cheese, for which the local demand is not large, seems, if anything, to be a little easier. We quote: Dairy butter, 15 to 17c.; creamery, 19 to 21c.; prints, 20 to 20c.; cheese, 10 to 10½c.; eggs, 13½ to 14c.

FISH—The firm feeling continues. Best dry cod are in good demand at quotations. In pickled herring, rather more Grand Manan fish are offering, but owing to light stock of other grades, prices are fully maintained. Only small quantities of new smoked herring are yet to hand. Quite a few Canso pickled herring arrived this week. Pickled shad are in limited supply. We quote: Large cod, \$3.40 to \$3.50; medium, \$3.25 to \$3.30; pollock, \$1.25 to \$1.35; bay herring, \$1.50 to \$1.60 per half-bbl.; smoked, new, 8 to 9c.; shad, half-bbl., \$4.50 to \$5; boneless, 2½ to 4c.; cod, 6 to 6½c.; Canso, per bbl., \$5.25 to \$5.50; do. half-bbl., \$3 to \$3.25; wolves, \$2.25 half-bbl.

PROVISIONS—Lard is the active line. Our dealers are well stocked. Prices show about 1c. advance over lowest figures. Clear and mess pork and beef are all rather higher, though little change is noted here. Smoked meats are firm. Stock of mess pork is light. We quote: Clear pork, \$14.50 to \$15.50; mess, \$13.50 to \$14; plate beef, \$14 to \$14.50; hams, 13 to 13½c.; sides, 12 to 13c.; pure lard, 7¼c.; compound, 7 to 7¾c.

FLOUR, FEED AND MEAL—Such changes as have been noted are lower. This is particularly noticed in Ontario flours, which have been moving off all week. Stocks in the city are not large. In feed price is high and it is hard to get. There is a fair demand only. Oatmeal and oats hold their price. The latter tend higher. There is no particular demand. Cornmeal is tending lower again, and is selling freely. Beans have rather better movement. There are a good many still held here. Prices are rather easier. We quote: Manitoba flour, \$6.10 to \$6.20; best Ontario, \$5.15 to \$5.20;

medium, \$5 to \$5.10; oatmeal, \$3.65 to \$3.75; cornmeal, \$2.05 to \$2.10; middlings, car lots, in bulk, \$16 to \$16.50; bran, do, \$14.50 to \$15; hand-picked beans, \$1.20 to \$1.25; prime, \$1 to \$1.10; oats, 34 to 36c.; hay, \$11.50 to \$12.50; barley, \$3.15 to \$3.25; round peas, \$1.25; split peas, \$3.25 to \$3.30; yellow eye beans, \$1.75; timothy seed, Canadian, \$2 to \$2.25; do. do., American, \$1.75 to \$2; clover, 8¼ to 9c.; alsike, 8½ to 9c.

ST. JOHN NOTES.

The Campobello Fish Fair will be held on the 20th.

Bridgetown, N.S., elected H. Ruggles as its first mayor this past week.

J. Edward Doyle, of the Doyle Commercial Agency of this city, is dead.

H. E. Reed, of Middleton, has sold out his grocery and general business.

Dearborn & Co. received a large consignment of jelly in 14-lb pails from R. J. Graham, of Belleville, this week.

Canadian fruit is still being received in large quantities. A. L. Goodwin, wholesale fruit merchant, received two cars this week.

W. Hanson & Son, Fairville, have assigned to C. B. Lockhart and W. C. Cross. Liabilities about \$3,300; assets about \$1,500.

Hon. A. F. Randolph, of the firm of A. F. Randolph & Sons, wholesale grocers, Fredericton, has given \$5,000 to Acadia College, Wolfville, N.S.

Mr. James Kennedy, president of the Canada Drug Co., sailed for Liverpool this week in the ship Creedmore, of which he is owner. His son is captain.

The Customs revenue for September is a little ahead of that for September last year. The receipts this year are \$79,224, while those for last year were \$78,414.

THE CANADIAN GROCER learns with regret, from Smith & Tilton, agents of J. F. Morton & Co, London, Eng., of the death of Mr. Morton. The business will be carried on by the sons of the deceased.

Country pork is bringing a better price this year than last. A car of hogs was shipped from Hartland to Montreal last week and it is understood the price paid was 4c. per lb. A car of sheep was shipped from the same station during the week.

It is said W. Malcolm Mackay, of our city, is the largest lumber shipper, not only in Canada, but in the world. Out of 600 million shipped from the Maritime Provinces this year he shipped about 300 million. The total shipments this year exceeded those of last by 100 million, and of 1895 200 million. It is said in these provinces almost 100 million of manufactured lumber will be carried over till spring.

WILLIAMS BROS. & CHARBONNEAU'S
PICKLES

- EAST INDIA PICKLES
- FANCY SWEET MIXED
- FANCY SPICED CHOW
- FANCY SPICED MIXED
- FANCY SWEET GHERKINS
- FANCY SPICED ONIONS
- FANCY SPICED GHERKINS
- MRS. JONES CATSUP

½ pints and pirts.

The **BEST VALUE** offering.

Ask your wholesaler.

A. E. RICHARDS & CO. Agents, HAMILTON



Pickles.

Heinz's Pickles and Food Products are the output of the largest, cleanest and best equipped establishment of its kind in the world, result of a quarter of a century experience.

Other Popular Specialties—

SWEET PICKLES
INDIA RELISH

TOMATO CHUTNEY
TOMATO KETCHUP

ETC.

For sale by—

Hudon, Hebert & Cie., Montreal.
H. P. Eckardt & Co., Toronto.

MEDALS--

PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The **GENUINE**
always bear this
Keystone trade-mark



MANITOBA MARKETS.

WINNIPEG, Oct. 7, 1897.

THE city is rather in gloom owing to the heavy fires that prevailed south and east of the city Friday and Saturday. Already lives are reported lost, and more will no doubt be added to the number as communication is again established. The prospects have been so bright during the entire fall that this calamity has come like a thunder-clap. In addition to loss of life the loss of property is heavy.

Trade otherwise is very much the same as last week; in fact, there are no changes of importance to report. The wheat situation is about the same. Deliveries to elevators were very large, and the closing price Saturday in the country was 89c. Macdonald tobaccos show another advance of 1c. This makes a total advance of 16c. per lb. since April last.

BUTTER—The trade is quiet. All lots being made at creameries are being sold at about 20c., dealers refusing, except in rare cases, to go over that figure. All butter being purchased is going into store. The quality of the late butter is good, but the dryness of the season has diminished the quantity. In spite of this fact, however, the make is larger than it has ever been before. Dairy is selling in round lots at 12 and 14c., according to quality.

CHEESE—Market is firm, and high prices are being paid to factories to secure balance of season's make. Prices, 9 to 9½c.

EVAPORATED FRUITS—The high prices are being maintained and prunes have not yet reached this market, though California prunes are expected this week.

GREEN FRUIT—Is scarce this week. Free-stone peaches are just about over and no large lots of plums will now arrive, though small consignments come in almost daily, and it is doubtful if any more crabs will come in. Tokay grapes are lower, \$2.50 per crate being accepted. Plums are still \$1.25. Lemons, \$5.50, with signs of ease-ment. Ontario pears, 65 to 85c. per 20-lb. basket. Apples, \$2.50 to \$2.75 per bbl. Washington and Oregon pears, \$1.75 to \$2 per box of 40 lbs.

CURED MEATS—Market has eased a very little in the east, but it does not yet affect the market here. There is absolutely no change in prices from last writing.

GRENOBLE WALNUT HARVEST.

Late advices state that there will be a good crop of Grenoble walnuts, and that it will be harvested somewhat earlier than usual. The first shipment from Havre will probably be made about the end of this month, arriving here about a week later. The first shipments of new crop Naples walnuts for New York are expected to be made some time this week from Sorrento.

CATALOGUES, BOOKLETS, ETC.

We have received from H. Roberts & Co., Strathclair, Man., a copy of their attractive fall circular. It is printed in blue and gold on cardboard of a delicate pink color, and is made up as a folder of four pages. The front cover bears the title, and but two, though very suggestive, words, "Good Times." On the back is displayed the firm name, while the two inside sheets contain the short, pithy statement of the firm's intended business during the coming season. Enclosed is also a coupon offering a ticket to an agricultural exhibition to be held in the Strathclair Hall this week to every person buying \$1 worth of goods in the firm's store.

PERSONAL MENTION.

Manager Madden, of the W. Ryan Co., Limited, is making arrangements for a week or two's recreation from business.

Wm. H. Dunn has resigned the Montreal agency of the Pure Gold Mfg. Co. in order that he may devote more time to the sale of "Enameline" stove polish. Mr. Fred. D. Hughes has been appointed to succeed Mr. Dunn.

Lucas, Steele & Bristol offer an assortment of Van Camp's macaroni and cheese, in tins, also their pork and beans and catsup.

HINTS TO BUYERS.

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

D GUNN, BROS. & CO. report an active demand for all smoked meats, especially hams, the latter still selling at special prices.

Warren Bros. & Co. are expecting a shipment of canned sea chicken.

Perkins, Ince & Co. have a shipment of California apples arriving.

Warren Bros. & Co. have a large shipment of Valencia raisins arriving.

A shipment of Crosse & Blackwell's new candied peels is to hand for Perkins, Ince & Co.

Warren Bros. & Co. are in receipt of another shipment of green Rio coffee.

Perkins, Ince & Co. have a shipment of "Crescent" brand Valencia raisins just to hand.

Another shipment of fine New Orleans molasses is in store with the Eby, Blain Co., Limited.

A hot fire does not burn off "Quick-shine" stove polish like it does cheap paste polishes.

D. Gunn, Bros. & Co. are developing a large trade for dairy and creamery butter in pound prints.

Mainetty's Sultana raisins, 4 and 5 crown, and extra choice, have just arrived with the Eby, Blain Co., Limited.

Warren Bros. & Co. have been appointed agents in Toronto for Van Camp's canned goods and tomato catsup.

T. B. Escott & Co.: "Fine Filiatra currants arrived over a week ago, and they are going out very rapidly."

This is fall, and you want the best stove polish and stove pipe varnish. Then write the Alpha Chemical Co.

Advance shipments of figs, Mainetty's layers, from choice to superfine, have been received by the Eby, Blain Co.

T. Kinnear & Co. have a shipment of New Orleans molasses in stock, which they report they are offering at reasonable prices.

The Eby, Blain Co. have a special line of Smyrna Natural figs, "Diova," in 35-lb. boxes in store—the first on the market.

T. Kinnear & Co. report the arrival of a shipment of new currants in barrels, half-barrels, cases and half cases; also mat figs.

The F. F. Dalley Co., Limited, of Hamilton, write: "Owing to the great demand

for 'English Cream' baking powder in glass bottles, our stock of jars has been entirely used up and the glass factory has not been able to supply us with jars as fast as we wanted them. This put us back for a few days with some of our customers and we hope they will bear with us, and all orders will be filled just as promptly as possible."

Perkins, Ince & Co. have a consignment of Rio coffee due to arrive in a couple of weeks which is showing exceptional value.

T. B. Escott & Co. are offering a handsome wood bracket for papers, beautifully finished, with a pound of "Lion" baking powder.

Rutherford, Marshall & Co. state that a small item of theirs in THE CANADIAN GROCER was the means of attracting much business.

T. A. Lytle & Co. are well stocked with jams and jellies of this season's make. They're ready, too, to ship tomato catsup in large or small quantities.

Rutherford, Marshall & Co. are experiencing a brisk demand for all grades of butter. They report themselves willing to buy or receive on consignment.

The Eby, Blain Co., Limited, report that shredded whole wheat biscuit, which they introduced recently, has become permanently established as a staple among good retailers.

The Alpha Chemical Co. wish to remind the trade that they have a heavy stock of ink and mucilage that they are offering special prices on to large buyers. Write for samples and prices.

T. Kinnear & Co. report they secured new season's Japan tea at a time when the market was at its lowest point, and consequently that they are in a position to offer better value than they otherwise would.

"We are constantly shipping car lots of Windsor salt, fine and dairy, direct from the factory, and the number of re-orders we receive shows that the trade appreciate it as a quick and profitable seller," say the Eby, Blain Co., Limited.

The Alpha Chemical Co. would remind the trade generally that they can always rely on getting fresh goods by purchasing goods bearing their name. "We allow no goods to get stale or shabby with the wholesale trade," they write.

The Alpha Chemical Co. inform us that they are rapidly booking orders for "Quick-shine" stove polish and stove pipe varnish for fall trade, and as there promise to be large sales in these lines this fall, intending purchasers are requested to send in their orders early.

MR. CHAPUT OFF FOR EUROPE.

Mr. Charles Chaput, president of the Montreal Wholesale Grocers' Association and member of the Board of Trade Council, left on Thursday for New York, where he will take steamer for Europe. Mr. Chaput was accompanied by Mrs. and Miss Chaput and expects to be away about six months. In that interval he will visit England, France and the countries of the Mediterranean, spending six weeks in Algiers.

AGENCY WANTED.

AGENCY WANTED FOR MONTREAL AND Province of Quebec, to represent Manufacturing or other firm by energetic experienced man with good connection amongst Grocers and Druggists. Box 5, THE CANADIAN GROCER. (40)

**Improved
Wanzer
Lamp**

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

WANZER.

WANZER LAMP & MFG. CO.
HAMILTON.**Buy Concentrated****VINEGAR**

We claim a saving of 20 per cent. and a vinegar superior to any other brand.

Awarded Three Gold Medals.

Put up in demijohns and bottles, (smallest package contains 1 gallon). One gallon will make 23 gallons of vinegar that will keep pickles in prime condition.

Read the Dominion Analyst's Report in last week's issue. Ask other vinegar manufacturers to have their goods analyzed. (compare reports and buy the best).

Write for prices and full particulars of contents of different sized cases.

GRAPE WINE VINEGAR CO.

25 Front St. West

Sole Manufacturers.

TORONTO



At the

**PREMIER'S
BANQUET**

the crowning piece on the table was a 5-storey cake covered with . . .

White Moss Cocoanut

Which ought to be sufficient guarantee for you to recommend it to your customers. The best goods command the best trade. Ask your jobber, or write us for samples.

Canadian Cocoanut Co.

MONTREAL

Retail Grocers ...

Paste this Sheet up
for reference.

SALMON

If the retail trade of Canada want **QUALITY**--the best--**THE VERY BEST**--of this season's pack, they can ensure satisfaction to their most critical customers by buying any of the following brands:--



- Nimpkish River**
- Empress**
- Peerless**
- Red Sockeye**
- Empire**
- Viking**
- Monogram**
- Lily**
- Encore**
- "Victoria"**

- Anchor**
- Signal**
- Mayflower**
- Silver Crown**

- Victory**
- Imperial**
- Citadel**

- Red Cross**
- National**
- Silver Cross**

They are all (except Nimpkish) the choicest Selected FRASER RIVER SALMON--not Rivers' Inlet, but Fraser Sockeye.

RAISINS . . .

Be on the lookout, and ask your grocer for either brands--

JUAN FERCHEN J. MAYANS CRUSTAN

SULTANAS AND FIGS

Ask for goods shipped by

ANTOINE SOLARI, SMYRNA

We guarantee to the retail trade absolute satisfaction with any of the above.



Lightbound, Ralston & Co.

Importers and Commission Merchants

MONTREAL.

TORONTO.

LONDON.

VICTORIA, B.C.

HOW A PANIC WAS AVERTED.

HE came home with a lagging step and a heavy heart. In vain had she striven for weeks and even months to stem the tide of ruin that had slowly but surely overwhelmed them.

Her splendid business powers, her clear head and 20th century progressiveness had long ago been recognized by her husband, and their growing mercantile business had been intrusted absolutely to her control, while he had devoted himself to their home and children.

For years she had managed the business without even a suggestion from him, and her splendid financial ability and energy had built up a trade second to none in the city, but somehow—she could scarcely understand it—disaster had overtaken her and everything was lost.

For herself she did not care, but her heart was torn with pity for the tender and devoted husband who was always waiting for her at home like a ray of sweet sunshine, and it was upon him she dreaded to see the blow fall.

When she entered the house and came forward for his usual kiss, he fancied she looked more worried than usual, and said:

"Come, dear, don't bother about that horrid old business. See, I've made you some nice hot waffles for supper. Sit down and rest and I'll tell you the cutest thing the baby said to-day."

How could she tell him? And yet it must be done.

After supper she took him on her knee and ran her fingers carelessly through the tendrils of his whiskers.

"Little one," she said, in a strange, harsh voice, "you must bear up and be brave. I have some bad news to tell you. The business has gone under, and every dollar we had in the world is lost. Except the roof over our heads, which is in your name, we have nothing—the poorest beggar that walks the streets has as much. Can you ever forgive me for bringing this misery upon you?"

She bowed her head upon her hands, and, strong woman that she was, a tear trickled through her fingers. How would her gently-nurtured, delicate husband receive the sad tidings? She dared not look at him.

She felt him slip from her lap and heard him cross the room. As he returned she looked up. He was bringing in his hands a large, old-fashioned tea urn that had belonged to his mother. He took the top from the urn and poured out upon the table a large pile of money—gold and silver coins and rolls of bank notes.

"See," he said with a sweet smile, "here is \$3,967.45. That'll kind of ease things up a little, won't it, old girl?"

"Where—where did it come from?" she gasped.

"It's all ours," he said; "yours and mine. For years I have been a silent partner in the ice-cream saloon next door to your place of business."—New York Journal.

CALIFORNIA RAISINS EARLIER.

Up to the present time forward sales of new crop California loose muscatel raisins have, according to advices from the Coast and statements made by receivers at this end, fallen considerably short of the quantity of new goods under engagement at the same time a year ago. Although the spot market is virtually rare of California raisins and competition with foreign growers has been curtailed, partly because of the higher rates of duty and partly because of the comparatively higher prices ruling in the foreign primary markets, comparatively little forward business in California new crop has yet been done. There has been an almost total absence of speculative buying. The comparatively high prices demanded this season, coupled with the apparent indifference of consumers, is said to be responsible for this. Now that the season is advancing and the consuming demand continues to be sluggish, holders in California are said to be becoming anxious to make sales, and, with this object in view, have been disposed to make concessions, especially on October shipments. Some buyers who have wants to cover have taken advantage of the concession, but the majority, it is stated, are still holding off in the expectation of a further change in their favor.

The lack of important demand from the consuming trade has, it is reported, caused some uneasiness to the Coast sellers and, unless there is some improvement in this respect at an early date, it is intimated that the practice of making consignments throughout the eastern trade may be resumed. However, it is believed by some of the best informed in the trade that the very unsatisfactory experiences of the year before last will deter shippers from making use of this method of placing goods except as a last resort.—N.Y. Journal of Commerce.

"Shinon," the metal polish being introduced by Lucas, Steele & Bristol, is largely used by clubs, hotels and yachtsmen in the United States. The Hamilton Yacht Club recommends it highly.

HARD ON DEPARTMENT STORES.

It seems that with the advent of higher prices for most everything in the grocery line, the big department stores have pulled in their "horns" somewhat, for there were, with a single exception, no groceries advertised in the whole page "ads" of the so-called "Big Stores" in the last Sunday newspapers; and the exception only offered the usual bargains in liquor, coffee, tea, and an obscure soup in cans. We will gamble that similar goods can be had as cheap, and better, in the first grocery store we come to. With flour at \$6.35 a barrel, sugar at 5½c. a pound, tomatoes at 95c. a dozen and oatmeal and farinaceous goods advanced 50 per cent., there seems small satisfaction in faking people to the belief that they are offering these goods at cost.—Retail Grocers' Advocate, New York.

A LIQUID POLISH.

Lucas, Steele & Bristol, Hamilton, have added a new liquid polish to their line of goods. It has been given the suggestive name of "Shinon," and is specially adapted for use on metal exposed to the air or great heat, giving a brilliant lustre with little labor. The trade is assured that it contains no acids, grease or grit. The polish is put up in cans ranging in size from 1-6 pint to a gallon.

HAMILTON GROCERS IN LINE.

The Hamilton Retail Grocers' Association appointed a committee on Tuesday to draft a resolution to the Government protesting against the exemption of Government employes from garnishment. It was also instructed to ask the co-operation of the Toronto and London corporations.

POTATOES AND APPLES**Wm. Hannah & Co.****TORONTO and MONTREAL**

Board Trade Building. 14 St. Nicholas St.

We are always open to buy or sell car lots.
Write or Wire us for Prices.**Going to Retire?
Want to Sell Out?**If so, say so in THE CANADIAN GROCER.
It reaches the most likely buyers. Two
cents a word each insertion.**J. M. Douglas
& Co. . .****Montreal****AGENTS**

FLORIDA'S ORANGE CROP.

THE prospects are bright for the reappearance on the market of the once familiar and popular Florida orange. Since the disastrous freeze a few years ago, which destroyed nearly all the trees as well as the crop in the peninsula, they have almost entirely disappeared. For a time none were shipped north, and last year Florida exported only 146,000 boxes. This gave California her opportunity, and it seemed for a time that her oranges had completely supplanted the Florida product. California is preparing to ship the largest crop she has ever produced this year, and it is estimated that 4,000,000 boxes will come east from the Pacific coast. A great many of these will be exported, as they have been received abroad with much favor.

California pins her faith to her great seedless navel orange, and claims that it has permanently supplanted the Florida fruit. This is denied by the Florida growers and dealers, however, who say that as soon as their fruit, of which they expect to ship 500,000 boxes this year and over 1,000,000 boxes next year, reappears, it will quietly take its place again, though, perhaps, at lower prices, on account of the California competition.

There is very little probability of a large

importation of oranges from the West Indies and Mexico. A number of Florida growers went to Jamaica after the freeze and set out groves there, but it is understood that the Dingley tariff will force them to ship their fruit to Europe, where it will come in competition with the California crop. The same conditions apply to Mexico. Some time ago a Mexican fruit dealer contracted with a Florida box-making concern for 200,000 orange boxes in which to ship fruit to the United States. After the passage of the Dingley bill this order was cancelled, but afterward renewed for only 40,000 boxes. This number of boxes, it is understood, will be shipped to northern ports.—N.Y. Commercial Enquirer.

A CORRECTION.

Among the list of factories of Heinrich Franck, Sohne & Co., of Germany, which appeared in last week's issue, the name of the factory in Hungary was given as "Koehan." This was an error. It should have read "Kaschau."

"Circle" tea is a steady seller. Not a day passes without a shipment being made. This is what Lucas, Steele & Bristol report.

"Yes," say Lucas, Steele & Bristol, "we delivered our new currants and raisins last week; quality is away ahead of last year."

CARELESS FRUIT PACKERS.

It is understood the Dominion Government has decided not to assist fruit exporters who do not pack their fruit properly.

We are told in Holy Writ that if a man does not work neither shall he eat. So if a man will not take the trouble to prepare his fruit for export neither should the Government assist him to get his product across the Atlantic.

In the trial shipments which have been made to Great Britain the fruit which was picked at the right time and properly packed arrived in good condition, while the contrary was the case where the precautions had been ignored.

Careless packers, like bad companions, should be avoided.

DID BUT LITTLE DAMAGE.

There is not much around the warehouse of H. P. Eckardt & Co. to indicate a fire was there two weeks ago. The damage done was small compared with what it was first thought it would be. In the office, sample and shipping rooms no signs of the fire are to be seen. Business is being carried on as usual; in fact there was, fortunately, not one day's interference with it, the fire having been confined to the rear of the building.

PRUNES

TO ARRIVE
SHORTLY

100 x 27 1/2-lb. boxes Pinard's Prunes, 40's to the lb.
100 x 27 1/2-lb. boxes " 50's "
100 x 27 1/2-lb. boxes " 60's "

These are the best goods imported and equal to prunes in bottles.

ALSO—

250 1/2-boxes, 50 lbs. each, Dufour Prunes, about 100's to the lb.
250 1/4-boxes, 25 lbs. each, " " "

IN STOCK---Best brands of New Peels, New Valencia and Malaga Raisins.
Ask for our Prices. We Lead.

L. CHAPUT, FILS & CIE., - Montreal.

SUGAR PRODUCTION.

THE last number of The Louisiana Planter publishes some interesting statistics compiled by a French technical journal, called Le Journal des Fabricants de Sucre, which furnish some very important data concerning the rapid growth of the sugar industry.

The figures below indicate the production of beet sugar and cane sugar, and their totals in thousands of tons for the ten seasons enumerated are as follows:

Season.	Beet.	Cane.	Total.
1887-88.....	2,407	2,541	4,948
1888-89.....	2,708	2,359	5,067
1889-90.....	3,563	2,138	5,701
1890-91.....	3,640	2,597	6,237
1891-92.....	3,445	2,785	6,230
1892-93.....	3,344	2,769	6,113
1893-94.....	3,786	3,260	7,046
1894-95.....	4,691	3,137	7,828
1895-96.....	4,232	2,556	6,788
1896-97.....	4,773	2,432	7,204

"It will be seen," says The Planter, "that the production of 1887-8 was about 5,000,000 tons, while nearly 8,000,000 were reached in 1894-5, the last year, 1896-7, indicating a production of 7,250,000 tons." The figures, moreover, show that the increase has been entirely in beet sugar, the production of cane being actually less at the end of the decade than at the commencement. This gradual ascendancy of beet sugar is shown very clearly by the following figures, also taken from the French paper above quoted:

	Beet. Per cent.	Cane. Per cent.
1887-88.....	48.6	51.4
1888-89.....	53.4	46.6
1889-90.....	62.5	37.5
1890-91.....	58.3	41.7
1891-92.....	55.2	44.8
1892-93.....	54.6	45.4
1893-94.....	53.7	46.3
1894-95.....	59.8	40.2
1895-96.....	62.3	37.7
1896-97.....	66.2	33.8

It will thus be seen that two-thirds of the sugar production of the world are now of beet sugar. The Cuban war has greatly cut down the cane-sugar production.

PRAISES THE CASH SYSTEM.

Mr. John Barclay, general merchant, Oakville, Ont., has just issued his fall circular. It is a bright advertisement, and shows evidence of being issued from an enterprising firm. In it there is a significant paragraph which reads: "Our experience of the cash system during the past three years has demonstrated it as the fairest and most advantageous to both buyer and seller. Let us take you a little into our confidence here. Selling for cash enables us to buy for cash at the lowest available prices. It secures having brought to notice any article offering

at less than current prices, and obtains a liberal trade discount—advantages which we share with our customers."

Another paragraph reads: "A word about buying away from home. The gain is more imaginary than real. Loyalty to local trade would benefit both purchaser and seller."

A DIRECT BOAT.

The Coast Railway Co. is pushing matters along the south shore in real earnest. Between four and five hundred Italian laborers are expected to arrive from Boston the last of the week and will be added to the construction gang already at work. The right of way for the fourth ten-mile section of the road has been cleared and work on the fifth section has commenced Wednesday. It is expected the road will be in operation as far as East Pubnico early in October. The bridge at Hipson's Brook has been completed, the ballasting has been all completed to the brook and the track laid as far as the thirty-first mile. The company contemplate running a fast passenger and freight steamer between Shelburne and Halifax early next season, giving daily service. This boat will not make any stops, but will run direct. Another boat, probably the City of St. John, will be used as a local boat and will ply between Halifax and Shelburne, stopping at shore ports. It is expected that with the line in operation to Shelburne, and with fast steamship connection between Shelburne and Halifax, the company will control a large share of the traffic. The route will be well advertised, and we cannot see why it should not be successful.—Yarmouth News.

HAS FAITH IN ROSSLAND.

W. Boulter, Mayor of Picton, Ont., was in the city several days last week inspecting several of the mines, and was much impressed with the general air of prosperity and the future outlook of Rossland. Being an outsider he could look at it impartially. He says that in the past too much booming of properties not thoroughly investigated had a tendency to retard the proper development of this great mining centre, but he thinks, to a great extent, this is now over, and a better feeling and understanding now prevails in the east regarding the richness of many well developed mines, which have proved to investors their wisdom in putting their faith in the Trail Creek district, and from information he has received more capital will be invested here. Mr. Boulter is the head of the large canning industry at Picton, Ont., and feels confident from a business standpoint that Rossland will be one of the great mining cities of British Columbia.—Miner, Rossland.

Manufacturer's Agents Wanted.

In view of the constant inquiries from manufacturers and merchants for names of good representatives in leading centres in Canada we are preparing a typewritten list of all the firms open for agencies.

This will be held at our offices for use of such inquirers.

It is important that the list be as complete as possible, and we will be glad to include everyone interested.

There will of course be no charge.

The following information is necessary:

Name.

Address.

List of agencies now held.

References.

Address replies to _____

THE CANADIAN GROCER

Montreal or Toronto

You make no mistake
when you buy

RICE'S PURE SALT

"THE SALT OF THE EARTH."

We guarantee every package to give entire satisfaction.

PROMPT
SHIPMENT
GUARANTEED

SOLE MAKERS

THE

North American Chemical Co.
LIMITED

GODERICH, ONT.

Facts for thoughtful Business Men



During the last ten years Australasia has displaced 50 per cent. of her Chinese Tea consumption by that grown on British soil, and continues to increase the proportion of the latter.

North America annually consumes over 100,000,000 lbs. of tea---Hardly anything of this quantity was British grown ten years ago. Now over 10,000,000 lbs. is consumed and the increase annually is growing enormously.

Canada is rushing ahead in its consumption of Ceylon and India teas.

Quality is telling
Cleanliness and Purity will prevail



CEYLON and INDIA TEAS
ARE THE BEST.

LIVER SAUSAGE WITH ONIONS.

This sausage, which is much liked for restaurants and saloons, is prepared as follows: For 100 pounds use 28 pounds liver cut into slices, well washed and scalded a little with hot water; 20 pounds cooked soft lard (preferably gut lard); 12 pounds bacon cut into fine dice, but slightly boiled; 40 pounds lean meat. For this latter use one part soft-boiled beef lungs, one part well scalded calf's lungs or hearts, one part boiled meat of calf's head, calf's neck or breast, the latter not too soft. First chop the liver fine, then chop 10 or 12 onions, boil the gut fat, cut into pieces about bean size; now roast the onions slowly in the gut lard in an enameled dish until the onions are light yellow, keeping the mass constantly stirred. Add the roast to the whole mass and chop all up fine. Spice with 53 ounces fine salt, 5 3/10 ounces white ground pepper, 2 3/4 ounces finest ground marjoram, 1 ounce mace rubbed fine. Mix and knead into the mass. The bacon is scalded; more can be taken if desired. The mass when finished will be perfectly white. Fill into beef middle guts or bung guts, or into white hog casings of desired width and length. Boil at about 210 degs. F. for 25 to 30 minutes. Leave in cold water after boiling until perfectly cool, renewing the water constantly. The lungs, heart, kidneys, etc., used for this sausage should be well watered the day before and scrupulously cleaned.—National Provisioner.

HAD KEPT STORE FOR 30 YEARS.

He was, says an exchange, a man who never minced his words. He ran a wholesale store in one part of the town and a retail department in the other. In the retail department he employed a clerk who had decided and conscientious objections to tobacco and cigars. Still the store carried them and he sold them, but not without an inward protest. He thought it over and finally nailed a sign in a conspicuous position on a post in the centre of the store. The sign read:

NO SMOKING
ALLOWED HERE.

It hadn't been long up when the proprietor strolled in and began glancing around with a critical eye. After a time he noticed the new sign. Stepping closer, he folded his hands behind him and regarded its bold lettering attentively. Then his hands reached out, mechanically tore the new sign from its place and ripped it into a dozen pieces. "Boy," he said, with the utmost calmness, "I've kept store for thirty years without a sign like that and I guess we'll try it a little longer."

ROYAL JUBILEE OIL
Is the Best Burning Oil
in the Market.

ROYAL OIL COMPANY
SOLE MANUFACTURERS

Geo. Anderson, Manager. **Toronto**

**THE BEST CANADIAN LAMP
OIL MADE IN CANADA**

Car Loads or Less. Write for Prices.

THE QUEEN CITY OIL CO., Limited
Samuel Rogers, President. **TORONTO**

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

SALT

We are always fully stocked with Salt for Butter, Cheese, Table and general use. Send a card for prices or samples.

VERRET, STEWART & CO., Montreal - Quebec.



AN AUTOMATIC SELLING MACHINE ...

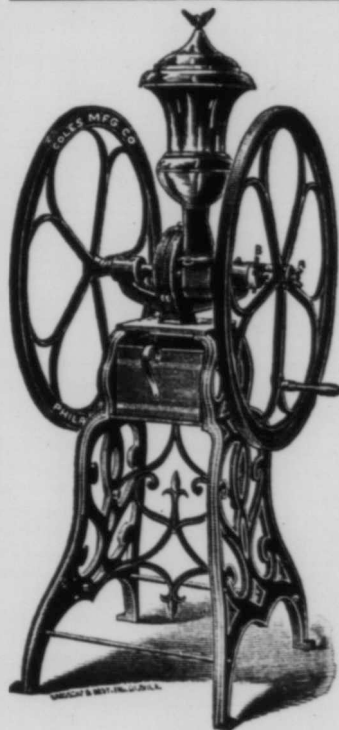
To sell —

Adams' Tutti Frutti

For full particulars, apply ...

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.



Grocers!

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

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

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

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

Coles Manufacturing Co.

PHILADELPHIA, PENN'A.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

WIGGLE & CO., general merchants, Leamington, Ont., have assigned. A meeting of creditors will be held on the 11th inst.

Adam & Co., general store, Dauphin, Man., have assigned.

A. A. Hunter, general merchant, Brome, Que., has compromised.

Hanson, William & Son, grocers, Fairville, N.B., have assigned.

Gouin & Frere, grocers, Montreal, have assigned to Kent & Turcotte.

T. J. Monahan, grocer, Arnprior, Ont., has assigned to J. W. Tierney.

David Goldblatt, merchant, Tara, Ont., has assigned to Nathan Brenner.

B. Damien & Co., grocers, Montreal, have assigned to Lamarche & Benoit.

John Leece, baker and grocer, Hillsdale, Ont., has assigned to Moses Howarth.

A. F. Beaudry & Co., grocers and fruits, Waterloo, Que., have compromised at 25c.

A demand of assignment has been filed against Louis Boulet, grocer, Beauport, Que.

Henri Garon, general merchant, Causapical, Que., has suspended, and assignment has been demanded.

Joseph Bourgeois, general merchant, St. Angele De Laval, Que., held a meeting of his creditors on the 4th inst.

T. Anthony's Sons, hardware and grocers, Berwick, N.S., are offering to compromise at 50c. on the dollar.

Auguste Leclerc, general merchant and lumber dealer, Riviere a La Martre, Que., has compromised at 65c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

A. Bowes & Co., wholesale fruits, Montreal, have dissolved partnership.

Mann & Bent, general merchants, Amherst, N.S., have dissolved partnership.

Leveille & Gagnon, general merchants, St. Laurent, Que., have dissolved partnership, and a partnership has been registered as Leveille & Cie.

M. S. Taylor & Co., general merchants, Mansonville, Que., have dissolved. A new partnership has been registered, composed of Edward C. Perkins, Marcus S. Taylor and Chas. W. Banfield.

SALES MADE AND PENDING.

James Shaw, grocer, Kingston, has sold out to T. Baird.

The assets of A. J. Toupin, grocer, Montreal, Que., are to be sold.

W. T. Maxwell, grocer, Stratford, Ont., has sold out to Emma J. Farrow.

J. A. Plamondon & Co., crockery dealers, Quebec, has sold his stock en bloc.

The stock of Gilbert McIntyre (estate of), general merchant, Wingham, Ont., was

Clark's Sliced Smoked Beef

IS Perfect in Quality
Moderate in Price
Handsomely Packed
A Trade Winner.

1's Retail at - 25c.

½'s Retail at - 15c.

KEY OPENERS.

ALL WHOLESALE HOUSES carry these goods in stock.

advertised to be sold by auction on the 6th inst.

J. A. Dupras, grocer, St. Louis de Mile End, Que., has sold his book debts.

Valentin St. Pierre, general merchant, Sayabec, Que., sold his assets on October 2.

John Handley, general merchant, Wolseley, Man., has sold out to Frank Hockin.

The stock in the general store of A. G. Lang (estate of), Hespeler, Ont., has been sold.

The stock of T. M. Shoebottom & Co. (estate of), grocers, London, Ont., has been sold.

G. E. Wallace & Co., grocers and butter dealers, Halifax, N.S., have sold their grocery business to J. H. Fraser & Co.

CHANGES.

R. Strutt, grocer, Ingersoll, Ont., has sold out to — Dundass.

Bruneau & Guenette, grocers, Montreal, have commenced business.

Robert Moxley, tea merchant, has removed from Lansdowne to Kingston.

P. J. Magnant has commenced business as a general merchant in Plessisville, Que.

Thomas Moulton has commenced business as general merchant in Lansdowne, Ont.

Herbert Horton, general merchant, is closing up his business in Lansdowne, Ont.

F. S. Fowke, general merchant, Oshawa, Ont., has been succeeded by Isaac Goodheart.

D. Hay, general merchant, Sandfield, Ont., has been succeeded by F. G. R. Bradbury.

Archibald Bowes has registered as proprietor of the wholesale fruit firm, A. Bowes & Co., Montreal.

Chisholm & Copeland, general store, Grenfell, N.W.T., succeed Love & Tryon, of that place.

Hedwidge Robitaille has registered as proprietor of the firm, A. Chouinard & Cie, grocers, Quebec.

John Campbell has registered as proprietor of the firm of Wm. Rourke & Co., grocers, Montreal.

Mrs. Wm. Rourke, grocer, Montreal, has ceased doing business under the firm name of Wm. Rourke & Co.

The firm of W. R. Brock & Co., wholesale dry goods, Toronto, are making appli-

cation for charter, the firm name to be W. R. Brock & Co., Limited.

Manley & Averill, general merchants, Grand Forks, B.C., have been succeeded by Averill & Ballantyne.

Enoch Buzzell and Robert H. Arthur have registered as proprietors of the firm, E. Buzzell & Co., butter and cheese, Montreal.

FIRES.

G. Gagnon, general store, Thurso, Que., has been burned out.

Jas. W. Hammond, grocer, Thurso, Que., has been burned out.

John W. Toogood, grocer, fruits, etc., was burned out, but is reported insured.

Mrs. Jane L. Stewart, general store, Prince Albert, N.W.T., had her stock damaged by fire.

The Hamilton Coffee and Spice Co., Limited, Hamilton, Ont., has been damaged by fire.

DEATHS.

J. B. Michaud, jr., flour dealer, Montreal, is dead.

Jas. G. Black, of the firm of J. & G. Black, general store, Thurso, Que., is dead.

Robert Crawford, of Crawford & Co., general merchants, Indian Head, N.W.T., is dead.

FOOLED THE DETECTIVE.

A detective in a well-known retail store is engaged in the mental process of kicking himself whenever he thinks of a certain transaction which took place last week. At a time of day when the store was crowded the detective, who was keeping a sharp look-out for evil-doers, was approached by a well-dressed, intelligent-looking man, who informed him that he was employed as detective in another store and had followed a shoplifter from his firm's store to the present place, where they would find her at the glove counter stealing gloves. "Let her alone," said the strange detective, "and when she loads up I will follow her home, and we then can make a big haul." Consent was given to this plan, and the shoplifter stole two or three hundred dollars worth of goods unmolested. Then she went out, followed by the strange detective. That was the last ever seen of the pair, and the detective wonders how on earth he was duped so easily.—Philadelphia Record.

Yours Exclusively . . .

QUOTATION FROM LETTER RECEIVED FROM WATERLOO, P. Q.

"We handle your coffees exclusively, and have thereby worked up a large trade."

Chase & Sanborn

BOSTON MONTREAL CHICAGO

CRANBERRY CROP A FAILURE.

THE growers of cranberries in Barnstable and Plymouth counties are very much discouraged over the prospects of this season's harvest, which will not be much, if any, over that of a year ago.

Chief among the causes of the failure of the crop is the damage done by worms, which this year got in their work more disastrously than ever before.

The crop of one bog owner, who three months ago figured on a harvest to the amount of \$30,000, is a total failure. There are many similar instances wherein the loss will be somewhat smaller.

The work of picking has already begun on many of the bogs, but the growers are seriously handicapped by the exceedingly warm weather. With the thermometer ranging in the eighties, it is no time to pick the fruit, and yet, the berries must be harvested to save the crop. If the weather continues as it has the past week the larger crop of the "early blacks" will be almost an entire loss.

The later berry, which comes to its full maturity the latter part of September, is not what it should be. The berries are much smaller than they should be at this time. Yet, with the early blacks at a loss this

year, there is every prospect for those who ship the later berry to the markets getting good prices for the first quality of stock, and with this crop much smaller than in years past they feel quite hopeful to get through the season about whole.

The failure of the crop will be materially felt among the thousands who are annually engaged in picking.—New England Grocer.

CONTRARIES IN CLERKS.

A clerk in one of the branch stores of Lipton, the English grocer and provision dealer, was recently so persuasive and convincing in his praise of a certain specimen of poultry that he succeeded in selling the article to his employer, who ordered it sent to his residence. The clerk's astonishment when he found that his supposed customer was no other than Mr. Lipton himself quickly changed to satisfied delight upon receiving an increase of salary.

Another instance not quite so pleasant to the clerk contains an important lesson. A few words of quiet instruction given by Mr. Wanamaker as he walked through his store met with the following reply: "Mr. Wanamaker, it is impossible to keep this department in the order that you wish."

Mr. Wanamaker smiled and said nothing, but the following day a more efficient clerk held the place.

THE HOP SITUATION.

Mr. John A. Morton, of Toronto, has recently made his annual tour of the hop districts of Canada and the United States, and reports a considerable reduction in acreage under cultivation in Ontario, but a larger average yield will be gathered from the well cultivated plantations. The crop on neglected "yards" will be light, but the quality will be choice if well cared for, as owing to excessive rains there is danger of slack, heated, or scorched hops. Similar conditions exist in New York. Oregon and Washington crops have suffered from "black mould" blight, and the quality in those states is expected to be poor. California, however, has had a choice quality of crop.

QUEER IN SHAPE, BUT PLENTIFUL.

John Broder tells a remarkable story of a most remarkable fish which was caught by some one out of the Kaweah River, near the river bridge, on the mineral King Road. According to the story, the fish was in the shape of a Maltese cross, having three tails and one head, and was covered with dark spots about the size of a 10-cent piece. It is unnecessary to go into further details in describing this fish. If you will only bait your hook with a gallon jug of 50-cent whiskey you can catch them any place.—"Powhot" in Visalia Delta.

NONE BETTER

Edwardsburg Starch

EDWARDSBURG STARCH CO. CARDINAL, ONT.

FEW AS GOOD

THE F. F. DALLEY CO.

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

BIRD SEEDS

BART COTTAM & CO.
"Cottams," with Patent Bird Bread. 0 07
Warbler, with Song Restorer..... 0 05 1/2
Belgian, with Bird Improver..... 0 05 1/2
International, with Bird Treat..... 0 05 1/2
German X, with Cuttlefish Bone..... 0 04 1/2
German, with Cuttlefish Bone..... 0 04 1/2
London Bird Seed, bulk 25 lb. cases..... 0 04 1/2
Bird Gravel, 10c. pkts., 24 in case..... 0 06
Bird Gravel, 5c. pkts., 48 in case..... 0 03

THE F. F. DALLEY CO.
Dalley's Spanish Bird Seed, 40 lb. cases 0 06
Dalley's Bird Seed, 40 lb. cases..... 0 06 1/2

NICHOLSON & BROCK.
Brock's Bird Seed..... 0 07
Norwich Bird Seed..... 0 06
Maple Leaf Bird Seed..... 0 05
Bird sea-gravel, 10c. pkts., 24 in case 0 06
" 5c. " 48 " 0 03

CORN BROOMS

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

BLUE.

KEEN'S OXFORD. per lb.
1 lb. packets..... \$0 17
1/4 lb. "..... 0 17
Reckitt's Square Blue, 12-lb. box..... 0 17
Reckitt's Square Blue, 5 box lots..... 0 16

CANNED GOODS. per doz.
Apples, 3's..... \$0 70 \$0 95
gallons..... 1 50 1 80

Blackberries, 2..... 1 40 1 70
Blueberries, 2..... 0 75 0 85
Beans, 2..... 0 65 0 95
Corn, 2's..... 0 55 0 75
Cherries, red pitted, 2's..... 1 75 2 25
Peas, 2's..... 0 75 0 85
" Sifted select..... 0 90 1 00
" Extra sifted..... 1 25 1 40
Pears, Bartlett, 2's..... 1 65 1 75
" 3's..... 2 50 3 00
Pineapple, 2's..... 1 75 2 40
" 3's..... 2 50 2 60
Peaches, 2's..... 1 65 2 00
" 3's..... 2 50 3 00
Plums, Green Gages, 2's..... 1 55 1 80
" Lombard..... 1 50 1 70
" Damsion Blue..... 1 10 1 40
Pumpkins, 3's..... 0 70 0 90
" gallons..... 2 10 2 25
Raspberries, 2's..... 1 50 1 80
Strawberries, 2's..... 1 65 1 95
Succotash, 2's..... 1 15 1 15
Tomatoes, 3's..... 0 80 0 85
Lobster, tails..... 2 40 2 50
" flats..... 2 70 2 85
Mackerel..... 1 20 1 30
Salmon, Sockeye, tails..... 1 35 1 30
" Horseshoe..... 1 50 1 50
" to arrive..... 1 15 1 30
" Cohoes..... 0 95 1 00
Sardines, Albert, 1/4's tins..... 0 13
" 1/2's tins..... 0 20 0 21
" Sportamen, 1/4's genuine French high grade, key opener..... 0 12 1/2
Sardines, Sportsmen, 1/4's..... 0 21
Sardines, key opener, 1/2's..... 0 16 0 18 1/2
" " " 1/4's..... 0 10 1/2 0 11
" " " 1/2's..... 0 18 1/2 0 19
Sardines, other brands 9 1/2's 11 0 16 3 17
" P. & C., 1/4's tins..... 0 23 0 25
" " " 1/2's..... 0 33 0 38
Sardines, Amer., 1/4's "..... 0 04 1/2 0 09
" 1/2's "..... 0 09 0 11
Mustard, 1/4 size, cases
50 tins, per 100..... 10 00 11 00

MARSHALL & CO., SCOTLAND.
Fresh Herring, 1-lb..... 1 10 1 15
Kipper Herring, 1-lb..... 1 60 1 90
Herrings in Tomato Sauce..... 1 70 1 90
Herrings in Shrimp Sauce..... 2 00
Herrings in Anchovy Sauce..... 2 00
Herrings a la Sarline..... 2 40
Preserved Bloaters..... 1 85 1 90
Real Findon Haddock..... 1 85 1 90

CANNED MEATS.
(CANADIAN.)
Comp Corn Beef, 1-lb. cans.. \$1 25 \$1 35

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

Acme Sliced Beef.
No. 1 tins, key, 2 doz. per doz. \$2.75.

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 1/2 lb..... 70 75
Potted Meats, Tongue or Ham 1/2 lb..... 1 20 1 25
Potted Deviled Ham or Tongue, 1/2 lb..... 70 75
Potted Deviled Ham or Tongue, 1/2 lb..... 1 20 1 25

WHITE LABEL.
Soups Assorted, 1 qt..... 3 00 3 15
" 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
Iced Gold Band Bacon..... 3 00

Codfish. per doz
Beardsley's Shredded, 2 doz. pkgs.... 0 90

CHEWING GUM.
ADAMS & SONS CO. per box
Tutti Frutti, 36 5c. bars..... \$1 20
" (in cream pitcher) 36 5c. bars 1 20
" (in sugar bowl) 36 5c. bars 1 25
" (in glass jar) 115 5c. pkgs... 3 75
Peppin Tutti Frutti (in glass jar) 115 5c. packages..... 3 75
Peppin Tutti Frutti 23 5c. packages... 0 75
Round Peppin, 30 5c. packages..... 1 00
Cash Register, 390 5c. bars and pkgs.. 15 00
Cash Box, 160 5c. bars..... 6 00
Tutti Frutti Show Case, 180 5c. bars and packages..... 6 50
Variety Gum (with book in each box) 150 1c. pieces..... 1 00
Banner Gum (English or French wrappers) 115 1c. pieces..... 0 75
Flirtation Gum (English or French wrappers) 115 1c. pieces..... 0 65
Mexican Fruit, 36 5c. bars..... 1 24
Sappota, 150 1c. pieces..... 0 94
Orange Sappota, 150 1c. pieces..... 0 75
Black Jack, 115 1c. pieces..... 0 75
Red Rose, 115 1c. pieces..... 0 75
Magic Trick, (English or French wrappers) 115 1c. pieces..... 0 75

CHOCOLATES & COCOAS.
Cocoa—EPSS. per lb.
Case of 14 lb. each..... 0 35
Smaller quantities..... 0 37 1/2

RECKITT'S Blue and Black Lead (ALWAYS GIVE YOUR CUSTOMERS SATISFACTION)

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.

THE "DIAMOND" OIL BLACKING



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

Diamond Oil Liquid Blacking. Black and White Cream for Kid Boots. Tan Polish for Brown Boots. Diamond Oil Gloss for Kid Boots. Patent Leather Varnish and Stove Varnish. Harness Blacking and Metal Polish.

W. BERRY, - MANCHESTER.

Send for samples and quotations to R. E. Boyd & Co. ST. JAMES STREET MONTREAL

COWAN'S

Hygienic and Perfection and Cocoa Essence
Cocoas
Chocolates
Icings
A child can ice a cake in three minutes.
Cowan's Famous Blend Coffee is perfection in strength and flavor

THE COWAN CO. LIMITED TORONTO

THE MOST NUTRITIOUS COCOA.

EPPS'S GRATEFUL-COMFORTING COCOA

In labelled Tins. 14 lb. Boxes.

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

Butter Pots

GOOD FOR



40 YEARS

HART BROS. & LAZIER

Stoneware Manufacturers, Belleville, Ont.

Mail Orders promptly filled.



ASK FOR MOTT'S



Always the Same. The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion 10 Lemoine St. MONTREAL

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



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

CADBURY'S.		CHOCOLAT MENIER.	
Frank Magor & Co., Agents.	per doz	In Cases of 12	In 12
Cocoa essence, 3 oz. packages.....	\$1 65	5 case 10x12 lb	lb bxs
	per lb	lot.	bxs.
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40	Vanilla—per lb.	\$ 0 32 \$ 0 34 \$ 0 36
Rock Chocolate, loose.....	0 40	Yellow wrapper,	Unsweetened—
" " 1-lb. tins.....	0 42 1/2	" "	Blue Premium
Cocoa Nibs, 11-lb. tins.....	0 35	" "	C 35 0 37 0 39
			Per case. Less than case
TODD HUNTER, MITCHELL & CO.'S.		PASTILLES—	
Chocolate—	per lb	Yellow wrapper, 108 bxs.	to the case..... \$20 00 0 20
French, 1/4 s-6 and 12 lbs.....	0 30	" "	
Caracas, 1/4 s-6 and 12 lbs.....	0 35	Croquettes—	
Premium, 1/2 s-6 and 12 lbs.....	0 30	Yellow wrapper, 9 bxs. of	12 packages..... \$20 00 0 20
Sainte, 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	FRY'S.	
Cocoa—		Chocolate—	per lb.
Homeopathic, 1/4 s, 8 and 14 lbs..	0 30	Caracas, 1/4 s, 6-lb. boxes.....	0 42
Pearl, " " " " " " " " " " " "	0 25	Vanilla, 1/4 s.....	0 42
London Pearl, 12 and 18 " " " "	0 22	" "Gold Medal" Sweet, 1/4 s, 6 lb. bxs	0 29
Rock, " " " " " " " " " " " "	0 30	Pure, unsweetened, 1/4 s, 6 lb. bxs.	0 42
Bulk, in boxes.....	0 18	Fry's "Diamond," 1/4 s, 14 lb. bxs.	0 24
		Fry's "Monogram," 1/4 s, 14 lb. bxs.	0 24
Royal Cocoa Essence, packages.....	1 40	Cocoa—	
BENSDORF'S ROYAL DUTCH COCOA.		Concentrated, 1/4 s, 1 doz. in box.	per doz
1/4 lb. tins, boxes 4 doz.....	2 40	" " " " " " " " " " " "	2 40
1/2 " " " " " " " " " " " "	4 50	" " " " " " " " " " " "	4 50
1 " " " " " " " " " " " "	8 50	" " " " " " " " " " " "	8 25
	per lb.	Homeopathic, 1/4 s, 14 lb. boxes.....	
Ralston Health Club, boxes 6 lbs.....	45	1/2 lbs. 12 lb. boxes.....	

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

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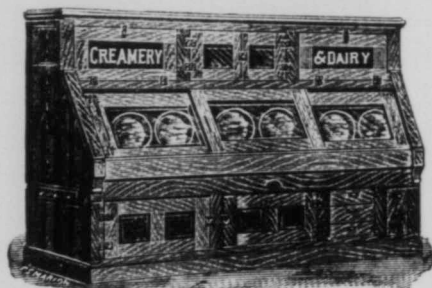
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