

**PAGES
MISSING**



THE
CANADIAN
GROCER.

OCTOBER
30
1896.

FALL
TRADE
EDITION.



ALL THE LEADING WHOLESALE TRADE HANDLE SEAL OF NORTH CAROLINA SMOKING TOBACCOES
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ESTABLISHED 1842

L. Chaput, Fils & Cie.

Wholesale Grocers and Importers of . . .

GROCERIES

TEAS

. . . AND . . .

LIQUORS



GONZALEZ COGNAC



HOPPE NIGHT CAP GIN

SOLE AGENTS FOR

Greenbank Concentrated and Powdered Lye
Gonzalez Cognac. Hoppe Night Cap Gin

Sole Proprietors of the Celebrated Brands of



OWL CHOP JAPAN TEA

Japan Tea

"OWL CHOP" AND "BEAVER"



GARDEN PICKED BEAVER BRAND JAPAN TEA

Manufacturers by Special Warrant
To Her Majesty THE QUEEN

COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS
INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862 Only Silver Medal Paris 1875
Only Medal Dublin 1865 Grand Gold Medal Moscow 1872 & 80

THE COURT OF HOLLAND AND THE KING OF ITALY

PURVEYORS TO H.R.H. THE PRINCE OF WALES

Bulls Head Trade Mark

1878 CROSS OF THE LEGION OF HONOUR

SALMON IS HIGHER AGAIN

TRY

Marshall's *Scotch Herrings*

Are the "Finest Selected" of the Aberdeen Fisheries.

Kippers, Fresh, Bloaters, Herrings in Tomato, Anchovy and Shrimp Sauce.
And "CROWN" brand Salt Herrings in Kegs, etc.

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

Walter R. Wonham & Sons Sole Agents in Canada Montreal

Standard Goods THE Best to Handle

E. Lazenby & Son

Established more than 100 years ago. Under the direct patronage of
His Royal Highness

The Prince of
Wales.

His Excellency

Lord Aberdeen

The Governor General
of Canada.



And all the best families in Great Britain and the Colonies. The variety they manufacture and put up is very large. No grocer should be without them. These cuts show a few of the lines that no grocer should be without.



LEVER TOP.



MOST HIGHLY CONCENTRATED.



A 1 PICKLES.



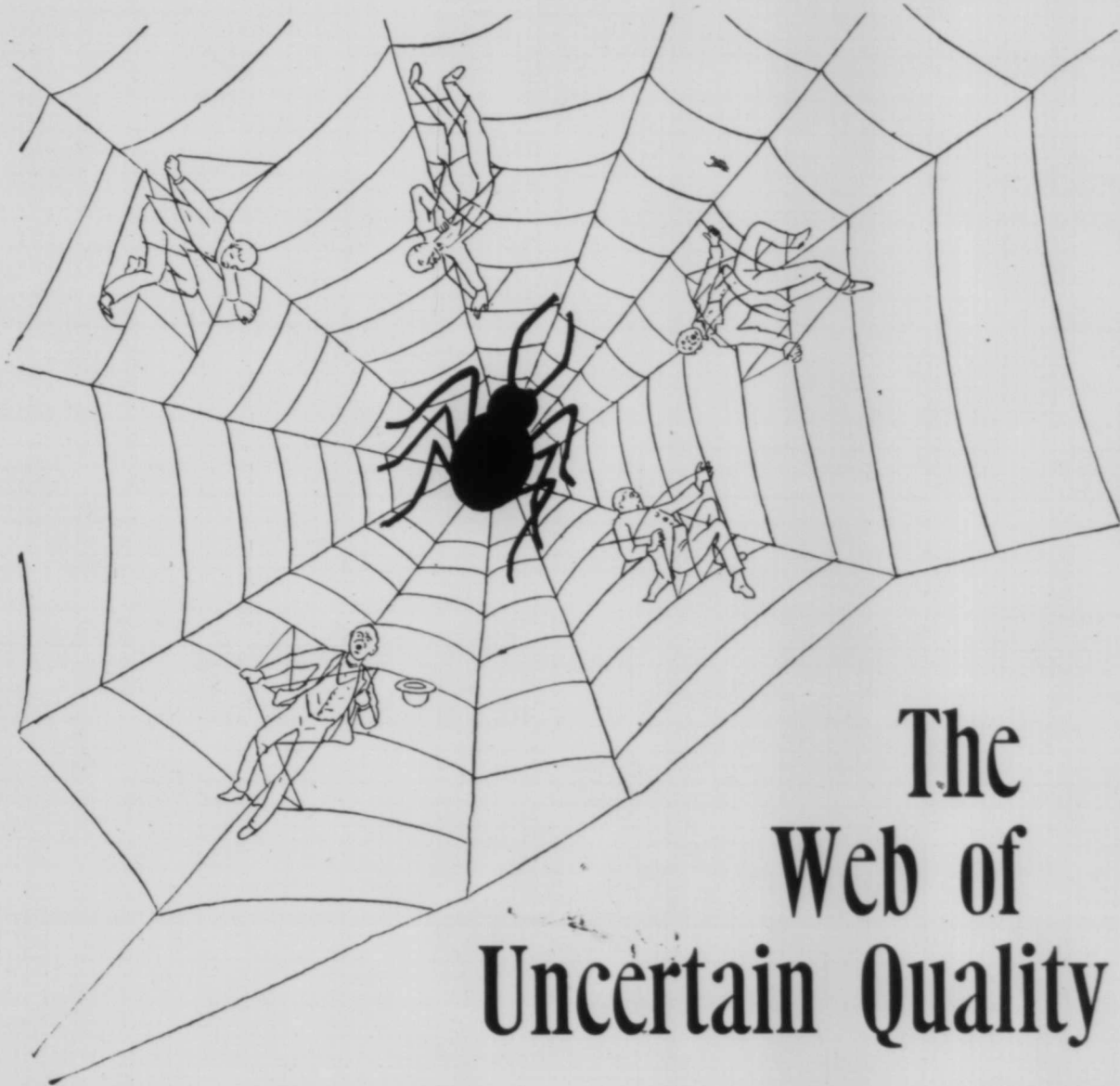
The superior quality of Lazenby's goods can always be relied upon as unsurpassed. The strongest testimonial in their favor is that they are in the greatest demand where they are best known.



CANADIAN AGENTS

A. P. TIPPET & CO.,

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



The Web of Uncertain Quality

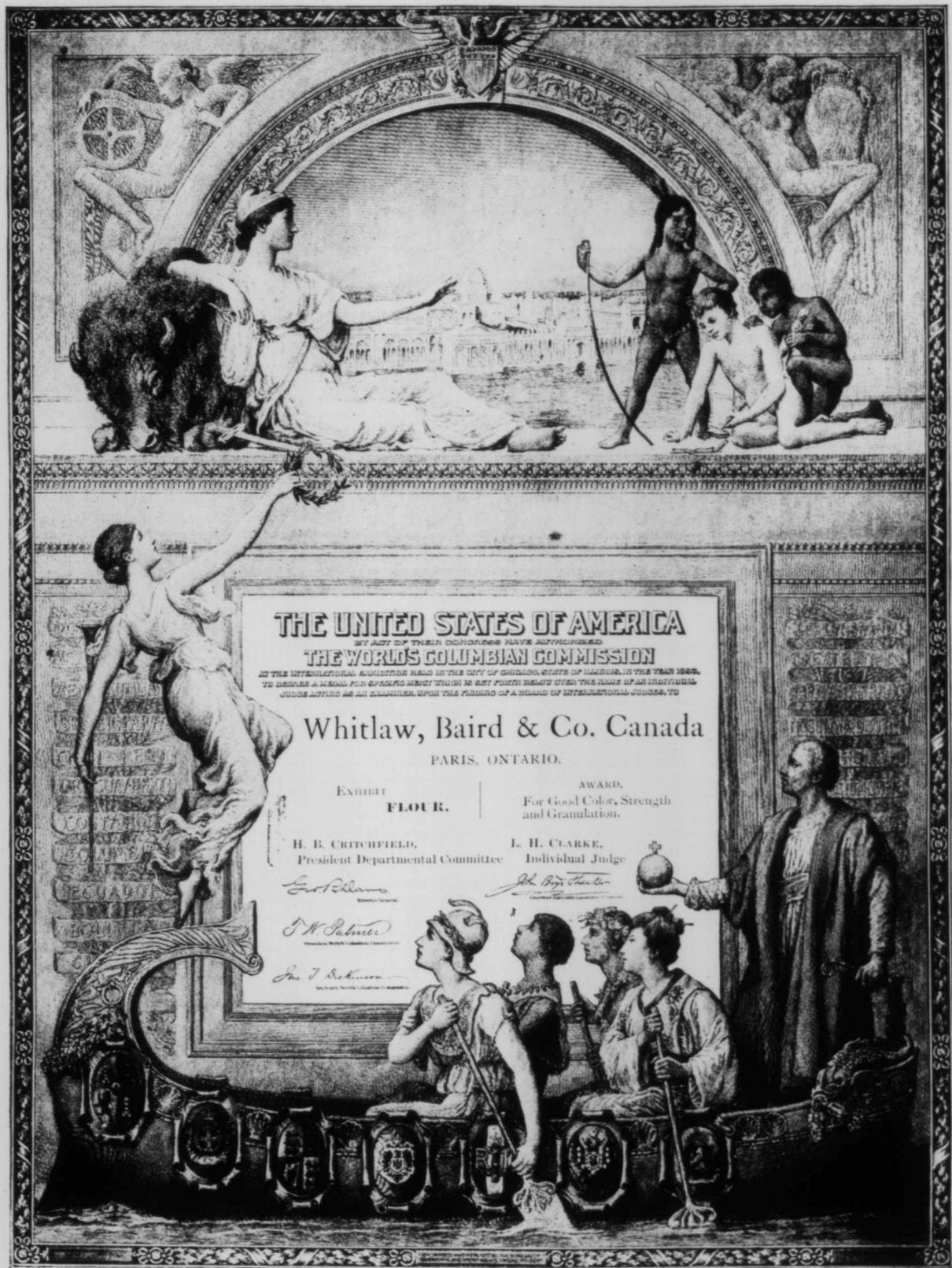
must sooner
or later entangle the grocer who sells only for profit without regard for quality.

Tillson's Pan Dried Rolled Oats are manufactured by millers who've kept in step for 30 years with modern improvements in milling machinery.

We believe that Pan Drying is the only process that will yield highest quality. Natural sweetness and nut-like flavor—keeping qualities under adverse conditions of the weather and the greatest possible amount of the nourishing qualities of the oat have made "Pan Dried" the standard brand. Quality counts.

MIXED CARS OF FLOUR,
POT BARLEY, SPLIT PEAS,
GRAHAM FLOUR, CORN MEAL
A SPECIALTY.

THE TILLSON COMPANY Ltd.
Tilsonburg, Ontario



CORRESPONDENCE INVITED.

Whitlaw, Baird & Co.

MILLERS AND COMMISSION MERCHANTS,
PARIS, ONT.

BRANDS—Green Valley, Biscuit.
 Magyar, Pastry.
 The Star, Family.
 Bridal Rose, Bakers'.

Licorice Goods



SOME OF OUR LEADERS ARE:

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



YOUNG & SMYLIE, - - Brooklyn, N. Y.

SPECIAL
SCOTCH WHISKY.

Cockburn & Co.
Leith & London.

ESTABLISHED 1796.

8 LIME STREET E.C.

Try—

COCKBURN'S
SCOTCH
WHISKY

Nothing Finer in the Market

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

J. & R. McLEA, Montreal

AGENTS FOR
THE DOMINION



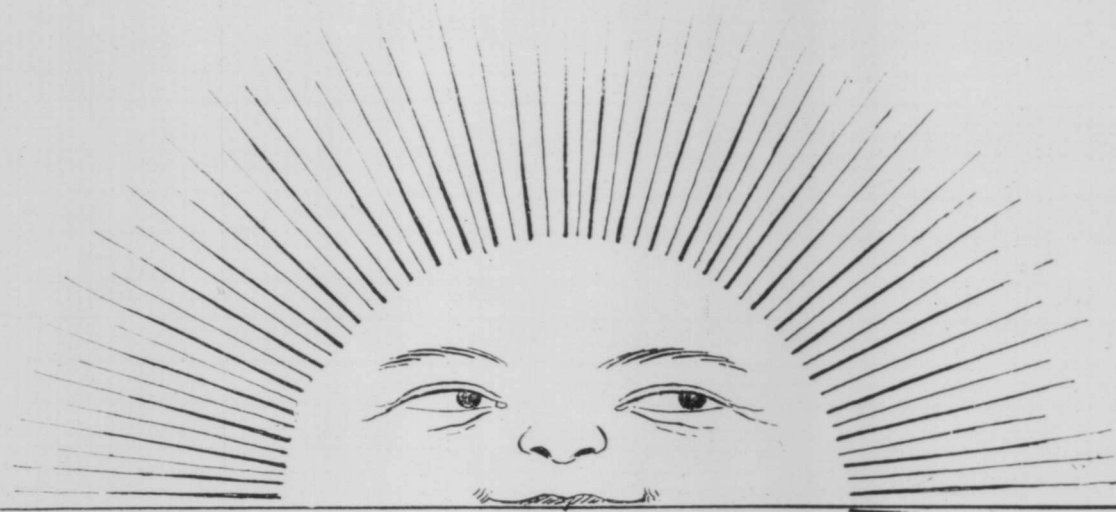
Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland

scuit.
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amily.
akers'



The Star of the East

Has Become the
Light of the World



**Ceylon Teas Rule
the Business World**

RETURNED
To
Toronto office
Jan. 16/96.



The Illustration Tells the Story.

Hoopless

Seamless

Does not Shrink

Does not Soak

Light

Tight

Durable

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

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

The E. B. EDDY CO. Limited

HULL, QUE.

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

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

"Crosse & Blackwell"

Season 1896

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

The above are the finest goods in the market.

Candied Peels

LEMON. ORANGE. CITRON.

Manufacturers by appointment to Her Majesty the Queen, H.R.H. The Prince of Wales and the Army and Navy.



150 Years' Record



Liquid and Paste Blacking

Black and White Cream for Patent Leather.

Russet Cream

For Brown Boots, Saddlery, Etc.

DAY & MARTIN LTD. London and Liverpool

MARTIN & ROBERTSON, Victoria and Vancouver, for British Columbia

E. T. STURDEE, St. John, N.B., for Maritime Provinces.

CHAS GYDE, Montreal, for Ontario and Quebec.

TEES & PERSSE, Winnipeg, for Manitoba and North-West Territory

Batty's



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

ALL WHOLESALERS HAVE THEM.

... EIGHT-PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

... Montreal

Root Baskets . . .

You can sell quickly now if you have the right kind.

We make them in one, two and three bushel sizes, and they are the kind that are wanted. They are made from finest selected elm and hickory, and are put together with every consideration for strength and lightness.



We also manufacture all kinds of . . .

SATCHEL LUNCH,
MARKET AND
CLOTHES BASKETS.

Our goods are sure to give your customers satisfaction.

To be had from any woodenware dealer.

OAKVILLE BASKET CO.

Oakville, Ont.

GEO. FOSTER & SONS,

BRANTFORD

Offer to the Grocery Trade a very large, fresh and well-assorted stock of Staple and Fancy Groceries, purchased for cash in the primary markets.

Special values in China, India, Ceylon and Japan Teas, our lines being carefully selected and comprising very choice varieties, all new season's, fresh and fragrant.

We direct attention to our BLENDED TEAS known as "CEYLINDIA," "UDARELLA" and "ATLAS" as having no superior in this market, and these we supply in fancy tins, highly decorated, in sizes to suit purchasers.

Fruits, etc., for the Christmas season are now on the way and will be in store in ample time for the Holiday Trade.

Patronage of the trade respectfully solicited.

.. THE ..

PEERLESS

“Lion” Brand

Canned Goods

Monarch of them all.

They're the Honest Goods.



*Sent to Douglas 7 cal. for W. B. & Sons.
Returned to us from above Feb. 6/97.*

In Victoria and Vancouver, B.C., alone, 31 carloads were sold in August last, being half as many more as the **Special Train** that was sent there last year.

Little wonder that they are **Head, Neck** and **Shoulders** better in every way than their best competitors.

NOTE:—\$500 will be handed over to the General Hospital if above statement is untrue.



Look:—What more? See how they were recognized at the World's Fair.

W. BOULTER & SONS.

Works: Picton, Toronto and Demorestville, Ont.

THE CANADIAN GROCER

DROPS FROM THE EDITOR'S PEN.

GRAPPLE with a duty, even if in the doing of it you appear to come out second best. It is better to be thrown by duty than to be conquered by cowardice.

Man makes character and character makes reputation.

Leaks in the store will sink a business as well as a ship.

The goodness of profits is not always relative to their size.

Advertisements cost money. So do the goods in your store.

Recklessness in youth usually produces wreckage in old age.

Be square in your dealings if you would have your career round up well.

Wed yourself to your business and success will be the product of the union.

Business without system, like an engine without governing balls, goes all awry.

Business may be a lottery, but if you are trained and go in to win, you'll win.

A good reputation can be easily lost, but the wealth of a Croesus cannot purchase one.

Generosity is a good quality in a merchant, but generosity in excess is recklessness.

Sacrifice of dignity is not entailed in being courteous and obliging to your customers.

Cutting prices no more builds up business than does pulling out your hair obviate baldness.

Without book-keeping the merchant cannot tell whether he is in the woods or out of them.

It is brains that rule the world in spite of the credit that money sometimes gets of being king.

Forgetfulness is often the fruit of idleness. Think twice and you are not likely to forget once.

The merchant who wants his own way in everything cannot make much headway in business.

Clerks who, having time on hands during business hours, would devote that time to improving the arrangement of the stock or to dis-

cussing ways and means of developing trade, would make both themselves and the business more valuable to their employer.

Fame is not the fruit of fake methods. It is the resultant of push, perseverance and ability combined.

Persistency is the diamond drill which pushes its way through all obstacles until it obtains the desired result.

Study how to get your customers to keep their eyes on your store, as well as how to keep your eye upon them.

It is well that a merchant should "take stock" of himself as well as his business. And the oftener the better.

Clerks who keep their eyes open for their own interests only are not likely to ever have any great interests to look after.

The merchant who allows the discreditable to play upon his sympathy soon gets discreditable in the eyes of his creditors.

A changeable mind is not good, but he is a wise man who changes his mind when by so doing he shifts from wrong to right.

It is not every man who can be rich in gold; but every man can be rich in character. And character is more precious than diamonds.

If you understand your business stick to it. There is no muck-lage strong enough to make stick to you what you were not intended to adhere to.

Money as well as morality is essential to business building. Business may be the bricks, but morality is the mortar which holds them together.

As long as it lives the note you have endorsed for a friend is a serpent in the bosom, which may at any unexpected moment stick its fangs into you.

Statements regularly rendered remind debtors that you have not forgotten their indebtedness to you, whatever they may have done in this respect.

Hard-working young men may lose drops of perspiration, but the approval they win and the success they attain unto are well worth the labor that is the cause of them.

He who fails to gather common sense as well as money as he advances in life becomes rich in that which he cannot take with him and poor in that which he can take with him when he departs this life.

THE RISING SUN STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

AND

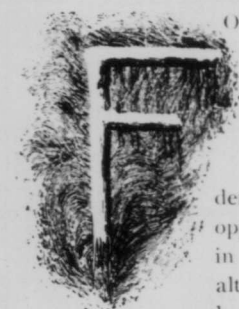
THE SUN PASTE STOVE POLISH



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

NEW ECONOMICAL CONDITIONS.

BY LEW.



OR whatever else it may be remembered, the three-year period of 1893-96 will be known to history for the phenomenally low prices which obtained therein. The future may see a still lower range of values. Indeed it is quite possible that it will. The tendency is certainly in that rather than in the opposite direction. But whatsoever may be in the lap of futurity in this respect, it does not alter the fact that the past three years will be known, to this generation at least, for the unprecedentedly low prices of which they have been so characteristic.

Low prices are usually associated with trade depression: the former as the product of the latter. And to advance the same association in the present instance is clearly justifiable. The commercial interests of the country have been depressed for half a dozen years or more. It began with the Baring failure, and subsequent unwise silver legislation, war-scare presidential edicts, and unsound currency agitation in the United States accentuated it.

But all the responsibility for the low range of values now obtaining does not lie on the shoulders of hard times. Indeed it seems to me that for the chief cause we must look elsewhere. And where else can we look than to the inventive genius and enterprise of man?

During the past decade so fruitful has been this inventive genius and so marked this enterprise that one might almost be excused in wondering whether they had not in these later days of the 19th century reached their climax: In the factory, in the field, machinery has superseded man; places far distant have been brought near at hand by rapid transit and the convenient telephone. With this modern machinery in the hands of one man, whether in the factory or in the field, he can with ease perform that which demanded the energy of six, twelve or even more of his fellows. This meant cheapened cost of production. And the compensating force, competition, saw to it that all the benefits derived from decreased cost of production were not monopolized by the capitalist. The consumer benefited by it; and the facts to-day show that he has benefited to the full. This is particularly true with regard to the products of the farm. But it is the introduction of labor-saving machinery which has made more possible successful farming in the great Northwest wheat fields of the Dominion, where the grain must be quickly harvested on account of the shortness of the season. In fact, the same may be said of other countries of extensive grain-growing areas. Combinations, in many instances, have enabled manufacturers to artificially maintain prices above the ratio of other products which have not had the same means of being maintained. It has

enabled, and is enabling, coal barons to do the same. But inflated prices can no more be maintained in perpetuity than can a balloon. Natural laws may be suspended through the acts of legislatures or by associated effort on the part of man. But suspension is not obliteration.

It must, therefore, be evident to any man who has given the subject thought that while periods of depression undoubtedly have had much influence in determining prices, so also has evolution in the methods of production. Indeed, it may with equal confidence be asserted that evolution in the methods of production deleteriously affects trade for the time being at least.

Clay, before it becomes a comely vessel, must be pulled and twisted; marble, before it becomes the graceful statue, must be hammered and cut. And trade, in conforming itself to the changing conditions, must necessarily receive a wrench here and a pull there. It would hardly be fair to term these effects, of which the changing conditions are the cause, hard times. Yet this undoubtedly is what a great many are doing.

Hard times are the product of crop failures or a continuance of unsound business methods. Sometimes it is the one, sometimes the other, and not infrequently the combined influence of both. In any case, therefore, evil is at the bottom of hard times.

The evolution in the methods of production, and the consequent changes that are being wrought in the economical conditions of the advanced civilized nations, are in line with the progress of the age, which, in turn, is genius being realized. All those labor-saving devices, all those inventions for bringing distant places nigh to each other, are not evils. They are blessings. They are for man's good. Consequently they cannot be bad. Their bringing forth may cause the transformation of economical conditions, and, consequently, pain. But it is a source of satisfaction to know that it is progressive, not retrogressive. And then the birth of all things produces pain.

We are entering upon a new economical era. There is no question about that. New ways of doing business, new methods of living, are entailed upon us. To array ourselves against it will be futile. To conform ourselves to it is wisdom.

THE MELON DOWN THE WELL.

The "old oaken bucket" hangs there by the well,
With the green moss around it, I know,
But the heart in my breast still delighteth the best
In the melon that's cooling below.
In the melon that's seen
With a circle of green
In the depth of the waters below.
I know the tired mules have come home from the field,
The farm hand's forsaken the hoe;
But naught in the picture such pleasure can yield
As the melon that's cooling below.
As the melon that's seen
In the glory of green
In the depth of the cool well be'ow!

—Atlanta Constitution.

Has no equal. Does not stick to the iron,
or blister the linen. Requires no cooking.



Be sure you
get . . .
the Genuine
Article.

The Greatest
Invention
of the
19th Century

Sold Only in Packages.

Remember the Name

Celluloid Starch

Sold by all jobbers. Grocers will find Celluloid Starch a rapid
seller. There is nothing like Celluloid Starch. Include a
case in your next order to your wholesale grocer.

Manufactured by

THE CELLULOID STARCH CO.

— New Haven, Conn., U.S.A.

THE ART OF WINDOW DRESSING.

By W. L. E.



WINDOW dressing as an art is of modern recognition. There are men to-day in middle life who can well remember when an attractive window was the exception and an unattractive one the rule. People put goods in their windows then as they do now, but the difference was in how they put them in. The merchant who twenty years ago realized there was art in the dressing of a window as well as in the painting of a picture was a unique character. In those what might be termed unregenerate days most people put goods in their window because there was a space to be filled, just as some people try to enumerate in an advertisement all the lines of goods they carry in stock.

Window dressing is an art, and the more it is studied the more evident does this become. And the more it is studied and practised the more evident is it that it is a paying art. There are scores of other arts which the more the merchant studies them the more money will he be out of pocket. But the opposite is the case with window dressing.

A window is either a help or a hindrance to a merchant. It can scarcely be otherwise. If it does not attract it must detract. A dirty window is certain to detract. And a merchant who is deserving of the name will see to it that his window, as well as his person, is kept clean. There is nothing a merchant should be more concerned about in his business. There may be some people whom a dirty window in a grocery store may no more affect than nails an ostrich's digestive organs. But even these unconcerned people it will not attract, let alone the average housewife.

Then there is the slovenly window. It is half-brother to the dirty window. A slovenly window may not affect the stomach, for it does not always follow that where there is slovenliness there is dirt; but it excites prejudice. And prejudice will keep a man out of your store just about as quickly as the peculiarities of his stomach. Slovenliness in the store is the reflection of laziness in the merchant. And where laziness abounds a multitude of business-poisoning fruits are sure to develop.

A window display should not be allowed to become stale, fresh and original as it might have been at first. Stale windows, like stale tarts, do not court trade.

Every man cannot be an expert window dresser any more than can every man paint a picture that will earn applause. But every man who has brains enough to be a merchant ought to have brains enough to learn to be at least a passable artist in this respect. Window-dressing demands thought, and it is only a fool that cannot think. Reading will help a man a great deal to master the art of window dressing; but observation, together with a little prospecting into the recesses of one's own mind, will do still more towards securing the desideratum. He therefore, who does not dress his window is either a fool or a lazy man. And such an one can hardly remain long in business in these days.

In spite of the enlarged attention that is being given to window dressing, the art is yet little more than in its infancy. A walk along either city or village streets demonstrates that. Quite an impetus would be given to the art were every merchant throughout the Dominion to inspire his clerks with the desire to excel as window dressers. Let each clerk in turn arrange the window, and the rivalry that would be the result would be conducive both to the advantage of the merchant and the clerks.

Business is a warfare; and one of the factors for waging it is the

window display. The oftener the window is dressed the more effective therefore will it naturally be. A fresh window display every day could hardly be expected. But twice a week would not be unreasonable, and once a week every merchant should see that his window is rearranged.

A window display to have utility must have the power of attraction—must be striking enough to demand attention from passers by. It is in the uniqueness of the display, and not in the quantity of it, that lies the secret of its attractive properties. This fact is too often overlooked.

But a window can be attractive and yet have but little utility. Window dressing is a means to an end, and that end is the sale of goods. If this end is not kept in view, the display will scarcely be worth the time that is spent in designing it, no matter how many people may pause while passing to look at it. Make your window sell goods.

Window displays should also be timely. As each season and each holiday comes around try and make the window display in some unique way represent it. Apply the same principle to circumstances and conditions of local interest. When a certain line of goods have either risen or fallen in price make a display of goods that will indicate these conditions.

In country towns most farmers and their wives do their buying on Saturday. For that day every country merchant should make it a rule to have his window freshly dressed. There is no class of people in whom uniqueness excites greater interest than the farmers.

Use placards liberally, but judiciously; and above all, advertise in the local papers. Make these advertisements, like your window displays, bright and attractive. Study to advertise. When you have an especially good window display it may, sometimes at least, be the best thing to advertise that display only.

The art of window dressing is as interesting as it is intricate, as profitable as it is exacting in demanding attention. Study it.

A window display is only taking when it takes customers into your store.

The window is not a mirror, but it reflects what manner of merchant there is in the store.

A slouchy window betokens a slouchy merchant.

Ideas work their way out through the shop window, just as thoughts are launched through the mouth by the tongue.

A naked window is a disgrace to a business community, just as a naked man is to civilized society.

A shabbily dressed man is often excusable, but a shabbily dressed window never.

A well-dressed window, like a right bower, can be depended upon to take a trick.

You may as well bury yourself as bury your window, for the merchant who has not ambition enough to keep his window in evidence can scarcely escape being buried by adverse circumstances.

A sure business-builder is a well-dressed window.

A well-dressed window is as a sample-room wherein samples of goods in stock are displayed to excite the desire of the public for them.



Do you sell CANNED GOODS? If so,
have you any of the

Famous "LORNE" Brand

in stock? If not, get a trial lot, and you will find that the appearance of this Brand on the shelves **sells the first can**, and that the **uniformly fine quality** of the goods **brings the customer right back for another lot**. This Brand is now acknowledged to be in the **Front Rank**.

**Why?
Because**

- They are packed from the very finest fresh stock procurable.
- They are carefully, honestly and cleanly packed, and are absolutely pure.
- They are beautifully labelled, and are fully guaranteed.
- They cost more to put up than inferior goods, but are sold as low.
- They yield dealers a good profit, besides pleasing your customers.

Ask your dealer for them. If he cannot supply you, write to

The West Lorne Canning and Evaporating Co. Ltd.

WEST LORNE, ONT.

or wire them to **"BISMARCK," ONT.** Prompt shipment a feature.

N. B.—Toronto Purchasers can get this Brand promptly by writing or wiring **WARREN BROS. & CO., TORONTO.**

Brooms and Brushes

Wooden Ware

Willow Ware

Fine Parlor Brooms a specialty.

Extra Value Shoe, Scrub, Stove Brushes.

Our line is complete in the above.

WASHBOARDS

We commend the "Genuine Globe" and "S. B. Globe."

Cordage, Paper, Twine

Special lines in

Grocers' Sundries

Up-to-date in range and price.

MAIL ORDERS SOLICITED.

WALTER WOODS & CO. - - HAMILTON.

NECESSARY BOOKS FOR A RETAIL GROCER.

FIRST PAPER.

By a City Grocer and Expert Book-keeper.



TO-DAY cash is king. No one thinks of disputing this or of even suggesting the substitution of any other form of payment for this very satisfactory and economical method. And this is in spite of a certain growth of credit-giving stores of various kinds, which hold a lien on all goods sold until actually and completely paid for. Several other new ideas are constantly being evolved regarding businesses and methods of conducting them, but, be they cash or credit, or a proper combination of both, no one dreams of doing without books, and the more successful the business becomes, it will be found that just so much care has been taken with its books. That failure follows from ill-kept and badly-arranged office helps as often, if not indeed more often, than from any other cause, is a well-known fact in statistical circles, just as well known, indeed, as is the truth that successful men have clean journals and elaborate systems of checking the work of each department of their business.

This series of papers is designed not to give lessons in book-keeping, but rather to suggest handy, methodical ideas in books which may be found applicable to the businesses of our readers. We propose to take into consideration in this first paper the reception of goods and their proper recording in proper journals, so that in our next paper they may be ready for sale. As we desire to preserve some definite order in our work, we will treat of these books in the same way as we would the goods themselves. Thus, our first will be termed the "Order Book," ruled as follows, and the specimen entries submitted will be carried throughout for the purpose of economical comparison:

Date.	From	No.	Goods.	Price.	Remarks.
July 2	D. & H.	5	Sugar	3 ³ / ₄	At once.
" 10	J. S. & Co.	10	Jap. tea	18	179
" 12	P. J. & Co.	10	Tomatoes	75	1st August.

The active storekeeper will not need much explanation with this simple affair, which need not necessarily be entered up in ink, as it partakes solely of the character of a memo. Busy men need reminders of their acts, no matter how good their memory may be, and it will be found extremely handy at times to have your buyings and attendant particulars before you when invoices and shipping slips are being checked over. Nor need expense be heavy in following out any of our ideas in these suggestions. Rule them yourself in good blank books, and the trial of any notion will prove of very small expense and possibly be of great benefit. This book should be of pass-book size, so as to be portable and handy in the store-coat pocket.

Our next consideration is the "Receiving Book," also more or less of the nature of a scrap book, and so not necessarily expensive. This should be kept at your shipping-door, in a convenient position for constant use, and nothing should be taken into the warehouse by anyone, without being entered into this book. It would be ruled as follows:

Date.	From.	No.	Goods.	Weight.
July 3	D & H	5	Sugar.	288-18 290-19 300-20 300-20 300-18.
July 11	J. S. & Co.	10	Tea.	Net 80 each.
Aug. 1	P. J. & Co.	10	Tomatoes.	20 doz.

Of course, if it is possible for you to have a shipper whose business it is solely to look after these things, you will be pleased with the use

of this book by him alone. Failing this official, you will still find the above contrivance handy and correct in showing you at a glance just what goods have come into your warehouse, and also if any shortage has occurred. Very often wholesale houses ship only part of your order, leaving the balance for another shipment, sending meanwhile invoice for whole order. In such case above book is an excellent medium for proving correct receipts, also for checking weights. It is also found to be of great use in training clerks to be correct in checking, entering, and proving the actual existence of stock.

We have now reached the point in the progress of our purchases into our possession where we have, first, a memo of our bargains, and, second, a memo of our receipts. Next day, along comes our invoice, charging us with certain items, and requiring careful examination to prove correctness of the same. We look into our memo of buyings to check price and terms, and go to the "Receiving Book" to check receipt and quantity. Having done this, a proper register of the invoice is surely necessary, although very frequently, after amount is checked, the invoice has no further charms for many of our store-keeping fraternity, especially after the monthly statement is to hand, and the invoices are checked off. This is a mistake, although not altogether wrong in principle. We commend an "Invoice Book" ruled as follows, which if you adopt you will find to more than repay you for all trouble in connection therewith:

Date.	From.	No.	Goods.	Lbs.	Doz.	Price.	Total.	Remarks.
July 3	D. & H.	5	Sugar.	1,392	.....	3 ³ / ₄	.....	.....
" 11	J. S. & Co.	10	Jap. tea.	800	.....	18	Optional.	179
" 12	P. J. & Co.	10	Tomatoes	.....	20	75	.....	Aug. 1

Now, many of our readers have perhaps ere this given up in disgust. So much work, which is not called for by old-time standards is surely not profitable, some may say, and yet how slight is the trouble caused in ruling this or any book some dull January day. The entering up afterwards will grow to be a positive pleasure, provided always that it is done as each invoice comes to hand. Your estimation of the many uses to which the tabulated information may be put will be very high before a year has passed, and many useful references will be made to it. Nor is it necessary to enter up in detail many smaller items, as, for instance, biscuits. An invoice with a dozen items might very well be summarized by entering only total quantity and amount of invoice. So, with many other instances which will occur. Everyone will have the way best suited to his time in vogue, and will be satisfied therein.

Just two points in favor of the "Invoice Book" to close this paper:

1st. Did you ever want to buy a full line of a certain article, but did not have a clear idea of how much you would sell if business kept on as usual? This book would tell you at a glance: say you want tomatoes—turn to canned goods (have pages indexed), add up total tomatoes bought last month, three months, or year, as desired, and you are posted. As before suggested, small goods need no such sorting out, but regular lines need careful attention as to whether trade in them has increased or decreased, and this book shows you.

2nd. Do you take any interest in the development of your tea and coffee trade? If you do, by reference to these pages you will easily see in which direction public taste is tending, and so be able to govern your business accordingly.

So we might go on expatiating on many points of vantage in these business ways and means. Enough, however, has been said to prove to the energetic storekeeper that more care taken means greater satisfaction at stock-taking, and consequently greater success in commercial life.

(To be continued.)



THE WONDERFUL INCREASE

IN SALES OF

“ ROSE BRAND ”

MEATS AND LARD

is explained by the fact that

Our Goods ARE OF Superior Quality

Manufactured expressly for HIGH-CASS trade.



If our representative does not call on you, write direct to

The GEO. MATTHEWS CO., Ltd.

Pork Packers, Ham and Bacon Curers,
Lard Manufacturers.

Ottawa and Peterborough

Beaver Plug



Special inducements to retail merchants and consumers during next six months. Write for particulars.

Tonka Smoking Mixture

The only Cut Tobacco that suits everybody. Put up in 1/9ths and 1/2-lb. Cans. These brands are for sale by principal wholesale dealers throughout Canada. Order sample package each. Satisfaction guaranteed.

ALPIN TOBACCO CO.

Toronto, Canada

A STOREKEEPER OF THIRTY-THREE YEARS.

BY THE EDITOR.



MR. HENRY SWAN.

A GENERATION in business is an experience which few men have; and that generation spent in one and the same building, under the same landlord, is still more rare. Yet that is the experience of Mr. Henry Swan, the senior partner of the firm of Swan Bros., the well-known family grocers, 162-164 King street east, Toronto. I learned this one day a few weeks ago, while standing in the store of the firm, when I heard the honored head of the firm remark: "I am very busy just now. We are getting ready to take stock. On October 4th we will be in business thirty-three years." I should explain that it was a few days before that date that I heard the remark quoted.

There are older men in the retail grocery trade of Toronto than Mr. Henry Swan, but he is the oldest grocer in Toronto. And yet he is by no means an old man, in spite of his long years in the grocery trade.

It was in 1841, fifty-five years ago, that he first saw the light of day; and Edinburgh, Scotland, was the place of his birth. "I was born," jocularly remarked Mr. Swan, when I began plying him with questions, somewhat against his will, "the same year as Wilfrid Laurier, and the birth of the Prince of Wales took place eleven days before I came into the world. I sometimes tell my friends," he added, as he turned toward me with a laugh, "that the world could not stand three great men being born on the same day, so we were all born within a few days of each other."

Whatever our political tenets may be, we must all acknowledge that Hon. Wilfrid Laurier has become eminent in politics. The Prince of Wales, we all hope, will become eminent in the station to which it has pleased the Constitution to call him. He promises well, at any rate. Mr. Henry Swan; I do not know but what he has been as eminent in his particular sphere as has any other one of the triumvirate that came into the world within a few days of each other in the year 1841. At any rate, he is one of the most successful grocers in the "Queen City" to-day.

When a lad of eleven years he crossed the Atlantic with his parents. His first dwelling place on this side was in the village of Churchville, Ont., near Streetsville. That was in 1853. Although only there a few months the lad Henry Swan formed acquaintanceships that to-day, forty-three years afterwards, are still intact. In 1853 Mr. Swan came to Toronto and found employment in the grocery store of Robert Taylor, Yonge and Albert streets.

"In the whole distance from Albert to Queen street," explained Mr. Swan, "there were then but two hotels, four one-storey frame buildings, and three two-storey frame buildings."

After a year spent with Mr. Taylor, the subject of our sketch went once more to reside under the parental roof. His father at this time was farming in Scarboro' township. There young Henry Swan spent four years helping to cultivate the farm and attending the near-by public school. One of his teachers during that time was Mr. Alex. Muir, the author of Canada's national anthem, "The Maple Leaf."

At the end of the four years referred to, Mr. Swan returned to Toronto to finish his apprenticeship at the grocery trade. For this purpose he entered the employ of Dodgson, Shields & Morton, one of the largest stores in the city at that time.

"I was with them four years, one-and-a-half years of which was

as journeyman," explained Mr. Swan. "It was an apprenticeship, I can tell you. It was after the manner of the English apprenticeships; I had to grind pepper and all the different spices, except nutmegs and ginger. These we could not. I had to clean fruit, grind sugar out of the hogsheads, and make bags. For a month before Christmas we had to stay in the store every night cleaning fruit and making bags. I was brought up in the faith, no mistake."

"The lot of the apprentice and journeyman is quite different now," I ventured.

"It is," rejoined Mr. Swan with a quiet nod of the head. "Now nearly everything is done by machinery, while clerks have more pay, shorter hours, and less work. Employers are also more considerate."

"In your apprenticeship days the hours were long, were they not?"

"They were. At Dodgson, Shields & Morton's, the business hours were shorter than in any other grocery store in the city, but they were long compared with what they are in the stores of to-day. We closed at eight o'clock, except two nights in the week, when ten o'clock was the hour. Our time for opening was daylight in the winter and between six and seven o'clock in the summer. These were considered short hours."

Just about the time Mr. Swan had put in four years with Dodgson, Shields & Morton, Mr. Robt. Lawson, now one of the officials at Osgoode Hall, then a retail grocer at 162 King street east, accepted the position of manager of that firm's business. His own business he offered for sale, and Mr. Henry Swan became the purchaser. That was thirty-three years ago, and he is still doing business at the same stand, only it is much enlarged. Mr. Swan was then only about twenty-two years of age. About six months afterwards he was joined by his brother Robert, and the style of the firm became what it is known as to-day—Swan Bros.

Family trade has always been one of the firm's specialties. And its family trade is to-day one of the largest in Toronto. It has also done a great deal of jobbing, although not as much attention is paid to that branch as in former years.

The business premises of Swan Bros. is within a stone's throw of the St. Lawrence Market. In the days when that firm launched forth, the neighborhood of the market was a greater business centre than it is to-day, and there were a great many more grocers there than there are now.

"When I started into business," said Mr. Swan to me, "among the retail grocers around here were Robert Reford, now of Montreal; James Stock, James Burns, Richard Dunbar, Jas. Beswick, William Reford, Ald. W. Strachan, (and known as Little Willie Strachan) and Arch. Milligan. Of all these, ours is the only firm left. Peters & Donald began business about seven months after we did."

"Let me give you an idea of the enormously large business that was done in this neighborhood in those days. The time I speak of was before we had any railways, except the Northern. Farmers drove into the city with their produce from a hundred miles around. Of the wholesale firms in business at that time there is only one left. That is Perkins, Ince & Co."

But while so many of the confreres of Swan Bros. of 30 years or more have gone out of business, they have not only remained in business, but they have expanded, and no store exhibits more activity than does theirs. The original store at 162 King street east has, since Mr. Henry Swan first entered it, doubled in length, and lengthened as far as it can be, while the adjoining store was many years ago pressed into service and connected with the original business place by archways.

It will, doubtless, be a surprise to a good many young men in the trade to know that the grocers of thirty or forty years ago doing

CAVERHILL, HUGHES & CO.

Wholesale Grocers

309, 311 and 313 Commissioners St.
Corner St. Peter Street

MONTREAL



TRY
PETTIJOHN'S
BEST
BREAKFAST
FOOD.

AGENTS FOR

Eli Pettijohn Cereal Co.
Lipton's Gold Medal Teas

Bensdorp's Royal Dutch Cocoa
Spratt's Patent Dog Cakes

SPECIAL AGENTS FOR

Roberts' Jelly Tablets

... FLAVORS ...

Lemon	Punch	Vanilla	Calves' Foot
Orange	Cognac	Champagne	Strawberry
Cherry	Raspberry	Madeira	Pine Apple

Boxes contain 1 dozen pint or quart packets.

TEAS

Try our Special Brands
of Japan Teas

Humming Bird, Blue Bird,
Raven, Seagull, Robin.

Try our Special Blends of Teas.

Kandah Green, Aberdeen Extra,
Kandah Yellow, Aberdeen, Kandah Pink.

New Dried Fruits

RAISINS Malaga Clusters and Layers, Valencia Layers, Selected F. O. S. and O. S., California 3 and 4 Crown.	FIGS Eleme and Natural.	CURRENTS Vostizza, Patras, Provincial, Campos and Filiatra.
PRUNES Bosma, French and California.	DATES Hallowee. Apricots. Peaches.	

PEELS

Crosse & Blackwell,
C H Special

Lemon, Orange, Citron

LEGHORN CITRON.

Fruits **CANNED GOODS** Vegetables

... FULL LINE ...

Choice and well assorted stock of Staple
and Fancy Groceries.



One of our Customers After Receiving his Invoice.

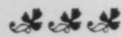
SPECIAL NOTICE



TO THE TRADE

RECEIVED
Nov. 12/16

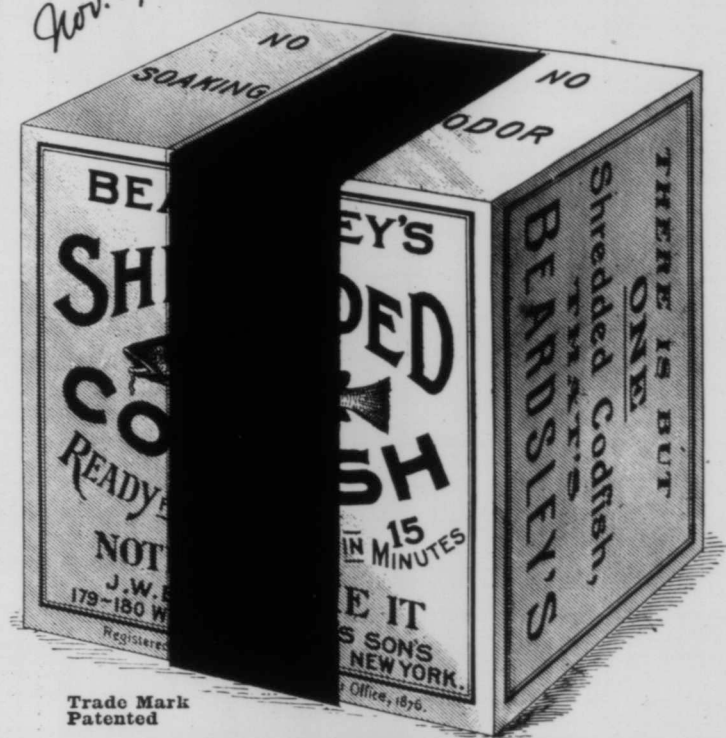
NEW STYLE



OWING to the unscrupulous manner in which the trade and consuming public have been imposed upon by having inferior imitations substituted for our **SHREDDED** Codfish, we will, hereafter, print each box with a

BROAD RED BAND

encircling it. This will make the **SHREDDED** package readily distinguished from its imitations.



RED BAND BOX

Our aim is to protect our customers to the utmost, and to this end we will prosecute all infringements.

There is but **ONE** Shredded Codfish—

... THAT'S ...

BEARDSLEY'S

with the **RED BAND** on each package.

HARRY W. NASH, N.E. Agent,
2 Chatham Row, BOSTON

J. W. BEARDSLEY'S SONS,
179-180 West Street, NEW YORK

Packers of the celebrated **ACME SMOKED BEEF**

"DON'T WASTE YOUR TIME TALKING
BUT KEEP GOODS THAT SPEAK FOR THEMSELVES."

C. E. COLSON, Montreal

— REPRESENTING —

EBEN^R. ROBERTS, London, England

*Finest Invalid TABLE JELLIES
CONFECTIONERY of all kinds*

CROSSE & BLACKWELL, Ltd., London, Eng.

ESTABLISHED IN 1796

MANUFACTURERS OF THE FINEST TABLE DELICACIES

*PICKLES, SAUCES
JAMS, MARMALADE
CANDIED PEELS, Etc.*

JAS. EPPS & CO., Ltd., London, England

*Homeopathic COCOA
CHOCOLATE, COCOAINE
"GRATEFUL AND NOURISHING"*

J. & G. COX, Edinburgh

ESTABLISHED IN 1725

GELATINE---Always Reliable

— WRITE FOR INFORMATION TO —

C. E. COLSON - MONTREAL

business in Toronto no more thought of calling on customers than they did of flying.

"We would have thought it beneath our dignity in those days to have called upon a private customer for an order," said Mr. Swan, when I questioned him on this point. "Such a thing was not known. We kept back as long as we could. You see, people in those early days used to live close around here. When they went away we had to follow them in order to keep their custom. But we thought it was a most undignified thing. People nowadays can have no idea the feeling there was among the grocers of that day when they had to come down to calling upon their customers. Now, you see it is the proper thing, and we think nothing about it. We now keep two city travelers out. They are the best men we have in the store, and they call regularly upon private families."

Referring, during the conversation, to Mr. Swan's long term of years in the grocery trade, he replied:

"Well, do you know I was never very fond of the business. But I always believed in 'doing with my might whatsoever my hand findeth me to do.'"

"That is the secret, then, of your success?"

"Yes," he said, "and this," he added in a serious air, as he took a pencil from his pocket and scribbled some words on a piece of paper, "has been my motto." Then he shoved the piece of paper toward me, with the remark: "Any young man who starts out in life wanting in either of those conditions is handicapped." The motto which Mr. Swan had scribbled on the paper read:

"Not slothful in business; fervent in spirit."

Mr. Swan has not only seen service in business, but he has done service for both his municipality and his country. In the former respect it was as a member of the Public School Board, and in the latter as a member of the Queen's Own Rifles and a participant with that regiment in the Ridgeway skirmish during the Fenian raid of 1866.

ATTRACTIVE BUSINESS PLACES.

TOO much attention cannot be devoted to making a store or place of business attractive. It pays. It depends upon the circumstances how it should be done and how much the man can afford to spend upon it. It is a form of advertising and should be charged to the advertising account. Some firms spend a great deal too much money in making their place attractive. They are extravagant. They fit up premises in a 1,000 population town that would do for a large city. Sometimes they are forced to do so by their neighbors, but this is not often the case. The aim should be to make the place so neat and attractive that people would be enticed to enter. The work should be substantial rather than of a tinsel nature—work that would look well for years.

Often the expenditure of making a place attractive is soon repaid by increased business. We know a case that occurred a few weeks ago in Toronto. A wholesale tea house fitted up a bright, airy and attractive sample room. Instead of the dusty, dirty packages of tea they had tins specially made and decorated for their shelves. Larger panes were put in the windows and they were kept clean. New linoleum was put down. The best kind of sample cups and saucers were purchased. Everything about the place had a deliciously sweet air. The manager told THE GROCER a few days ago, mentioning the name of a well-known reader of this paper, that they had never been able to sell him goods until one day he stepped into their sample room for the first time, enticed there by the improved appearance of things. He got an order from him, the profit on which paid the small amount expended in the improved surroundings.

THE SANDWICHMAN UP TO DATE.

THERE lately appeared in Montreal a very unsophisticated rustic who spent his time in frantic efforts to reach John Allan's. He made no pretensions in the way of dress. His hat was the ordinary straw affair used in the fields. His coat was something after the style of a barber's white coat, and appeared to have suffered some contraction in the wash. As regards pants, he was more pretentious. He had several pairs which he wore in rotation. One pair was a "high-water" pair of brown derry. A large handkerchief, red of course, was stuffed into one of the pockets. A huge watch and corresponding chain added to the charms of his person. A pair of blue and white socks, together with tan shoes, completed his outfit. In one hand he carried a satchel, and in the other an "abbreviated" umbrella. On the satchel were several phrases pointing out the value of John Allan's as a place for purchasing hats. An inscription on his back read: "If I get lost take me to Allan's." To complete the description of his personal appearance it is necessary to mention his spectacles, and a considerable growth of red whiskers.

Some of the mishaps that befell our country friend are worth noting. While making a thorough examination of John Allan's store he got in the way of a car, but paid no attention to it. When the gong sounded, however, his attention was attracted to the car, and like a true countryman proceeded to make a minute inspection. The wheels and bottom of the car were intently examined. The motorman also came in for a share of his attention. By this time a small army was following him. He entered The Witness office to buy a paper and duly paid for the same from a long stocking in which he kept his wealth.

Wherever he went he created a sensation. Among other things he would take a notion to get his shoes shined and then leave with only one done. Occasionally he would eat fruit on the street. In the intervals he amused himself with a very well meant attempt to whistle "Yankee Doodle" or some other such sublime melody.

Whether or not we agree as to this being a profitable mode of advertising, all who saw "Norman the Rube," agree as to this being the best thing of the kind seen in Montreal.

Regarding the advertising value of such a scheme opinions differ. One difficulty is that the expense is considerable. It is easy enough to get a man to walk the streets for a dollar or a dollar and a half per day. But to get one who can act the part assumed is not so easy. Mr. Allan says he is perfectly satisfied with the results of his outlay, which was \$25 for five days work of four hours per day, two in the forenoon and two in the afternoon.

Norman Herstfield, or Norman the Rube, as he is called, has been in this line of business for three years, and has had almost steady employment. This goes to show that a good many people believe in this as a good means of advertising. Before this he took a similar part on the stage, so that he has had some training, and is in a position to act the part with some degree of success. He says his usual rates are from \$7 to \$10 a day, or, if engaged by the week, from \$30 to \$40 a week. He has made a contract with S. Davis & Sons to "do" most of the towns of importance in Ontario and Quebec. The contract is for one month.

He has several other roles, the principal being that of a tramp, in which capacity he rides out of a second storey window on a bicycle down a ladder to the street. A political role is also on his book. In St. Louis he created somewhat of a sensation by organizing a rube band and meeting McKinley at the station when he arrived for the convention. Up town, too, he had the pleasure of shaking hands with Mr. McKinley, and the crowd below had some interesting mottoes displayed to view, advising them to buy somebody's \$10 suits.

He works only four hours per day, finding that to keep up good acting longer is beyond human powers. In this way he has traveled all over the States and will likely see a large portion of Canada this winter.

PACKAGE TEAS

HAVE COME TO

STAY

Consumers have

CAUGHT



ON

have you ?

ROSE & LAFLAMME

Eastern Agents

MONTREAL

When You Buy

“GOLDEN”
HADDIES

YOU are getting genuine fresh cured haddies. Every can is full weight and guaranteed, or your money back, if you want it. Order “Golden” Haddies from your wholesaler.

Northrup & Co.

PACKERS' AGENTS

ST. JOHN, N.B.

ESTABLISHED 1815

WATSON'S DUNDEE WHISKY



*1 ml Blotch
& Cuts
November 18/94*

BEST ON EARTH

CHARD, JACKSON & CO.

AGENTS FOR THE DOMINION OF CANADA.

OFFICES: 10 Lemoine Street, MONTREAL.



“THERE ARE OTHERS”

But none so good as . . .

MALLAWALLA



A High-Class Article

... Sells Readily

No waste, and a minimum of trouble required in preparation



BOISSELIER'S

Cocoa gene REGISTERED

A PERFECTLY PURE COMPRESSED COCOA EXTRACT . . .

ONE TABLET MAKES AN EXCELLENT CUP OF COCOA

In boxes of one dozen 20-cent tubes—each tube containing 18 tablets.

No Grocer's Stock is Complete Without It

See five cuts returned November 4th 1896

REMINISCENCES OF MONTREAL'S TEA SALES.

By W. A. R.



CONDITIONS, whether in business or otherwise, are all subject to that immutable law of transition, governing matters terrestrial. Perhaps no line is a more conspicuous example of this fact than the tea trade.

The difference between the methods now governing the handling and sale of this great grocery staple, and those in vogue in our grandfathers' day, is as great as chalk from cheese, or any other illustration equally forcible.

It cannot be held either that the changes as a whole have been of a beneficial character. In the first place, the average consumer is satisfied to-day with a much inferior tea to that in use 20 years or so ago. There was no 25c. tea in those days, but to-day that is the ruling cost at the retail counter of the great bulk of the tea that goes into consumption in Canada. No buyer thinks of asking for a "First Young Hyson" nowadays.

In the golden days of the trade this grade cost the wholesaler or jobber about 87½c. per pound. It is quite unnecessary to state that it has practically gone out of use in Canada. With a multitude of teas available at 50c. or thereabouts, and the public taste educated to a desire for a harsher, cheaper tea, there is no chance to sell in this country such a high-priced, delicate-flavored grade as the one named in Canada.

There is not the same spice of adventure or picturesqueness to the trade either as in the days of yore. The big auction sales at Montreal, at regular intervals, with their congregation of buyers from all parts of the country, and their many peculiarly attractive associations, are gone never to return. The average importer or buyer can now get his teas as he wants them.

The most entrancing feature about these big sales was, no doubt, the opportunity for speculation that they offered. Even at this day, eyes of veteran tea operators will glisten when reminded of successful coups that they brought off in the Sixties or early Seventies. Thousands of pounds were frequently won or lost on a single turn at these big auction sales. In one case a leading firm of operators in Montreal lost £22,000 or \$120,000 on a single lot. This was perhaps the heaviest loss ever made on one turn, in the history of the sales.

The Torrances of Montreal, and the Rosses of Quebec, were the men who financed and put through these enormous quantities of tea. A sale usually lasted two or three days and the offerings generally comprised four kinds of stock, such for instance as "Twanky," "Young Hyson," "Imperial" and "Gunpowder." Each of these was again subdivided into four qualities.

The lots put up for auction were technically classed as a "chop." A "chop" of tea comprised all the above teas in varying qualities, and were sold without regard to such. If a buyer was successful in getting a good "chop" he made money, if not, the reverse. It frequently happened also that competition sent a poor "chop" higher than one which averaged a much better quality. This element of chance contributed not a little to the interest of the sales.

The next operation after purchasing the tea was to blend it to suit the popular taste. This is an art which has disappeared in Canada. A grey-haired veteran here and there in the trade possesses the faculty, but they are passing away. Few retailers in the old days too were without their own special blend; but they also are passing away. The packet tea and other methods of the kind have caught the public favor, and their usefulness is gone. A big retailer here and there in the larger cities who has a high-class custom

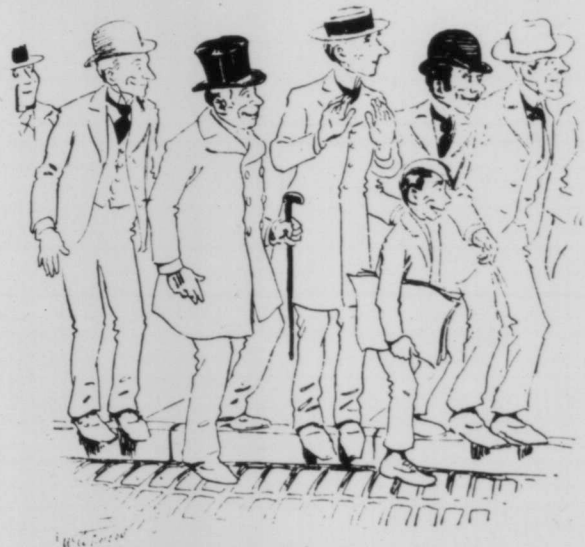
blends his own teas, but with the great rank and file it is a case of packet tea, or simply scooping the goods out of the package which comes from the wholesaler.

There is little individuality or art now required to sell tea. Formerly individual customers had to have their own taste suited. For instance, the weekly purchase of one would be, say, a blend of a quarter pound of Souchong and three-quarters of Young Hyson and Gunpowder, or, again, half and half, composed as above. Nowadays it is simply a request "give me a pound of tea at 50c." or otherwise, as the case may be.

It is not proposed to enter here into the respective merits of packet tea, or goods mixed here from the original packages. It is indubitable, however, that traders who desire to do their own blending are not as advantageously situated as they were in the old days. Then the big sales offered a large selection to blend from, and if two did not give the desired result then three or even four were available, until it was secured. Now, if a trader has two or three grades at the outside he is lucky. The case is different in London where a blender has possibly one hundred samples to work with. For this reason, teas blended at that great centre, and, of course, the English packet teas of well-known marks, give a more uniform article than goods blended on this side. These remarks, of course, do not apply to Japan teas, but to China, Ceylons, and Indias.

The relatively higher cost of the average tea in the old days was not due altogether to its superior quality. There was a high duty on tea in those days, ¼c. per pound and 15 per cent. ad valorem on blacks, and ¾c. per pound and 15 per cent. ad valorem on greens. Then, too, the Mexican dollar, which is still the unit of purchase in China and Japan, has not the same purchasing power as in days of yore. Exchange is against it. It is within the recollection of many of the older members of the trade when the Torrances or the Rosses gathered up all the Mexican dollars they could lay their hands on, packed them in axe boxes and shipped them round the Horn to buy their tea for the big auction sales. Possibly eighteen months after they had their investment returned to them or not, according as how the sales turned out. So that even with its attractive features, the old system had great disadvantages.

There may be, and are, defects in the present methods. At the same time, business is done on a sounder basis, inasmuch as the spirit of speculation does not enter into it to the same extent. Physically and hygienically it may be wrong to encourage the present taste for cheaper teas, but business is business. In any event, there is not, to use a popular expression, "a string" on these cheap teas. Traders can handle, and judiciously encourage, a better grade if they care to do so.



Waiting for the Valencia Raisin Steamer

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,

MONTREAL, April 8th, 1895.

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

99⁹⁹/₁₀₀ to **100** per cent. of Pure Cane Sugar with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.

Prof. of Chemistry and Pub. Analyst,

MONTREAL

Why Don't You Sell

Silver Dust Washing Powder? It possesses all the qualities that go to make up a good salable article. It is honest, has merit, is always seasonable and sells well all the year round.

There's scarcely a housekeeper in the land but is anxious to save labor, if she can do so by using a reliable and harmless article. Then recommend "Silver Dust." It is put up in neat packages of convenient size and does all that is claimed for it. Remember the name when ordering,

Silver Dust

SILVER DUST MFG. CO.
Hamilton, Ont.

Washing Powder

The Auer Light

The only Incandescent Gas Light in Canada protected by patent. All others are infringers.

A sound company behind it. No trouble in obtaining mantles.

Lights rented.
 Lights sold outright.
 Lights sold outright and kept in repair.

300 ° More Light
 for 50 ° Less Gas

AUER INCANDESCENT LIGHT MFG., CO.
(LIMITED.)

1682 and 1684 Notre Dame St., MONTREAL

Joseph Luttrell & Co.

MANUFACTURERS OF

Biscuits,
 Confectionery and
 Candied Peels

680 to 686
 Albert Street

STE. CUNEGONDE

of Montreal

Grocers will be consulting their interests in ordering their

Xmas Supply of Candied Peels

from us, the quality of which we guarantee superior to most of the imported.

Reliable Brooms

Rose

Maple Leaf

Pansy

Shamrock

Thistle

Daisy

Nelson's Brooms Always Give Satisfaction.


H. A. NELSON & SONS

MONTREAL

59, 61 and 63 St. Peter Street.

TORONTO

56 and 58 Front Street West.

We do not sell 

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BARGAINS
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TEAS

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BARGAINS
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AND
JAPAN
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Blacks are a specialty with us.

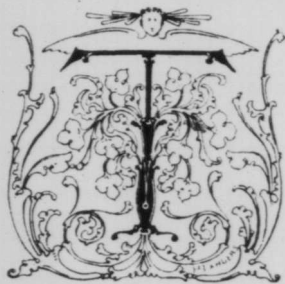
WE CONTROL THE FOLLOWING:

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POTMAHOFF DANNAWALLA
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Lucas, Steele & Bristol 73 McNab St. North Wholesale Grocers **Hamilton**

DEPARTMENTAL STORES WEIGHED AND FOUND WANTING.

By W. L. E.



THE intelligent way, the right way, of determining whether the departmental store is an evil or not is by considering what its net results are to the great mass of the people.

We cannot well term the departmental store an evil because it is driving merchants from business. Machinery has supplanted many thousand hands, and although those driven from their employment considered the supplanter an evil, yet we all are ready to acknowledge that the net results of the inauguration of machinery have been beneficial to mankind.

The daily papers, particularly in Toronto, have been pleased to consider the advent of the departmental store and the machinery age as parallel cases, the one as well as the other being a development of economic conditions which, in their influence, are beneficial to humanity.

Goods can at times be certainly purchased cheaper at the departmental store than at the ordinary store. And it is undoubtedly convenient to deal at a store where can be purchased any article from an anchor to a needle, and where both stomach and teeth can be filled if need be. These can at least be classed as conveniences, and what is a convenience is usually a benefit.

But this is only one side of the question. And in order to arrive at an intelligent appreciation of the net results we must look at the other side.

The first to feel deleteriously the influence of the departmental store is the retail merchant. His big competitor may not take his customers away from him wholly, but it does partially. There is no doubt about it. Pull from a bird enough feathers and it will not be able to fly. And draw enough trade away from a merchant and he will cease to exist as a business man. Trade is being drawn from merchants and they are ceasing to exist as business men after their capital has become exhausted, and they have been pushed out into the world to begin life over again, not only without money, but in many cases without the energy of youth.

The natural result of a decrease in the number of merchants through departmental-store competition is an increase in the number of vacant stores. And the concomitant of that is depreciation in property, depletion of incomes, and decrease in value of tax producing sources.

The decidedly worst feature of the departmental store is the weakness of its commercial morality. Any business that is not developed on sound business lines is not in a commercial sense morally sound. There is a law for business as well as for the individual and aggregation of individuals. In the breaking of it immorality is entailed.

The departmental store breaks the business law in its methods of competition. Competition is either fair or unfair. If it is unfair it is wrong. And the competition of the departmental store is unfair. In order to get a customer into his store the departmental man does not rely on the quality of his goods, the attractiveness of his store, or the courteous and gentlemanly manner of his clerks. He relies on the bait he throws out in the shape of goods which he professes to sell, and frequently does sell, below cost. Those who have studied the matter have become convinced that one cannot deal regularly with the department store and save money by so doing. It follows that when a departmental store sells one article below cost the loss thereby entailed must be made up on another. The departmental store is not a charitable institution. It is run to put money

in the pockets of the foreign capitalists whose money has been invested in it. Let anyone essay to purchase an article which is not advertised in the bargain list, and nine times out of ten he will pay more for it than he would have had he made the purchase from a regular dealer. There are a good many people among consumers who do not realize this, and innocently they are led to the slaughter. To them the departmental store is synonymous with bargains and continuously they return to be plucked. The fact that they do not realize that they are being plucked, does not alter the fact that they are being plucked. Barnum is credited with saying that people like being humbugged. Provided they do, that does not make it right. Wrong is wrong, no matter by what means the eyes of its victims have become holden that they cannot see.

Aside from its moral aspect, these are the evil effects of the departmental store on the economical conditions of the community. Every time the price of an article is cut there is naturally a desire on the part of all dealers who sell this particular article to get it at a figure that will enable them to compete with the departmental store. By-and-bye the manufacturer is forced to comply, with the result that he in turn is compelled to ask his employes to sell him their labor at a lower price. As to-day this departmental store carries in stock everything that is needed in the way of wearing apparel, everything that is required to furnish a dwelling, everything in the way of physics whose office is to kill and cure, everything that is needed in the way of foods, everything that is needed in the way of dentistry, and even music for the entertainment and photography for the preservation of the features, whether they be homely or comely, it is obvious that its effects on the economical conditions must be far-reaching indeed. Already its effect is only too apparent.

The retailer is not the only description of business man that is suffering from the effects of these big stores: The wholesaler is suffering as well, for his territory is being cut into. Here is an example: A country retailer, while in Toronto one day a short time ago, purchased a certain line of dry goods from a leading wholesale house. From there he went to one of the departmental stores, where he was shown a line identically the same as that which he had purchased, but at a much lower price. He bought it. It was afterwards ascertained that the departmental store had purchased these goods from the same wholesaler as the retailer had and sold them to the latter at one-and-half cents per yard below the price originally paid to the wholesaler.

To any logical mind it must therefore appear that while the department store is occasionally a bestower of bargains and a medium of convenience, the net results are bad, injury without ample compensation being wrought to the storekeeper, the wage-worker, and the municipality.

The remedy for this state of affairs has so far been sought in vain. The departmental store cannot well be closed up. A law that would essay to do that would be termed an interference with the freedom of trade, and, therefore, ultra vires. The same fate would await any measure that would aim to restrict. The municipality could protect itself by levying a special tax. It is the legitimate merchant who is in the worst fix. The workingmen can combine to keep up the rate of their wages, at least to some extent, but merchants could not, by combining, prevent people from buying at the departmental stores. The only thing, within my ken, that the merchants can do is to be up to date as the sun is on time.

A man, to be up to date, must have capital. Not necessarily a large capital, but a moderate one, and one that will place him in the position where he can save his discounts and take advantage of any bargains that may be utilized as leaders. Thus fortified, the nearer he can come to the cash basis of selling his goods as well as buying them, the nearer will he be in a position to compete with the evil born of the departmental store.

J. A. MATHEWSON
W. B. MATHEWSON
S. J. MATHEWSON
J. A. MATHEWSON, Jr.

ESTABLISHED 1834

J. A. Mathewson & Co.

IMPORTERS AND WHOLESALE

GROCERS

TEAS A SPECIALTY.

202 McGill Street,

Montreal

There is money

in our goods for you. Do you sell them?



Pipes, Whisks, Brushes,
Combs, Soaps, Valises,
Perfumery, Clocks, Trunks,
Pocket Books, Shelf Hardware.

... AND ...

General Store Supplies

BROOMS a specialty.

Porter, Teskey & Co.

Wholesale Fancy Goods and General Smallwares.



454-456
St. James St.

MONTREAL

Grasp these Facts!

To make MONEY is to please one's Customer, and there is only one way of doing this, and that is by BUYING and SELLING the BEST ARTICLE of a kind at the LOWEST REMUNERATIVE PROFIT. Now, if you have never stocked

Eben Roberts' Invalid and Table Jellies

You are, without doubt, neglecting this Golden Rule, as they are acknowledged by Friends and Foes alike to be the

Best Table Jellies on the Market.

MADE IN ALL FLAVORS AND HANDSOMELY WRAPPED.

D. H. RENNOLDSON,

Sole Agent for Montreal. - 100 Foundling St.

JAMES HARPER

PORK PACKER

OFFICE AND WAREHOUSE

18 St. Phillip Street

Montreal

Hams, Bacon
and Sausages

A SPECIALTY

Telephone, Bell, 1273 and 873.

Advancement

Is the order of the day. Old time methods were good enough long ago, but they wouldn't fill the bill these days. Present needs demand up-to-date-iveness in every branch of manufacture, and when we say that "**Windsor**" Salt is made by the "**Vacuum**" process, we want you to know that it is the latest and most scientific process known. It is the result of years of experimenting, and is acknowledged to be **the perfect system.**



"WINDSOR" SALT

Purest
and Best

is the only salt in Canada that is prepared by this process, and that is one reason why the sales of "Windsor" Salt tower so above the sales of other brands. It is perfect in granulation and is absolutely pure. Is always dry and loose and will not get hard.

Knowing and discriminating buyers naturally want the best, especially when the price is no higher than the price of other brands. There is as much difference between "Windsor" and common salt as there is between refined and unrefined sugar. Handle what is known everywhere as the best.

Put up for Dairy and Table Use.

WINDSOR SALT CO. Ltd. Windsor, Ont.

Don't waste
MONEY
 By having
 Coffee
 Ground
 Before you
 Are ready
 To use it.



There is an acknowledged loss of from 3 to 10 cents on every pound of coffee from evaporation and fermentation of the oil, if not used as soon as ground. The

FAMILY CANISTER COFFEE MILL

will save this loss. The first cost is a trifle more than the common mill, but will not be thought of when you consider the convenience, large saving, and good coffee obtained. It holds two pounds of berries and has an air tight glass to receive the ground coffee, thereby saving the fine aroma. Call and see it.

12,000 Grocers and Merchants of Canada
 will get this number of THE GROCCER.

12,000 dozen of this wonderful, convenient, and practical Coffee Mill should be sold in Canada this season. Grinds the Bean without powdering all the strength out of the coffee. Every grocer should sell this mill to his customers, get them to use the Whole Coffee Bean and grind their Coffee at home fresh every meal.

The price of this mill, in two sizes, is as follows :

- No. 1. 1 lb. Canisters @ \$11 sells to consumer \$1.50 each.
- No. 2. 2 " " " 14 " " 2.00 "

If you know a good thing when you see it

BUY THIS MILL.

THE EBY, BLAIN COMPANY LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - CANADA



SAVED IN THE NICK OF TIME.

By W. L. EDMONDS.

CRIMINALS are not born; they are made. A child may be born in a nest of crime; but that does not constitute him a criminal. I was born in an honored home, but——. But I must not anticipate my story.

My name is Isaac Mainwaring. My mother would insist upon my being called Isaac, because I was born to her when she was well up in years, and because in her mother's heart she thought I promised so much. I was the only child, too. She used to call me her Child-of-Promise. When I look back it seems to me her love for me was even deeper than that of most mothers for their offspring. She did not worship, though. She was what we would now term an old-time Methodist. Rather than that I should have grown up morally crooked she would have preferred to have seen me buried. And I have sundry recollections as to how, by the aid of the rod, she endeavored to keep me straight.

That was something like three-score years ago. But, like a great many other boys, when I left home and lost the parental support, I began to lean to the side that "leadeth to destruction." And destroyed I believe I would have been but for the intervention of a kind Providence.

I was always ambitious. My father was a general merchant in the village of Clerksville. I wanted to be a merchant, too, and was trained up with that end in view. But it was not long before my ambition expanded beyond the ken of a country merchant. It was a city merchant I wanted to be. At first my parents protested. My mother was particularly set in her opposition.

"You'll find the reality is not as pretty as the picture," she philosophically remarked one evening after the store had been closed.

"That he will," added my father, as he paused and peered over his spectacles and paper.

At last I obtained their consent. "I see he will never be satisfied here until he has at least tasted what city business and city life are like."

My father secured a situation for me in the wholesale house of Bedlington & Co., Toronto. And so, one morning early in June, just after I had passed my eighteenth birthday, my trunk and I were driven to the nearest railway station.

"Now Isaac, my boy, remember that industry and honesty are the price of success," called out my mother as the vehicle drove away.

As the train bearing me citywards sped past fields, through forest openings or skirted winding streams what aspirations awoke in my breast, what pictures my imagination painted! Nature was clothed luxuriously in verdure of many hues and flowers of many tints so peculiar to the month of June. But nothing was brighter to me than the success which my imagination had conjured up. A crow perched on a gaunt pine which towered above the other trees of the forest flapped its wings and cawed as if with derision, but I only smiled with disdain.

There are some boys, and men, too, who gather friends around them wherever they go. I was one of them. In our village society

people said I was the most popular of young men, and in the city I soon had a coterie of jolly fellows around me.

A man or boy who has those qualities which bring him popularity should also possess a will power, whose strength is at least in proportion to the measure of his popularity. I am sorry to confess that I had not, and the consequence was that my friends induced me to sometimes seek pleasure in places where neither my moral nor mental nature was benefited. But I always religiously attended to my duties. And about five years after I had entered the employ of Bedlington & Co. was advanced to a responsible position, which brought with it an increase in salary.

Unfortunately for me, with this increase in salary came the idea that I was then in a position to be more liberal in my expenditure. I had become associated with men who had a good deal of money to spend, and who took advantage of their position to the full. Naturally, I desired to cut as good a figure in this respect as they did. Most people do. And herein, allow me to add, is one of the most dangerous of pitfalls that threaten young men who essay to shine in society.

About three years after I came to Toronto I began to play cards occasionally for money and to take a little wine. "Just a little now and then won't hurt you, Ike," my companions said when I demurred at first. But these apparently little things eventually became vices. And a year or two after I had been appointed to the more responsible position referred to I suddenly realized that my expenditure was exceeding my receipts.

Instead of, like a wise man, cutting myself adrift from the company that was leading me to ruin, and curtailing my expenses, I did the very opposite. Eventually my indebtedness had become so great that exposure was threatened me by one of my creditors unless within a certain time I paid him.

Almost frantic with the thought of the disgrace and ruin that stared me in the face, I went straight to my room without taking dinner. Throwing myself upon my bed I began to desperately cast about for some way of escape from the dilemma which my unwise manner of life of late years had brought me into.

"Why not take a couple of hundred dollars from the firm," someone seemed to whisper to me. "That will meet your pressing necessities. You can pay it back again before you are found out. You won't be stealing it. There are three hundred dollars which you put in the vault to-night. Go and get it."

It seemed to me the easiest way out of the difficulty, and I decided to accept the suggestion. Taking a deep draught from the flask of liquor which I had lately been in the habit of keeping in my room, I threw myself upon the bed to collect my thoughts before going to the warehouse to borrow the money.

* * * * *

The night seemed chilly as I crept, like a criminal, down the back streets to the warehouse. A key which I carried gave me entrance and I soon had the two hundred dollars. There was not a soul in sight as I tremulously locked the door. Next morning on my way to the office I called in and settled my indebtedness with

the two of my creditors—a tailor and a wine merchant—who had been most pressing in their demands upon me.

When I reached the warehouse Mr. Bedlington, for a wonder, was there before me.

"Isaac," he said, as he met me in the hall, "I am glad you have come. I received a telegram last night summoning me to New York on important business. I will need to take more money than usual with me. You told me last night that you had had the unusual experience of taking in three hundred dollars after banking hours. I wish you would let me have a couple of hundred."

His request staggered me. I turned pale and gasped as if for breath.

"Why, what's the matter with you?" sympathetically asked Mr. Bedlington. "Are you not well?"

"O, nothing; just a little faintness," I gasped as I staggered toward the vault as if to get the money. My knees knocked together, and I fumbled with the key as if afflicted with the palsy. With as much unconcern as I could muster, I took out the cash box, carried it to my desk and opened it. Taking out the bills I counted them.

"My God, sir," I ejaculated, with what I thought well-feigned surprise. "The amount is two hundred dollars short!"

Mr. Bedlington eyed me closely for what seemed to be an age.

"Mr. Mainwaring, come into my room," he said, somewhat firmly.

Once inside the door he shut and locked it. Seating himself in his chair he swung himself around toward me, exclaiming as he did so, keeping his eyes upon me: "You know something about that missing money?"

I could not look him in the face. But I protested that I was entirely ignorant of its whereabouts. This only seemed to incense him.



And springing to his feet he exclaimed vehemently, "Isaac Mainwaring, you have stolen that two hundred. I am positive about it. Your very manner stamps you guilty."

The more I protested the more vehement he became in his charges.

"I'll call in the police. I'll make an example of you. You in whom I had placed every confidence. You, whom I have treated as a son and promoted at every opportunity."

Then I broke down and pleaded with him for mercy.

"Be merciful," I importuned. "I'll tell you all. I took the money, but I only borrowed it!"

"Borrowed it," he sarcastically remarked. "We'll let the law decide that point. Isaac Mainwaring," he added, as he frowned down upon me, "I was told some time ago that you were beginning to lead a wild life. But I had such confidence in you that I dismissed it without second thought. Sir, you are a villain, an ungracious villain, the worst kind of a villain."

Mr. Bedlington was naturally a kind man, but if anyone prostituted that kindness of his, he was unforgiving. As he uttered the last words he turned upon his heel, hurriedly scratched a note, summoned the message boy and handed it to him with instructions to be "quick about it."

It was a detective he had summoned, and in less than half an hour I occupied a cell at the police station. An hour later I was

arraigned at the Police Court and committed for trial. A week afterwards I stood in the dock at the Assize Court charged with having robbed my employer of the sum of \$200. I was as one dazed, with my eyes rivetted on the floor. One or two of my boon companions who had not forsaken me in my trouble retained counsel for me. But he could not rouse me from the stupor into which I had lapsed. The witnesses were few and the trial short. The prosecuting attorney described my actions as an indication of my guilt, let alone my own confession of having borrowed the money which I was charged with stealing. The judge's charge was against me; and so was the jury's verdict. The judge, in sentencing me, said he felt inclined to deal leniently with me, but he urged he had a duty to perform. Cases of this kind were getting too common. People who were drifting in a similar direction required to be warned, and I, the prisoner, must be taught a lesson. "Prisoner at the bar," he added, in solemn tones, "you are sentenced to two years in the penitentiary. You have yet youth on your side. I admonish you to take advantage of it."

Just then I heard a piercing shriek, followed by the words: "My son, my son, you have killed me!"

Aroused now from my stupor, I raised my eyes just as my mother rushed toward me, throwing her arms around my neck only to die in my arms.

"Isaac, Isaac, wake up. What are you groaning so much about? Are you ill?" These were the words I heard as someone grasped my shoulder and shook it. Dazed and bewildered I rubbed my eyes and looked about me. I was in my own room. In fact, I had never left it. My horrible experience was all a dream. The hand that shook my shoulder was my mother's. She and father had come to the city to visit me, and had been shown to my room. It is needless to say I did not "borrow" that \$200. Neither did I any more tread in the path that "leadeth to destruction." And that is why I am to-day a respectable old man and a successful retired merchant. I was raised in a honored nest, but I always believe that horrid dream of mine saved me from turning out a criminal, and perhaps a full-fledged one.

IMPORTANCE OF PROMPT SERVICE.

By A. BUYER.

THERE are various ways of doing things in a store, whether it is large or small. The proprietor is master and can choose which he wishes. If he prefers, for instance, to have his customers stand around waiting to be served, he is perfectly at liberty so to do. He must stand the consequent decrease in customers. If he serves his customers promptly, increased patronage must follow. In this, as in everything else, have a rule, have a system. More than that, live up to it. A splendid example of prompt service of customers is to be found in a Montreal house, one of the largest and best appointed wholesale houses in the Dominion. Entering the warehouse to see a member of the firm, I found all were busy, the gentleman I wished to see being engaged. I stood a moment till he was disengaged. A bell sounded. A clerk came forward immediately. In a few minutes, the gentleman being still engaged, the writer started to leave. The bell again sounded. Again a clerk came forward. No danger of losing customers in that house. Reduce things to a system, so that no customer, no item of business but will be attended to promptly. A good system in business has two good qualities to recommend it. It saves trouble and it makes money.

Advertising is a tremendous waterfall, says an exchange. But it won't turn the wheels unless you turn it into the right channels, and unless you have the water wheels so that they can be turned when the great power strikes them.

A Question of Style and Draw



To the well-posted, wide-awake grocer, watchful of every possible means to win and keep trade, Tea—in its various growths—is a question of unusual importance.

TO YOU increased trade means increased profit. That's what you want ; that's what we help you to get.

TEA, with us, is a specialty. We are closely in touch with the world's great tea marts. Every line purchased is critically drawn and the market conditions actively watched.

THE RESULT : Grand values at low figures, enabling the grocer to make a good profit.

FROM A GRAND ASSORTMENT we mention a few lines, just to show what can be done.

NEW ARRIVALS IN CHINA TEAS

Extra Choice Gunpowder.

New Season's Young Hysons

Striking in Style. Superior in Liquor.
From 16 to 35 cents.

In Ceylons and Indians

Our range is exceptional.

Extra Choice Pan Yong and
Pecco Congous . . .

From 14 to 55 cents.

Our Standard Blacks

NOTHING FINER. Rich, Heavy-bodied,
Satisfying and Profit-making.

Always up to a certain high standard, which assures them the favor of the tea-drinking public. We value our reputation in connection with the tea business, and no effort is spared to make this branch a profitable one to our retail friends, and a source of satisfaction to ourselves.

W. H. GILLARD & Co.

. . . Wholesalers Only . . .

John Mouat, North-west Representative
WINNIPEG.

HAMILTON, CAN.



THE PUBLIC GAZE

IS ONE OF ADMIRATION

'Tis no longer a question of propriety; the graceful "Bloomer Girl" has come to stay.....But—that is not the point!

THE TRADE MUST KNOW

of the stupendous and incomparable values we offer in.....

FRUITS

35 CARLOADS at hand and arriving. Highest quality in every grade. We believe in quality; it creates confidence and profits wholesaler and retailer alike.

Every pound purchased before the advance and our friends directly benefited.

MEDITERRANEAN FRUITS

Our Special Qualities of Currants—HAYCASTLE—PARADISE—need no comment. Their rich flavor and handsome appearance make them favorites.

REIN & CO.'S

Choice Clusters, boxes and 1-4s.
Black Baskets, boxes and 1-4s.
London Layers, boxes.

VALENCIAS

Arguimbau's Selected.
Arguimbau's Fine Off-Stalk.
Trenor's Finest Selected.
Trenor's "Blue Eagle" Fine Off-Stalk.

FIGS

Extra Choicest Eleme, 8-Crown,
20-lb. boxes.
Extra Royal Eleme, 6-Crown, 4 rows,
10-lb. boxes.
Choice Family Natural Figs, 28-lb bxs.
Natural Figs, in 56-lb. bags.
Pulled Figs, 6-lb. boxes.
Commadre Figs, in taps.

PEELS

C. & B. and York brands.

IT PAYS TO KEEP THE BEST FRUITS

W. H. GILLARD & CO.

Wholesalers
Only . . . HAMILTON

We sell Gillard's New Pickle and New Sauce.



HOW A DRUMMER TAUGHT A LESSON.

By BILL.

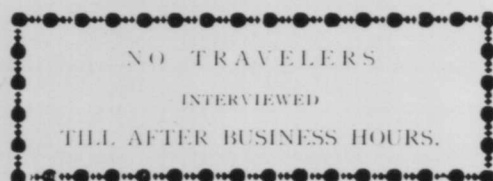


It is good to treat commercial travelers well. Justice as well as financial consideration demands it. The traveler is not the fifth wheel in a coach. He is one of the wheels necessary to the progress of the commercial vehicle. There may be a "Knight of the Grip" here and there who is not a desirable man. But such an one is an exception. And it is these exceptions, not the great body of the travelers, that merchants should keep themselves apart from.

Arrogance towards travelers is an unpardonable sin. Travelers have rights to be respected as well as goods to sell. Arrogant is the man who refuses to recognize this. There may not always be a necessity for travelers. We know not what science may in the future develop as a substitute. The merchant can now whisper his order into the ear of the wholesaler a day's journey distant. And no one can safely venture to say to what degree the telephone will develop or how quickly the goods the merchant orders may be shot into his store. In the meantime the commercial traveler is a factor in commerce, and even from a dollars-and-cents point of view, it is well that the merchant should do unto him as he (the merchant) would have those to whom he sells goods do unto him.

There is doing business in a Western Ontario town a merchant of the arrogant type who received a lesson lately that he should profit by. He has made a little money, and his bump of self-importance has become much larger than his bump of common sense. One day he conceived the idea that, metaphorically, the place for travelers was beneath his feet.

"I will print me a placard and establish me rules that will make these travelers bow to my footstool," he ruminated. And so he had a placard printed in big letters and set up over the cashier's desk, where it would greet the traveler's eye when he entered the store. Its superscription was as follows:



One day a traveler came into the store who had some particularly attractive lines to offer. His eye caught the placard.

"Hum," he muttered as he turned to the young lady in the cashier's wicket, "And when is after business hours?"

"After 6 p.m.," came the reply.

"Where is Mr. Blank?" ventured the traveler.

"Up stairs."

"Is he engaged?"

"No, I think not."

Up stairs trod the traveler, where he found the merchant amusing himself with one of his children, which was, of course, quite proper.

"Mr. Blank," said the traveler, "I see you do not allow yourself to be interviewed by travelers until after business hours. I have a line of goods here which I am sure you would like to have. But I must take the six o'clock train out. Can I —"

"I see no travelers, sir, till after six o'clock," interrupted the merchant with a dignified air, as he turned to resume his play with his offspring.

The traveler possessed dignity as well as ambition to sell goods, and with an "All right, I think you'll be sorry, sir," quietly re-

tired. He immediately went across the street to a competitor of Mr. Blank's, related his experience, and sold him the line of goods.

When the traveler's principals heard of the affair they wrote Mr. Blank, regretting exceedingly that he was unable to see their representative, as the line of goods intended particularly for him had been sold to Mr. Smith, one of his keenest competitors.

A week or so later Mr. Smith was making these particular goods a leader, which was drawing trade like a molasses barrel does flies. And when Mr. Blank had learned it was the goods he had refused with so much dignity to see, he gnashed his teeth. He didn't tear his hair, because he hadn't any. The pocket is always a vulnerable place to strike a mean man.

DER DRUMMER.

Who puts oup at der pest hotel,
Und dakes his oysders on der schell,
Und mit der frauleins cuts a schwell?

Der Drummer.

Who vash it gomes indo mine schtore,
Drows down his pundles on der floor,
Und nefer schtops to shut der door?

Der Drummer.

Who dakes me py der handt und say
"Hans Pleiffer, how you vas to-day?"
Und goes for peesness righdt away?

Der Drummer.

Who shpreads his zamples in a trice
Und dells me "look, und see how nice?"
Und says I gets "der bottom price?"

Der Drummer.

Who says der tings vas eggstra vine—
"Vrom Scharmany, ubon der Rhine"—
Und sheats me den dimes oudt of nine?

Der Drummer.

Who dells how sheap der goots vas bought,
Mooch less as vot I Gould imbort,
But let dem go, as he vas "short?"

Der Drummer.

Who varrants all der goots to suit
Der gustomers ubon his route,
Und ven dey gomes dey vas no good?

Der Drummer.

Who gomes aroundt ven I been out,
Drinks oup mine bier, and eats mine kraut,
Und kiss Katrina in der mout?

Der Drummer.

Who ven he gomes again dis vay
Vill hear vat Pleiffer has to say,
Und mit a plack eye goes away?

Der Drummer.

BROOMS AND WHISKS.

CANADIAN housewives are proverbially cleanly. Throughout the breadth of the land, their wants are supplied by the general storekeeper. One of their chief and frequent wants is a new broom. Moral: no general store should be without a supply of good brooms. When they are in want of this staple line they would do well not to forget Porter, Teskey & Co., St. James street, Montreal. This firm make a specialty of brooms, and control for the Province of Quebec and the Maritime Provinces the goods of a well-known firm in Ontario. The brooms, brushes, whisks, etc., turned out by the concern in question are known from the Atlantic to the Pacific. Porter, Teskey & Co., will attend promptly to any request for quotations on these, and also on soaps and perfumery. In the two latter brands, their goods are of the fast selling description, suitable to the demand met with by the average country general storekeeper.

**It Pays
To Handle
Our Tobaccos**

WE CAN GIVE YOU THE BEST VALUES IN
CANADIAN AND AMERICAN TOBACCOS.

Cut Tobaccos.

Royal Club.
Old Turk.
Gold Leaf.
Le Huron.

Plug Tobaccos.

Maple Leaf, 1-12.
Red Cross, 3's, 7's, 8's.
Le Huron, 5's.

Canadian Tobaccos.

Quesnel, 1-8. Sea Bird
Papineau, 1-6. Smoking and Chewing.
Citadel, 1-10.

Dealers in Snuff and Leaf Tobaccos

If your wholesale house has not got the above lines
write to us for prices. It will pay you.

J. LEMESURIER & SONS

TOBACCO MANUFACTURERS

229 to 242 Paul Street

QUEBEC

**Many
Old
Favorites**

Favorites with grocer and user—
are found amongst our stock. Here is an
old standby—Japan Tea. Many people
won't drink anything else. The grocer
who wishes to win their trade must keep
the best brands. From the many brands
we have singled out as the best—these two,

**Victoria and
Princess Louise
Japan Teas**

**Many
New
Arrivals**

Each mail brings news of goods to
come, each day shipments arrive for us.
Goods that you want for your winter
trade. Is your order among the many we
are receiving from live merchants? Write
for our prices—we'll give them gladly,
knowing you will appreciate their reason-
ableness. Among other goods arriving are

**Raisins
Almonds
Currants and Figs**

LAPORTE, MARTIN & CIE. 72 to 78 St. Peter St. Montreal.



HANDLING PROVISIONS AND FRESH FRUITS.

BY C. F. L.

NO subject in the retail trade causes the dealer more anxiety than the various articles that constitute provisions and fresh fruits. The profits are small and the competition so keen, and the waste and losses are indefinite. Only in care in buying and in having the proper facilities for handling the above goods can a merchant make a success of it. The following are the best ideas, in my mind, of handling the above goods.

BUTTER—In buying, see all the milk is worked thoroughly out of it, and the salt is mixed through it and not in chunks. It should have good color, be free from any taint whatever, and be full weight. Keep all butter in a clean, cool room, not over 50 Fahrenheit, and colder if possible. Butter will take a taint from almost everything that is placed beside it, and no quantity more than is required for immediate sale should be exposed to the air. If in rolls, place in a strong brine and keep air-tight. All butter in tubs or crocks should have a strong brine, with but little saltpetre in it, placed on it. After standing for some time, take the brine off and put a thick coat of salt on the top of the butter. All store butter should be selected and packed every morning and the best of care taken of it to get the best results.

BREAD—Buy the best and sweetest that can be obtained in your town, and keep it in a clean glass case from flies and dust, in a conspicuous place, and buy enough for a day's supply.

CHEESE—Some like colored, some uncolored cheese. Get the color to suit your trade. Buy cheese that is rich and of fine flavor. After buying new cheese, turn it over every day for two or three weeks. Keep in a cool, dry room, away from flies. Do not cut before they are a month old. Before cutting clean off all the old cheesecloth, and never put more than half of a cheese in your case at once.

EGGS—In buying eggs see they have not a glossy appearance, nor look as though they had been washed, but buy the best, cleanest and largest. You can keep in a cool place, and not too many in one basket for any length of time. The first week in September select the best and freshest eggs for packing for the winter use. For keeping small quantities pack in clean, dry salt, and keep in cool, dry room. Fresh eggs can be kept very well by placing them in egg carriers, and keeping cool.

HAMS AND BACON—Only buy in quantities that will suit your trade, and the best you can obtain. Keep in cool place and free from flies, and never keep a large quantity exposed to the heat.

HONEY—Buy the clear white clover honey in sections, and also in small jars, and not a large quantity at a time, and keep it where people will see it.

LARD—Buy the best always, and keep in a dark, dry, cool room.

POTATOES—The Burbank and the Hebron are the best to buy at present, and will keep the best. To obtain the best results, potatoes should be kept at 35° Fah. in a dark, dry room or cellar. In buying see there is no rot and full weight.

APPLES—In buying summer apples the one that catches the eye and is ripe is the best. Never buy with blemishes on, and buy in quantities to suit your trade; keep in a cool place. Fall and winter varieties should be selected with great care and carefully packed in clean barrels. The Northern Spy, Greening and Golden Russet are the best for winter, being the best keepers, while they retain their

flavor longer. They should be kept in a cold room, 35 to 40 Fah. Golden Russets can be frozen solid, and if kept frozen till spring and let thaw out at their pleasure, will keep good till the middle or end of May. Other varieties will rot if this experiment is tried, but all apples should be repacked about the latter part of January and the wasty ones sold first.

BANANAS—The difficult task is in buying—to be able to tell the number at a glance. The best way to tell the number, or near it, is to make a given point and count a dozen to the right and then down, continuing the same all around the bunch. Another way is to multiply the length of inches by the number of inches around the bunch and divide the amount by 12, and the dividend by 7 to 12 according to the size, and you will get near the number of dozens in the bunch. Bananas should be kept in a cool place until ready to use. The top ones should be sold for less money than the bottom. A merchant should have three prices, and let those that want the best pay for them. To do a banana trade a merchant wants at least three or four bunches on hand at once, and do not be afraid to give one to your customers once and a while. If you see you are likely to lose some, sell for anything at all and get them cleaned out. Do not be afraid of the banana trade. If you do not make much out of them, you will not lose by having them.

GRAPES—Buy grapes in 10-lb. baskets, as it pays better to handle them in that size, as many take the whole basket. Niagara and Rogers' (Nos. 4 and 9) are the best to handle. Concord and Delaware have their drawbacks. Grapes will keep for a considerable time if kept cool, and are not a "wasty" fruit to handle, but will do your business good.

HUCKLEBERRIES—Are delicate to handle, and should not be bought in large quantities unless they are cheap. They should be kept cold and firm. The berries are spoiled in weighing out, and the dealer should be careful in this matter; try to avoid breaking the berries.

LEMONS—The best fruit the merchant handles, and give the best results, as there is a large demand and they are easily obtained. The lemon of 300 count with smooth skin and not bitter is the lemon to handle. Lemons should be kept cool. Remove all bad and partly wasted lemons and damp paper from your box and have only a few out to view at a time, and your loss will be very small. Buy in small quantities, except when there is a likelihood of being a sharp advance.

ORANGES—The most desirable fruit we have; and we are blessed with the best qualities. The orange that is most desired is the Florida, and no wonder, for it contains all the qualities necessary for a good orange. The best time to buy in large quantities is the first of the year, and if kept cool there is little waste and they will keep for two or three months. The best sizes are 200 and 120. The other varieties are very good when the Floridas are off the market. Oranges should not be exposed to the light or air more than necessary, and with a little care are not a hard fruit to handle.

The great secret in handling produce and fresh fruits is in the buying. Many merchants are tempted to buy in large quantities, in fact, larger than they can handle, and the result is that the profits are all thrown out. We should buy according to the demand, and see they are cleaned well up before buying again. Neglect is the great cause of many losses—by not watching what we have and seeing it is not spoiling nor commencing to spoil, and if it is, to sell for what we can get. The maxim in business should be "to watch the end" as well as the commencement of all things.

"Green tea or black tea, miss?" inquired the shopman in a sort of a medico, bedside manner.

"I don't think it matters," said the girl, "missis is color blind."—Fort Worth Gazette.

A Good House-keeper

Is always a careful purchaser. If she doesn't know faulty goods when she sees them, she knows them when she has once used them, and avoids them thereafter. She knows the difference between ordinary rolled oats and the Rolled Oats we put up.

"Graham's Best Rolled Oats"

Ours are noticeable on account of their superior quality and their freedom from hulls and black particles of refuse. We have just put in our mills improved machinery, of the very latest design, so that we are able to turn out a first-class article. You will find it to your advantage to buy our goods. You can recommend them to your customers with the utmost confidence. You have our guarantee.



A. Graham, Uxbridge, Ont.

Oat Hulls and Other Cheap Foods for Sale.

BUYING AND SELLING TEAS.

BY H. E. WILTON, SPRINGFIELD, ONT.



TEA being the most important feature in connection with the retail grocery trade, it is necessary that the greatest caution be used in purchasing nothing but a first-class article. In order to do this, one must never rely on the statement of any traveler, but prove for himself the quality of the lines he is about to buy. This can be done in various ways.

A small gasoline or coal oil stove can be used to a good advantage by having in connection therewith a tea steeper; and before placing your order give the different samples before you a drawing. In this way you at once get a fair idea of their respective value. And, to go still farther, I have before now called in one or two of my best tea customers, and by giving them a taste of the drawn teas, secured also their opinion in regard to the quality. Taking into consideration the fact that your customers are the ones who most use your teas, I consider it a big advantage in having their favorable opinion, and once you have secured in this or other ways a good quality of tea, stick to that line just as long as it can be obtained.

NO MONEY IN LARGE PROFITS.

There is no money in selling teas on a large profit. My experience has shown me that it pays to handle nothing in that line except the best qualities in their class, even though you may be obliged to pay a few cents more per lb. for them. For example: I had been selling in a certain space of time 100 lbs. of 25c. tea for which I paid 13c.; I decided to try something better, and paid as high as 18c. for a 25c. line, the result being that I sold 500 lbs. where I had before sold only 100 lbs. The same rule will apply also to the higher priced teas.

THE NEXT THING NECESSARY.

Having used extra caution in selecting the best quality of tea, the next thing necessary is to let the public know that you have such goods in stock. There are various ways in which this can be done. First, an advertisement of the fact should be placed conspicuously in your local paper, followed by the sending out among your customers and others of free sample packages. I have before now sent out two pounds of tea put up in sample packages, and sold 50 lbs. immediately after as a direct result of the samples. In doing this a good plan is to have printed envelopes, stating price, quality, etc., of tea enclosed, with your name printed thereon. This plan is found to be a success if you handle a first-class article.

ANOTHER PLAN.

Another plan in connection with advertising tea is this: Go to at least four of the most reliable and responsible men or ladies in town and present them with, say, a $\frac{1}{4}$ lb. sample package of some special line of tea which you are making a specialty. After they have given it a fair trial, secure a good recommend from them, and with their permission have the same published. This plan I have worked and it was also a success. In short, it is necessary that you keep constantly advertising your teas in some way. It never pays to put forth special efforts in this line for one week and then remain quiet for a month.

USE WELL THE WINDOW.

Your window can also be used to good advantage. For example: Some time ago I put out an advertisement in regard to teas, and just at the bottom of the circular I had printed the following: "Don't fail to see our novelty tea window Saturday evening next." On the occasion referred to I had the window neatly arranged with

fancy tea boxes, tea samples with price tickets in each. To complete the whole affair, I had in the centre of the window a small table neatly arranged with tea pot, cups and saucers, spoons, etc., and sitting at each end of the table, on a low stool, I had a boy about 15 years old. Each had his face blackened, and dressed in laughable appearing costume, both pouring out and drinking hot steaming tea, that we were steeping in the store for them. Above their heads I had such mottoes as the following: "Kum in and git a drink"; "free samples inside"; "dis am de best tea I eber drank"; "just think, only 25c. per pound." A large number came to see the novelty tea window, and nearly all came in and sampled it, after which they would purchase a supply, some getting one pound, others two pounds, and some as high as five pounds. All this from the effects of the previous advertisement, and the novelty window. In this particular case new customers were secured who had never before been in the store, and who are now and have since been steady and profitable traders.

TEA PACKAGES.

Foil or light lead sacks should be used for doing up teas. In such a package as this they will retain both flavor and strength for a long time, and this is all a point in the merchant's favor. No teas should be allowed to stand either in caddies or boxes uncovered, as in such a shape they lose strength and attract bad flavor.

QUALITY THE LINE.

It is foolish to attempt building up a tea trade on quantity. It must be done on the line of quality, together with fair living profits, and once a merchant has the established confidence of the public in this respect, he is sure of a good tea trade. But he cannot stop here. Once this confidence is established, it means work to hold it. The successful tea or grocery merchant never finds idle time on his hands. Some new plan can always be developed, and something new to inspire fresh confidence is always at hand for the merchant who tries to make business a success.

ESCHEW PRIZES.

Never offer prizes of any kind with teas. Prize teas are a humbug and the public know it. Good goods sold on their merits is the only successful road to follow.

WHERE MERIT SUCCEEDED.

A customer called a short time ago and desired to know how many pounds of 25c. tea we could give for \$1. I told him four pounds. "Well," said he, "I can get five pounds at such a place," mentioning the name of another merchant. We tried to convince him that the difference in price was made up by the extra quality of our tea, but all to no purpose. We gave him a free sample of our tea and away he went. He purchased five pounds at the other store for \$1, and in less than two weeks he called in and took four pounds of our tea at \$1. He had tried the sample we gave him, tried a drawing of the cheaper line he had bought, and he was at once convinced that we had stated the truth. He is now one of our regular tea customers, and has every confidence in our teas. Good goods and honest dealing are leading factors in a successful business. Just as soon as you begin to cut and slash the prices of teas, you have dealt a death blow to your better trade in that line and lose the best thing you ever had, namely, the confidence of the public in regard to the quality of your goods.

DEMONSTRATING PURITY TO FAULT FINDERS.

Sometimes it so happens that with the very best quality of tea some customer will find fault and say it is no good. Here is where you have a chance to do some important work. Whatever you do, never allow such a customer to remain under such an impression, as he or she, as the case may be, may do your trade considerable injury by telling friends about it. In the first place, when such a complaint is made, ascertain the manner in which the tea has been

December 4th 1896.



WALKER'S KILMARNOCK SCOTCH WHISKY



This standard blend of Old Highland Whiskies, always of a uniform quality, is the best Scotch Whisky imported

LAW, YOUNG & CO. - 28 St. John Street, MONTREAL

SOLE AGENTS IN CANADA



SCHWEPPE'S ... FAMOUS ... TABLE WATERS



Soda Water, Seltzer.
Ginger Ale, Potass. Water
Lithia, Etc.

As supplied to the Queen, the Prince of Wales, leading London Clubs, and, exclusively, to all the Gordon Hotels.

ORIGINAL BOMBAY
as supplied to
Indian Market

LAW, YOUNG & CO.

SOLE AGENTS FOR CANADA

28 St. John St., Montreal

drawn, what quantity used, and all particulars in regard to her fault with it. Then go to some customer who has used the tea successfully, and who you know to be a good tea steeper, and learn her mode of using it. Give these directions to your dissatisfied customer, together with a free $\frac{1}{4}$ -lb. package, and in nine cases out of ten the result will be successful. This means a lot of trouble, but what of that? You have succeeded in pleasing your customer, increasing her confidence in you and in your goods. These little affairs all go to try the merchant's patience, and he will sometimes feel like saying something real bad. But don't do it. Remember that you are in business to make money, and you cannot do it if you incur the ill will of your customers. Besides this, the people have a perfect right in demanding satisfaction in good goods, and it is your duty to see that they get it. You should consider it a privilege in having a chance to set yourself and your goods right before any dissatisfied customer.

INJURY FROM EXPOSURE.

Good teas are sometimes injured by allowing them to remain exposed to the air. If you have no regular tea caddies, leave the tea in its original package, never allowing it to remain uncovered or exposed in any way.

SELLING TO NEW CUSTOMERS.

In selling tea to a new customer it is sometimes a good idea to state that Mrs. or Mr. So-and-So are using the same brand and find it very fine. Of course, one must not use any name in this way except you know such statement to be true.

RE WINDOW DRESSING.

Attractive window signs are a good thing if properly arranged, and in no case should they have a cheap appearance. A barn door without hinges generally denotes a poor farmer. The same rule applies to a merchant. If your tea signs are cheaply and roughly made, it denotes carelessness on the part of the merchant, and such a person is usually a poor buyer—at least, the public will think so. Straws show which way the wind blows. Glass signs neatly painted, or nicely printed cards, which any printing office can produce for you, are a profitable investment, the following words being appropriate: "Try Our Famous 50c. Japan Tea"; "Our Special Brand 25c. Tea is a Dandy"; "We Lead in First-class Teas, both in Quality and Price"; Teas—New Crop—Large Consignment Just Arrived. Come in and Get a Free Sample." These, and different other display cards, bearing such mottoes as above and placed conspicuously in your windows, will be of value to any merchant.

HINTS ON STEEPING.

As before stated, many people spoil a good tea in steeping it. In many cases teapots are not properly cleaned, and again it is sometimes injured by the use of a poor steeper, which may be a rusty tin one. These faults can be overcome to a great extent by the following plan: Write up, in as short a form as possible, the general and most proper rules for steeping and serving the different brands of tea. Go to your printer and have him print for you a quantity of these directions with your advertisement also placed prominently at the bottom of the card, and give these to your customers. Don't mix up an advertisement for any other class of goods on this card except tea. The greatest value in any advertising is in confining each advertisement to one article only. The simple act of putting out printed directions leads your customers and others to think that you know a great deal about teas, and if you can establish this idea you are certain of a good trade in that line, not forgetting, of course, to impress it firmly on their minds that your prices are also right. If you use plenty of printers' ink, and do it truthfully, you will find it of great value.

WHAT TO DO AND NOT TO DO.

Never keep a poor tea because cheap. Such brands as "tea dust," which is sometimes found in country stores, should not be

tolerated, even if you got them for nothing. I believe firmly in the principle of quality in establishing a profitable tea trade, and not quantity. Follow this plan and once your business is established it has a solid foundation. Buy nothing but the best. Sell for cash. Study the wants of your customers and satisfy those demands, no matter how much trouble it puts you to. Give full weight. Be pleasant. Use special tea scales, and keep them bright. Use all spare moments for the development of new business schemes. Give your clerks a prize for best written tea advertisements. Pay your printer once a month, and don't forget that a little pinched-up advertising space is dear at any price. Use lots of space, even though you have only a little to say. Hustle every day. Make tea a specialty. Have one price for all. Advertise.

A FINE PICKLE.

PERHAPS no other article sold by the grocer of to-day has made more rapid strides or assumed more varied forms of manufacture than have pickles. The product made in the home has almost passed into oblivion, and to suit the requirements of nineteenth century consumers, special and peculiar properties are essential to assure success, but when superior merit is once established the public is not usually slow in its appreciation.

No more striking instance of advancement in this line is known than that achieved by Gillard & Co., of London, Eng., who for over a quarter of a century have manufactured their "New Pickle" and "New Sauce," which have an enormous sale in Great Britain and on the Continent, and are conceded by all connoisseurs to be most delicious relishes. The firm has succeeded in giving to the public a pickle, the liquor of which is a happy blending of piquancy, sweetness and acidity, forming a well balanced and delicious appetizer, while the vegetables are the choicest English and Eastern productions. Considering the size of the bottle and the superior quality of its contents, the makers claim that the "New Pickle" is the cheapest high-class pickle offered. At the great Royal Agricultural Show, held at Leicester, England, in June, 1896, both the "New Pickle" and "New Sauce" were on all the luncheon tables. Those who find it difficult to properly digest the ordinary pickle are delighted by the valuable aid afforded by the "New Pickle" in the process of digestion. Dr. W. G. Grace, the champion cricketer of England, highly recommends their use and will have no other.

The "New Sauce" is compounded from the purest and most appetizing ingredients, and possesses plenty of body, imparting a delicious flavor to soups, gravies, etc. To emphasize the high esteem in which these relishes are held in England, we may state that over five thousand of the leading hotels and restaurants are regularly supplied by the makers.

Arrangements have recently been completed by Gillard & Co. whereby the trade in Canada can secure these pickles and sauce from all wholesale grocers, and at prices which enable the retailer to work up a steady and remunerative business.

HE UNDERSTANDS COCOANUTS.

Mr. McLean, the proprietor and manager of the Canadian Coconut Co., has had a long experience in this line. He was for several years in New York, and has had experience with the very best firms. New machinery has recently been put in, and the combination of experience with good machinery should give good results.

It is a good plan to have some article predominate in each window display. Make this article the centre of attraction, like the largest stone in a ring, while the other articles, artistically grouped about it, serve as an appropriate setting.—School of Window Dressing.

TOMATOES

Are our



Specialty

WE FIRMLY believe that the Kent brand of tomatoes is the best on the Canadian market to-day. We have good reasons for believing this. Every detail in growing and canning has been carefully studied and the goods that we turn out are the result of long experience and watchful preparation. The tomatoes we use are perfectly sound and fully ripe—nothing doubtful passes our examiners. Every department of our factory is kept as clean as the cleanest private kitchen.

Our Cans being made by a new process
Have No Solder on the Inside.

In this way we protect consumers from the inconvenience and dangers arising from solder drops. There is no risk about swelled cans, as we test every can before it leaves the factory. The "Kent" brand is sold to you at about the same rate as inferior brands of tomatoes, and you make just as much profit. You will find your customers use five times as much canned tomatoes, when you sell "Kent" brand, as they did when you sold a poor article, and your profits on this line will consequently be increased five fold.

THE KENT CANNING COMPANY

Agents . . .

ROSE & LAFLAMME, Montreal
 WRIGHT & COPP, Toronto



CHATHAM, ONT.



TALK WITH A MAN FROM CHINA.

I HAD an interesting chat not long since with a gentleman who was passing through Canada en route to England from China. He had for three years been a resident of the Celestial Empire, and had traveled over a goodly portion of Japan as well as that country. As a result of that conversation I am open to confess that my opinion of the Chinese is rather more favorably inclined towards them than it was. The gentleman in question, I might say, is a tea merchant, but as I have not permission, I do not feel free to use his name.

Like other Europeans traveling from China with whom I have conversed, he declared that there were still people in some parts of the country who had not yet heard of the war with Japan. "While there are others," he said, "who, while they have heard of the war, firmly believe that the Japanese were the vanquished and not the victors. The fact that the Japanese army withdrew from the country is an evidence to them that they were driven out. They cannot understand why a victorious army should not have marched on to Peking and invaded the rest of the country."

"What opinions have you formed of the relative natural merits of the Chinese and Japanese soldiers?"

"O, physically the Chinese is the much better man. And as far as bravery is concerned he has plenty of that."

"He did not display much of it in the late war," I ventured.

"I grant you he did not. But you must remember that he was badly armed, badly officered, and badly trained. It has been proved that under good officers they make good soldiers."

"What about the domestic life of the Chinese?"

"Well, a Chinaman thinks a great deal of his wife and family. It is amusing to see his proud and lofty carriage and the happy look he has on his face when he takes his family for a day's outing."

"The Chinese are very clannish, are they not?"

"Rather. Just let our Chinese office boy hear that we want an employe of some kind, and forthwith he will be on hand with some relative."

"What about the alleged crookedness of the Chinese?"

"It is not true that the Chinese as a class are dishonest," he rejoined, with some warmth. "A Chinaman's word is as good as his bond. In our dealings with the Chinese merchants we have every confidence. If they make a contract with you, rest assured they will carry it out, if it is at all possible for them to do so. It is considered a terrible disgrace for a Chinaman to be discovered in a dishonest action. He who is so discovered 'loses face,' added my informant, as he swept his hand over his own face. "'Losing face,' I should explain, really means that he has lost his good name and is disgraced. And you can almost depend that the man who 'loses face' will go out and drown himself."

Our conversation eventually turned on the antiquated methods of transportation in China. "There is only one line of railway in China, and that is a short one," remarked the gentleman I was interviewing, "while, as for wheeled vehicles, why, in a city the size of Hankow, there are only two. One of those belongs to a broker and the other to a doctor."

"Haven't they got good roads?" I asked.

"The roads are good enough; but coolie labor is so cheap that it doesn't pay to use wheeled carts. When we are loading the ships

with tea we do not send the packages to the ship's side in vehicles; coolies carry them. A coolie places a pole over his shoulder, with a chest of tea suspended from either end. Then he starts off for the ship's side on a sort of dog trot, singing in a monotonous air as he runs. A peculiar thing about this coolie carrier is, that should he only have one package of tea to carry, he will fasten a substance of equal weight to the other end of the pole. He wouldn't think of carrying one parcel. A Chinaman will do this work for the extraordinary small sum of eighteen pence per week."

China he declared to be a beautiful country, rich in natural resources, while the Chinese farmers he pronounced to be the best farmers in the world. But, tell it not in Gath, he declared it would pay Canada to utilize coolie labor more than she does.

TWO SUCCESSFUL BRANDS OF CURRANTS.

THE success of the "Paradise" and "Haycastle" brands of currants handled by W. H. Gillard & Co. last year has induced this firm to buy even more largely than they have done in previous years, and they have upwards of twenty carloads of these particular brands in store and arriving, and all bought before the advances in the market took place. It therefore affords this firm pleasure to announce to the trade through the advertising columns of THE GROCER that they are in a position to supply "Paradise" brand at as low a price as that at which ordinary Provincials or Filiatras are being sold. This firm purchased largely in raisins and figs early in the season, and in consequence of this are in an excellent position to give good values to their customers. They have always adopted the principle of buying the best brands packed, without exception, believing that in following this course it not only enables them to do business to better satisfaction with their good friends, but the handling of such goods has been an important factor in increasing the reputation which this house now holds for carrying high-grade Mediterranean fruits.

Recently W. H. Gillard & Co. have been in receipt of a very large shipment of Young Hyson teas, which show extraordinary values, and they are finding a brisk sale for them at the prices offered at. The trade for this firm's bulk blended teas is steadily increasing, notwithstanding the fact that so many package teas are being offered. Their contention is that the sale of teas in bulk by the retailer, provided he secures well-known reliable brands, is much more favorable to his making good profits, instead of working on a close margin on advertised brands which are handled by all his competitors.

KNOX'S GELATINES.

The high quality and splendid values of the Knox gelatines are fast becoming well known, and the goods are now sold by the best grocery trade everywhere. Quite a sensation was recently created at Toronto and Ottawa fairs, where the goods were exhibited. This gelatine is made from calf material. It will dissolve almost as readily as sugar, and each packet will make two quarts of jelly. We anticipate for these goods very large sales.

STAPLES AND DELICACIES.

Caverhill, Hughes & Co., corner Commissioners and St. Peter streets, Montreal, while carrying a full stock of tea, sugar and other heavy staples, devote special attention to dried fruit, canned goods and specialties. They always have leading brands of these in stock, and also represent in the Montreal district "Spratt's patent dog food" and the Eli Pettijohn Cereal Co. Both these lines are fast becoming staples. The former is so much thought of that the animals at the recent dog fair were fed exclusively on it, and the sale of the latter, though only one year in the market, has increased to very large proportions.

TO THE TRADE

CHEAP CLEARING SALE

OF

China, Crockery, Glass-ware, Lamp Goods, Etc.

**DAMAGED BY FIRE,
SMOKE AND WATER.**

We take this opportunity to inform our numerous friends and customers throughout Canada that our great cheap sale is still going on, not having as yet succeeded in disposing of all the goods damaged by the recent fire in our premises; and in order to reduce our stock to the lowest possible ebb prior to stock-taking at the end of the year, we shall continue for the balance of the Fall to offer exceptionally good bargains in the following lines:

**White Granite, Printed and Rockingham Ware
Enamelled and Gilt Semi-Porcelain Dinner,
Tea and Toilet Sets
Plated Ware, Cutlery and Fancy China
Chandeliers, Gasaliers, Brackets, Banquet and
Table Lamps, Etc., Etc.**

Also an endless variety of

And in Fine Glassware an enormous assortment in the following lines:

**Dinner, Tea, Breakfast
and Tete a Tete Sets**

**Champagne, Claret, Port, Sherry and
Liqueur Glasses, Decanters, Claret Jugs,
Finger Bowls, Tumblers, Preserve and
Bon Bon Dishes, etc.**

. . . Etc., Etc. . . .

Our stock of Pressed Table Glassware is also very complete.

LETTER ORDERS PROMPTLY ATTENDED TO. AN INSPECTION SOLICITED.

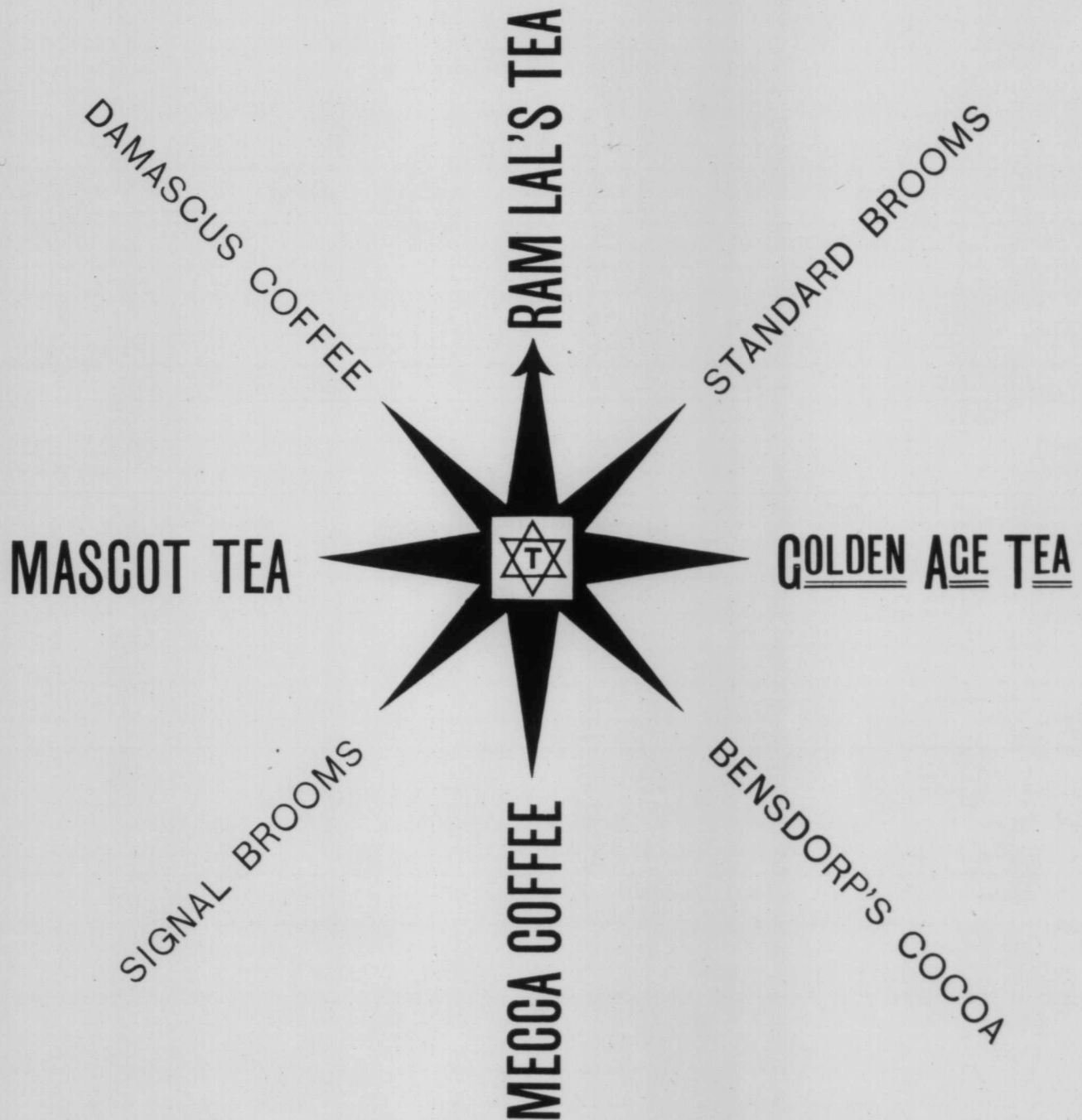
JOHN L. CASSIDY & CO.

339 and 341
St. Paul Street

MONTREAL

JAMES TURNER & CO., HAMILTON

ask their numerous friends to keep their eyes on the points of this compass :



All are their specialties in which they cannot be beaten.
A trial will convince you they are right.



. . . The finest Soda Biscuits in Canada . . .

Manufactured by R. E. JAMIESON, OTTAWA

Everything

A grocer can want in first-class goods will be found in our warehouse.

Raisins, Currants, Figs

Good brands and good values.

Our familiar brand . . .

JAPAN TEA

“MAPLE LEAF”

is still to the front.

... SUGAR ...

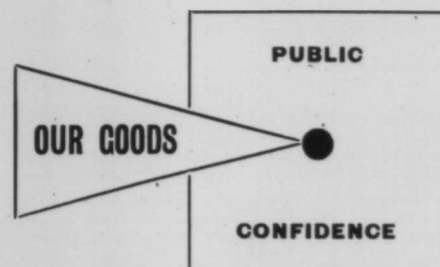
from each of the Canadian Refineries

Tobaccos and Canned Goods

FOR WHICH WE SOLICIT YOUR ORDERS.

T. Kenny & Co., Wholesale Grocers, **Sarnia, Ont.**

Proper Ammunition Reaches the Mark



Proper goods strike public confidence at once and build a good steady trade for a grocer. Our goods have all been weighed in the scales of public confidence and pronounced unsurpassed in quality. Up-to-date merchants are sending in their orders for winter stock. Is your order with them? It should be if you are going to do better business this winter. Write for our price lists---we'll be glad to send them.

DANDICOLLE & GAUDIN, LTD. FRENCH CANNED GOODS

A carefully selected stock—they never lose their natural taste. Our stock includes:

Mushrooms	Cepes
Peas	Truffles
Beans	Sardines
Mixed Vegetables	Anchovies
Asparagus	Pates
Artichokes	Crete de Coq
Capers	Rognon de Coq
Olives	Etc., Etc.

Mackay's Kolacafe

Used as a substitute for Coffee—better for the health. It has the same flavor and fragrance as Coffee, added to which are the sustaining qualities of the Kola nut. Made by

JOHN MACKAY & Co.,
Edinburgh.

Buchanan's Jams, Marmalade Candied Peels

These goods are justly celebrated for their purity and excellence. The jams and marmalade are made from carefully selected materials. The Lemon, Orange and Citron Peels are fresh and pure.

Lorimier's Worcester Sauce

This sauce is made of finest materials, and becomes a household favorite when once tried. The grocer who once tries selling it always keeps some in stock.

Put up in pint and half-pint bottles.

Craven & Son's Drops and Candies

Pure and Popular. Principally hard-boiled candies. In 5-lb. and 8-lb. jars.

There is money to be made in candies if you carry the proper goods.

You'll have success in your candy department if you carry these goods.

French Mustard

Much appreciated for its strength and flavor.

It's a quick seller and a satisfactory purchase.

Put up in handy packages, which are very useful when empty.

Sole Agents for Canada

ROBERT GREIG & CO., MONTREAL

Brantford Stoneware

Mfd. by Brantford Stoneware M'fg. Co., Ltd., Brantford, Ont.

STONE

- Milk-Crocks
- Butter-Crocks
- Churns, Jugs
- Milk Pans, Fruit Jars
- Water-Filters
- Stew-Kettles
- Bristol Bottles

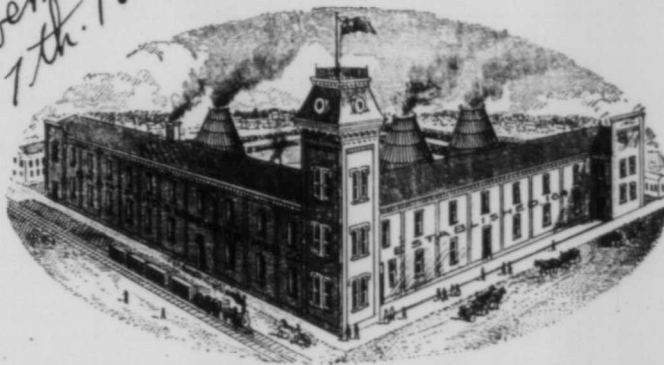
FIRE-BRICKS

STOVE LININGS

Etc., Etc., Etc.

RETURNED
November 7th. 1896.

ESTABLISHED 1849



WRITE US FOR CATALOGUE.

ROCK AND BRISTOL

- Bowls, Pitchers
- Tea-Pots, Coffee Pots
- Pie-Plates, Bakers' Colanders
- Etc., Etc., Etc.

- Chambers, Urinals
- Bed-Pans
- Cuspidores, Soap Drainers, Soap Slabs

- Mustard Jars and Ginger Beer Bottles
- Etc., Etc., Etc.

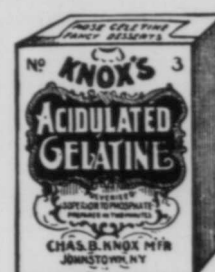
Rockingham & Bristol

ABSOLUTELY PURE

IT IS PERFECTION



Knox's Sparkling Gelatines



The consumer finds in the Knox Gelatines both quantity and quality, as each packet makes two quarts of the most delicious jelly. The most **easily prepared** with the **best results**.

It obtained the only Medal and Diploma, World's Fair, Chicago, for its strength and purity.

SOLD BY ALL WHOLESALERS.

A. E. Richards & Co.

Canadian Agents

Hamilton.

A BUSINESS MAN AS WELL AS A SENATOR.

READERS of THE CANADIAN GROCER need not be told that this journal has been the champion of the movement for the improvement of Parliament by the infusion of practical business men, irrespective of what their political complexion may be, into the membership thereof. Every drop of new blood of this character which finds a place on the benches of either the Federal or Provincial Parliaments naturally therefore accords us satisfaction.

The accompanying cut is from a photograph of a business man, who is one of the latest appointments to the Senate. His name is Alfred A. Thibaudeau. He was gazetted August 29 last and represents the electoral division of de la Valliere, in the province of Quebec, the division formerly represented by the Hon. Mr. Angers, who, it will be remembered, resigned to contest Richelieu for the House of Commons during the last Federal contest.

Mr. Thibaudeau is a practical, intelligent business man, being the head of the dry goods firm of Thibaudeau Bros. & Co., of Montreal, and Thibaudeau, Freres & Cie., of Quebec. This firm was established about three-quarters of a century ago by the grandfather of Senator Thibaudeau, and is one of the oldest in Canada.

Senator Thibaudeau is of a retiring disposition, and has been sought after by the offices which he has filled rather than he having sought for them. It is a pity we had not more of his class, say we. He was once a member of the Council of the Montreal Board of Trade. He is at present president of the Dry Goods Association of Montreal and a director of the Great Western Life Assurance Co.

CITRIC ACID.

CITRIC acid owes its name to the source of its manufacture, "citrus" being the generic term for lemons. The acid occurs, however, in the juice of many other fruits than those of the citron variety, as well as in the juice of many plants. The citric

acid of commerce, however, is mainly prepared from the lemon, bergamot and lime, the three leading species of citron. Of these three, the lemon contributes by far the greater proportion. In its manufacture the rind is removed and utilized for the purpose of obtaining essence of lemon, as well as essential oil. The fruit is then pressed to obtain the juice. What is technically known as the "single juice" is then boiled down until a syrup of a dark brown color, or of a specific gravity of 1.24 is obtained. The juice contains from eleven ounces to thirteen ounces of citric acid per gallon. The manufacture of citric acid from "single juice" is simple. Whiting is mixed with water and heated by steam in a wooden vat provided with an agitator. The concentrated juice is

then pumped slowly in until effervescence ceases, care being taken that the whiting is always in excess. The precipitation that follows is known as citrate of calcium. This is washed with hot water and filtered. It is mixed into a thin cream by the addition of water, and constantly agitated during decomposition, caused by the addition of a small excess of sulphuric acid. This forms sulphate of lime or gypsum, which is insoluble and precipitates. The citric acid left in solution is then separated from the gypsum, and the liquid concentrated in shallow baths by the aid of heat. Much gypsum is at first deposited, and from this the clear liquid is run off into other vessels and further concentrated. When sufficiently strong to crystallize, the



THE HON. SENATOR THIBAUDEAU.

hot liquid is run into a tub provided with an agitator, and the liquor is kept in constant motion while cooling. By this means the crystals of citric acid are obtained in a fine powder. The mother liquor is again concentrated and the process repeated. The granulated crystals are drained, and, should impurities show themselves, they are redissolved in water and the solution discolored by passing it through animal charcoal, from which all phosphate have been removed. The liquid is again concentrated by heat and allowed to crystallize in shallow trays. The resulting crystals are the citric acid of commerce. Citric acid is also contained in unripe fruits, notably the currant, gooseberry and tomato.

“When in doubt take the safe side”

If buyers would always apply the wisdom of this adage when making selections,



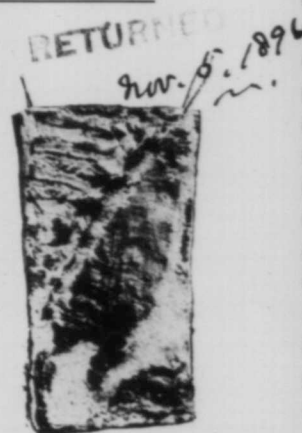
“Fearman’s”



Hams and Bacon

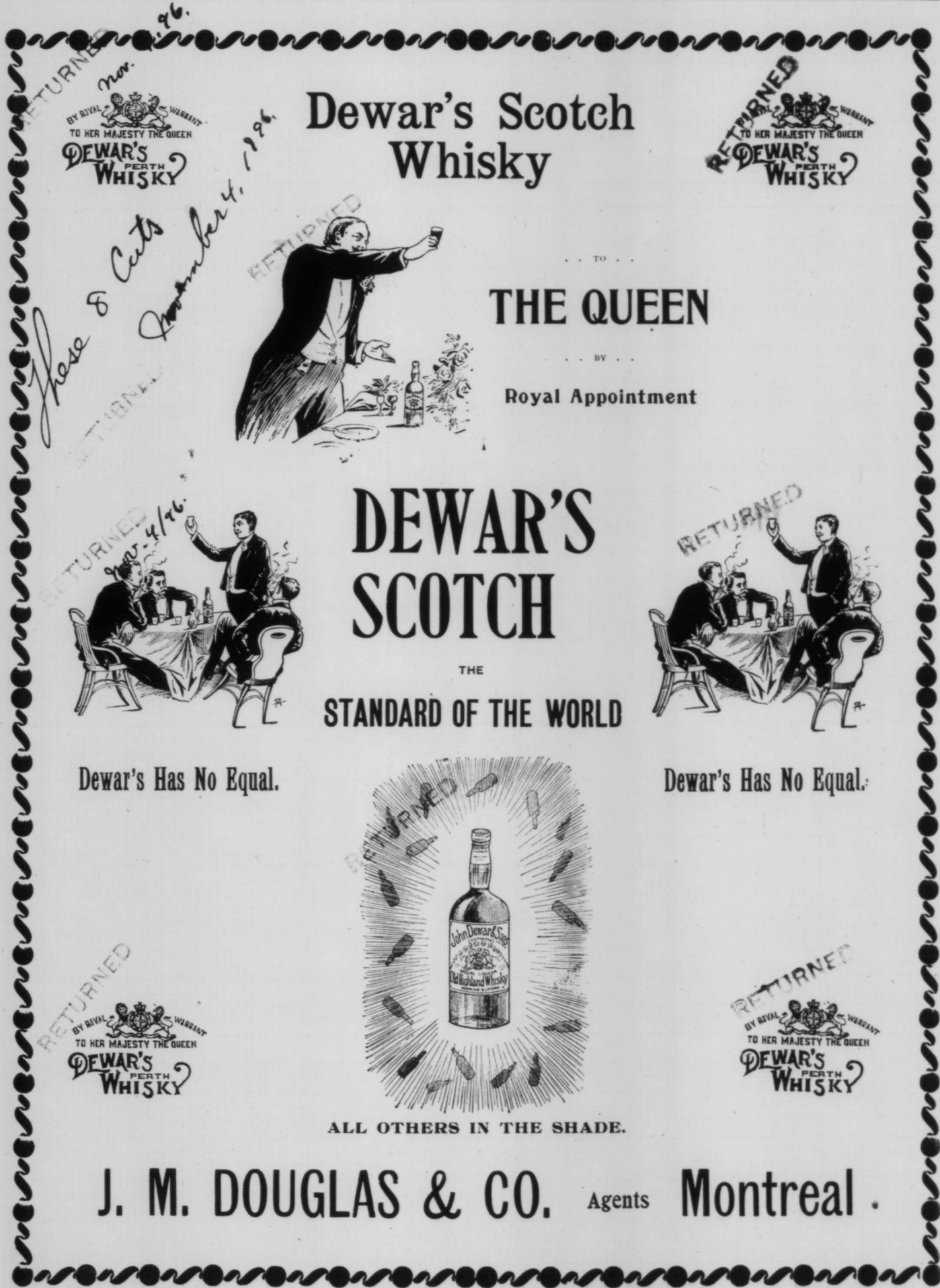
would be in universal demand, for this brand is pre-eminently the safe side of provision purchasing.

Besides providing every desirable quality which other goods possess, they furnish a flavor which is indescribably rich--a flavor which others cannot imitate because all our goods are prepared by our own process, known to no one but ourselves. Fearman’s Star Brand Hams and Bacon are mild, sweet and appetizing beyond any similar products anywhere prepared. Your best interest demands that you give them first place in your stock. Don’t run chances in buying. Get what you know to be all right.



Right in quality. Right in flavor. Right in price.

F. W. Fearman, Hamilton



Dewar's Scotch Whisky



*These 8 Cuts
November 4, 1896*



THE QUEEN

Royal Appointment



DEWAR'S SCOTCH



THE STANDARD OF THE WORLD

Dewar's Has No Equal.

Dewar's Has No Equal.



ALL OTHERS IN THE SHADE.



J. M. DOUGLAS & CO. Agents Montreal.



There is not and there never has been a
Centre Draft Lamp
better than a

PITTSBURGH MAMMOTH LAMP



OR A
Pittsburgh Piano Lamp

OR A
Pittsburgh Vase Lamp

OR A
Pittsburgh Banquet Lamp

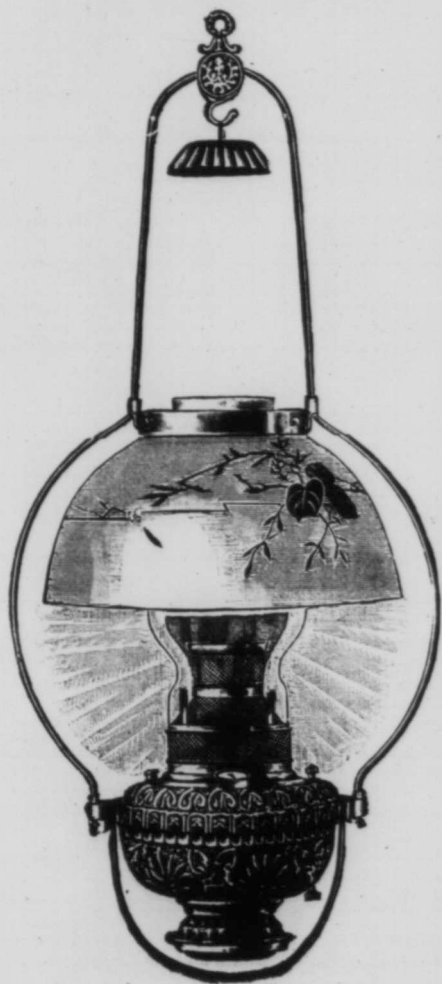
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*Jan. 27,
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In Fact there is not and never has
been a better thing in the
Lamp and Lighting line than everything

THAT IS

"PITTSBURGH"



This the PITTSBURGH GOODS will
prove in open competition. . . .

CATALOGUE AND PRICES ON APPLICATION.

Gowans, Kent & Co.
TORONTO



HOW SARDINES ARE PRESERVED.

THE catching and preservation in oil of the sardine is one of the most important industries of Brittany, says The Liverpool Post. Along the coast there are about 150 factories. During the sardine fishing season, which lasts about five months, 2,500 boats, equipped with from 12,000 to 15,000 sailors, are employed. Consul Dupin, of Nantes, says that this industry originated at Nantes in the year 1834, and the best brands are still those of that city. These brands are imitated in Spain and Portugal but are of inferior quality owing to the use of Spanish instead of Italian oil. The sardine is a migratory fish, which first appears on the coast of Africa, passing northward in large shoals, following the coast of Portugal, crossing the Bay of Biscay, and striking the coasts of Vandee in the month of April or May. Here the sardine is met by fishermen stationed at the seaport town of l'Isle d'-Yeu, and in the bays of the Sables-d'Olonne and Saint-Gilles, who assemble from all parts of Brittany and follow the fish toward the north, retarding its progress with a special bait called "roque." Before daybreak the fishing boats leave port to search for the shoals of sardines; many leave in the evening and anchor at sea. When the peculiar bubbling of the water reveals the fish the nets are immediately thrown. Each net is from 900 to 1,000 yards in length, about three yards in width, and black in color. On the upper part of the net are cork floats, on the lower part leaden sinkers to keep the net in an upright position. The oarsmen, generally two in number, row either against the wind or the tide. One man casts the net as the boat advances, while another throws the bait into the water. This bait is an important feature in the sardine catch, as it is expensive, and fishermen often lose a considerable quantity. It is made of the eggs of codfish or mackerel mixed with clay. That made of mackerel eggs is superior. The bait is thrown in the water in small balls, which slowly dissolve and sink. The sardines are spread on floors and salted, and the heads removed. They are then thrown into brine, where they remain for half an hour. They are next washed in clear water and dried on screens. This work is done almost entirely by the wives and children of the fishermen, their united wages during the fishing season enabling the family to subsist during the following winter.

After the fish have been thoroughly dried, they are cooked by dipping them for a few minutes in oil heated to 212 degrees Fahrenheit. They are again drained and handed to workmen, who pack them in small tin boxes, which are filled with pure olive oil and then soldered. The oil used is imported from the province of Bari, Italy. The boxes are next thrown into hot water, where they remain from two to three hours, according to the size of the boxes. When withdrawn the boxes are first cooled, then rubbed with sawdust to cleanse and polish them and packed in wooden cases of 100 boxes for shipment. During their immersion in the boiling water oil will escape from all the boxes not properly soldered. In such case the loss is sustained by the solderer. A good workman rarely misses more than two or three boxes per hundred.

A quality of sardine called "boneless sardines" is prepared by factories in Concarneau and Douarnenez. Their preparation requires special care, and they then command a high price. Sardines in oil are sometimes mixed with truffles. They are also prepared with tomatoes. Sardines are also prepared in butter and vinegar. Sardines preserved in butter are good, but as the butter is generally of inferior quality, it is necessary to remove it from the sardine be-

fore serving. Another inconvenience is that the box must be heated to melt the butter, so that the sardine can be removed entire. Sardines preserved in vinegar require to be washed before using. The addition of oil renders the fish more palatable, though the sardine retains the taste of the vinegar, and its flavor is partly destroyed.

DISEASES OF THE NUTMEG TREE.

By Mr. H. N. RIDLEY, SINGAPORE.

THE only direct cause of injury to the nutmeg tree which has as yet caused serious damage, though others may, under special circumstances, become productive of much evil, is the nutmeg beetle, a very small insect only one-eighth of an inch long, of a deep blackish-brown color, cylindrical in outline, and quite blunt at both ends. It deposits its eggs beneath the bark of the tree, and the small white grub attacks the cambium layer—the living layer between the bark and the wood—causing the bark to flake off. Sometimes it attacks the branches of the tree, burrowing at the base of each twig; in this case the twigs die on each bough, beginning with the lowest, and the beetles soon leave the dead twigs and commence to attack the base of the stem. The nutmeg has a strong tap-root, and the underground portion of the stem and tap-root are the next parts to be attacked. The destruction of the underground portion is unnoticed till the beetles work up above ground, when the bark peels and the wood is seen to be dead or dying beneath. The death of the tree thenceforward is very rapid. As the beetles work away from the parts they have killed to fresh living parts, other beetles, which feed on dead or dying wood, such as longicorns, attack the tree and complete the work of destruction. In order to do as much as can be done to stay the plague the following remedies must be adopted: It is absolutely essential that all branches attacked by the beetle should be at once burnt. The Chinese do not, as good cultivators would, cut off and destroy branches dead from any cause, but leave them lying in or under the trees. As the beetle has been found living six inches underground, the usual practice of burying the boughs at the base of young trees, and with their ends projecting, results in favoring attacks of the new plants by beetles. It is difficult to prevent the beetles from attacking the base or subterranean portion and to arrest the injury when commenced. The better class of cultivators are in the habit of covering the ground beneath the trees with cut lalang; this not only protects the roots from excessive heat and supplies some nourishment to the tree, but it also appears that the beetles attack these trees much less; perhaps they cannot find their way to the bark so easily. Turfing round the trees to the base of the stem would, it is believed, have the same effect. It is also suggested that cultivators should tar the base of the stem, or even tie brushes of cocoanut husk, which might also be tarred, around the base of the stem to the ground, but the brush must be pressed right down to the ground. The rigorous destruction by fire of dead twigs, boughs and trees, the latter being dug out of the ground and burnt, will prevent the pest doing much damage. Another disease of the nutmeg tree is caused by the "mango-borer," a boring caterpillar, to injury from which the mango tree is chiefly liable. It is not unusual to find mango trees planted in or near the nutmeg plantations here and there, and it often happens that the moth which is produced by this caterpillar not finding sufficient mango trees upon which to deposit its eggs, attacks the nutmegs with disastrous results. As these mangoes produce few or no fruit, they should be destroyed. The parasitic plants, the mistletoes (*Loranthus*), are most injurious to the trees, soon killing the boughs on which they fix themselves; such branches should be cut off a little below the parasite. A less important enemy of the nutmeg tree is the common blight (*Coccus*), which covers the leaves of weak plants, entirely spoiling them. Burning the infected leaves is the best remedy.



Away up in Quality

EIGHT GOLD MEDALS

Have been awarded for superior excellence—at the great Expositions held in England—to

Gillard's New Pickle

And . . .

Gillard's New Sauce

Incomparably superior to all others. The most delicious table relishes compounded. Only the choicest English and Eastern pickling vegetables and spices used in their preparation.

New Pickle—Put up 2 doz. in a case; Single case lots, \$3.40; 5 case lots, \$3.30.

New Sauce—Single dozen lots, \$1.75; brl. lots of 12 doz., \$1.60.

SOLD BY ALL WHOLESALE GROCERS IN CANADA.

GILLARD & CO. MAKERS LONDON, ENGLAND.

Whitehead & Turner

QUEBEC

Wholesale Grocers

AND GENERAL MERCHANTS

Direct Importers from Foreign Countries

Have special advantages in importations from the *West Indies, China* and *Japan*.

Letter orders receive personal attention and prompt shipment.



OUR PRICES ARE RIGHT

DRIED FRUITS

It's now the right time to buy !!

Take our advice and lose no time in buying **NOW** what Dried Fruits you require for your Christmas Trade if you wish to secure your wants at the lowest prices. We quote, subject to market changes and provided unsold, viz :
To arrive in the latter part of November :

VALENCIA RAISINS

Juan de Llano Fine Off-Stalk.....	4½ c.
Wm. Rogers & Co. Fine Off-Stalk	5 c.
Wm. Rogers & Co. Selected.....	5¾ c.
Wm. Rogers & Co. Four-Crown Layers.....	6 c.

CURRENTS —

Fine Provincials, barrels.....	3⅞ c.
Fine Provincials, half-barrels.....	4 c.
Filiatra, half cases.....	4¼ c.
Fine Filiatra, half cases.....	4½ c.
Choice Vostizzas, half cases.....	6 c.
Fancy Vostizzas, quarter cases.....	8 c.

MALAGA RAISINS

Filiatra, half cases.....	4 ¹ / ₄ c.
Fine Filiatra, half cases.....	4 ¹ / ₂ c.
Choice Vostizzas, half cases.....	6 c.
Fancy Vostizzas, quarter cases.....	8 c.

MALAGA RAISINS

Boxes reputed 22 lb

- London Layers.....
- Connoisseur Clusters.....
- Connoisseur Clusters, ¹/₄s....
- Extra Dessert Clusters.....
- Extra Dessert Clusters, ¹/₄s..
- Royal Buckingham Clusters..
- Royal Buckingham Clusters,
- Imperial Russian Clusters.....

ALMONDS—

- Tarragona Almonds, in bags
- Valencia Shelled Almonds, Be

FIGS—

- Natural Figs, in bags.....
- Malaga Figs, in tapnets, 25 lb

BOSNIA PRUNES

- Ostrich Brand, 55-lb. boxes..

Note our terms and bear them in mind
 Terms: 3% 10 days o

HUDON, HEBER

Wholesale Grocers

The steps to a
successful and

PERMANENT TEA TRADE

Can only be ascended by handling

Ram Lal's Pure Indian Tea

PURITY



FRAGRANCE



**PAYS A DOUBLE PROFIT
AS IT IS,
ALWAYS WINNING TRADE
ALWAYS HOLDING IT**

FLAVOUR



STRENGTH



**WESTERN
SELLING AGENTS**

Turner, Mackeand & Co.

Wholesale Grocers,

WINNIPEG



The MacLean Publishing Co., Ltd.

TRADE NEWSPAPER PUBLISHERS,

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MONTREAL, - - - - - Board of Trade Building.
Telephone 1255

LONDON, ENG., - - - - - Canadian Government Offices,
R. Hargreaves, Representative.

SHOULD BE DONE BY BUSINESS MEN.

It is announced that three members of the Dominion Government will, on November 10, start out upon the mission of gathering data for the revision of the tariff. The gentlemen composing the triumvirate are: Hon. W. S. Fielding, Sir Richard Cartwright and Hon. W. Paterson.

During the proposed data-gathering tour it is the intention, we understand, of the commissioners to glean information from every available source: From the merchant as well as from the manufacturer, from the mechanic as well as from the master, from the consumer as well as from the farmer.

It is to be regretted that the Government did not see fit to act upon the suggestion of this journal, and delegate to a commission of practical business men and such others as might be necessary the duty of investigating the present tariff, and subsequently reporting to Parliament. This, we are persuaded, would have been the better way.

We have no desire to cast any reflection upon the commissioners. The Government could not probably have made a wiser selection from within the Cabinet circle, and in regard to the Hon. Mr. Paterson particularly. He is a business man, born and bred. Our concern is only for the business interests of the country. If politicians can perform the task as well or better than business men, we have no choice in the matter. But it does seem that the business man is the best man for a business job. And gathering material for a new tariff, and fashioning and shaping the same, does appear to be a business job.

Of all the tariff-revising undertakings, none have so much demanded skilled and careful treatment as that which is now to be dealt with. Business common-sense, honesty and enterprise are more important factors in nation-building than tariffs. A nation can exist without the latter, but it cannot without the former. At the same time, however, tariff legislation can do a great deal to help or hinder the progress of a country.

The tariff this country requires is a tariff made by business men for the business interests of the country. A tariff built upon the tenets of party, either Conservative or Liberal, we do not want, neither can we afford to have it. We have already in the past had too many tariffs whose primary object was to bless the politicians.

The business interests of the country were a secondary, instead of being the first, consideration. It was not by any means always designedly so. But a professional politician can no more have at heart the interests of the commercial class than can a disgruntled, unmarried woman possess the heart of a mother. Like always begets like, if it gets anything.

A tariff whose foundation is business common-sense will not be constructed with a view to taking under its protection things which wisdom says should never have come beneath its shelter. We are learning by experience that it would have been better to have given some things poison rather than pap. An article worthily deserving of protection often gets into bad repute by being associated with that on the tariff list which is undeserving, just as a good boy gets a bad name by associating with evil companions.

This country is rich in natural resources. We believe no country in the world is more so. The developing of these demands our time and attention. And if we rob Peter to pay Paul, Peter will assuredly suffer.

How necessary, therefore, business care and forethought is in the work of revising the tariff is obvious indeed.

NO NEED TO LOSE HOPE.

THE letter of the Hon. Joseph Chamberlain to the Agricultural Union regarding preferential trade does not contain food for pleasant contemplation by the champions of that movement. At the same time, there is nothing in it that should induce them to abandon hope.

Mr. Chamberlain has not abandoned the scheme, as articles in some of the daily press would have us believe. He merely suggests "that the question of an Imperial Zollverein should be deferred for the present." There is no misunderstanding these words. Deferring is not abandoning. Mr. Chamberlain is a practical business man and a tactician: He knows when to be active and when to be passive.

This much is conceded by all: the United Kingdom wants more of the colonial trade and the colonies want more of the Motherland's trade. But the trouble is that we are all more or less wedded to our idols and will not condescend to divorce ourselves from them in the slightest degree in order to secure the desideratum. Free traders in England will not depart one jot or tittle from the most narrow interpretation of the Cobden doctrine, and protectionists in the colonies are not more willing to swallow any part of their faith. Hence, while both are hungry for extended trade, neither will do anything to secure it.

THE CANADIAN GROCER does not pose as a prophet, but this it will predict: Inside of the next couple of years we shall see revived interest in Great Britain and in the colonies (and in Canada particularly) in the preferential trade idea. The United States is Great Britain's chief market, and so it is ours, and the outlook for that country is a McKinley president and a McKinley tariff. What that means is obvious.

Great Britain is essentially a manufacturing country. Consequently it is also an exporting country. And the home market being comparatively limited, it follows that any diminution in the export trade means a decrease in the output of the factories. Now we find that during the last twenty years there has been a steady falling off in the exports of manufactured goods, while in the imports there has, on the other hand, been a steady increase, showing that the British manufacturer is losing both the foreign and the home market. The exports of manufactured articles of the United Kingdom were 22 per cent. less in 1894 than in 1874, while the imports were 47.3 greater. Of the exports we find that those to foreign countries for the years 1890-94 over 1870-74 decreased 10.6 per cent., while for the same period



exports to British possessions increased 29.9 per cent. It is obvious where Great Britain's hope in her export trade for the future lies.

A comparison of the export trade of Canada during the past twenty years will also be of interest in this connection. We find that in 1875 Canada's exports to Great Britain and her possessions aggregated \$46,062,177 and to foreign countries \$31,824,802. In 1895 our exports on the former account were valued at \$68,324,736 and on the latter \$45,384,067. In other words, during the twenty years in question the exports of the Dominion to Great Britain and her possessions increased about 48 per cent. and those to foreign countries by about 45 per cent. Our increase is chiefly with Great Britain and the United States, and with the former particularly, although increases of more or less extent are shown in our exports to all countries except Portugal, Italy and the West Indies. But even in the exports to the last-named there has been a steady growth since 1890.

As long, at any rate, as the present high tariffs exist it is evident the British market is the best market for Canada.

NO LOW-GRADE TEAS.

THERE is an absolute scarcity of low-grade Japan and other teas in Montreal at present. This was clearly demonstrated early in the week, when a broker who had an open order from New York hunted high and low for the grades in question. All he could get, though he offered an advance of fully 2c. per pound, was 1,000 packages.

Another unmistakable indication of the scarcity of low grades was the placing of several extensive orders in England by Canadian importers for Young Hysons ranging from 3d. to 4d. per pound for prompt shipment.

In addition to this scarcity in Canada, reliable advices state that there is a big shortage in the crop in China and Japan. Shanghai advices state that the entire visible supply of green teas of all sorts is thirty-three per cent. less than last year. Congous are given as forty per cent. less available for United States and Canada, owing to blight on the crop. In Amoy and Formosa the outlook is for 25,000 half-chests, against 95,000 in 1894, and 65,000 in 1895. Japanese news is equally bullish. The crop of green teas is given as about ten million pounds short of last year, and, as more than nine-tenths of this crop comes to North America, the supply on this continent should be fully thirty per cent. below that of last year. It is said that no fine teas are to be had, and common sorts are up ten to fifteen per cent. Foochow Oologs are short also, the output being estimated as 25,000 chests short of last year. Russian buyers are reported to have cleared all the dust and siftings on the Foochow market, something unheard of before, and some are speculating whether this action is not the forerunner of a mild famine.

ANOTHER RISE IN VALENCIA RAISINS.

IMPORTERS who tried to place orders for Valencia raisins at last week's level have been unable to do so. Offers cabled last week were refused, as a further advance of 2s. had taken place.

Importers in Montreal, however, had to have the fruit, and willingly conceded the advance. In fact, Montreal commission men state that they have more orders on hand than can be filled in Denia by the remaining direct boat.

Since the Avlona's fruit was landed in Montreal some small parcels have arrived from New York. These were readily absorbed by jobbers at a cost of 4¼c. for off-stalk and 5¼c. for fine.

The Bellona is due in Montreal in about ten days; but her cargo is all sold to arrive. The advance all round has been over 5s. on last year, for fruit that last season cost 16s. is costing at present fully 21s.

CANADA'S EGG EXPORT TRADE.

HE is not a wise man who makes no effort to find another outlet for business when that which he has been accustomed to follow has been closed against him. That which applies to individuals applies with equal force to nations.

When the McKinley tariff went into force six years ago and Canada's practically only foreign market for eggs was closed against her, most people conceded that the egg industry of this country was doomed. Fortunately, however, everybody was not that way of thinking, and those who were not began to turn their attention to the British market. That market has not by any means always been as profitable as one would have desired, but the results have on the whole been much better than a great many a few years ago ever dared to hope it would be.

The voyage is a long one, while the Irish and continental eggs are near at hand, but in spite of these facts, Canadian eggs are increasing in favor with John Bull, and at present the prospects for business with him in this particular line are better than they ever have been, our exports to Great Britain during the past three months having been enormous.

At first John Bull did not like our package. He preferred his 120-dozen case to our 30-dozen case. This prejudice has, however, been overcome, and now with a great many dealers the Canadian package is the favorite.

As far as quality is concerned, that is in the way of size, Canadian eggs are surpassed by the Danish, French and Irish, those from the last three named countries running from 16 to 18 pounds to the ten dozen, while those from the Dominion average from 15 to 16 pounds to the ten dozen. As far as Austrian, Italian, Russian, and eggs from other European continental countries are concerned, those from Canada occupy the first position.

The particular kind of egg which best suits the fancy of the British public is the brown-shelled egg. Eggs of this description will earn from 1 to 2c. per dozen more than the white kind, it being claimed that the former is the richer.

The following table gives the exports of eggs for six years to Great Britain and the United States, together with the total to all countries. As the trade returns for the fiscal year 1895-96 have not yet been issued, the figures for that period are not accessible:

Year.	Great Britain.	United States.	Total to all countries.
	Doz.	Doz.	Doz.
1890	3,600	12,825,735	12,836,660
1891	649,476	7,354,235	8,022,935
1892	3,987,655	3,918,015	7,931,204
1893	4,104,632	2,664,942	6,805,432
1894	3,449,243	1,611,881	5,141,586
1895	4,184,271	2,256,518	6,500,817

This means that the increase in the exports to Great Britain during the six years was to the enormous extent of 116,129 per cent., while those to the United States fell off 83 per cent., and those to all countries by about 50 per cent. Of the total number of eggs which went into Great Britain from all countries in 1895 Canada supplied 2.14 per cent. and the United States 0.61 per cent.

Whether the English market will ever be to us what that of the United States once was remains to be seen. One thing, however, is certain, and that is, that with hostile tariff or no hostile tariff in the United States, Canada should never cease to cultivate the British egg market.

SUGAR CASE APPEALED.

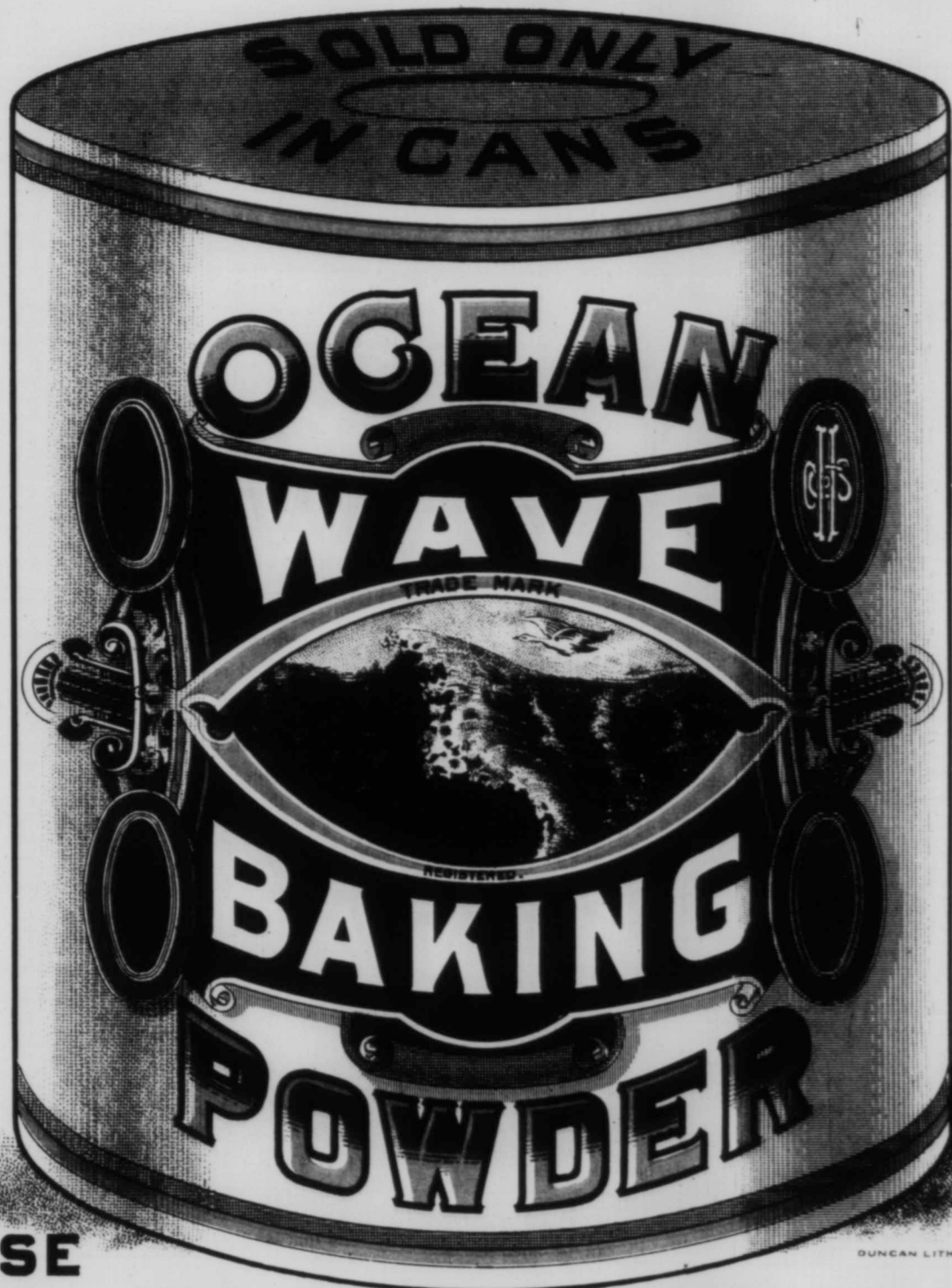
It is understood that the Ottawa Government have taken an appeal in the case of the Canada Sugar Refinery for overcharges in duties. The facts in connection with this case have already appeared in these columns.

FOR THE

LIGHTEST

WHITEST AND

SWEETEST CAKES



USE

OCEAN WAVE BAKING POWDER

PLEASES EVERYBODY

MANUFACTURED BY
HAMILTON & SPICE CO
COFFEE & SPICE CO
HAMILTON

DUNCAN LITH. CO. HAMILTON.

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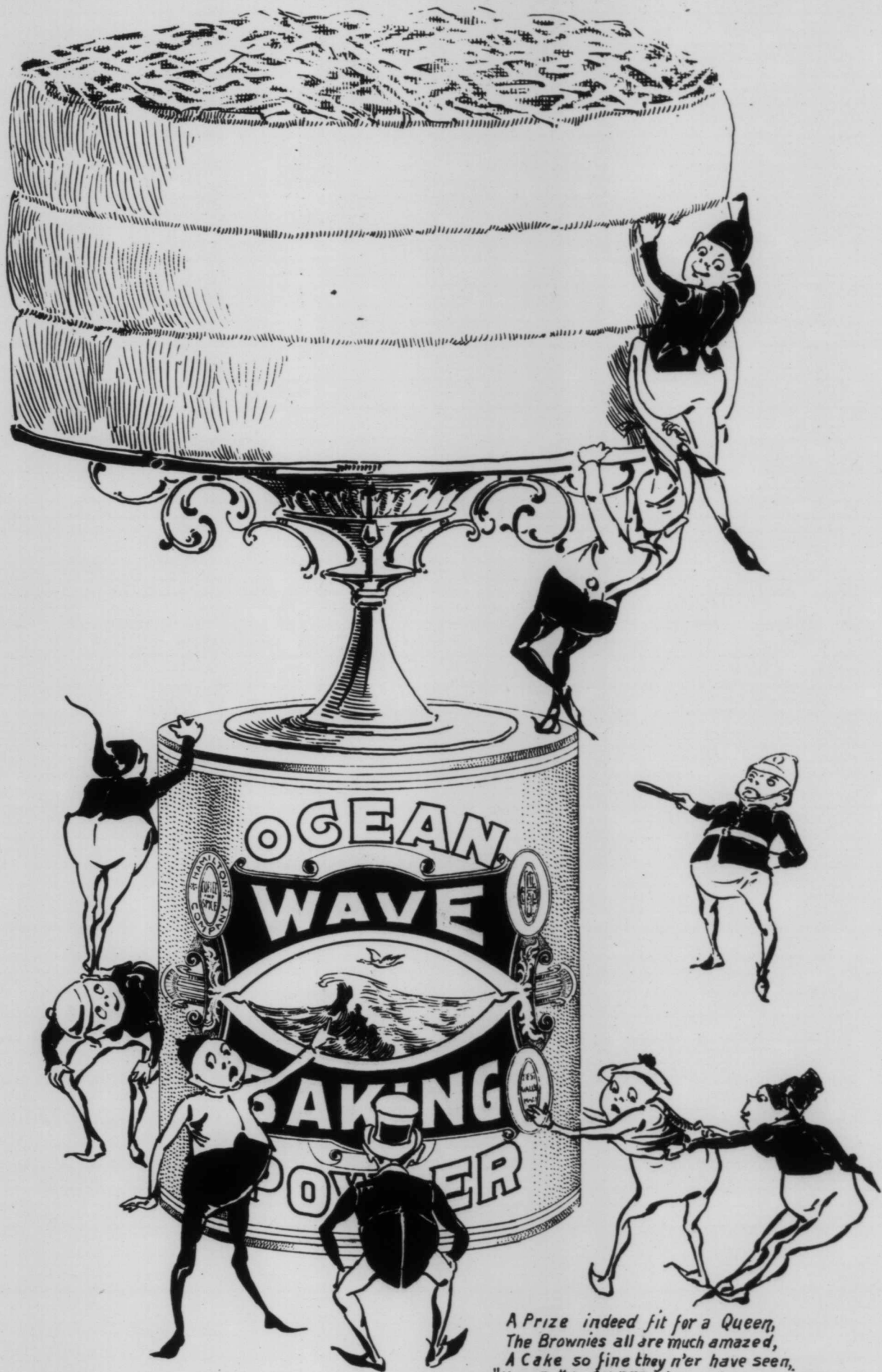
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A Prize indeed fit for a Queen,
The Brownies all are much amazed,
A Cake so fine they n'er have seen,
"HeresTo" the POWDER with which twas raised.

AN ADVANCE IN TEA.

ACTIVITY has characterized the Montreal tea market for some weeks past, the volume of orders from retailers showing a steady increase. A result of this is decreased stocks in first and second hands, and sellers are asking an advance of 1 to 1½c. per pound this week over the figures obtained a week ago.

The great bulk of the demand in Montreal has been for low grade and medium Japan and black teas, but this does not mean that high-grade Japans, China or Ceylon teas have been neglected. Quite the contrary; they have received more than usual attention. Medium and low grades, however, are actually scarce, which makes their strength more conspicuous.

In one case this week a good-sized lot of low-grade Japan was turned over at 11½c. per pound. This same lot was offered the week before at 10c., but buyers were too fastidious then to accept it. The fact that they have done so this week at an advance of 1½c. per pound speaks for itself.

Another lot of medium Japans was shipped last week at 21c., a portion of the same shipment only realizing 20c. six days before. In fact, several instances of similar gains were cited, showing the general strength of the position. The same appears to be the case south of the line also.

Representatives of American firms were in Montreal on Friday and Saturday last offering teas. One of them, a Philadelphia man, had 1,200 packages of his lot withdrawn, showing that there is demand there. In fact, if the sound money party wins a regular boom is predicted in the United States, as stocks generally are estimated to be light.

THE SITUATION IN SULTANA RAISINS.

THE market for Sultana raisins continues strong, and the price of anything of sound quality is high.

Some superior bright fruit, consigned to the Toronto market within the past few days, was picked up at once, and met with a ready consumption at high prices. The grades usually shown on the Canadian market this year exhibit exceedingly poor quality and large admixture of black fruit.

Some samples of rain-damaged fruit are being shown. They present a dark appearance, but the fruit is fat, and undamaged by rain would have been very fine. This particular kind of fruit can be imported at 2c. per pound less than the corresponding grade of undamaged fruit, but buyers are not giving them much attention.

The Produce Markets Review, London, of the 17th inst., in its review of the Sultana raisin market, had this to say:

It is clear that a proportion, at all events, of the fruit that was damaged will be restored to a merchantable condition, as a certain quantity is known to be already on the way, and other parcels are available for shipment. If anything like a heavy weight is saved, it appears likely that some of the more pessimistic estimates of the crop will have to be considerably increased. Two points against any long continuance of present rates can hardly be overlooked, the first being that the growers, if they cannot dispose of their fruit in Smyrna, will no doubt be tempted to consign it to the English markets, and the present scarcity will in one way or another disappear. A second reason is that, at all events, a moderate proportion of rain-damaged fruit will be sent on, and owing to the fact that it is not expedient to hold such stock for long periods, merchants will doubtless force it into consumption. If a considerable quantity be sent, it is not impossible that this fruit may to some extent depress the value of the sound, as has been the case under similar circumstances in previous years.

PROSPECTING FOR CANADIAN PRODUCE.

ONE of the best evidences of the growing impression which Canadian farm and dairy produce is making on the British market is the frequency with which dealers in the large commercial centres there make prospecting tours to this country.

One of the latest to visit Canada for this purpose is Mr. Nalborough, of Nalborough & Sons, Harwich, England, and Leith, Scotland. The firm is an extensive importer of Dutch, Belgian, Danish and German products, and was founded in 1829. How

desirable it is for Canada that the Messrs. Nalborough should interest themselves in our products is evident from the fact that their importations are sent from one end of the United Kingdom to the other, and to South America, the West Indies and Africa.

Mr. Nalborough was in Toronto last week, after having made a trip through Western Ontario. The object of his mission to this country is particularly in reference to cheese, butter, eggs and apples, and it is gratifying to know that he has completed arrangements for handling these products. One of his arrangements is to control the sale of Imperial cheese in England, Scotland, Belgium and Holland.

Although greatly pleased with what he on the whole saw in this country, he was not blind to our shortcomings, and he particularly deprecated the carelessness with which some people put up their products, and apples particularly, for shipment to the British markets.

He is not the only one who has uttered a warning in this respect. Only on Monday last a cable from London declared that "if the apple trade is to be kept on a good basis Canadian shippers will have to be more careful in selecting their stock for shipment."

Canada has the fruit, and all she wants is more of the right kind of careful shippers.

ADVANCE IN TOMATOES.

A MUCH firmer feeling in regard to canned tomatoes has developed on the United States market during the past few days. This will be good news to canned goods men in Canada, who are no doubt quite ready to clutch at any straw just now.

The cause of the better prices is the realization of the fact that the pack is 50 per cent. below that of last year. The pack of 1895 was 3,850,000 cases, which in turn was nearly 50 per cent. below that of 1894. The tomato crop, it appears, has been a decreasing one since 1893.

For two weeks past the buying of tomatoes has assumed brisk proportions in the United States. Sales have been made at Baltimore at an advance of five cents per dozen over those obtaining a week or ten days ago, while some sellers are reported to be holding at an advance of ten cents. It is the general opinion that the present season's pack came on a bare market.

The advance in the United States market has naturally induced a better feeling in Canada, but whether it will result in an actual appreciation of values remains to be seen. One thing it appears to have not yet done, and that is induce the wholesale trade to become more anxious buyers. The retail demand, however, has been improving a little during the past couple of weeks, but it is still of small proportions.

The ruling price at Baltimore is 65c., which is better than that obtaining in Canada to-day, which would indicate that at present figures it would be safe to keep stocks in at least a well-assorted condition.

Advices by mail from England state that the demand there for canned tomatoes is improving. We hear of some shipments of tomatoes to that market from Canada during the past few days, but any information as to price we were unable to obtain.

BUSINESS MEN WILL APPRECIATE IT.

Hon. W. Paterson, Controller of Customs, will, it is said, revive the practice of visiting the leading ports periodically for the purpose of consulting with business men on Customs matters. This was a practice that was pursued by Hon. Clarke Wallace, and the business men of the country will not by any means be sorry that the present Controller has decided to follow in his footsteps.

THE EARLY-CLOSING LAW.

THE early-closing question and the recent decision of the Superior Court is a warm subject in Montreal at present.

Last Thursday evening there was a lively meeting on the Main street, Montreal, in regard to the matter. The Retail Grocers' Association, as a body, did not take part, but a number of retailers and a large body of clerks were present.

Some of the former made warm speeches accusing the clerks of taking away the liberties of the proprietors.

President Vallieres, of the Retail Grocers' Association, made a wise suggestion which had the good effect of stopping a discussion that promised to degenerate into a lot of painful personalities and recriminations. It was to the effect that the City Council be invited to suspend the early-closing bylaw until a final decision had been given by the Superior Court. This was adopted and, signatures having been obtained, it was decided to present a petition to the Mayor on Monday morning.

On Monday morning about one hundred and fifty retail grocers and a sprinkling of tradesmen thronged the Council chamber, and on the arrival of the Mayor presented two petitions in reference to the early-closing bylaw. Among those in the deputations were: Messrs. F. de Repentigny, L. J. A. Surveyor, Chas. Gravel, Gagnon & Meunier, A. Gagnon & Co., J. B. A. Lanctot, J. B. Couture, Arthur Gagnon, D. Gagnon, M. Lorge, J. Kelly, J. A. Adams and W. Gundlack.

Mr. Meunier presented the petitions, one from 200 retail grocers, and the other from over 750 tradesmen and others, protesting against the law, and asking for its suspension till the decision in the Supreme Court, as to its constitutionality, is rendered.

Mr. E. Valliere, as president of the Retail Grocers' Association, disclaimed any connection whatever with the present movement.

Mr. E. de Repentigny, in a vigorous speech, denounced the bylaw, urging that it was doing an incalculable amount of mischief. That it did not voice the opinion of the majority was shown by the fact that far more tradesmen were against the bylaw than for it.

Ald. Rainville explained that the bylaw had been passed by the Council in response to a strong petition from the tradesmen and others, and he could only say he was very much surprised at the opposition to it now from all quarters. All the Council could do was to repeal the bylaw, which he was satisfied would be done if a majority of the public declared for such a course.

His Worship the Mayor said the question was one of the greatest importance, and he hoped that those who protested against being compelled to close at a certain hour would take the case to the highest courts in the country.

The deputation then withdrew.

A meeting of the Executive Committee of the Montreal Grocery Clerks' Association was held in St. Joseph's Hall on Sunday. A number of new members were admitted. The early-closing movement was much discussed, and it was decided that the association help the furtherance of this in every way possible, and it was decided to hold another meeting, when an invitation will be extended to those in favor of the movement and those against to attend.

Mr. Poirier, president of the Early-Closing Association and vice-president of the Grocery Clerks' Association, will start in business on his own account at the corner of Buckingham and St. Catherine streets in the course of a week or two.

A PEEP INTO CROSSE & BLACKWELL'S FACTORY.

EDITOR CANADIAN GROCER:

SIR,—I have lately returned from a short trip to England, and while in London I paid a visit to Crosse & Blackwell, Ltd. As I handle a considerable quantity of their goods, I was particularly

desirous to see their factory. A letter of introduction from their Canadian agent, Mr. C. E. Colson, procured me a most cordial reception from Mr. Blackwell, who requested their Mr. Wyeth to show me around the Soho Square factory, which took at least three hours, and they have two other factories, I believe, as large. I was greatly pleased and struck with the cleanliness and order observed in each different department. I saw some of the finest fruits, vegetables, poultry, fish and meat that I had ever seen, and I am satisfied that in the manufacture of their numerous preparations they use nothing but the best of everything.

I am very glad to be now in a position to vouch for the excellence and purity of the goods which I have always found have given the best of satisfaction. Crosse & Blackwell not only seem to be holding their own, but their goods, I noticed, appear to be still the leaders at home as well as abroad.

Trusting this may be of some interest to your numerous readers who keep Crosse & Blackwell's goods in stock,

I remain, yours, etc.

D. H. RENNOLDSON.

THE RICE MARKET ADVANCING.

Latest advices received from the European, Japan and India rice markets indicate a strong upward tendency at all points. Stocks in Europe are decreasing rapidly, and the visible supply will fall far short of meeting the prospective requirements of the consumers. The crop in Italy is turning out badly, and that country is drawing on Bremen and London for its supplies. The famine in India has increased the demand for Burmah, Siam, etc., rices, so that all the shippers combined are not able to secure enough to make up a single cargo for export this season. In Japan the crop is very much short and arrivals of new will be delayed fully one month later than usual owing to the typhoons and bad weather experienced during the growing season. All rice-consuming countries are turning their attention to Japan for their wants, and contracts for future shipment have been entered into on a very much higher basis—10 to 15 per cent. above last year's figures.



"Am I busy? You see dat fly!"

"Distinctly."

"Well, he's been dar since mornin'. I ain't had time to brush him off."

RETURNED
Groceries 470
1896

Success with Canned Meats

It is not a matter of chance. The full and habitual satisfaction of your customer; furnishing goods of unvarying excellence; goods that are certain to please to-day, to-morrow, every day—that is the way to win success. Grocers the world over know that canned meats bearing the "Helmet" trade mark are certain to please. They can be depended on for uniformity day in and day out, and they are prized best by customers who use them most. There is a world of satisfaction in selling them, and a good profit for the grocer, of course.

If your jobber does not sell you the "Helmet" brand, write to

J. L. WATT & SCOTT, Montreal
JAMES HAYWOOD, Toronto
J. HUNTER WHITE, St. John, N. B.

Manufacturers' Agents.

Or address . . .

Armour Packing Co., Kansas City, U.S.A.



WHITE MOSS BRAND COCOANUT

Is what you want to increase your sales. A strictly first-class shredded cocoanut, manufactured from the choicest selected nuts, by a process retaining all the flavor and richness of the fresh cocoanut.

Packages are the handsomest put up, and make a fine display upon the shelves.

For Pies, Puddings, Cakes, Candies, and all kinds of Desserts it has no equal. Always gives satisfaction.

We put up 5, 10 and 20c. packages in 5, 10, 15 or 30-lb. cases. Pails contain 10, 15 or 20 lbs.

All **First-Class** wholesale grocers handle "White Moss." Order a case from your jobber, and give your customers the best.

CANADIAN COCOANUT CO. (J. ALBERT McLEAN, PROP.)
MONTREAL, CANADA

PUREST AND BEST

Windsor Salt



Trade Mark Registered

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

TABLE SALT
DAIRY SALT
CHEESE SALT

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

ORDINARY FINE SALT
PACKERS' SALT

For general use and meat curing.

Prices can be obtained and orders promptly filled by addressing your **WHOLESALE GROCER.**

WINDSOR SALT CO., Ltd., - - WINDSOR, ONT.

HINTS TO BUYERS.

“WE expect a large consignment of fresh Tarragona almonds, and can quote very low figure,” write Laporte, Martin & Cie.

Buy your pickles before the cold weather sets in.

T. Kinnear & Co. have a fresh shipment of “Golden” haddies in stock.”

Clemes Bros. are this week in receipt of a carload of Malaga grapes.

“Our new arrivals in Japans are attracting buyers,” say H. P. Eckardt & Co.

A shipment of California loose muscatels arrived this week for the Eby, Blain Co., Ltd.

Add a few cases of “Golden” haddies in your next order and T. Kinnear & Co. will ship promptly.

The Eby, Blain Co., Ltd., report that they have a large and well-assorted stock of Sultana raisins.

The Davidson & Hay, Ltd., expect arrival of their next shipment of C. & B. peels in a few days.

Grocers should secure their winter stock of vinegar; Laporte, Martin & Cie. are offering a large lot at a low price.

Griffin & Skelly's 3 and 4-crown loose muscatels and 2½-lb. fancy cartoons are in stock with H. P. Eckardt & Co.

Laporte, Martin & Cie. claim their stock of Malaga raisins is one which can meet any demands, both for quality and price.

Robert Greig & Co. have landed this week large shipments of Carr & Co.'s English biscuits and Rowntree & Co.'s cocoa.

McLauchlan's sodas have become quite popular on the Canadian market and are now handled by the best trade everywhere.

The Eby, Blain Co., Ltd., are in receipt of a shipment of Valencia shelled almonds, which they are offering at a low figure.

Choice 3-lb. preserved apples are being offered by the Davidson & Hay, Ltd., at prices below packers' cost.

T. A. Lytle & Co. report that they are finding unusually large sale for their tomato catsup. Repeat orders are already becoming frequent.

“Kurma” tea is making progress up Northern Ontario, judging by orders received from that section this week by the Davidson & Hay, Ltd.

The Eby, Blain Co., Ltd., report the arrival of a shipment of California table raisins in fancy cartoons, about 2½ lbs. each, and fancy clusters in boxes.

The Davidson & Hay report a large sale of new fruits during the past 10 days. They expect their next shipments here about the 5th prox.

The Davidson & Hay, Ltd., have in stock new California 2, 3 and 4-crown loose muscatels; also choice California clusters in 2½-lb. cartoons.

The “Crown” brand cream cheese has just been placed on the market by Robert Greig & Co. “This line is made by La Delicatessen Co., of Herkimer, N.Y.

H. P. Eckardt & Co. have received a shipment of figs of fine quality, comprising “Superior,” “Extra,” “Extra Family” and “Levant Beauties.” Buyers will do well to see this fruit before purchasing.

A shipment of Grenoble walnuts arrived for the Eby, Blain Co., Ltd., this week. “Our ‘Gladstone’ and ‘Roberoy’ pickles are having large sales. They give general satisfaction,” so say the Eby, Blain Co., Ltd.

It is not alone the judicious advertising that has made the “Rising Sun” stove polish and the “Sun Paste” stove polish so successful. The superior quality of the goods is largely responsible for the enormous demand. It may be interesting to the trade to

learn that about 20 carloads are distributed annually through St. Louis alone.

Robert Greig & Co. have booked very large orders this season for the beautiful line of Christmas goods shown. Shipments are now being made by each steamer.

Enormous quantities of corrugated paper packing are used in the cases of the “Rising Sun” stove polish. The goods are packed in the neatest and most careful manner, and reach the store-keeper in the best possible condition.

A complete assortment of all kinds of Christmas goods are in store or to arrive with Lucas, Steele & Bristol. Their customers can rely on both quality and prices. “We cannot be undersold by any house in the trade,” they write.

The Davidson & Hay, Ltd., have in stock a clear, bright, pure sugar syrup in pails and half-barrels, which they offer at a remarkably low figure. The large orders taken to arrive for the pails leave but a few of these, and buyers should order early before this line is cleared out.

“Yes,” say Lucas, Steele & Bristol, “we believe teas are good property; we are holders ourselves, believing in the future. At same time we are ‘free sellers.’ Have all descriptions, including good assortment of Young Hysons, Indians and Ceylons. Our Japans at 17 to 18c. are away below what we can import to-day.”

ONTARIO'S GOLD.

THERE was received at the head office of the Saw-Bill Lake Gold Mining Co. a shipment of ore taken from the 60-foot levels, where drifting is being done north and south of the shaft. The ore is exceedingly rich and strongly impregnated with coarse, free gold, and will assay up in the hundreds.

As the vein at different points along the surface assayed from \$150 to \$200 per ton, it is anticipated that even richer ore will be struck in the drifts than that which is now being taken out. The shaft is now down over 100 feet, and gets richer as depth is attained. A large force of miners are at work both drifting and sinking, and a number of new buildings have been erected to accommodate the increased staff during the winter.

Work is progressing favorably at Hawk Bay mine, a short distance from Saw-Bill, in which a number of the directors of Saw-Bill are largely interested. There is every indication from the present showing that as depth is gained the Hawk Bay property will be fully as rich if not richer than that of Saw-Bill. The veins of these properties are undoubtedly true fissures, and both in the case of Saw-Bill and Hawk Bay the companies commenced working on ore that showed a handsome profit from the start. Very large dividends are expected, and it is confidently believed that shares in Saw-Bill mine will, in less than 12 months, be eagerly sought after at from \$7 to \$10 per share.

The average assays of the Hawk Bay mine (which are taken with extreme care by the expert) are over those of Saw-Bill mine, which latter ran on an average of \$16 per ton on the surface. Although higher assays could have been secured from both these properties, an average of \$15 or \$16 shows such a large profit over and above the cost of working that a twenty-stamp mill, crushing from 40 to 50 tons of ore per day, would yield considerably over 100 per cent. per annum in premiums. Recent samples of ore taken from Hawk Bay locations have, it is stated, assayed from \$29 to \$150 per ton. An advantage claimed for the ore from this region is that it is almost altogether free milling, so much so that with the stamp mill process 80 to 90 per cent. of the gold contained may be taken off the amalgamating plates. There is no scarcity of water in this district, such as in Western Australia, where at the present time the Legislative Assembly is being asked by the Government to advance \$12,500,000 to provide a water supply of five million gallons daily to the Coolgardie fields.—Hamilton Spectator.

THERE IS EXCELLENT VALUE IN

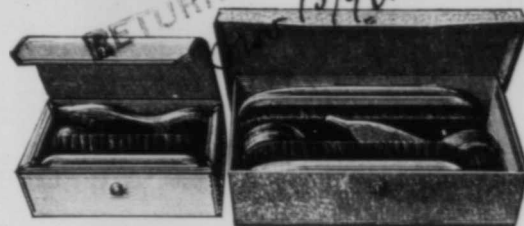
DUNN'S MUSTARDS

These goods are manufactured with the best machinery from selected seed, and our Pure Mustard is without exception the best on the market. Grocers will find it to their advantage to handle our goods, and a word to the wholesale traveller will bring them, or should you prefer to deal direct with us, shall be pleased to send prices.

W. G. DUNN & CO., - HAMILTON, ONT.

The London Brush Factory

Manufacture good lines of SCRUBS, SHOE and STOVE BRUSHES, also make a special line of English pattern SHOE SETS, put up in neat cases, suitable for the Xmas Trade.



Send for Illustrated Catalogue.

THOS. BRYAN - London.

The Strathroy Canning & Preserving Co., Ltd.

Canners of first-class Fruits and Vegetables

Strathroy, Ont.

... BRANDS ...

"Middlesex"

"Pride of Canada"

"Ideal"



Can be obtained from wholesalers only.

Packed by special process from selected garden-grown varieties.

The Strathroy Canning & Preserving Co., Ltd.

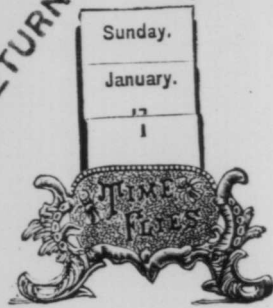
30 St. Francois Xa.

C. E. Jarvis & Co., Agents for British Colur

... MURROY, ONT.

NOVELTIES FOR GROCERS AND GENERAL MERCHANTS.

SCARCELY two months and the holiday season will be upon us. Between now and then most grocers and general merchants will be casting about for novelties suitable for that trade.



No. 755.

ing lines are smokers' sets, match boxes, frames, trays and jewel boxes in silver.

A very taking novelty is the silver photo holder, No. 1480, gilt embossed, and prettily tied at the end with ribbons.

In jewel boxes, they have various new designs. No. 525 is a handsome one, to retail at 75c.; another taking design is their No. 551, which retails for 50 cents.

No. 755 is a silver calendar, to retail at 50c., and should be a seller.

There are novelties in celluloid coming out all the time, and this line promises to be much in demand. Porter, Teskey & Co. have made careful selections in celluloid goods, and we would mention their letter holders, reticules, handkerchief and glove boxes, etc., to retail at from 30c. to \$1.00.

The new silver pincushions are particularly attractive, and retail at from 10 to 50c. We give two cuts, Nos. 1431 and 1435. No. 1445, an inkstand, is made in both silver and gold trimmings, to retail at \$1. No. 9891 is a dressing case.



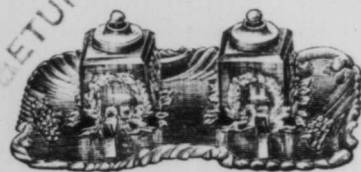
No. 551.

HOW TEA IS DRUNK IN JAPAN.



No. 525.

The tea drunk in respectable Japanese households, says a contributor to an East India journal, generally costs about 25c. per pound, while from 50c. to \$1 will be paid for a better quality fit to set before an honored guest. The most expensive Uji tea costs \$6 per pound. At the opposite end of the scale stands the so-called bancha, the tea of the lower classes, which sells at 5c. per pound, and is composed of chopped leaves, stalks and bits of wood taken from the trimmings of the tea plant; for this beverage is tea, after all, little as its flavor has in common with that of Bohea or Uji. Other tea-like infusions sometimes to be met with are Kosen, made by pouring hot water on a mixture of various fragrant substances, such as orange peel, the seeds of the xanthoxylon,



No. 1445.

xanthoxylon seeds, and is partaken on the last night of the year. It is not made with boiling water decoction; and the finer

Porter, Teskey & Co., of Montreal, are strong this year in silver, celluloid and leather goods. Their increasing trade and the fine set of samples with which each of their eight travelers is equipped, testify to the ability and experience of this enterprising firm in obtaining and placing before the trade those goods which meet their requirements. Among their most striking

novelties are the water cooler, the Japanese tea equipage, the oyster season, and the Australian essence of lemon. The water cooler actually includes a small open jug called the "water-cooler" (yu-zamashi), to which the hot water is, if necessary, transferred before being poured on the tea leaves. Even so, the first brew is often thrown away as too bitter to drink. The consequence of this is that Japanese servants when they first come to an English house, always have to be taught how to treat Chinese or Indian tea, and generally begin by giving practical proof of their incredulity on the subject of the indispensable virtue of boiling water.

ENGLISH OYSTERS.

The oyster season concerns a great many individuals. There are even those, says The Morning Post, who are cockneyfied enough to spell August "Aurgust" in order to satisfy conscience as to the "r" in the months during which the bivalves may be unconditionally consumed. According to reports from Whitstable, Colchester, and other centres of the oyster trade, the warm summer has had a most beneficial effect on the natives, and it is expected that this autumn they will be at least 6d. a dozen cheaper than they were last year. But early frosts are the horror of the wholesale dealers, who make their contracts before there is a suspicion of sharp weather. Indeed, in view of the increasing demand, they are obliged to do so. The typhoid fever scare a year or two ago did the business much damage, but now the demand has revived, and is expected to be better than ever. It is not generally known that the Isle of Wight, in the Medina, and especially at the Newtown beds, between Cowes and Yarmouth, produces oysters which are "second to none."



No. 9891.



No. 1435.

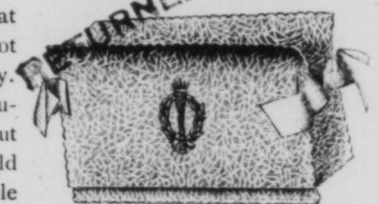
AUSTRALIAN ESSENCE OF LEMON.

At a recent exhibition of fruit products of the Mildura irrigation colonies, Victoria, held at Melbourne Town Hall, essence of lemon made from Victorian fruit was shown by one or two firms. Most of the essence, unlike the Sicilian, is prepared by distillation, the grating process being too expensive, except where labor is very cheap and the lemons can be had almost for nothing. In connection with the distillation of the oil a certain proportion of distilled water is obtained thoroughly saturated with the flavor of the lemon, and an opening is sought for the utilization of this by-product. Citric acid has also been made experimentally at Mildura, but that shown at Melbourne had not crystallized very transparently. Some is in process of manufacture at the present time, but to make a fair profit it would be necessary to charge double the present market price.

Bergamot has not yet been produced. Some trees are growing and are more easily cultivated than any other of the citrus tribe.



No. 1431.



No. 1480.

“Non Plus Ultra”

KURMA

THE DAVIDSON & HAY, LTD.

Wholesale Grocers

TORONTO

Your Winter Trade

will depend largely of course on the genuineness of the Buckwheat flavor. The whiteness of ours will assist you in making the first sale—the flavor will sell it a second time.

“Roller Process
Buckwheat Flour.”

Only the best selected grain is used—grain grown in a section that is famous for the flavor of its buckwheat. It is absolutely pure and never fails to make sweet, light, healthful cakes.

From Manufacturer to
Retailer Direct.

THE TILLSON COMPANY, LTD.
TILSONBURG, ONT.

DO YOU KEEP

Pilkington's Powdered Perfumed Lye

Perfectly Pure.

“BELL BRAND”

Superior to all
Other Brands.

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

Sole Agents in Canada

Bellhouse, Dillon & Co.

47 Wellington Street East

.... TORONTO

30 St. Francois Xavier Street

.... MONTREAL

THE CANADIAN CANNED GOODS PACK.

AN important and interesting meeting of the Canadian Packers' Association was held in the Walker House, Toronto, on Wednesday last. President Ferguson presided. The meeting was the first that has been held since last spring, and was the most representative that has been held for some time, these factories being represented: Bay of Quinte Canning Co. (W. Boulter & Sons), Sydenham Canning Co., Strathroy Canning Co., Miller & Co. (Trenton), Simcoe Canning Co., A. C. Miller & Co. (Picton), Lakeport Preserving Co., Aylmer Canning Co., Lincoln Canning Co., Dunmore Canning Co., Port Hope Canning Co., Burford Canning Co., Garden City Preserving Co., Delhi Canning Co., and South Essex Preserving Co.

The special object of the meeting was to submit and consider statistics regarding the season's pack of vegetables and fruits. The figures presented covered the pack up to October 1, so there is yet another month's output to be taken into account before the season closes on all lines.

Although the pack of tomatoes, corn and peas is larger than it was a year ago, THE CANADIAN GROCER was informed by several packers that the statistical situation as revealed at the meeting was an agreeable surprise to them. "We are all going away much more satisfied than when we came," said one member of the association.

Although the pack of tomatoes is something like one-third larger than last year, it was shown by the figures adduced at the meeting that there was on October 1 something like 50 per cent. fewer goods in first hands than there was a year ago. The explanation advanced for this was that although Ontario has been a light purchaser, the Maritime Provinces and the Northwest have bought more freely than for years. In addition to this there have been some shipments to Great Britain, owing to the short pack in the United States people in the Motherland turning their attention to Canada. Only a few days ago the representative of an English house visited some of the factories, seeing what he could do. There have also been a few speculative shipments to South Africa. One packer present at the meeting offered to purchase the entire pack remaining in first hands, bidding a higher figure than that now ruling. Two others followed, but nothing was done. It was the opinion of those present that the situation in regard to tomatoes was the strongest in the canned goods list. It was shown that five packers were sold out in this line.

The pea pack, as everyone knows, was much larger than last year, but according to the statistics it was shown that stocks had become narrowed down to two holders.

The corn pack exceeded that of last year, and some of the packers spoken to regarding the matter were inclined to consider it the bear feature of the canned goods market, but others again declared that in their opinion there would be none too many at the end of the season.

The fruit pack was light all round, the remembrance of last season's influx of California canned and evaporated fruits having deterred the packers from putting up what they otherwise might or could have put up. Of strawberries it was averred there was not a case left in packers' hands. Pears are nearly all gone. On account of the large apple crop, the pack of apples is not large, and the idea seems to be to put them up principally with a view to the export trade. The pumpkin pack, it is claimed, is also on the small side. One packer explained that he had sold out the first lot he had put up, but he was now putting up a few more. One member of the association informed THE GROCER that the pack of peaches was practically in the hands of one packer, only about one hundred and fifty cases being distributed among the other packers.

These members were appointed to interview the Ministerial Tariff Commissioners: H. Malcolmson, Chatham; Dr. King,

Kingsville; W. P. Innes, Simcoe; W. A. Ferguson, Delhi; Thos. Nihan, St. Catharines; A. C. Miller, Picton; H. J. Matthews, Lakeport.

The following factories were made members of the association: Sydenham Canning Co., Kingsville Canning Co., Port Hope Canning Co., Lincoln Canning Co., Burford Canning Co., Dunmore Canning Co.

It was announced that three factories had retired from business, namely, Ridgeway Canning Co., Phoenix Canning Co., Pure Food Canning Co., and that still another had practically done so.

GROCERY BICYCLE RACE.

The staff of the Davidson & Hay, Ltd., held their second annual handicap road race last Saturday afternoon on the Kingston road. The course was five miles with a turn, the starting point and the finish being a short distance east of the Norway Hill. The prize list was a substantial one, and included a handsome gold medal donated by Col. Davidson, for first prize, and a traveling bag from Mr. Hay. The other prizes were also good (even the "Dew of Drumtochty," says Fred. Dixon), although there were hardly enough to go round. There were thirteen entries and the race was as interesting to the spectators as the costumes were varied, which is saying a good deal.

The first six finished in the following dis—order: 1. Charlie Shields, 4 min.; 2. A. A. Paffard, 2 min.; 3. Albert Oakley, 2 min.; 4. F. H. Oulcott, scratch; 5. H. H. McFadyen, 1 1/2 min.; 6. Fred. Oakley, 1 1/2 min.

The time 16 min. 9 seconds by F. H. Oulcott was very fair considering the gale blowing.

POTATO CHIPS FOR GROCERS.

Quite a trade is being established in Montreal for Marshall's potato chips. Grocers in the different cities should have one of Marshall's glass cases on their counters. They are furnished free. A cut showing the case will be found in our advertising columns. Our representative in the States enquired of several grocers who bought these chips. They said the largest sales were to private families, picnickers, campers, hunting parties, etc., and nearly all the free lunch saloons used them. One grocer said he had sold as many as three barrels in a week. Physicians recommend them for fleshy people, as in the process of evaporating and washing the starch is all removed. Mr. Marshall's sales in the New England states alone are five tons a month. The chips are sold in bulk or in 1/2 and 1-pound boxes, and will keep in any climate.

SMALL COHOE SALMON PACK.

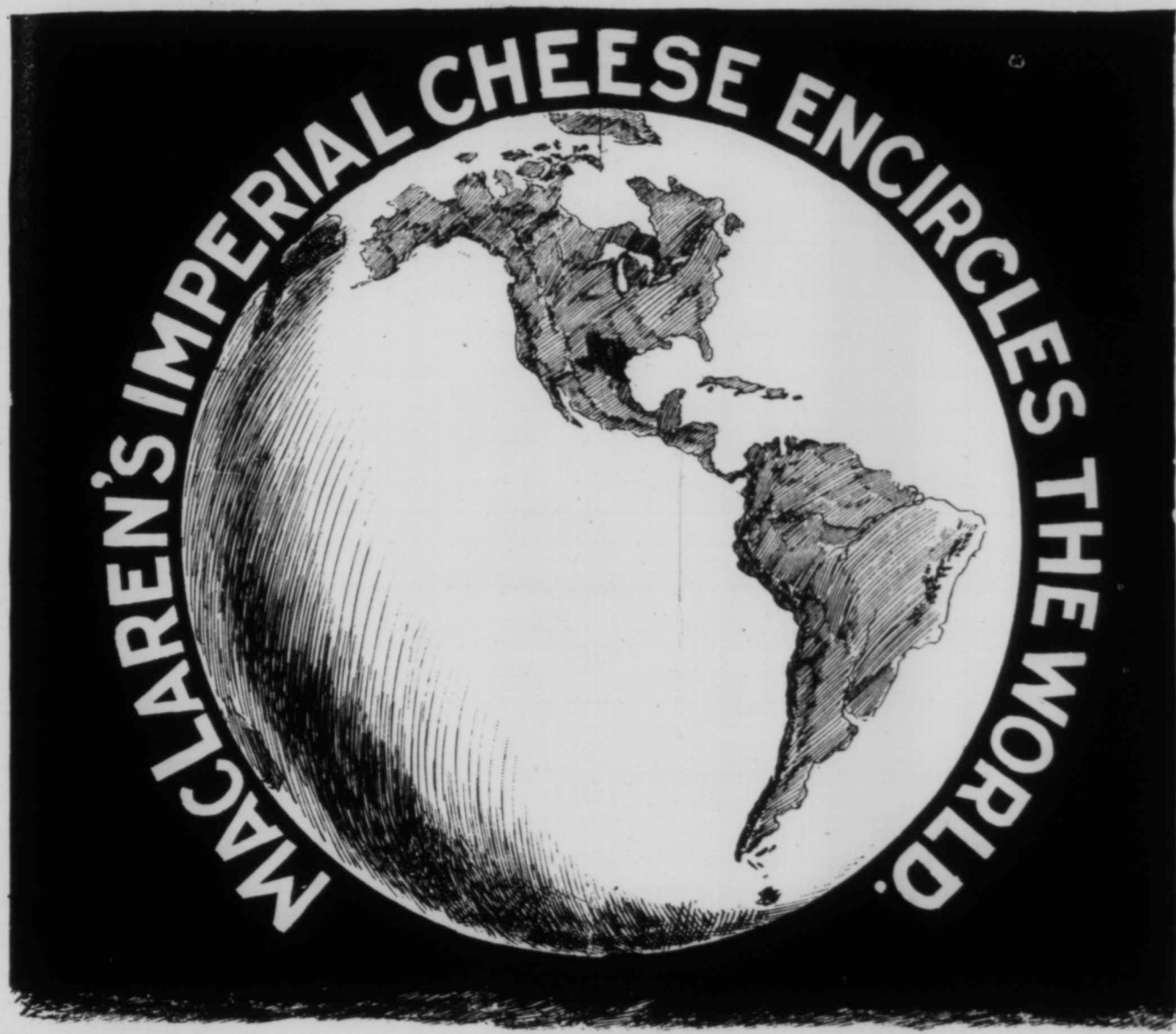
The British Columbia Journal of the 20th inst. says: "The coho pack of salmon is very much smaller than was expected, and, after careful inquiry, it is believed that the pack on the Fraser River of this grade of fish will be somewhere in the neighborhood of 20,000 cases."

SEEDED CALIFORNIA MUSCATEL RAISINS.

Something unique in the way of raisins on the Canadian market is just being introduced by George Stanway & Co., of Toronto. It is seeded California loose muscatel raisins, put up in attractive one-pound cartoon paper boxes. The fruit is plump and delicious and should take well, as the cost, taking into account the time and waste saved, is not much more than that of the ordinary article, the waste of which is estimated at 30 per cent. George Stanway & Co. are the agents for Ontario.

The seasonable weather is creating a good demand for the Island National Food Co.'s self-rising buckwheat flour.

MACLAREN'S IMPERIAL CHEESE ENCIRCLES THE WORLD.



.. AGENCIES ..

NALBOROUGH & SONS

HARWICH, England
LEITH, Scotland

Sole Agents for

Great Britain, Holland
and Belgium



Bauld, Gibson & Co., Halifax, N.S.
C. & E. MacMichael, St. John, N.B.
Beattie & Elliot, Quebec.
Rose & Laflamme, Montreal.
Wm. Forbes, Ottawa.
A. D. Hossack, Vancouver.

HUDSON'S BAY CO., WINNIPEG and N.W.T.

A. F. MacLaren & Co. MANUFACTURERS Toronto, Can.

THE CANADIAN GROCER

QUICKCURE

Every General Store Keeper

Throughout Canada should send in at least a trial order for . . .

“QUICKCURE”



After that we will not require to solicit his order. Every customer he sells to will recommend it, and it will help to build up his business. “Quickcure,” the most phenomenal cure for pain that has ever come to the relief of the sufferer.

“Miraculous” is really the only word that properly expresses the wonderful action of “Quickcure” upon all pain that can be treated by outward application.

It is an **Instantaneous Cure for Toothache**, and is recommended by Physicians and Dentists of the highest repute. As a Surgical dressing it is of inestimable value. Its cleansing, healing and health restoring powers are almost beyond belief.

In skin diseases of every description “Quickcure” never fails to work a permanent cure. No other remedy is equal to “Quickcure” for Boils, Pimples, Carbuncles, Ulcers, Piles, Felons, Whitlows, Burns, Bruises, Cuts, etc.

MANUFACTURED BY

THE QUICKCURE CO. LTD., QUEBEC

Mention This Paper.

A trial order is all we ask for

Sold everywhere in white glass pots, with nickel cover. Three sizes, 25cts., 50cts. and \$1.00. Has a handsome appearance on the shelf and gives the dealer a good profit.

QUICKCURE

All returned to office. 75¢ per box. Sent to Montreal office November 11, 1896.

Returned November 4th, 1896.

QUICKCURE

QUICKCURE

Special Offer

OF

2,500 DEMIJOHNS LABRUYERE VINEGAR, 4 Imp. Gals.

This vinegar has to be delivered before NOVEMBER 15th. We will quote SPECIAL PRICES FOR IMMEDIATE DELIVERY.

We also offer the finest assortment of **Figs, Malaga Raisins** and **Tarragona Almonds**. Our prices for above are extremely low and deserve attention. Write for quotations.

LAPORTE, MARTIN & CIE.

MONTREAL.

Write ... **I. M. MAYELL & CO.** For list of their Baking Powder Specialties

ART BAKING POWDER in 1-lb. tins, has the largest sale of any Baking Powder in Canada, and not a single complaint in years.

236 Bags Medium Pearl Tapioca

just arrived; selling at Cost Price before the Late Advance, and Quality Guaranteed.

P.S.—Graniteware sent out with our goods always guaranteed firsts. We do not handle seconds.

LONDON, ONT.

A Choice Addition . . .

Something that is popular—that is selling rapidly—that is making grocers money—that is helping to more firmly establish our enviable reputation is

FARINOSA

(Registered)

BREAKFAST FOOD

A Delicious Healthful Nourishing Cereal Food

The name will sell the goods—the goods will sell on their merits—the combination is irresistible. Write for sample, with full particulars.

The Ireland National Food Co. Ltd.

MILLERS AND MANUFACTURERS OF
Pure Cereal Food Products

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

TORONTO, CAN.

An honest grocer

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

THE MAPLE LEAF BRAND

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



DELHI CANNING CO., DELHI, ONT.

QUICKCURE

We Handle SALT Exclusively



AND CAN SUPPLY IT AT ANY TIME
IN ANY QUANTITY
FOR ANY PURPOSE

VERRET, STEWART & CO.

IMPORTERS AND DEALERS IN SALT

..... MONTREAL.

OTHER SPECIALTIES.

NOUGAT
RAHAT LAKUHM
ALMOND ROCK
EL MAHNA

CANADIAN SPECIALTY CO., Toronto.



WORKS : LONDON. W.C.

MEDALS AND DIPLOMAS.

PARIS
SYDNEY
MELBOURNE

ROSE & LAFLAMME, Montreal.



Wethey's Condensed Mince Meat

NOW IS THE TIME
FOR QUICK SALES.

GUARANTEED PURE FRUITS,
MEATS AND SPICES.

Sold by all wholesalers.

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

VERRET



Don't Be Satisfied

With any inferior or cheap canned meats. Your customers want goods that they can rely on and are learning, one by one, what brands to avoid. We guarantee all our goods and place you in a position to do the same.

Potted and Devilled
Ham, Chicken
Turkey, Tongue, etc.
Roast Beef

Roast Mutton
Lunch Tongue
Minced Collops
Etc. Full list sent on application.

English Mince Meat

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

WE GUARANTEE THE QUALITY AND OUR GUARANTEE IS GOOD.

The Laing Packing & Provision Co., Montreal

The Hawk Bay Gold Mining Co., Ltd.

Being incorporated under the laws of Ontario. Capital, \$150,000, divided into 150,000 shares, par value of \$1 each.

Head Office: Hamilton, Canada. Mines at Hawk Bay, Seine River, Rainy River District, Ont.

PROVISIONAL DIRECTORS.

JOHN H. TILDEN, President Hamilton Blast Furnace Co.

F. C. BRUCE, of J. A. Bruce & Co, Wholesale Seed Merchants, Hamilton.

HUGH C. MACLEAN, Publisher, Toronto.

GEORGE T. MARKS, Mayor of Port Arthur.

H. N. KITTSON, Director Saw-Bill Lake Gold Mining Co., Hamilton.

H. A. WILEY, Vice-President Saw-Bill Lake Gold Mining Co., Port Arthur.

S. C. MEWBURN, Barrister, Hamilton.

H. C. BECKETT, Director Saw-Bill Lake Gold Mining Co., Hamilton.

F. S. WILEY, Managing Director Saw-Bill Lake Gold Mining Co., Port Arthur.

J. H. CHEWETT, B.A., C.E., in his report on Hawk Bay Location, says:

"As regards the vein, it is undoubtedly a true fissure of great continuity, being well defined upon the surface for fully 1,000 feet, varying in width from six inches to five feet, as far as was observable on the numerous out-crops, the average being over two feet. The vein extends across the full length of the location and can be safely estimated at 2,000 feet.

"In conclusion I have not the slightest hesitation in recommending you to at once proceed with the work of development. The property is well situated, and large returns may reasonably be anticipated."

A full staff of miners are at work, and with most satisfactory results. The vein in the shaft now being sunk is over four feet wide. The vein is undoubtedly a true fissure, and over 2,000 feet in length on the company's property. Very rich assays have been made. The ore for several hundred feet along the vein averages over \$17 gold per ton. The cost of mining and milling is fully covered by \$5 per ton; with a 20-stamp mill 40 to 50 tons of ore a day can be treated. These facts, taken in conjunction with the extremely low capitalization of this company, warrant the prediction of very large dividends. The capital is \$150,000, in one-dollar shares. The dividend paying power of small capitalization is of the greatest importance to investors who look for large returns. The shares in this company are fully paid and non-assessable. Sold in lots of not less than 25 shares. Only a limited number will be sold. Write for prospectus.—H. N. KITTSON, Provisional Sec.-Treas., Drawer 35, Hamilton.

The Crystal Hall Decorating Works
and Importing House

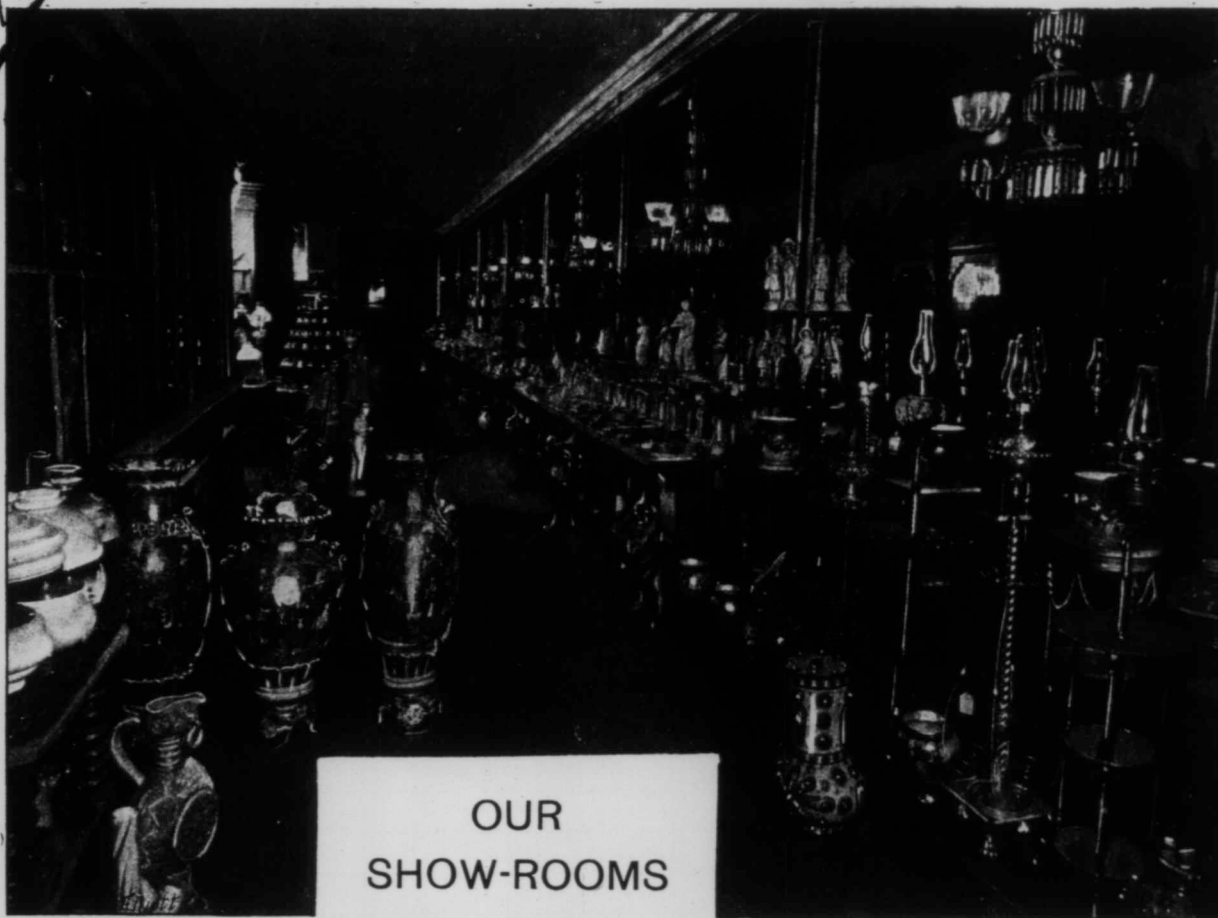
W. J. REID CO.

Wholesale Importers of
CHINA, EARTHENWARE,
GLASSWARE, FANCY GOODS, ETC.



London, Ontario

Rev. Dec. 7/96



OUR
SHOW-ROOMS

OUR STOCK IS NOW COMPLETE IN ALL LINES PERTAINING TO
A FIRST-CLASS IMPORTING HOUSE

OUR TRAVELLERS ARE ON THE ROAD WITH A FULL RANGE OF SAMPLES

AN IMMENSE ASSORTMENT OF

FANCY CHINA AND BRIC-A-BRAC FOR THE CHRISTMAS TRADE
NEW DESIGNS AND SHAPES IN PRINTED WARE
NEW PATTERNS IN DECORATED SEMI-PORCELAIN AND CHINA FROM OUR OWN WORKS

W. J. REID CO. 197 and 199 Dundas Street London, Ont.

MARKETS AND MARKET NOTES

ONTARIO MARKETS. GROCERIES.

FURTHER improvement is to be noted this week in the demand for groceries. Being now well supplied with foreign dried fruits, the local market is particularly active in this line. Valencia raisins have further appreciated in the primary markets, and the price of all foreign dried fruits is stronger rather than otherwise. New Valencia shelled almonds and Grenoble walnuts have been received on the local market this week. There is a little better feeling in canned tomatoes than there was, in sympathy with the advance in the United States, and while the demand is also slightly better than it was, yet, generally speaking, the canned-goods trade is dull. Coffees are a little firmer. Syrups are not receiving much attention from either buyers or sellers. Sugars are steady and in fair demand for this time of the year. Increased activity is reported in teas.

CANNED GOODS—The advance in the United States has created a little more confidence in the canned tomato market in Canada, but business in all kinds of canned vegetables as well as tomatoes is still unsatisfactory, notwithstanding that during the past couple of weeks the demand has shown some improvement. No interest whatever appears to be taken in canned salmon. Canned meats are firm, there having been an advance of about 15 per cent. in the price of the Chicago product during the last couple of weeks. We quote best brands as follows: Tomatoes, 65 to 70c.; corn, 55c. for old and 60 to 65c. for new; peas, 60 to 65c. for ordinary; sifted select, 95c.; extra sifted, \$1.35 to \$1.45; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.90 to \$2.20 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.75 to \$2.00; cherries, \$2 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.65 to \$2.25; salmon, "Horseshoe," \$1.37½ to \$1.40; "Maple Leaf," \$1.37½ to \$1.40; Lowe Inlet, \$1.30 to \$1.35, in tall tins; cohoes, \$1.20 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.10 to \$2.30 for tall tins; flats, \$2.65 to \$2.70; half tins, \$1.50 to \$1.55; Canadian canned beef, 1's, \$1.25 to \$1.30; 2's, \$2.25 to \$2.35; 6's, \$7 to \$8; 14's, \$14.50 to \$15.50.

COFFEE—There has been an advance in the primary markets. Santos and Rio coffees are about ½c. per lb. dearer and Javas and

East Indian growths are 2 to 3c. per lb. higher. We hear of some transactions locally during the past week in Rios at half cent per pound over previous sales. We quote green in bags: Rio, 15 to 17c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 25 to 35c.; Mocha, 27½ to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

SYRUPS—There are a few dark syrups being offered by the refiners at 1½c., Montreal, and bright at 1¾ to 2c. There are not many transactions, however. We quote: Dark, 28 to 31c.; medium, 33 to 35c.; bright, 40 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES—Advices from New Orleans state that the movement is still light, and seems to be partly due to the advance in freight rates from that city. The market appears to be steady. We quote: New Orleans, barrels, 28 to 30c.; ditto, half-barrels, 30 to 35c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR—The sugar market at the time of writing appears to be a little better than it was. In New York on Friday last the refiners were paying 3 1-16c. for raws, but on Monday 3¼c. was the idea as to price. The New York Journal of Commerce remarked that "for raw sugars it begins to look as though business will be done shortly, and the trade is expecting the principal buyers to soon show themselves upon the market." London, according to latest cable advices to hand, was dull, with beet slightly easier. Locally there does not appear to be any change in the situation. Refiners, it is declared, will not shade prices. We know of one instance where a bid of 1-16c. below the regular quotation for a round lot was refused. There is a fair business doing for this time of the year. Wholesalers' quotations are: 3.95 to 4c. for granulated, and 3 to 3½c. for yellows.

SPICES—No specially new features have developed during the week. Business in seasonable spices has been fairly good. We quote as follows: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 12 to 15c. for China and 18 to 20c. for Batavia.

RICE—The rice market is strong with prices higher in the producing countries. Locally there is no feature to note. We quote: Standard "B," 3½ to 3¾c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

DURABLE PAILS AND TUBS.

TRY



THEM

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

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

Represented by

Chas. Boeckh & Sons, Toronto,

H. A. Nelson & Sons, Montreal

THE Oakville Basket Co.,

MANUFACTURERS OF



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

For sale by all Woodenware Dealers

Oakville, Ont.

"One Great Advantage" "SALADA"

CEYLON TEA

has over other teas for the retailer, is that he can return what he has in stock at any time. Anyone can do this, from the Atlantic to the Pacific, and we shall pay him his money back if he finds "Salada" not giving better satisfaction than any tea he has ever handled.

P. C. LARKIN & CO.
WHOLESALE
AGENTS

25 Front St. East, TORONTO
and 318 St. Paul St., MONTREAL



THE ST. CROIX SOAP MFG. CO.

BRANCHES—

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

ST. STEPHEN, N.B.

NUTS—New season's Valencia shelled almonds and Grenoble walnuts arrived on the Toronto market this week, and a good demand is being experienced for them at 22c. for the former and 12½c. for the latter. We quote as follows: Brazil nuts, 11 to 12c.; Sicily shelled almonds, 25 to 26c.; Valencia shelled almonds, 22c.; Tarragona almonds, 12 to 13½c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 11 to 12c.; Bordeaux walnuts, 9c.; Sicily filberts, 8 to 10c. for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.; chestnuts, \$3 to \$3.25 per bushel in small lots, with larger quantities being shaded; hickory nuts, \$1.75 to \$2 per bushel.

TEAS—The tea market continues to be in a healthy condition. There is a good demand for low-grade Indian and Ceylon teas, and teas of this kind, with prices proper, have found a ready sale. A good demand has also been experienced for medium Ceylon teas of fine flavor. Trade in both China-blacks and Ceylons is quiet. The wholesale trade reports a good demand for teas of all kinds, particularly Young Hysons and Ceylons of medium grade. Ruling prices on the Toronto market to retailers are: Young Hyson, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS—Valencia raisins have further appreciated in the primary market, and a cable on Saturday last to one Toronto broker quoted selected fruit 3s. higher. The demand for Valencia raisins is active. We quote: Off-stalk, 5¼ to 5½c.; fine off-stalk, 5¾ to 6c.; selected, 6¼ to 6½c.; layers, 6¾c. The firmness is still being maintained in the currant market, and in some lines local wholesalers have advanced their prices during the week. We still quote as follows: Provincials, 4¼ to 4¾c. in bbls.; fine Filiatras, in bbls., 4¾ to 4½c.; do., half-bbls., 4¾ to 4½c.; ditto, half-cases, 5 to 5¼c.; Patras, 4¾ to 5c. in bbls., 4¾ to 5½c. in half-bbls. and 4¾ to 5½c. in cases; Casalinas, cases, 5 to 5¼c.; Vostizzas, cases, 6 to 6½c.; do., half-cases, 6½ to 6¾c.; do., extra fine, 6¾ to 7¼c.; do., half-cases, 7¼ to 7½c. New season's Turkish prunes are expected on the market this week.

Shipments of California loose muscatels reached the Toronto market this week, and they are beginning to go out in fair quantities. Prices in the primary market have further advanced, the total gain from lowest point being about 1c. per lb. Local wholesalers quote 3-crown at 6½c. and 4-crown at 7¾ to 7½c. Further shipments of figs are on the market this week and the demand is good. We quote: 14 oz., 10c.; 10 lb., 12½ to 14c.; 18 lb., 12½ to 14c.; 28 lb., 12½ to 16c.; taps, 4 to 4¼c.; natural, 4½c. The market for Sultana raisins remains strong. Some superior bright goods, "Shield" brand, have been consigned to this market during the past week, but in general the fruit arriving is not first-class owing to damage by rain. Prices range all the way from 7½ to 10½c.

Malaga raisins are quiet and unchanged. We quote this fruit as follows: London layers, \$2.20; black baskets, \$2.75; blue baskets, \$3.25; choice clusters, \$3.25; Dehesas, \$3.75.

GREEN FRUIT—Oranges are still in good demand, although prices are a little lower. In lemons the market is a little firmer. Owing to the scarcity prices are likely to be much higher during the next month or six weeks. Shipments en route are light. Bananas are not in very good demand. Grapes are still coming in. The demand for sweet potatoes is being well maintained. A few pears of late varieties are still coming forward. We quote: Oranges—Jamaicas, fancy, \$3.50 to \$4 per box; barrels, \$6 to \$7. Lemons—Verdelli, \$2 to \$2.50; Maoris and Sorrentos, \$6 to \$6.50 per box; Malagas, \$7.50 to \$8 per half-chest; cocoanuts, \$3.75 a sack and 60c. per doz.; Jersey sweet potatoes, \$2 to \$2.25 per bbl.; apples, \$1 to \$1.50 for good packed stock; pears, 30 to 40c. per basket and \$2.50 to \$3.50 per barrel for ordinary; grapes, Concords, 1¼ to 1½c. per lb.; Niagaras and Rogers, 1½ to 2c.; onions, 60 to 70c. per 80 lb. bag for Danvers and \$1 per crate for Spanish; Cape Cod cranberries, \$5.50 to \$6.50 per bbl., Canadian cranberries, \$5 to \$6 per bbl.; quinces, 25 to 35c. per basket, and \$2.50 to \$2.75 per barrel; bananas, \$1.25 to \$1.50 per bunch.

BUTTER—The conditions are much about the same as a week ago, the large quantities of medium and low-grade butter coming forward preventing the market from making any improvement. The demand is light. We quote: Dairy butter—Tubs, 12 to 13c. for good to choice; low grade to medium, 7 to 9c.; pails and

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FIGS

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MAIORI

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Fancy Cape Cod Cranberries

Fancy Jersey Sweet Potatoes

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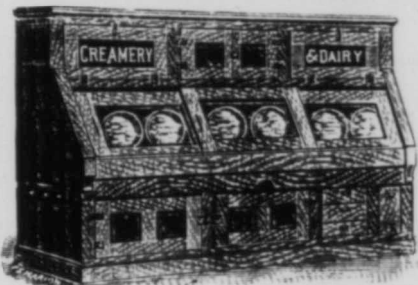
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crocks, 12 to 13c.; pound prints, 13 to 14c. Creamery—Tubs, 17 to 18c. 1-lb. blocks, 19 to 20c., according to make.

CHEESE—Nearly all early makes are sold up and the result is that everybody has got expensive cheese on hand which they cannot afford to sell under 11c. The demand is good. We quote: August make, 10½c.; September, 11c.

COUNTRY PRODUCE—Beans—There is not much doing, and the idea as to price is much about the same as a week ago, namely, 90 to 95c. per bushel for choice. Dried apples—Large quantities are coming forward, more, in fact, than dealers can handle. There is a fair export demand, but at prices which are almost ruinous. The quality is still very poor, and eight or nine carloads of rejected Canadian fruit are lying in New York. The idea as to price is 2½c. per lb. f.o.b. Evaporated apples—A few orders have been booked for future delivery, but, in general, business is dull. Prices are weak, and 3¼ to 4c. appears to be about the idea as to price. Eggs—There are not many eggs selling, due in part, doubtless, to the inferior quality that is on the market. We quote: Fresh gathered, 15c.; cold storage, 13 to 14c.; pickled, 13c. Honey—Quiet and unchanged. We quote: Strained, 7c. in 60-lb. tins, and 7½ to 8c. in 10-lb. tins; comb, \$1.50 to \$1.75 per dozen. Potatoes—There is no change, the market still being dull and weak. Carloads on track are quoted at 30c. per bag, and small lots out of store at 40c. delivered. Poultry—Receipts fair and demand moderate: Chickens are quoted at 25 to 40c. per pair, and dressed stock at 30 to 45c.; turkeys are 7 to 8c. per lb.; geese, 5 to 6c. per lb., and ducks, 40 to 60c. per pair.

PROVISIONS AND DRESSED HOGS—The demand has been fairly well maintained, and the near prospect of the closing of navigation has induced a good deal of provisions to go forward. Deliveries of dressed hogs are fairly liberal, but packers claim that prices are too high for liberal buying. We hear of carload lots being taken at \$5.15, and sales of butchers' hogs at \$5.25. Dry salted meats—Long clear bacon, 5½c. for carload lots, and 5¾ to 6c. for small lots; backs, 7 to 7½c. Smoked meats—Breakfast bacon, 9½ to 10c.; rolls, 7c.; hams, large, 22 lbs. and over, 9½ to 10c.; medium, 15 to 20 lbs., 11c.; small hams, 11 to 11½c.; backs, 9½ to 10c.; picnic hams, 7c.; all meats out of pickle, 1c. less than above. Lard—Pure Canadian, tierces, 6½c.; tubs, 6¾c.; pails, 7c. Barrel pork—Canadian heavy mess, \$12 to \$12.50; Canadian short cut, \$12.50 to \$13; clear shoulder mess, \$10 to \$10.50.

FISH AND OYSTERS—The fish trade is still quiet, but oysters are going out fairly well. We quote: White fish, 7½c.; trout, 6½c.; haddies, 7½ to 8c. per lb.; Labrador herring, \$5.75 to \$6 per bbl. and \$2.50 to \$2.75 per half-bbl.; boneless cod, 4c. per lb.; pure cod, 6½ to 6¾c. per lb. Oysters are quoted at \$1.25 for standards, and \$1.65 for New York counts.

SEEDS—Alsike is quiet and the range in values is wide, some low grades not being worth more than \$2.50 to \$3 per bush.; some extra choice brings \$5.50 to \$5.75. Samples of red clover are now being shown, the quality of which is also wide, bringing at present from \$4.50 to \$5.50 per bush.

SALT—Trade continues to pick up and prices are unchanged. We quote at Toronto: In carload lots, \$1 per barrel and 60c. per sack; in less than carload lots, \$1.05 per barrel and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks

50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

GRAIN—Deliveries have increased during the week and quotations on the street are higher than they were a week ago. We quote: White wheat, 83½c.; red, 81 to 82c.; goose, 59c.; oats, 26 to 27½c. peas, 49 to 50c.

FLOUR—Buyers and sellers are apart and business is at a standstill with quotations 25c. per barrel lower than a week ago. We quote in carloads on track, Toronto: Manitoba patents, \$4.50; Manitoba strong bakers', \$4.40; Ontario patents, \$4.25 to \$4.75. Straight roller is about \$4, Toronto freights.

BREAKFAST FOODS—The demand for oatmeal is brisk, and prices are firm at quotations. We quote: Standard oatmeal and rolled oats, \$3.20 to \$3.30 in bags and \$3.30 to \$3.40 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.40; split peas, \$3.25 to \$3.50; pot barley, \$3.25 to \$3.50.

BALED HAY—The free deliveries are causing an easier feeling in prices. We quote: \$10.50 to \$11 for No. 1, and \$9.50 for No. 2.

PETROLEUM—Trade is good and prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15½c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19½c.; Pratt's astral, 19c. in bulk.

MARKET NOTES.

Flour is 25c. per barrel cheaper.

Lemons are firmer and oranges easier.

California loose muscatel raisins are on the market this week.

There has been a further advance in the price of Valencia raisins.

The Cohoe salmon pack is said to be much smaller than expected.

Coffees are from ½ to 3c. per lb. higher in the various primary markets.

Shipments of new season's Valencia shelled almonds and Grenoble walnuts are on the Toronto market this week.

A letter from Smyrna states that the exports of new crop Sultana raisins to England to September 30 amounted to 383,000 boxes, against 573,045 boxes for the same period in 1895.

QUEBEC MARKETS.

MONTREAL, Oct. 29, 1896.

GROCERIES.

THE absorbing interest of the week has been the activity and excitement in almost all kinds of dried fruit, in which advances are the rule all down the line. This is notably the case in both Valencia and California raisins, which, despite the radical gains they have made, are still pointing higher. A result of this has been a decided anxiety on the part of local importers to place orders, but to do so they have had to consent to sharp advances in price. In tea, also, strength is the rule, and the market is bare of low grades, and values have advanced fully 2c. per pound during

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

With careful attention given to these requirements there is hope for a considerable trade at vastly higher prices than the U.S. fruit returns by neglecting them, Canadian fruit will be reduced to the U.S. level in quality and price.

It is quicker to Cut fruit **LARGE** (in quarters) than **SMALL**, and as easy drying **BRIGHT** as **DARK**, it only requires therefore care on the Farmers' part and firmness on the Merchants' to ensure them both a profit as against a loss, besides creating a superior reputation for **CANADIAN DRIED APPLES**.

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1-4 lb. Tins. 14 lb. Boxes
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OYSTERS
JAMAICA ORANGES
CRANBERRIES
JERSEY SWEET POTATOES
AND CHESTNUTS

Hugh Walker & Son
GUELPH, ONT.

the week. Other lines are steady, with the single exception of sugar, which continues unsettled and weak, refiners having consented to concession since last report, and booked orders for delivery as late as January at the decline.

SUGAR—The sugar market seems to have no bottom, for there has been more cutting by the refiners since last report. Business, despite the inducements offered, does not expand, for buyers will not stock up ahead. In a round way sales have been made of large lots at 3 13-16 for granulated f.o.b. at the refinery and it is considered probable that even this figure has been shaded in some cases. Naturally, this unsettled feeling has its effect on jobbers' prices, and though 4c. is the nominal idea for granulated it has been shaded in several instances. We quote 3 7/8 to 4c. for granulated and 2 7/8 to 3 1/2c. for yellows, as to grade. The position of raw continues much the same. It was thought a week ago that beet had touched bottom, but since then it has gone lower, though more recent cables have reported a distinctly improved feeling.

SYRUPS—The situation in syrups is unchanged, business being very quiet. Stocks are not heavy, but holders are disposed to make concession to effect a turnover when the same is possible. Prices are unchanged, at a range of 1 1/2 to 2 3/4c. per lb. as to quality.

MOLASSES—Business in molasses has been of a limited character, and this market has developed no change since last week. Values are pretty low at present, and are not expected to go any lower. We quote: Barbadoes, 30c. in a jobbing way, and Porto Rico, 30 to 31c. These prices would be shaded in the case of a round lot.

RICE—Foreign advices on rice are firm, but there is no change locally. Demand is fair and prices well maintained. We quote: Crystal Japan, \$4.75 to \$5; standard B., \$3.45; polished Patna, \$4.75 to \$5; Carolina, \$6.50 to \$7.50, and Java, \$3.75 to \$4.

SPICES—Enquiry for spices is improving every week, business being fairly active at this writing and spot prices steadily held. Abroad, as already noted, pepper is held very firm. We quote: Pure black pepper, 10 to 12c.; pure white, 15 to 22c.; pure Jamaica ginger, 20 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

COFFEE—The coffee market continues quiet, though some purchasing in a large way by jobbers is noted. Maracaibo has commanded 16 1/2 to 17c. on this account, and Santos, 16 to 17c. We quote: Rio, 15 1/2 to 17c.; Santos, 15 1/2 to 17c.; Maracaibo, 16 1/2 to 19c.; Java, 23 to 26c., and Mocha, 23 to 25c.

TEAS—The tea market has maintained the activity noted last week, the brisk demand for medium and low-grade Japans almost clearing the market of this description of stock, while values have advanced fully 2c. per pound since last week. Green teas are firm here and abroad, in fact, cables generally on all sorts are firm with an upward tendency. We quote: Young Hysons, 10 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 11 1/2 to 18c. for mediums, and 25 to 55c. for high grade; Japans, 12 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT—The excitement and strength in Valencia raisins noted last week continues, and, in consequence of firmer advices abroad, prices have been marked up all round, while orders for future delivery, as specially noted elsewhere, have been placed at an advance of 2s. Jobbing prices here, as a result of this strength, have been marked up 1/4 to 1/2c. per pound, as follows: Ordinary off-stalk, 5 to 5 1/4c.; fine do, 5 1/2 to 5 3/4c.; selected, 6 to 6 1/4c., and

layers, 6 3/4 to 7c. The advancing tendency of California raisins also continues, and prices show another rise this week. In fact, bids of 7 3/4c. were made by local jobbers here for 4-crown, and refused by the agents, who demanded 8c. Values are fully 1/2c. higher, as follows: 2-crown, 6 to 6 1/2c.; 3-crown, 7 to 7 1/2c.; and 4-crown 8 to 8 1/2c. A few small lots of Sultana raisins have arrived and are offered by jobbers at 7 3/4 to 12c., as to grade.

Business has been done in Malaga clusters and layers for forward delivery by the direct steamer at a lower cost than is possible via Liverpool. These fruits when they arrive can be jobbed out at a range of \$1.50 to \$4. The strength in currants is maintained and higher prices are being asked this week for Patras and Vostizzas, which are 1/4 to 1/2c. up, while other descriptions are firmly held. We quote as follows: Filarias, bbls., 4c.; half-bbls., 4 1/4c.; cases, 4 3/8c.; half-cases, 4 1/2c. Fine provincials are worth about 3/8 of a cent a pound more; Patras, 5 1/2 to 6c., and Vostizzas, 6 3/4 to 8c. There has been no quotable change in spot prices for prunes, but values are firmly held all round. We quote: French, 5 to 6c.; Austrian, 6 to 6 1/2c., and California, 10 to 11c. The advance noted last week in evaporated California fruit is more than maintained. Bids of 12c. have been refused by agents for apricots and we quote 13 to 15c., while no peaches are obtainable under 9 1/2 to 10c. Figs are steady, jobbing out this week at 12 to 15c., and bag stock at 6 to 6 1/2c.

NUTS—There has been no change in nuts. We quote: peans firm at 12c. Tarragona almonds, 11 to 12c.; filberts, 8 to 10c.; shelled walnuts, 18 to 21c.; shelled almonds, 18 to 20c.; peanuts, 6 to 8c., and shelled do., 8 to 10c.

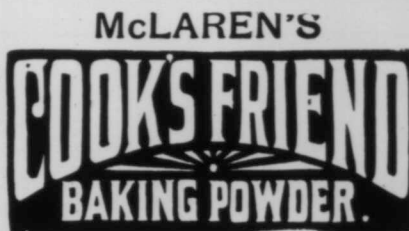
CANNED GOODS—There is moderate enquiry for canned goods and values generally are unchanged. We quote as follows: Tomatoes, 70 to 75c.; corn, 65 to 75c.; peas, 70 to 90c.; beans, 70c. up; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.90 to \$2.25; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37 1/2 to \$1.40; Lowe Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.15 to \$1.20; canned mackerel, \$1.15 to \$1.20; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.25; 6's, \$6.75 to \$7; 14's, \$14 to \$15; lobsters, \$8.25 to \$9 per case.

GREEN FRUIT—There have been few changes in green fruit. We quote: Oranges, \$5 to \$5.50; lemons, \$3; bananas, 50c. to \$1; pears, 30 to 40c. basket, and \$2 to \$2.50 per keg; grapes, 14 to 17c., and California Tokays, \$1.75 to \$2 per keg. Sweet potatoes are now arriving and are selling well at \$2 to \$2.25.

APPLES—The apple market was quiet and under increasing receipts values are easier. Business was done this week in seconds at 85c. to \$1, and firsts \$1.15 to \$1.50, for winter fruit. No fall fruit is on the market now. Cables to-day from Liverpool say: Market opened with a stronger demand, and prices made a slight advance on our last quotations. Receipts continue to land in bad condition, generally. The outlook for good, sound fruit is favorable.

FISH—No improvement has been noted during the week in the demand for fish, on account of the continued unfavorable weather, and, with the exception of pickled herrings, trade in all lines has been light. In fresh fish, haddock continues very scarce, and prices in consequence have advanced 1/2c. to 1c. per lb. Several carloads of pickled herrings have arrived during the week, and sales, in a jobbing way, have been made at \$5 per barrel, and at

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the Thing on Which to
make or Extend a Business.



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a point of Keeping it al-
ways in Stock.

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Leonard Bros.

Wholesale Fish Merchants

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Ask your wholesale grocer for

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

We are also putting up . . .

New Haddies, Kippers and Yarmouth Bloaters.

La Fayette

Cigarettes

Are up-to-date

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5 cents

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

Toronto Salt Works

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TORONTO, ONT.

Toronto agents for the Windsor Salt Co.



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COMPRESSED YEAST

The most successful and best Leaven known to the world. Retail at 2c. a cake, giving big profit to retailer.

Quick seller. Has no equal. Delivered fresh every day from the Factory.

List of Fleischmann & Co.'s Factory Depots in Canada

Montreal	Que.	Collingwood	Ont.
Quebec	"	Dundas	"
Sherbrooke	"	Goderich	"
Three Rivers	"	Lindsay	"
St. Hyacinthe	"	Guelph	"
Toronto	Ont.	Cobourg	"
Niagara	"	Hamilton	"
Paris	"	Ingersoll	"
Petrolia	"	London	"
Pictou	"	Owen Sound	"
Tilsonburg	"	Port Hope	"
Trenton	"	Sarnia	"
Barrie	"	St. Catharines	"
Belleville	"	St John	N. B.
Brantford	"	Chatham	"
Woodstock	"	Moncton	"
Winbor	"	Fredericton	"
Stratford	"	St. Stephen	"
Ottawa	"	Halifax	N. S.
Kingston	"	Pictou	"
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Factory Depot: 523 ST. JAMES STREET, MONTREAL

Telephone 1204.

Every grocer keeps it. Everybody uses it. Correspondence solicited.

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

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

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

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

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

Confederation Life Association . . .

Head Office: TORONTO.

\$2.75 to \$3 per half-barrel. The arrivals of green cod have also been considerable, and No. 1 are selling at \$4 to \$4.25 per barrel. At present the market is completely bare of B. C. pickled salmon, but two or three carloads are expected by the beginning of next month, and sales to arrive have been made at \$11.50 to \$12 per barrel and \$6 for half-barrels. No. 2 small Labrador salmon are selling at \$12 per barrel, and No. 1 at \$16.50 per tierce. Mackerel are moving very slow at \$12 per barrel for No. 2, and \$17.50 for No. 1. Smoked fish continues in fair supply, and haddies are now more plentiful, but prices are unchanged at 6½ to 7½c. per lb. Kipper herrings are selling at \$1.50 per box, Yarmouth bloaters at \$1 per box, and new smoked herrings at 11c. per box. The stock of dried codfish is small, as is also the demand, at \$4 per 100 lbs. Pollock are unchanged at \$2.20 per case of 100 lbs.; skinless cod at \$5.25 per case; boneless cod, 5½ to 6c. per lb., and fish 3c. The feature in fresh fish continues to be the scarcity of haddock, and prices in consequence have advanced ½c. to 1c. per lb. to 5 to 6c. Some pan-frozen stock arrived during the week, which is an unusual occurrence for this season of the year, and sales of this stock have been made at 4½c. per lb. B. C. salmon are plentiful at 10 to 11c. per lb., and pickerel at 7c. per lb. Owing to the long stormy spell in the east, shell oysters of a desirable quality are scarce in this market. Ordinary P.E.I. stock are selling at \$2.50 to \$3.50 per barrel, Buctouche hand-picked at \$4.50, and Miramichi at \$2.75 to \$3.

COUNTRY PRODUCE—Eggs—There is no change in the egg market, which is quoted 18c. for fresh laid, and 13½ to 14c. for choice candled. Beans—Without movement at 70 to 75c. in car lots and 80 to 90c. in a small way. Hops—A few small lots are moving on the basis of 6 to 7c. Honey—There is no change in honey, prices ruling at 10 to 12c. in the comb and 8 to 9c. extracted. Potatoes—Desirable quality is not plentiful, and is held firm at 35 to 40c., but inferior stock is plentiful all the way down to 30c. Dried apples—Show no change from 3 to 3½c., while evaporated are nominal at 5½ to 6c. Baled hay—Meets a moderate enquiry, and is steady at \$9.50 to \$10 for No. 1, and \$8.25 to \$8.50 for No. 2.

HIDES—The hide market continues firm at the advance. Dealers paid 7, 6 and 5c. for the three grades this week, and are asking 1c. advance on that basis.

ASHES—This market continues quiet with receipts rather light. We quote: First pots, \$3.50 to \$3.55; seconds, \$3.05 to \$3.10, and pearls, \$4.45 per 100 lbs.

PROVISIONS—With receipts of new pack, pork holders are more anxious sellers of old pack. Offers were made this week at \$10, and only a few lots could be sold at the price. They were taken by Quebec buyers. New pack is held at 11 to 12c. We quote: Canadian short cut, clear, \$10 to \$10.25; Canadian short cut, mess, \$10.25 to \$10.50; hams, city cured, per lb., 9 to 10c.; lard, Canadian, in pails, 6¼ to 6½c.; bacon, per lb., 7½ to 8½c.; lard, com., refined, per lb., 5 to 5¼c.

FLOUR, MEAL AND FEED—The flour market is not as buoyant as it was a week ago, and though no declines have taken place buyers are more indifferent. We quote: Winter wheat, \$5 to \$5.15; spring wheat, patents, \$4.90 to \$5.05; straight roller, \$4.50 to \$4.75; straight roller, bags, \$2.40; Manitoba strong bakers', \$4.50 to \$4.75. Oatmeal has been marked up since last report, but enquiry is not active at the advance. We quote: Standard, bbls., \$3.40; granulated, bbls., \$3.50; rolled oats, bbls., \$3.40; rolled oats, per bag, \$1.65. The demand for feed continues fair and the market is moderately active and steady. We quote: Bran, \$10 to \$11; shorts, \$11 to \$12; mouillie, \$15 to \$16.

CHEESE AND BUTTER—The cheese market has exhibited an easier feeling since last report. The chief item this week was the lower prices accepted for 3,500 boxes or so, Quebec make, offered. They sold at a range of 9¾ to 9¾c., which is a decline of ¼ to ¼c. on last week's range. Aside from this there was little doing on spot, and it may be said, at the same time, that these boat sales are no reliable criterion on which to figure the possible price for finest Ontario fall cheese. It is unquestionable, however, that they reflect a market of decidedly less buoyancy. The butter market was quiet, and finest is as firmly held as ever. In fact, it is understood that 19½c. was refused to-day, 20c. being asked, but it is doubtful if exporters would concede the latter price. Enquiry from lower ports for dairy butter is being experienced. A lot of 100 tubs western dairy was put through to-day at 13c.

MONTREAL NOTES.

Malaga raisins for forward delivery by direct steamer were offer-

ed this week for considerably less money than the early shipments cost via Liverpool.

A few small lots of Sultana raisins have been received this week. They are held steady.

Sugar refiners have offered granulated for delivery as late as January at 3¾ to 3 13-16c.

Low-grade Japan and black teas have advanced fully 20c. per pound in the past eight or ten days.

Considerable import orders for Young Hyson teas for prompt shipment have been placed in England by importers here.

Offers for Valencia raisins were refused this week and importers had to consent to 2s. advance before their orders were accepted.

California raisins have been marked up ¼ to ½c. in a jobbing way on spot, and a similar advance is also asked for Valencia raisins.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Oct. 29, 1896.

BUSINESS during the week has shown increased activity, and many report business much better than a year ago. Another feature that produces a much better tone in business is that on many lines a fair and in some a large profit is being made. Also in lumber and water freights, which tend to influence the general feeling here, the changes are for the better. Sugar has continued to drop during the week. If the duty be deducted, it never was offered as low here. Quite a large quantity has been bought to arrive. Pickled fish have had a large movement during the week, some large quantities going to Quebec and Ontario. Carleton is a very busy place at present, owing to the very large number of men working night and day to complete the wharves and warehouses for the large export business expected this winter. St. John has freely spent her money that Canada should have a winter port in a satisfactory condition to handle her large and rapidly growing trade. It is for the other parts of the Dominion to see that she is supported in her effort by having their exports and imports via St. John.

OIL—There continues the large demand spoken of last week. Locally prices in burning oils were rather easier, but it did not result from any decline in the market and is not likely to have any lasting effect. We quote: American burning oil, 21c.; best Canadian, 19½c.; prime, 17c.; no charge for barrels.

SALT—The market has taken up the full quantity which has been offered, as it had been bare, and some fifteen hundred sacks coarse are sold out of a cargo daily expected. Where possible importers sell at ship's side, as expense of handling is large. The ex-ship price is, therefore, made low. Demand for fine is rather easier. The large sale of Canadian fine, particularly boxes, has very much affected the sale of the Liverpool factory filled. We quote: Coarse, 50c., factory-filled, 90c. to \$1; 5-lb. bags in bbls., \$3.25; 10-lb. bags, in bbls., \$3; butter and cheese salt, bulk, \$2.60 to \$2.65 per bbl.; 20-lb. wood boxes, 20c.; 10-lb. wood boxes, 12c.; cartoons, \$2 per case of 2 doz.; Canadian fine, \$1.

CANNED GOODS—While some continue to sell at about cost, many dealers are holding their goods firmer, particularly tomatoes, peaches and strawberries. Of the last two, strawberries are quite scarce and there is quite an enquiry for peaches. Both pears and tomatoes are firmer. Holders of lobsters are very firm. Large quantities from the provinces are being shipped to England. While on the whole salmon are held firm, some low quotations are heard. There are a number of cars still to arrive. New oysters are offered. In pineapple, the grated is being more freely sold than the sliced, as the can contains much more and the quality is usually better. We quote: Corn, 65 to 70c.; peas, 70 to 75c.; tomatoes, 70 to 75c.; gallon apples, \$1.85 to \$2; corned beef, Canadian, \$2.25 to \$2.35; American, 2-lb. tins, \$2.40 to \$2.50; 1-lb. tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.20; 1's, \$1.34 to \$1.45; peaches, 3's, Canadian, \$2.85 to \$3; 2's, \$1.90 to \$2; pineapples, \$2.25 to \$2.65; salmon, \$1.35 to \$1.40; lobsters, \$2.20; haddies, \$1.25 to \$1.30; clams, \$5 for 4 doz.; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.; strawberries, \$1.90 to \$2.

GREEN FRUIT—While large quantities of apples are moving it is chiefly fall fruit. Prices are rather better than they were, but

Every up-to-date Grocer should keep

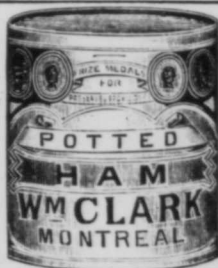
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HYGIENIC COCOA
ROYAL NAVY CHOCOLATE
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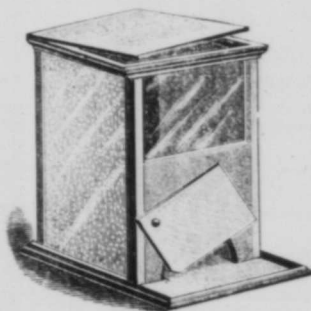
'Excelsior Coffee'

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

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MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them. Manufactured by

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Boston.

D. H. RENNOLDSON,

Agent in Montreal.



MY FRIEND

When thou art in the market for seed, remember that Cottams is the best, and as a bird food 2½ times the value of any other seed. The demand for **COTTAMS BIRD SEED** is so great, it will pay thee well to handle it. Carefully manufactured virtually under 6 patents, covering the most valuable and most recent discoveries for birds, it will make thee and thy customers, as well as their birds, sing for joy. All wholesalers.

Does it Pay to Handle?

CERTAINLY IT DOES. I take no chances.

The quality is of the very best. The New York Condensed Milk Co. is a very responsible concern and guarantees the

GAIL BORDEN EAGLE BRAND

CONDENSED MILK to its customers. Besides, it is no trouble to sell. The majority call for it, and won't take any other brand. If I don't keep it my customers will get it elsewhere. Smaller profit! No, I guess not; have tried both ways and found that it pays to sell only the "BEST." It has been demonstrated to my satisfaction that the **GAIL BORDEN EAGLE BRAND HAS NO EQUAL.**

Send for particulars to

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Selling Agents.....

TORONTO

For quotations see price columns



still low. The few hard apples arriving also sell low and there is not expected to be much change. The low prices make people very careful about quality. Poor apples will not sell. Lemons are quoted rather easier. Oranges still have a limited sale, as have bananas. California grapes are now selling freely. They and Malagas are taking the place of the Canadian. The most of the pears to hand are Nova Scotia; the sale is about over. American quinces are being received and find good demand. We quote: Lemons, \$5 to \$6; bananas, \$1 to \$2; apples, \$1 to \$1.50; California grapes, \$1.50 to \$2; grapes, Canadian, 30 to 40c.; grapes, keg, \$5 to \$6; crab apples, 90c. per bbl.; oranges, \$5 per bbl.; cranberries, \$4 to \$6 per bbl.; pears, \$4 to \$5 per bbl.; sweet potatoes, \$2.50 to \$2.75.

DRIED FRUIT—New goods continue to come in slowly. In figs a large quantity have arrived and quality is good. They were sold very freely, and dealers are waiting for further shipments. Quantity of Valencia raisins to hand is very small. Prices continue to advance. California loose muscatels are up another quarter on the Coast; first shipments will be here soon. Those who bought at lowest prices will make a nice profit. Malaga London layers are the grade chiefly bought. Few of the California were ordered owing to the others being lower. The date market seems in odd shape. While our merchants have bought, some of the largest English houses have not yet quoted. There are very few new evaporated apples here as there is no demand, even at the low price. Onions are in good supply, and the trade has increased much in the last few years. By some French prunes are not thought as good as the plums. It would seem the real prunes and the Imperial plums are the same, while that which is sometimes called prunes are more widely known outside of France as plums and are a second grade of prunes. Peels begin to move more freely. We quote: Valencias, 5½ to 6c.; layers, 6 to 6½c.; California L.M. 3-crown, 6½ to 7c.; London layers, \$2 to \$2.25; currants, cases, 4½ to 5½c.; bbls., 4 to 4¼c.; cartoons, cleaned, 7 to 7½c.; bulk, cleaned, 6 to 7c.; prunes, boxes, 5 to 6c.; dates, 4½c.; dried apples, 4c.; evaporated apples, 5½ to 6c.; onions, \$1.90 to \$2 per bbl.; cocoanuts, \$4 to \$4.50 per 100; figs, 11 to 15c.; Sultana raisins, 6½ to 7c.; citron, 17 to 18c.; lemon, 11 to 12c.; orange, 12 to 13c.

DAIRY PRODUCE—Cheese are quoted higher, while stock here is light. Our dealers advance their offers very slowly. It would seem as if they were unwise, as everything points to higher prices. Butter is slow again, and while good brings a fair price, if quality is at all off it is very hard to move. In a wholesale way very little creamery is being handled. Eggs hold the advance of last week and have a good demand. We quote: Dairy butter, 16 to 18c.; new creamery, rolls, 20 to 22c.; do., tubs, 18 to 20c. Eggs are steady at 15 to 16c. Cheese, 10 to 10½c.

SUGAR—Prices are again lower, but the low figures do not seem to make general demand very active. Wholesale dealers have, however, bought freely this week at prices said to be (after deducting ½c. duty) the lowest ever known. There is, however, no great hope of any advance yet. We quote: Granulated, 4 to 4½c.; yellows, 3 to 3½c.

MOLASSES—The demand continues light. The imports this year have been between five and six thousand casks, which is larger than usual. The first arrivals were more largely sold to country dealers than usual, which makes present demand quiet. New Orleans continues to have better movement, and a very nice syrup is shown at fair figures. We quote: Barbadoes, 27 to 28c.; Porto Rico, 29 to 32c.; New Orleans, bbls., 26 to 30c.; Antigua, 25 to 26c.; syrup, 36 to 38c.; Nevis, 25 to 26c.

FISH—Sales are good and full values maintained, particularly in pickled fish. Some Barrington are offered this week, and the price seems low for the quality, compared with other grades. Several lots of pickled herring for Montreal from Nova Scotia have passed through here this week. The shipments of smoked haddies have also been large. They go by express. We quote: Large cod, \$3.25 to \$3.50; medium, \$2.75 to \$3; pollock, \$1.20 to \$1.35; bay herring, \$1.50 to \$1.60 per half-bbl.; smoked, 7½ to 8c.; shad, half-bbl., \$5.50 to \$6; boneless, 2½ to 8c.; Canso herring, \$4 to \$4.50 per bbl.; Quoddy herring, \$2.75; Barrington, \$3.25 per bbl.

PROVISIONS—While there is some movement, it cannot be called active. Pork is still moving upward slowly, while beef is low, though rather firmer. In lard there is a better feeling, and prices have advanced. There is quite a quantity of old still held. In hams and rolls, outside of those locally cured, there is little moving. We quote: Clear pork, \$14 to \$14.50; mess, \$13 to \$13.50; plate

beef, \$11.50 to \$12.50; hams, 11 to 12c.; rolls, 7½ to 8c.; pure lard, tubs, 8½ to 9c.; compound, 7 to 7½c.

FLOUR, FEED AND MEAL—The advance in flour has continued during the week; this time it has been greater in Ontario brands. Stocks bought for here are large, and were bought at right prices, so our merchants are making a good profit. While it is thought advance may not be much greater the market looks firm. In oatmeal the advance for the week is perhaps even more noticed as our market had not followed the millers' prices as promptly as in flour. Cornmeal is still at the advance of last week, and but for local competition would be still higher. Oats continue to advance, owing to bad weather on P.E. Island. Shippers have found difficulty in moving oats, which has curtailed the sale, which was quite free, as they were under Ontario prices. Beans, much to the satisfaction of the holders of large stocks here, continue to work up slowly. Advance so far is about 25c. per bushel from lowest point. Barley and split peas have had more enquiry during the week and a number of orders have been placed at very low figures. Feet is still quiet. Buckwheat meal comes in freely, but shows light sales.

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



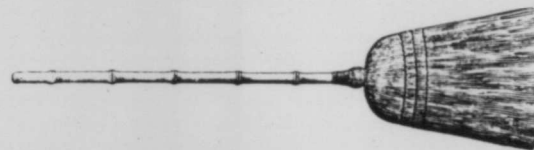
Enamelled Measures

In ½ pt., 1 pt., 1 qt., 2 qt. and 1 gal. sizes.

Government Stamped

Superior to Measures made of Tin, Wood or Copper
Easily cleaned and will not Rust or Corrode

The McClary Mfg. Co.
LONDON, TORONTO,
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BOECKH'S
BRUSHES AND BROOMS

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

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

Offices and Warerooms, 80 York Street.
Montreal Branch, 361 St. Paul Street.
Factories, 158 to 168 Adelaide Street West, Toronto.

CHAS. BOECKH & SONS,

Manufacturers

Toronto, Ont.

New 1896 Crop Currants, cases and half cases.

New F. O. Stalk and Selected Valencia Raisins.

New C. & B. Lemon, Orange and Citron Peels. Special price for case lots.

Above now in store at close prices.

BALFOUR & CO. IMPORTERS HAMILTON

Our Reputation

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

"KENT"

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

THE . . .

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



There is ever a Demand for Good Pickles

If you don't already handle them let us send you a trial order of

**Pickled Onions
Pickled Cauliflower
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or Mixed Pickles**

Bottle or Bulk

T. A. LYTTLE & CO.

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CURRENTS Filiatras "Campos" Vostizzas
(Cleaned or uncleaned)

RAISINS Off-stalk Fine off-stalk Selected

FIGS Commadre (taps) 5-Crown Eleme (10-lb. boxes) 3-Crown Eleme (10-lb. boxes) Choice Eleme (14-oz. boxes)

JOHN SLOAN & CO.

45 Front Street E.

Wholesale Agents TORONTO

New Filberts

NOW IN STORE

Choice Oblong Naples Current " "

The largest and finest flavoured Filberts on the market.

WARREN BROS. & CO.

35 and 37 Front St. East, Toronto.

Business Worries



Exhaust and Weaken

The business man should keep on hand a 16 oz. bottle of **Johnston's Fluid Beef**, which can be prepared for use in a minute with hot water heated over gas or spirit lamp.

Johnston's Fluid Beef STRENGTHENS

PUDDING FOR THIRTY.

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

HOWE, McINTYRE CO.

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Commission Merchants and Manufacturers' Agents. Agents for Canada.

Walnuts..

GRENOBLE, in bales.

MARBOT, in bags.

BORDEAUX, in bags.

Now in store.

PERKINS, INCE & Co.

TORONTO.

Just Look

in and get our prices on

NEW FRUITS

Now in store.

T. KINNEAR & CO.

49 Front St. East, TORONTO

Beginning next week our travelers will be showing samples of our new stock of spices for Fall and Xmas trade.

SPECIALLY GOOD
SPECIALLY MILLED
SPECIALLY CHEAP

P.S.—Ask for Samples.

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

We quote: Manitoba flour, \$5.50 to \$5.60; best Ontario, \$4.50 to \$4.90; medium, \$4.45 to \$4.60; oatmeal, \$3 to \$3.50; cornmeal, \$1.95 to \$2; middlings, car lots, in bulk, \$14 to \$15; bran, do., \$13 to \$14; hand picked beans, \$1; prime, 10c.; oats, 31 to 35c.; hay, \$12 to \$13; barley, \$3; round peas, \$1.15; split peas, \$3.20 to \$3.25; yellow eye beans, \$1.75; buckwheat meal, \$1.25 to \$1.50.

ST. JOHN NOTES.

J. Hunter White is agent for New Brunswick for Pepsin cream cheese.

Thos. Gorman received this week some extra new smoked herring.

Two large cargoes of oats are loading at P. E. Island. One for Barbadoes and one for Trinidad.

A cargo of 3,187 bbls. of potatoes was shipped to Havana by W. H. Chase & Co., of Fort Williams, N. S., this week.

Four thousand sheep have so far been shipped from P. E. Island this fall. Five carloads for Boston were forwarded one day this week.

Smith & Tilton say that while they have to push many of their lines, Colman's mustard has no competitor. Their sales are larger than ever.

James Patterson received a consignment of very fine Barrington pickled herring this week, which he offers low in barrels and half-barrels.

The first steamer of the Beaver Line leaving Liverpool for St. John will be the Lake Huron on the 21st November. She will sail from St. John on December 9. Ontario parties should note these dates.

Burning oil dropped 1¼c. a gallon in the local market this week. There is a combination price among the dealers which was broken by one house, and the others took the above action to try to bring the refractory one to terms.

It is said, with the opportunity to ship Gravenstein apples to England in cold storage steamer, the extra profit to the shipper would be \$1 per bbl. The crop this year is 100,000 bbls. Total

amount of apples for export this year from Nova Scotia is 400,000 bbls., eight times what it was five years ago.

As a result of the meeting of the Maritime Board of Trade, the freight on oats and potatoes from P. E. Island to St. John has been reduced 30 per cent.

HALIFAX TRADE GOSSIP.

OUR merchants usually buy a lot of fish from Newfoundland. This season has been an exceptional one in that respect. Not because Halifax did not want the fish, but because Newfoundland wanted more than their value. The fish had to come from somewhere, because some of our merchants were unable to fill orders. Gaspé supplied the deficit. One firm alone, N. & M. Smith, bought over \$50,000 worth of fish in Gaspé, some of which is being landed here now. The Newfoundlanders have since come down in the price, but they have lost this market for this season. The Gaspé fish look well.

Large quantities of potatoes are being shipped to the West Indies from Colchester County.

Trade in green fruits is fairly good, but not buoyant. Apples are a drug on the market, selling all the way from 75c. to \$2 per bbl. Only soft, fall fruit is being received. Ontario grapes are still arriving in good condition and sell at from 30 to 40c. per 10-lb. basket. There are a few Jamaica oranges on the market but the trade is limited. They are quoted at \$7 per bbl., repacked. Californias and Floridas will be along in a few days. Lemons are plentiful enough for the demand, which is very limited. They are quoted at from \$4 to \$5 per box. Cranberries are plentiful, and sell at from \$4 to \$7 per bbl., the latter figure being for extra fancy Cape Cod stock.

There is nothing doing in dried fruits, as the market is about bare. New figs are overdue. The direct fruit steamer will not be along for another week.

Canned goods are slow and hardly asked for.

The sugar market is dull and featureless. Refinery quotations are: Granulated, 3¼c.; circle C, 2¾c.; extra circle C, 3c. The



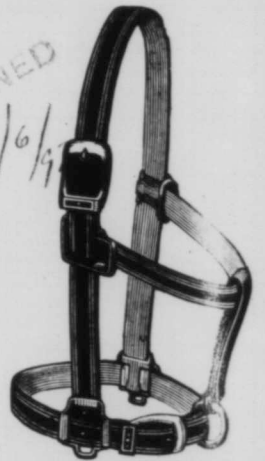
Broom and Cordage Works

WELFORD BROS.

MANUFACTURERS OF

Brooms and Whisks, Leather, Web
and Rope Halters, Rope Cattle
Ties, Cordage and Twines

LONDON



refinery quotations same date last year were: Granulated, 4¼c.; circle C, 3c.; extra circle C, 3½c.

Breadstuffs are firm at the advance with a fair volume of business. The amount of business done at Halifax is not what would be generally supposed on account of its situation, indeed, a few years ago any one merchant would have done more than all the dealers are now doing. This is accounted for from the fact that travelers for the large milling firms have cut the ground up. The firm of De Long & Seaman, Boston, have virtually full charge of the Bay of Fundy trade and the western Atlantic coast as far east as Lunenburg. They employ a good many vessels carrying cargoes of lumber, etc., to Boston and utilize them to bring home return cargoes. Our merchants carry very small stocks, mostly selling to arrive. Quotations are: "Ogilvie's" or "Five Roses," \$5.20; Ontario made Manitobas, in wood, \$4.75 to \$4.90; Manitoba shipments in sacks, \$4.40 to \$4.60; Ontario and Manitobas mixed, for patents, \$4.40 to \$4.70; 80 per cent. patents, \$4.50 to \$4.65; 90 p.c. patents, \$4.35 to \$4.50; low grades, \$3.75 to \$4; oatmeal and rolled oats, \$3.25; cornmeal, \$1.95 to \$2; middlings, per ton, \$15.50 to \$16; shorts, \$15 to \$16.50; bran, per ton, \$15 to \$15.50; white oats, per bushel, in sacks, 30c.; cottonseed meal, per ton, \$22 to \$23; oilcake meal, per ton, \$22 to \$23; hay, per ton, \$11 to \$11.50; split peas, \$3.15; pot barley, \$3.50; white beans, per bush., 95c.

The number of vessels in port with Prince Edward Island produce is not large, probably aggregating 8,000 bushels of potatoes and 6,000 bushels of oats. Island potatoes are of good quality and sell at from 28 to 30 cents per bushel, ex vessel. Oats bring the same figures. Turnips sell at 20 cents per bushel.

Lard is moving on this market, being quoted at 9½c.

Eggs are still advancing and not very plentiful, Island stocks being slow in arriving. The jobbing quotation for good stocks is 16c.

Cheese is going up and is now quoted at 11c.

Butter is also stiffer and in good demand. Tub creamery is quoted at 20c.; prints, 21c., with a further advance expected, and dairy 16 to 18c.

A good business is being done in fishstuffs. Alewives are very

firm at present, and the prospects are for a further advance. They are quoted at \$3.25 ex vessel. There are no salmon obtainable here. The Newfoundland market is also reported bare. The present quotations are \$17.50 for 1's and \$15.50 for 2's. Fat herrings are in good demand, there not being quite sufficient offering to fill local orders. Bank and bay cured codfish, if anything, are stronger in tone, owing doubtless to the scarcity on account of exceedingly bad curing weather. We look for a good advance in the near future if arrivals are not larger. Newfoundland hard cured cod are very scarce and none reported on the way. There were ten vessels last season to one this from that locality. Quotations are: Dry cod, shore, tol quol, prime, \$2.50 to \$3.50; small bank do., \$2.25 to \$2.50 large do., \$2.75 to \$3; bay do., \$2 to \$2.25; Labrador, \$2 to \$2.55; haddock \$1.75 to \$2; hake, \$1.25 to \$1.50; pollock, \$1.25; Bay of Islands herrings, \$1.25; Labrador, No. 1, \$5; do., No. 2, \$3.50; No. 1, large, fat shore, \$3.25 to \$4; alewives, \$3.25; mackerel, No. 3, large, \$8 to \$8.50; No. 3, fat, \$10; No. 2, fat, \$11.50; No. 1, fat, \$13; salmon, No. 1, \$17; No. 2, \$14; No. 3, \$12.

The death occurred in this city on Monday of J. B. Black, of the produce and commission firm of Black & Flynn. He was in his 34th year.

BUSINESS CHANGES.

BUSINESS TROUBLES.—J. Bradley & Co., general merchants, Caledon East, have assigned. — A. E. Adams, general merchant, Carleton, and Campbell & Craig, grocers, etc., Niagara Falls, have assigned. — J. N. Mack, general merchant, Millvillage, N.S., suspended payment. — J. W. Dickie, general merchant, Gagetown, is asking for an extension of time. — Hart Bros. & Co., general merchants, Castleton, have assigned. — A. Guimont, general merchant, St. Francois, has assigned voluntarily. — O. M. O'Donnell, general merchant, St. Giles, Que., has assigned. — P. A. Scovil, grocer, St. John, N.B., is away. — A. Leggatt, general merchant, Rainham Centre, has assigned. — James Ireland, cheese factory, Beachville, has assigned. — De-

HOLD YOUR TRADE

BY SELLING THESE FAMOUS BRANDS:

El Padre Needles

The only
10-cent Cigar

Varsity Cigar

The best 5-cent Cigar
in the Market

Grand Mogul Black or Mixed

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

½'s and 1's—30, 40, 50 and 60c.

Tea



Tea Importers.
Wholesale Grocers.

T. B. ESCOTT & CO.

London, Ont.

guchy, Racine & Co., canned goods factory, Laprairie, Que., have assigned.—Mercier & Co., general store, St. Michael, has assigned.

COMPROMISES, ETC.—N. Richardson, grocer, Cornwall, is offering to compromise at 20c. on the dollar, cash.—Frank Taylor, fruits, Ottawa, is offering to compromise at 20c. on the dollar.—J. Jacobson & Co., pedlars' supplies, St. John, N. B., is offering to compromise at 40c. on the dollar.

CHANGES.—John Whalen is starting a grocery store at Chatham.—Mrs. M. A. Breden, grocer, Odessa, is selling off and removing.—H. Hennesy, grocer, Trenton, has sold out to John Shannon.—J. C. Bell is starting a general store at Wagram.—Geo. Emmerton, grocer, Ripley, has been succeeded by A. W. Miller.—E. L. Park, groceries and crockery, Hagersville, is removing to Jarvis.—E. Desmarais, general merchant, Pike Creek, has been succeeded by W. Belanger.—A. E. Bryson, fish, Montreal, has been succeeded by Kenwood & Bryson.—S. Desy & Co. is the name of a new grocery firm in Montreal.—A. Parent has started a grocery store in Quebec.—R. Rusk, grocer, Deseronto, has sold out to L. E. Morden.—McClung & Son, general merchants, Newcastle, are giving up business.—F. Allan, grocer, Montreal, is retiring from business.—Poirier & Ethier have opened a grocery store in Montreal.—James Wilson has opened a grocery store in Montreal.—Lewis Major, grocer, Sackville, N.S., has registered consent for his wife, Anne Major, to do business in her own name.—P. Martin & Co., general merchants, Enterprise, have been succeeded by M. E. Murphy.—Wm. Fitzpatrick, grocer, Gananoque, has sold out.—Campbell & Wadsworth, general merchants, Havergal, are giving up business.—T. Ross & Sons, general store and cheese factory, Hawkesbury, are opening a butter factory in Lachute.—E. Noice, general merchant, Minden, has sold out to Young & Soward.—J. E. Hudon, general merchant, St. Paul de Chester, Que., has started a

general store in that place.—Stone & Co., pork packers, etc., Calgary, are applying for incorporation.—H. B. Hollonquist, general merchant, Oxbow, N.W.T., is reported to have been succeeded by Granby & Granby.—D. J. Taylor, grocer, Winnipeg, has sold out to Irish & Cleveland.—Mary E. Wigle, grocer and baker, Essex, is to be succeeded by Brown & Wilcox on November 1.—Lockhart & Neilson have opened a general store at Smith's Falls.

SALES MADE AND PENDING.—Stock of W. J. Allan, grocer, Hamilton, has been sold.—Stock of the estate of Bounsall & Peters, general merchants, Blenheim, has been sold.—Stock of the late E. G. Granger, general merchant, Wheatley, is advertised for sale.—Stock of the Schneiver Grocery Co., Westmount, Que., has been sold.—Gross & Co., grocers, Moncton, N.B., are selling out.—Real estate of the estate of M. Courtemanche, general merchant, Penetanguishene, is to be sold by auction Nov. 10.—Stock of V. Warren, general merchant, Pointe-a-Pic, Que., has been sold at 60c. on the dollar.—Stock of H. Gagnon, general merchant, St. Felicite, Que., has been sold at 60c. on the dollar.—Assets of W. Allard, grocer, St. Henri de Montreal, are to be sold by auction 3rd prox.—A. Doyon, general store and hotel, Tring Junction, is advertising hotel business for sale.—W. B. Sweet, general merchant, Inkerman, is advertising business for sale.—Gertrude Barclay, wife of J. E. Render, has been registered proprietress of the Canadian Biscuit Co., Montreal.

PARTNERSHIPS, ETC.—J. A. Potts, general merchant, Belmont, has admitted Mr. Holden as partner.—A. Lamarre and P. Brouillet have registered a partnership in Montreal to carry on business in Montreal as grocers under the style of A. Lamarre & Cie.—M. L. Hislop and F. Marchaud have registered a partnership in Montreal to carry on business as grocers in St. John's, Que., under the style of Hislop & Marchaud.—McLeod & Brewer, grocers, North Sydney, N.S., have dissolved, and each will carry on business in his own name.

DEATHS.—W. J. Robinson, grocer, Consecon.—Isaie Gingras, general merchant, St. Appolinaire, Que.



PANCAKES

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

The Snow Drift Co. = Brantford, Ont.

CANADIAN TOMATO CHUTNEE

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

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

"NEVER TURN A WHEEL" WITHOUT IT

PEERLESS MACHINE

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

SAMUEL ROGERS & CO
Sole proprietors. Toronto, Ont.

THE "DIAMOND" OIL BLACKING



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

W. BERRY, - MANCHESTER.

Send for samples and quotations to

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

The Gulf of Georgia Cannery

MALCOLM & WINDSOR, Ltd.

Sole Proprietors, and Agents for

"Ice Castle Brand" Canned Salmon

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

FACTORY, Steveston, B.C.

OFFICE, Vancouver, B.C.

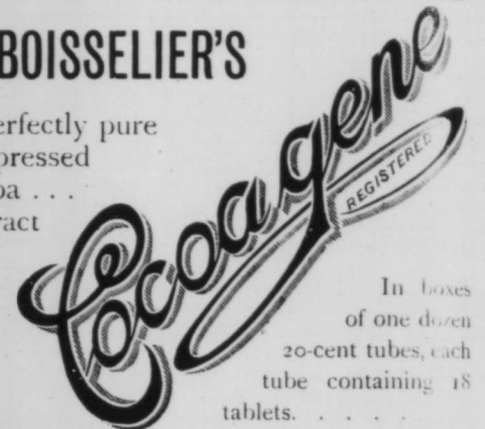
Cocoa—		
Homeopathic, 1/4 s, 8 and 14 lbs.	0 30	
Pearl, 1/4 s.	0 25	
London Pearl, 12 and 18 "	0 22	
Rock	0 30	
Bulk, in boxes	0 18	
Royal Cocoa Essence, packages	per doz 1 40	
Cocoa—		
Case of 11 lbs. each	0 35	
Smaller quantities	0 37 1/2	
FRYS.		
(A. P. Tippet & Co., Agents)		
Chocolate—		
Caracas, 1/4 s, 6 lb. boxes	0 42	
Vanilla, 1/4 s.	0 42	
"Gold Medal" Sweet, 6 lbs. boxes	0 29	
Pure, unsweetened, 1/4 s, 6 lb. boxes	0 42	
Fry's "Diamond", 1/4 s, 6 lb. boxes	0 24	
Fry's "Monogram", 1/4 s, 6 lb. boxes	0 24	
Cocoa—		
Concentrated, 1/4 s, 1 doz. in box	2 40	
" " " " " "	1 15	
Homeopathic, 1/4 s, 14 lb. boxes	0 33	
" " " " " "	1/2 lb. 12 lb. boxes 33	
JOHN P. MOTT & CO.'S.		
(R. S. McIndoe, Agent, Toronto.)		
Mott's Broma	per lb. 0 30	
Mott's Prepared Cocoa	0 28	
Mott's Homeopathic Cocoa (1/4 s)	0 32	



One Tablet makes an excellent Cup of Cocoa

BOISSELIER'S

A perfectly pure compressed Cocoa... Extract



In boxes of one dozen 20-cent tubes, each tube containing 18 tablets.

ALL LEADING GROCERS KEEP IT.

Pays Well...



An automatic selling machine to sell **Adams' Tutti Frutti**. For full particulars apply **Globe Automatic Selling Co., 63 Yonge St., Toronto, Ont.**

Looks Well

Grocers' Style, in boxes, 6 lbs. each	0 25
Eight cakes to the lb., in boxes, 6 lbs. e.	0 25
Soluble Chocolate—	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In boxes, and 12 lbs. each, 1/2 lb., tins.	0 49

COFFEE.

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

TODD HUNTER, MITCHELL & CO.'S

Excelsior Blend	0 34
Our Own	0 32
Jersey	0 31
Laguaya	0 32
Mocha and Java	0 30 0 35
Old Government Java	0 30 0 36
Arabian Mocha	0 32 0 34
Maracaibo	0 26 0 28
Santos	0 22 0 26
Crushed East India	0 00 0 20

CONDENSED MILK.

NEW YORK CONDENSED MILK CO.



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



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

Borden's Peerless Evaporated Cream
Family size, 3. in case
Hotel size, quarts, 2 doz. in case
Half gallon, 1 doz. in case
Gallons, 1/2 doz. in case
Quality guaranteed

Always in Season . . .

And always safe and reliable. No starch is purer or better than

BRANTFORD STARCH

Bright	0 38	0 43
Redpath's Honey	0 40	
" 2 gal. pails	1 10	1 15
" 3 gal. pails	1 45	1 50
MOLASSES		
Barrels	0 28	0 32
Half-barrels	0 30	0 35

SOAP		
Babbitt's "1776" Soap Powder		\$3 5



1 Box Lot	4 20
5 Box Lot	4 10

Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.



"Ivory Bar" is put up in 1 lb., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 120 in box; Twin Cake, 11 1/4 oz. each, 100 in box.

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

TEAS		
BLACK		
Congou	per lb.	per lb.
Half Chests Kaisow, Mon-		
ing, Paking	0 12	0 60
Caddies, Paking, Kaisow	0 15	0 50
INDIAN		
Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchong	0 15	0 25
CEYLON		
Broken Pekoes	0 35	0 42

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

TETLEY'S TEAS		
No. 1, Retailed 70 cents, cost 50 cents.		
No. 2	50	35
Mixed	40	30
LITTON'S TEAS		
No. 1 Ceylon, retail at	0 50	0 35
No. 2	0 40	0 28
No. 3	0 30	0 22

SALADA CEYLON		
Brown Label, 1 lb. retail at 25c		0 20
Green label, retail at 30c		
Blue label, retail at 40c		0 30
Red label, retail at 50c		0 36
Gold label, retail at 60c		0 44
Brown Label, 1/2 lbs. retail at 26c		0 21
TERMS, 30 days net.		
"KOLOSA"		
Ceylon Tea, in 1-lb. and 1/2-lb. lead packets, black or mixed		
Blue Label, retail at 30c		0 22
Green Label	40c	0 25
Red Label	50c	0 35



Orange Label, retail at 60c	0 42
Gold Label, " 80c	0 58

Terms, 3 per cent. off 30 days.

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

CANADIAN TOBACCO CO., MONTREAL.

Cut Tobaccos—	
Comfort, 1-6, 5 lb. box	0 22
Champion, 1-10, 5 lb. box	0 38
I. O. F., 1-10, 5 lb. box	0 28 1/2
Sohmer, 1-10, 5 lb. box	0 32 1/2
Imperial Cigarette Tobacco, 1-10, 5 lb. box	0 40
Quesnel Tobacco, all sizes	0 60
Crown Cut Plug Mixture, 1/2 lb. tin	0 50
" " 1 lb. tin	0 47

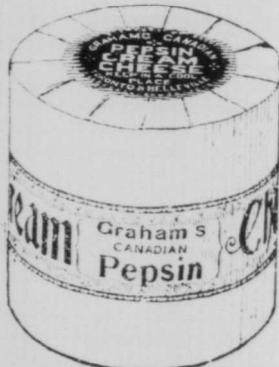
Cigarettes—	
Sonadora Havana	per 1,000 \$10 00
Royal Turkish Egyptian	10 00
Creme de la Creme	7 20
Lafayette	3 80
Marquise	7 00
Imperial (Virginia tobacco)	3 50
Plug tobaccos (sweet chewing)—	
Navy, in caddies	0 35
Navy, plug mark	0 33
Honey, boxes and caddies	43
Spin roll chewing, boxes	55
Plug smoking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

CIGARS—S. DAVIS & SONS, MONTREAL	
SIZES	
Madre E Hijo, Lord Lansdowne	2 00
" " Panetelas	2 00
Madre E Hijo, Bouquet	2 00
" " Perfectos	2 00
" " Longfellow	2 00
" " Reina Victoria	2 00
" " Pins	2 00
El Padre, Reina Victoria	2 00
" " Reina Victoria Especial	2 00
" " Conchas de Regalia	2 00
" " Bouquet	2 00
" " Pins	2 00
" " Longfellow	2 00
" " Perfectos	2 00
Mungo, Nine	2 00
Cable, Conchas	2 00
" " Queens	2 00
Cigarettes—All Tobacco—	
Cable	7 00
El Padre	1 00
Mauricio	15 00

WASHING POWDER	
"SILVER DUST"	
Case	72 1-lb. cartons 5 00
Half case	36 1-lb. " 2 50
Case	24 3-lb. " 4 25
Half case	12 3-lb. " 2 12
Case	100 5-cent packages 3 50
Half case	50 5-cent packages 1 80

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

THE E. B. EDDY CO.	
Washboards, Planet	1 60
" " XX	1 40
" " X	1 25
" " Special Globe	1 50
Matches—	
5-Case Lots, Single Case	
Telegraph	\$3 30 \$3 50
Telephone	3 10 3 50
Parlor	1 70 1 75
Red Parlor	1 70 1 75
Safety	4 00 4 25
Flamers	2 25 2 35
BRYANT & MAY	
Robert Greig & Co., Agents	
No. 9 Safety, per gross	\$ 2 00
" " 10 " " "	1 15
" " 2 Tiger, " " "	5 00
" " 4 " " "	2 00



GRAHAM'S CELEBRATED CANADIAN PEPSIN CREAM CHEESE

The Richest, Creamiest, Most Delicious Cheese ever offered to the public.

It is peptonized in the manufacture, which makes it a treat for **Dyspeptics**. It is the only Pepsin Cream Cheese on the market, and imparts no unpleasantness after eaten. It is Pure, Rich and Tasty. For Luncheon, Pic-nic Parties, etc., it has no equal. The manufacturer is the oldest and most reliable expert cheese maker in Canada.

Price per Package, 12 cents

Manufactured at 519 King St. West, TORONTO, and BELLEVILLE, ONT.

R. J. GRAHAM PROPRIETOR

Canned Goods Season 1896-7

Full assortment of all lines now in
stock, including the

AYLMER CANNING CO.'S

FINE GOODS

"Canada First" Brand

TOMATOES, CORN
PEAS, BEANS
AND FRUITS

CHICKEN
TURKEY, DUCK
LUNCH TONGUE

ALSO THEIR

AND

CANNED MEATS

PIG'S FEET

Quality of above brand always reliable.



ON SALE AT THE FOLLOWING WHOLESALE GROCERS:

H. P. Eckardt & Co.	The Davidson & Hay Ltd.
Perkins, Ince & Co.	The Eby, Blain Co. Ltd.
John Sloan & Co.	

TORONTO

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ONTR

F. M.
 25 00
 40 00
 45 00
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 80 00
 85 00
 90 00
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 1 00
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 1 10

DER.

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 1 80

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 \$ 1 45
 1 60
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 1 90
 2 05
 2 20
 2 35
 2 50
 2 65

O.

..... 1 00
 1 40
 1 25
 1 50

Single Case

\$3 50
 3 50
 1 75
 1 75
 4 25
 2 25

..... \$ 2 00
 1 50
 5 00
 2 00

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ONT

DO YOU MAKE MONEY ON

Malaga Raisins?

If not, you ought to, and you can by buying only, and insisting on getting only, the brand—

W. C. BEVAN & CO.

Five years ago this firm came into the Canadian market with fruit packed for the **RETAILERS' REQUIREMENTS** (not with the face of the box looking pretty by packing loose raisins among the layers to show an even face but) with fruit packed in **CLUSTERS**, which can be lifted out singly and without breaking, thus avoiding loss.

Did the trade appreciate this? The answer is to be found by asking another question: Where are the brands that held the Canadian market up to the advent of "Bevan"? Their very name is forgotten, and they are followed by a few cheap imitators who have tried to pack raisins to "look like Bevan's," and, even as far as they dare, adopted brands to sound like his. The brands of Clusters packed by **W. C. BEVAN & CO., Malaga**, are—

Connoisseur Clusters
Extra Dessert Clusters

Royal Buckingham Clusters
Imperial Russian Clusters

Royal Excelsior Windsor Clusters

"GRAHAM'S BEST ROLLED OATS."

If there is one thing a consumer can be excused for being fastidious about it is his porridge food. Grocers and general merchants should, therefore, be careful that they handle nothing but breakfast foods whose quality can be relied upon. In another page will be found an announcement regarding "Graham's Best Rolled Oats," which the trade should consider. Mr. Graham, the maker of this brand of oatmeal, has just fitted out his mills at Uxbridge with improved machinery of the latest design, and consequently is turning out a modern and first-class breakfast food.

A NEW FIRM FOR SHELBURNE.

Ritchie & Rowland is the name of a new firm that has just opened a general store in Shelburne, Ont. They are bright, pushing young men, and should succeed. Mr. Ritchie is a son of Mr. R. W. Ritchie, one of the Eby, Blain Co.'s veteran travelers, and, like his father, has also carried the "grip" for the same firm. Mr. Rowland is also a trained business man.

TIMEKEEPING BY FLOWERS.

Gardeners should know that it is quite possible to so arrange flowers in a garden that all the purposes of a clock will be answered, says Pearson's Weekly. In the time of Pliny forty-six flowers were known to open and shut at certain hours of the day, and this number has since been largely increased. For instance, a bed of common dandelions would show when it was 5.30 o'clock in the morning and 8.30 o'clock at night respectively, for these flowers open and shut at the times named, frequently to the minute. The common hawkweed opens at 8 o'clock in the morning and may be depended upon to close within a few minutes of 2 in the afternoon. The yellow goat's beard shuts at 12 o'clock noon, absolutely to the

minute, sidereal time. The sow thistle opens at 5 a.m. and closes at 11.12 a.m. The white lily opens at 7 a.m. and closes at 5 p.m.

QUICK SHIPPERS.

For years past the firm of Lucas, Steele & Bristol have given their personal care to prompt shipment of orders. To-day they are known all over the country as "the quick shippers." Orders received even by afternoon mail are sent out same day. Their phones, 447 and 1258, are always at customers' disposal.

PERSONAL MENTION.

Mr. T. O. Leonard, of Detroit, representing Kingsford Oswego starch, was in Toronto on business this week.

Mr. Chas. A. Wenino, who recently sold out his business in Sarnia, is paying Toronto a visit.

Hoover & Son, Toronto Junction, have added a grocery to their flour and feed store.

The eccentric John Randolph once sprang from his seat in the House of Representatives, and exclaimed in his piercing voice, "Mr. Speaker, I have found it." And then, in the stillness which followed this strange outburst, he added, "I have found the Philosopher's Stone: it is Pay as you go."

A bankrupt merchant, returning home one night, said to his noble wife, "My dear, I am ruined; everything we have is in the hands of the sheriff." After a few moments of silence the wife looked into his face and asked, "Will the sheriff sell you?" "Oh, no." "Will the sheriff sell me?" "Oh, no." "Then do not say we have lost everything. All that is most valuable remains to us—manhood, womanhood, childhood. We have lost but the results of our skill and industry. We can make another fortune if our hearts and hands are left us."



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Frank Magor & Co.

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HEAT WILL NOT BREAK IT.



EVERY CHIMNEY NICELY WRAPPED AND LABELLED.



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



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PUT UP in full size pint bottles with glass stoppers, also in half pint bottles with large stoppers so the pickles can be served with a spoon.

Large Size 1 Dozen, and
Small Size 2 Dozen
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