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THE CANADIAN GROCER



SPECIAL *AUTUMN* NUMBER

OCTOBER 2011

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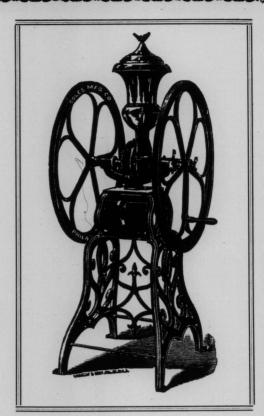
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Because it saves them dollars in money and pounds of energy when they grind coffee. It works easily, grinds evenly, and is recommended earnestly.

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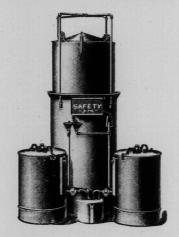
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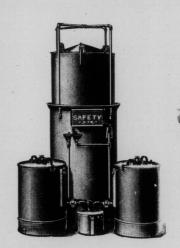
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THE "SAFETY" HAS THE FOLLOWING GOOD POINTS:

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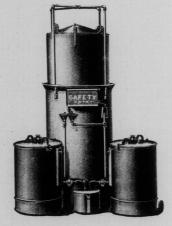
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An accident has never occurred to a "Safety," and there are 205 in successful operation in Canada.

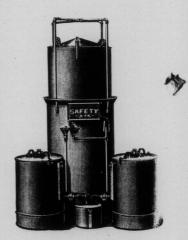
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We recommend the "Durable" Burner.
Unbreakable and Never Clogs.



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are always wide-awake and ready to fill your order for any quantity Quality--the best. of Baskets.



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in the past has been very gratifying and we believe it to be owing to the fact that

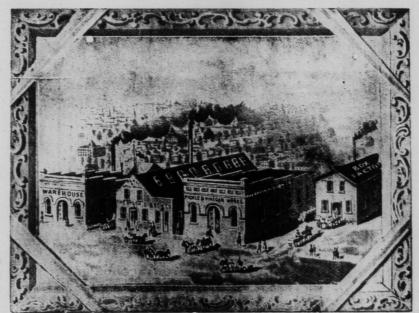
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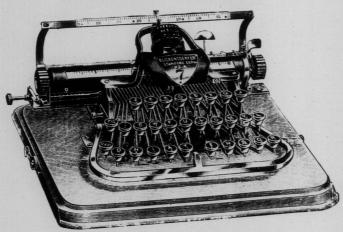
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| 1 | No. 3 Shading Pen | \$0.35 |
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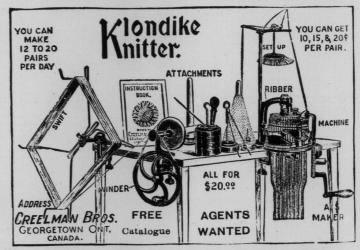
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WRITE US. IT IS WORTH YOUR TROUBLE.

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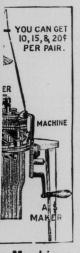
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SAUCES OF ALL KINDS.

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THE BEST IN THE MARKET.

UNSURPASSED PURITY AND QUALITY

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We are having a big run on our

CRISP SODAS"

Put up in 3-lb. tins, made from the best material that can be got, and, when our representative calls, give him a trial order, or send it in by mail; we will give it prompt attention and guarantee satisfaction.

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The St. Lawrence Sugar Refining Co.

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"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 analyzed same, and find them uniformly to contain:

99 100 to 100 per cent. of Pure Cane Sugar with no impurities whatever."

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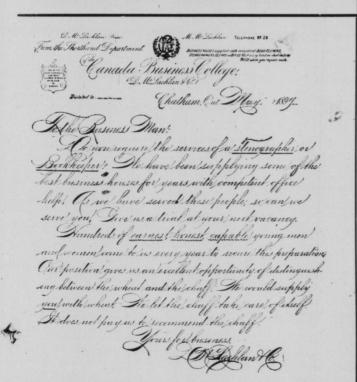


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PICKLES, SAUCES, CATSUP, ETC., ETC.

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This is the only Business School in Canada which has been running for 28 years without change of Management. For the past 15 years we have been the leaders in Commercial training.

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The Silver Dust M'f'g Company, HAMILTON, ONT.

DUNN'S PURE MUSTARDS

are made from selected seeds; all shell is extracted. Sold in 10c., 1/2-lb. and 1-lb. tins. It will pay to write us at Hamilton, Ont.



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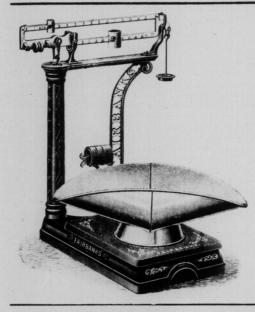
We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, all sizes; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 to box. Write for illustrated catalogue.

Our latest novelties; Corrugated Y. & S. Stick Licorice, packed 80 sticks in wood box; Manhattan Wafers, in Pliable Licorice, 2½-lb. boxes.

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NEW STYLES.

Improved construction, highest quality of material and workmanship. Send for our new catalogue.

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Observe

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Is now printed in blue ink diagonally

Of every Bottle of the

OUTSIDE WRAPPER

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

RETAIL EVERYWHERE.

ORIGINAL . . . WORCESTERSHIRE

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AGENTS-J. M. Douglas & Co., and C. E. Colson & Son, Montreal

GILLARD'S

Sauce and Pickle

The Best English Specialties on the Market.

TEN GOLD MEDALS

awarded at the Pure Food Exposition in London, England. Used by His Royal Highness, The Duke of York, K.G., etc.

HIGHEST AWARD OBTAINED

at the Coolgardie Exhibition, Western Australia, 1899.

Gillard's Sauce Gillard's Pickle

Distinct from all others in its Superior Flavor, and able to stand on its own merits.

The most delicious made—far superior to all others.

In use at over five thousand clubs, hotels and restaurants in Great Britain. All retailers should stock them who desire to please their fustomers. Can be obtained from all wholesale grocers in Canada.

Sole Proprietors, GILLARD & CO., Limited,

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The Canada Sugar Refining Co.

Limited

MANUFACTURERS OF REFINED SUGARS OF THE WELL-KNOWN BRAND __Montreal



OF THE HIGHEST QUALITY AND PURITY, MADE BY THE LATEST PROCESSES AND
THE NEWEST AND BEST MACHINERY 'NOT SURPASSED ANYWHERE

Lump Sugar, in 50 and 100-lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made.

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried).

Yellow Sugars, of all Grades and Standards.

Syrups of all Grades in barrels and half-barrels.

Sole Makers of high-class Syrups, in tins, 2-lbs. and 8-lbs. each.

QUANCE BROS.

MILLERS,

DELHI

BRANDS:

Popular Brands

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White Swan
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Choice Roller Process BUCKWHEAT FLOUR

WIRE FOR PRICES.

Rye Flour Graham Flour

Valley City Flour Mills

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DUNDAS, ONT.

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PROPRIETOR.

Ask your grocer or flour dealer for the new process
Gyrator System Flour. The following
are the brands manufactured
at these mills:

Pride of the Valley Red Seal, White Fawn, White Rose.

ALL KINDS OF FEED FOR SALE AND COARSE GRAINS BOUGHT FOR CHOPPING.

THE AYLMER ROLLER MILLS

STEPHEN PIERCE, MON 11 1889.

AYLMER, ONT.



Do you sell flour? If so, have you any of the following brands in stock? If not, get a trial lot. The attention of Flour Dealers in the Maritime Provinces and Western Ontario is called to the following popular Brands:

THE PRAIRIE CHIEF

All Manitoba No. 1 Hard Wheat-for Bakers.

THE JUBILEE

Part Manitoba Wheat for Bakers.

THE ELGIN STAR

Ontario Fall Wheat-for Farmers.

THE LION

Ontario Fall Wheat for Farmers.

THE HORSESHOE

Ontario Fall Wheat for Farmers.

We have extensive elevators and an expert buyer in the **Northwest always.** Our Mr. Pierce has just returned from the West after making heavy purchases of No. 1 Hard Manitoba Wheat.

Miliers supplied with Car Lots No. 1 Hard Manitoba Wheat.

... SEND FOR QUOTATIONS.

A WORD ABOUT

VENICE WAFERS

EXACT SIZE

They are a variation of our "FLORENCE" wafer, to which we recently drew attention. Made in the same flavors, Raspberry, Lemon, and Coffee, they are only half the size, being less than one inch wide. Their convenient size and shape make them very popular; particularly suitable where dainty "stand-up teas" and suppers are being served. When sending in your next order, include a case of "VENICE" wafers.

Chas. Gyde,

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Manufacturers

London, Eng.

For Pure ideal bath soap

For Toilet and Bath

Pure, white Wool Soap is an ideal soap for the toilet and bath. It is high grade toilet soap at the laundry soap price.

Swift and Company, Makers, Chicago

Canadian Representatives:

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EDDY'S

House, Horse, Scrub B Stove

BRUSHES

are distinguished for their **LASTING** qualities—due to the manner of their construction and the excellent quality of the materials used in their manufacture.

They are, without doubt, the very BEST on the market.

DEALERS! Are you fully stocked with Brushes of our make? if not, write for samples and prices to

The E. B. EDDY CO., Limited

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Quebec, Halifax. Hamilton, Winnipeg, Kingston, Victoria, London, Vancouver, St. John, N.B., St. John's, Ntld.

HORSESHOE SALMON...





Is packed only from the finest



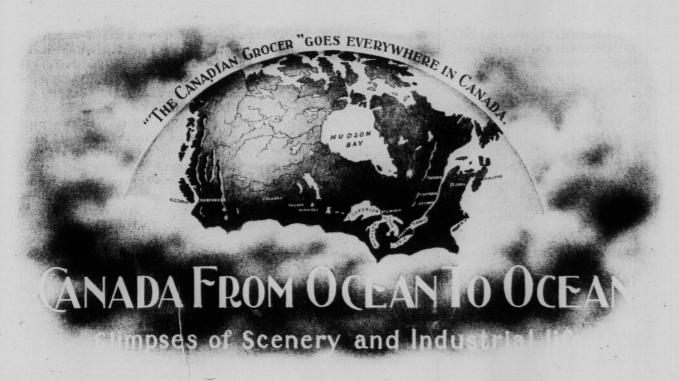
FRASER RIVER SOCKEYE SALMON

For twenty years the leading brand on the Canadian market.

It Pays to Buy the Best



For Sale by all Wholesale Grocers throughout the Dominion.





full of surprises, its resources, its hidden riches, its fertility, its scenery and the actual extent of its realized wealth are imper-

fectly known even to its own people. This is not so strange as may appear at first. Both in Europe and in North America the attention of capital and the emigrating classes has been absorbed by the wonderful material advances of the United States. The republic had a long start; it was better equipped for material development by this very fact; so that people, even Canadians, who wanted the shortest cut to prosperity naturally went to the United States. This was inevitable. It could not, humanly speaking, have been prevented. In consequence, Canada has been, to some extent, overlooked. This may seem inexplicable, but the want, until recent years, of proper internal communication, by rail and water, prevented Canadians from exploiting their own possessions, and British capital had eady—from 1850 onwards—thoroughly developed the United States and provided the openings which youth and vigor always seek when they start out in life.

There is the misapprehension of Canadian climate which must be patiently overcome. It is generally supposed that winter is our typical season. Yet, at any time during that period of the year, an area as large as England is bare of all snow. There are persons who honestly believe that you can

cross the great lakes on the ice, although these bodies of water never freeze over. The most absurd mistakes and sometimes malicious humor are to be found in highly respectable authorities. Sir Francis Head, who wrote more than one book about Canada, and who was Governor of the Province of Ontario for a time, records in one place that as he sat writing in his library the ink froze on his pen! The "Encyclopædia Britannica" gave the opening of navigation in Toronto harbor as June! A United States general who outlined a military campaign against Canada counted upon bringing his troops across Lake Ontario on the ice! And yet Baron Munchausen is dead. The Baron's story of the horse that was cut in two while drinking at the trough, but (being unaware that the rear portion of his body had fallen to the ground) went on drinking as if nothing had happened, is not distinguished by a more remarkable flight of fancy than some stories told of the Canadian climate. The photographic scenes of this country nearly always represent us during the comparatively brief period when the weather is cold and the snow abundant. There are few people who would believe that in Toronto sleighing for any length of time is a rarity, that ocean steamships are unloading their cargoes in the harbor of Montreal during the month of November, and that British Columbia has a milder climate than that of

As a matter of fact, the typical season in Canada is the long summer and autumn—truly the most delightful in the world.

A writer in The Canadian Magazine, of November, 1898, after comparing the geographical position of the Dominion with that of European countries says: "The position of much of Canada in the most favored latitudes of Europe might well create a presumption that, at least, its more southerly portions possess a comparatively genial climate. This presumption is well sustained by the examination of the records of both the western and eastern parts of the Dominion. Even allowing for the wellknown fact that the eastern side of every continent or large island in the temperate zone is colder in winter than the western, the narrowness of America, compared with the eastern continent, and the existence of the great lakes as a check on the drift of cold from the interior, makes the St. Lawrence region generally much milder in winter than Chinese territory in the same latitudes. * * * Canada has climates which are as warm in summer as many parts of the south of France and summers as long as in the central department of that country."

It is difficult to imagine a trip more delightful than a leisurely tour from ocean to ocean through the Provinces of Canada. If a man starts, as he ought to do, with the Maritime Provinces on the Atlantic coast, through the central portions of Old Canada, and on to the prairie till the rich and mountainous Province of British Columbia is reached, he will find along the route enough of variety to absorb the attention of the least impressionable traveler. There is Nova Scotia first of all—with its great coal

regions, which make this portion of the coast of so much strategic value to England; with its fine agricultural and grazing lands, its fruit regions producing apples famous the world over, and its iron and gold deposits.

Crossing to Prince Edward Island, this charming little Province with its fine cultivated areas and pretty scenery, the traveler finds that trade and industry go hand-inhand with a quiet enjoyment of life. In New Brunswick, the farming and lumbering are striking features of a Province that contains some of the most contented and prosperous people in the world. Then, by Government railway, or, if you like, up the River St. Lawrence into the historic Province of Quebec, where Cartier and his successors

What visions these names call up of agricultural operations on a scale of magnitude that would have amazed our grandfathers! "I wish," said a man the other day who knows Western Canada well, "we could see the West 100 years hence, for its certain prospects, if outlined now, would sound like a fairy story. We are leaving to our grandchildren the richest heritage, I believe, to be found anywhere on the globe." Then, lastly, into British Columbia, where are stored every sort of wealth that men covet (its fisheries, its lumber, its minerals), and which for its scenery attracts admiring visitors from widely separated continents.

One may be deemed guilty of over-

ance. Suppose him to be merely a dilettante tourist, with a languid interest in his orical plans and an artistic eye for natural scenery. When he has seen the mountains and lakes, the wooded valleys and quiet streams, when he has wandered to some of the points made famous in the pages of Parkman and Kings ford, he will not turn away from Canada with a weary and unsatisfied longing. Or, suppose he is a politician with an eye to the economic conditions that prevail and the relations between the laws and the welfare of the people, he will find plenty of interesting data. One central fact will impress him: That wealth in Canada is more generally diffused wealth than in other countries, for the rich are not, as a rule, too



"Canada from Ocean to Ocean."

founded a new state for the old Kings of France and planted a thriving colony of French, now grown into a little nation of themselves, all loyal and industrious subjects of Queen Victoria. Quebec Province, with its extensive lumber trade and welldeveloped manufactories in cottons, iron, woollens, etc., forms a highly advanced portion of the Dominion. It contains the city of Montreal, with its large ocean-going trade, centralized capital and solid strength. Then, on into Ontario-the home of over 2,000,000 people not surpassed anywhere for the intelligence with which agriculture and manufactures are carried on, and the high standard of comfort which prevails amongst them. Manitoba and the Prairies!

strained eulogy in describing Canada. In point of fact, it is a sober narrative of fact. Remember that we have here half a continent, stretching from ocean to ocean, with every variety of resources, with shipping interests on the Atlantic and Pacific, with direct railway connection from shore to shore, and possessing what is always a factor in the upbuilding of modern States—good laws and free government.

What sort of person would be uninterested and unimpressed by a visit to the Canadian Dominion? Suppose him to be a sportsman. Is his specialty salmon fishing, deer hunting, partridge or wild duck shooting, or the pursuit of big game? He will find all these and other sports to be had in abund-

Queen's Square, Charlottetown, P. E. I.

rich, or the poor very poor. And suppose he is a capitalist himself, or the confidential agent of capital, and desires to know something about investments. In this respect it will be found that Canada is only at the beginning of her career, and that it offers many safe openings for legitimate investment. Many a million has been directed to other portions of the world by fairy tales" from remote regions, and the owner of the money will never see it again.

In the pages of a commercial journal, it seems natural to devote more attention to those financial and trade considerations suggested by Canada's position than to other matters. Yet, one cannot overlook the fact that scenery, climate, proximity to the old

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countries of the world bear directly upon the development of a new region. Men and women, especially the latter, will never go as readily to a bare, remote and uninteresting place, far from all the associations of early life, as to a congenial and attractive sountry nearer home. Distant emigration has almost invariably been produced by "fair tales." A large portion of the world's capital has been risked-and loston "fairy tales." In regard to Canada, however, the truth is easily known, and a rather curious feature about it is that in the history of the country the worst has always been known. This may be due to several reasons, some of which it would not be

showing. An export trade of \$165,000,000 in 1898, or \$33 per head, indicates a thriving commerce.

It is also significant that the export trade does not depend on one department of production, and is not confined to three, or four, or six different staple articles. Canada is able to supply a demand for food products, raw materials, or certain specialties in manufactures. This gives to Canadian industrial life a variety that tends to attract various kinds of emigrants—some preferring mining, some farming, etc. The surplus products that are exported make up as miscellaneous a list as you will find anywherecheese and lumber, bicycles and butter,

climate-the clear, dry, healthy atmosphere imparts a quality to grain and fruits that is appreciated abroad. The accident of nature has a share in the credit: the quality of the timber, the superiority of coal deposits to those in other regions, the attraction which northern waters have for the fish are also conditions which Canadians certainly did not create. But they have made practical use of them, and if the foreign capitalist were wise, he would get a larger share of the profits.

But Canadian industry has not been idle in turning natural advantages to account. The making of cheese has become a science, as witness the export last year of 200,000,-



'anada from Ocean to Ocean."

A Farm Scene in Sussex, New Brunswick.

And suprose the confidential to know somen this respect it is only at the nd that it offers gitimate invests been di erted

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rorld by fairy , and the owner it again. For example, there is what is familiarly ercial jou nal, it called "foreign trade," the outward and ore attention to visible sign of a community's commercial sideratio s sugplace among the nations. An aggregate n than to other foreign trade of \$300,000,000 in 1898 (that verlook the fact is \$60 per head of population) is not a bad

civil to mention, such as the inaccuracies of ships and pork, gold and potatoes, wheat chance visitors, the prejudices of disapand coal, iron ores and homespuns, fruit pointed politicians, or the agents of a powerand pulp, fish and copper. This means a ful and envious neighbor. wide diversity in commercial and industrial At his particular time, it must be conoccupation. Capital is often needed to enlarge the industries already established, ed, a rather favorable opinion of Canada abroad, and it seems fitting to but the ear of the investor abroad once acknowledge the friendly feeling, and to obtained, there is no reason to doubt the show that it is well founded, as far as the result. We have the labor, the resources, Dominion's material stability is concerned. the climatic and other conditions necessary

> night the day" that it will come. It has happily been proved that Canada is specially noted for the quality of its productions. For some of this reputation we are undoubtedly indebted to an excellent

> to insure success and it "must follow as the

000 lb., valued at about \$18,000,000. Canadian whiskey is sold all over the world, owing to the skill with which it is made. Canadian agricultural implements go everywhere, being a proof at once of the advanced. methods of agriculture in vogue here, and the great magnitude of the farming operations. Farms of 1,000 acres with one man as owner are only regarded as of very moderate dimensions on the grand Western prairies. Local demands have called into existence a number of industries that demand skill and intelligence, and wherever the capital invested in these has been adequate and well directed, they have suc-

"The Canadian fisheries—the largest in the world," that is the official statement. That means a great deal besides the money value of these resources, great as it is. It means a seafaring population, a hardy race of men. In Nova Scotia more than 25,000 men are engaged in this industry, for the in-shore fisheries are very rich, and the proximity of deep-sea fisheries, as well, encourages men to pursue this time-honored career. Throughout Canada about 75,000 men are employed in the fishing industry. The inland fisheries in the great lakes and rivers are practically inexhaustible, and their value has been preserved by regulations which make certain methods of taking

geography or other branches of knowledge -the unusual or the exceptional attracts attention most. The warmest fur garments, the wildest snowstorms, the strangest freaks of King Frost have often been selected to set forth the typical scenes of Canada. Consequently, persons abroad find it hard to realize that the Dominion is, essentially, a fruit country. The dry climate gives to some fruits, like apples, melons, grapes and small fruits, a taste that is only to be compared, in market value, to their keeping qualities. In Ontario, grapes and strawberries are field crops. The vineyards in that Province cover 6,000 acres. The Niagara district is noted for its peaches,

small householder, while every farm has its fruit garden, even when the cultivation of the fruit is no special occupation of the land. owner.

In Canada, the homes of those who in Europe would either be agricultural laborers, working for a low wage, or tenant farmers on a small scale, indicate a very comfortable style of living. In fact, country life in the Dominion has very many attractions. Agriculture is still the chief industry of the people, and, notwithstanding the movement of population to the larger centres of activity, a movement that has been felt in every country, farming will probably continue for a long time to occupy the first position. On the



"Canada from Ocean to Ocean."

Timber Cove near Quebec.

fish illegal. There is hardly a stream or lake across the Canadian continent which does not teem with fish. The salmon fisheries at the Pacific Coast are very valuable, but are as yet only partly developed. The canned salmon industry has grown to a position of importance. Last year, more than 40,000,000 lb. of it were exported, while the home consumption is very large. The Canadian salmon goes (in cans) to every part of the world—to Great Britain, Australia, India, Chili, China, France, etc. When alive, he stays in Canadian waters. The whole fishing fleet of Canada numbers 35,000 vessels and boats.

In pictorial illustration—just as in history

grapes and all small fruits. In this region, unimproved fruit farming land sells for £100 per acre. Peach trees are planted in orchards just as apple trees are. The apple region in Nova Scotia, along the Annapolis Valley, is another of the "gardens of Canada." Its apples go to Europe, and are steadily securing a wider market there. Tomatoes in Canada ripen in the open air, as do melons, grapes and all vegetables and fruits that ripen best under a warm sky and in rich soil. Fruit is no luxury in the Dominion; it is within the reach of the poorest, and we are apt to forget this. The orchard, except in large cities, is a common enough possession of a Western prairies, where farming is carried on on an extensive scale over immense areas, the opportunities for men with capital and experience are very great. The modern farm, with its comfortable, well-built house, its garden and orchard, its fine barn, its live stock, etc., gives a good idea of the ot of the agricultural community. One or two illustrations in this issue will indicate the comfort and prosperity which, in the case of any competent, energetic man, is the lot of the Canadian landowner. For those who like country life it is almost an ideal existence.

Many a fortune has been made in the umber industry of Canada, and it continues

farm has its cultivation of of the land.

hose who in ıral laborers, ant farmers d ery comfortcountry life y attractions. lustry of the ne movement es of activity, every counnue for a long on. On the

still to be one of the most important investments in the country. The industry employs a great number of people, who are either engaged in cutting the trees in the woods, bringing them down the lakes, rivers and streams, or cutting them into logs, or partly manufactured lumber, in the mills. The group of mills situated on the Ottawa river just above the political Capital of the Dominion furnish a good illustration of the extent of the industry. New Brunswick's forests make the lumber trade a great factor in the commerce of that Province. The forests of Quebec are also extensive, and from the old city of Quebec the export of square timber to other continents is still an

The much-prized pine timber was long regarded as the staple of our forest wealth, but the rapid growth of our pulp trade indicates that the spruce forests are going to promote a new industry which will greatly add to the wealth of the Dominion. Nova Scotia and New Brunswick are rich in spruce. Pulp mills are building there fast, and in Quebec and Ontario, some extensive enterprises of this kind are under way. The great pulp mills at Sault Ste. Marie, Ontario -of which an illustration is given in these pages-are but one example of the mechani. cal plants which will soon give Canada a leading place in supplying the pulp-needs of the world. The pulp and paper industry

horse-power. The rapids along the River St. Lawrence, at various places between Brockville and Montreal, are capable of becoming great factors in every kind of manufacturing industry. The innumerable falls that are to be found all over the Canadian continent constitute a valuable asset to the Dominion.

Allied closely with agriculture is the live stock industry-another natural and national industry which once more illustrates the exceptional richness of Canadian resources. There is no Province in the Dominion not adapted to stockraising of some kind. Prince Edward Island is noted for horses, and cattle for dairy purposes are numerous.

> Nova Scotia possesses numerous areas for stockraising, and in certain parts sheep-grazing can be profitably developed. In



"Canada from Ocean to Ocean."

extensive trade. The immense trees of British Columbia and the vast areas of timber there point to an ever-increasing trade from the Pacific Coast ports of the Canadian continent. There are over \$100,doc,000 worth of capital invested in the lumber industry of Canada, and the value of the annual output is believed to be over \$1.5,000,000. In 1808, the value of forest products exported by Canada was \$27,000,ooo. Of this total, over \$16,000,000 went to Great Britain and her colonies, while of the \$9,000,000 credited with going to the Urited States, a portion, it is known, passes at once to other countries, being shipped

from New York and other United States ports.

is, therefore, a natural industry in the Dominion, one for which Nature has specially fitted her.

In such avenues for the investment of capital, the enormous extent of the waterpowers of Canada is a very noteworthy element. These, under modern conditions, can be used with vast results in the erection and distribution of electricity, so that the Dominion is favored not alone with resources of the richest kind, but with the power to develop them. The Niagara Falls, known to the world of sightseers as a natural wonder, are but one of many waterfalls that may be, and are being utilized. The flow over Niagara is estimated at 2,500,000

The Niagara Peach and Grape District.

New Brunswick, the hay-land valleys have contributed to the expansion of stockraising with excellent profits. Quebec and Ontario are rich in this respect, Ontario furnishing at present the largest amount of stock and animal products sold abroad by Canada. Manitoba, though essentially a wheat growing Province, is equally adapted for stockraising. On the prairies, in Assiniboia and Alberta, are the great ranches of Canada. Before the white man ever saw this region, it was the chosen home of the buffalo and other wild cattle, and they passed the winters here, ho matter how far north or south they might roam at other seasons of the year. The bright sun, dry air and fine

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er immense with capital The modern -built house ine barn, its lea of the ot One or two indicate he n the case of is the lot of those who n ideal exist-

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pasturage accounted for this. As you go towards the Rocky Mountains, the warm "Chinook" winds help to temper the cold of winter and provide a region specially marked out by Nature as the home of a stockraising industry of the most extensive sort.

. Statistics are often wearisome, and are only required when one—having described a country rich in flocks and herds—desires to show what part they play in the industrial and commercial life of the people. "Animals and their products" form a "fat" item in Canadian commerce. The home consumption is immense, since the poorest people live on a meat diet. The surplus

South America and elsewhere, its improved quality, not its strength, taking it so far afield. Of Canadian cheese, what more need be said, except that when the North pole is discovered probably some Greenlander will be found perched on top relishing a morsel of "MacLaren's Imperial." Dairying in Canada has been a paying investment. It is the "manufacturing" side of agriculture, and, notwitstanding its present proportion, promises soon to become, from Nova Scotia to British Columbia, a still more extensive industry. Canadian bacon, like Canadian cheese, has won for itself a famous reputation. Last year, not less, but more, than 75,000,000 lb. of it were sold

deal with-mines and minerals. wealth the country always possessed, b only in very recent years have people beg to realize the extent of it. True, No. Scotia and British Columbia have down date produced in gold alone the tidy litt sum of \$75,000,000 as far as imperfestatistics tell us anything, and this is ce tainly a moderate estimate. But the ha has not yet been told. Of wealth to be go out of the ground, Canada seems to possess of almost every kind, an inexhaustible supply. The principal metals are gold platinum, silver, lead, copper, nickel, iron while the non-metalic minerals include coal asbestos, mica, etc. Nova Scotia, Quebe



"Canada from Ocean to Ocean."

goes abroad. Except some of the most distant countries of Asia and Africa, it would

be hard to name a country which does not

demand some one or more of the products of Canadian animals or the animals themselves. The total value of this class of exports in 1898 was \$45,000,000. The Englishman eats many a pound of Canadian beef and mutton, although for local trading purposes it may be confidently labeled "prime English." The United Stateser

finds nothing sweeter than Canadian lamb, although it pleases him to tax it, or rather himself, heavily before eating it. Canadian butter can be found in Great Britain, Germany, China, Belgium, the West Indies,

abroad, while the home consumption is even greater, for it happens to be one of the "prophets" who have honor in their own country.

But, perhaps, the export of food products might decrease in the next few years, and still Canada would go on growing rich beyond the dreams of avarice. How could that be? Why, by the multiplication within the Dominion of a population who always buy and never produce their own food—a mining population. After discoursing upon agriculture, the fisheries, the forests, the manufactures, the live stock and other industries of Canada, one finds still another, and that, possibly, the very richest of all to

Hay Harvest on a Manitoba Farm.

Ontario and British Columbia are perhapthe richest in these respects, although the coal deposits in the prairies are of greaeconomic value owing to the fuel require ments of a region which must one day contain, as it can now support, a large population.

The gold discoveries in California, Australia and South Africa brought those region before the world, as no other form of advetisement seems to be able to do. So with the Klondyke gold fields. The inaccessible nature of that far off part of Canada hadoubtless, confined the emigration to the most intrepid gold-seekers. The wealth the region has, probably, not been over

st. ed. Millions of gold have already come of the Klondyke, and unnumbered in lions are still to come. But, as has been sail, the emigration there will not be industriminate, but consist of picked men. However, the Klondyke has had this effect; it has drawn attention to the gold deposits in the nearby and easily accessible parts of the Dominion.

Take Nova Scotia for example. The Province is rich in gold. The gold fields there, the geologists tell us, are in quartzites and slates, and while the quartz is not high-grade it is plentiful. Gold mining can be carried on cheaply in Nova Scotia, and, in some instances, the mining and milling of the ore have not cost more than \$1.65 per

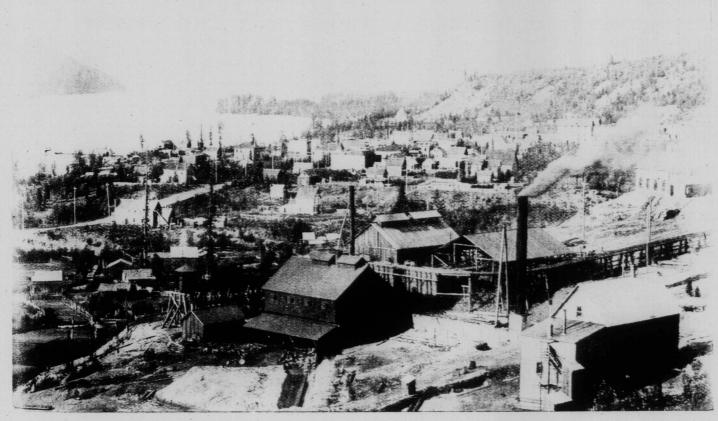
yond question, fortunes to be made from gold mining in Old Canada.

For the moment, British Columbia is the cynosure of all eyes. The enterprising Yankee has dropped in, as he always does when he sees a good thing. The British investor has followed suit, and a great deal of Canadian money has gone into mining properties. The whole region is, of course, the continuation of the gold and silver belt which has already yielded so richly in the Western States. The great authority upon it is Dr. George M. Dawson, F.R.S., the head of the Canadian Geological Survey, whose writings are trustworthy and informing. Placer mining, especially in the Cariboo district, yielded large quantities as

Canadian merchants and the Canadian press to bring the truth before people abroad. By means of letters, of articles, and of personal intercourse much may be done. The country is young and not well known abroad. If Canadians will try to promote national interest something may be accomplished.

GIVING AND TAKING RECEIPTS.

When receiving money from others on account, always give receipts. Insist on their taking and keeping them. These receipts may, bye and bye, be as valuable to you as to them. Blank receipts, bound with stubs, can be had at the stationers' at



"Canada from Ocean to Ocean."

The sestimated that during the last 30 years over \$12,000,000 have been taken out. Of late years the lower grade ores have been successfully treated, so that Nova Scotian gold mining is both a practical and a paying industry. In Quebec Province had has long been known to exist, and pacer mining has, to a certain extent, been pashed. Interest in the districts known to contain gold is now reviving. In Ontario the gold is got by quartz mining. Only during the past four or five years have the fields been at all seriously worked, and the annual yeld is now assuming respectable proportions. For men with capital there are, be-

long ago as 1860. A few years ago, the rich quartz deposits began to be treated by means of hydraulic mining, and the result has been another revival in mining. The "camps" exist all over the Province, and the illustrations give an idea of the regions. Canada also possesses silver, copper, nickel, iron, and other deposits of great value. To develop these rich stores men and money from abroad are needed. During the past two years, immigration has increased through the vigor and ability of Hon. Clifford Sifton, the Cabinet Minister who has charge of this work. But Governments can't do everything. It is the duty of

A Smelter at Nelson, Kootenay, B. C.

trifling cost. Stubs, when properly filled, are useful for reference.

It is equally as well to take a receipt when paying an account. It certainly does no harm, and may avoid the necessity of paying the same thing twice. You cannot, of course, get receipts for everything, but always take them whenever convenient. Never destroy receipts, but keep them where you can lay your hand on them, should occasion require. They may be found of value at a time when least expected, for it is the unexpected which sometimes happens in this as well as in other matters.— Small Talk About Business.

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WHY YOUNG MEN FAIL.

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By Robert C. Ogden, Manager of John Wanamaker's New York Branch.

LACK OF THOROUGHNESS.

AILURE to achieve success in business, the falling short of great desires and high aims on the part of young men, is traceable to one primal cause—the absence of thoroughness. In the race for supremacy in all commercial undertakings, nine out of every ten men either fail abso-

hard work, and would rather drift with the tide of circumstances than pull against it.

Everywhere I see mentally near-sighted young men discontented because of their small incomes, and chafing under the burden of their humdrum duties, wondering all the while why others are advanced and they are left behind, but never for an instant opening

wood and drawers of water," because hey will not step beyond the beaten pat to acquire thoroughness.

Almost every working day in the year I am called upon to receive some young an who comes to me highly recommended for a position in our establishment. The learns of introduction these applicants bring he are usually of a stereotyped form, in w. h some well-meaning pastor or person of affuence is certain that "young Mr. Stauth will prove a great acquisition to your besiness," or that "Mr. Brown, with his superior intellect and many accomplishments, will undoubtedly be a valuable aid



"Canada from Ocean to Ocean."

Range Cattle in Southern Alberta, N. W. T.

lutely or become nonentities, not because they lack ambition, not because the proper opportunities for advancement have not come to them, not because they have not received the best educational advantages or are handicapped by poor health, but because they have never been at the pains to master completely the thing that has been given them to do. The world is overcrowded with men, young and old, who remain stationary, filling minor positions and drawing meagre salaries, simply because they have never thought it worth while to achieve mastery in the pursuits they have chosen to follow. Mostly, this is so because the average young man fears

their eyes to the real fact that they have taken hold of their business with but half a heart and no mind except for what is just beyond the hour's need.

THE YOUNG MAN WHO CAN DO ANYTHING.

The crying curse of our land at the present time is its vast army of incompetents, and its lack of workers who know their business from the ground up. For every thoroughly informed and competent salesman who has sought employment at my hands there have been a hundred who were of mediocre ability or downright incapacity. There are too many young men who are content to remain among the "hewers of

in some one of the more responsible berths at your disposal." My questions to so h applicants are somewhat in this vein:

"What can you do?"

"Oh, I can do anything, Mr. Ogden. am an all-around man, and have filled many responsible positions."

"Can you take charge of our silk department and buy to advantage in the oran market as well as sell in our store?"

"Well, no. I do not understand ne details of buying silks."

"Can you go down in our shipping department and take charge of the general

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JAM S. WATSON, President, Chicago, Ill.

A. J. HECHTMAN, Vice-President, San Francisco Cal

STEPHEN G. PALMER. Secretary. Minneapolis Minn

JOHN R. ADAMS. Treasurer.

RTER BROTHERS COMPANY

Receivers, Packers and Shippers

Capital Stock Paid Up, \$250,000.00

California Products

Green and Dried Fruits, Prunes, Raisins, Nuts, Honey, Oranges, Lemons, Beans, etc.

(MAIN OFFICE)

CHICAGO, ILL.,

Green Fruit Dept., 97-99 So. Water St. Dried Fruit Dept.,

40-42 River St.

SAN FRANCISCO, CAL.,

Green and Dried Fruit Depts., Washington and Drum Sts. A. W. & D. H. Porter, Managers.

EASTERN BRANCH HOUSES:

97-99 Hudson St.

Boston, Philadelphia, St. Paul, Minneapolis.

NEW YORK CITY,

N. R. Doe and R. S. McIntosh,

Managers.

Green and Dried Fruit Dept.,

WESTERN BRANCH HOUSES:

Sacramento, Fresno, San Jose, Los Angeles.

Dried Fruit Packing Houses

SAN JOSE.

Santa Clara Co.

HEALDSBURG.

Sonoma Co.

FRESNO.

Fresno Co.

ARMONA.

Kings Co.

LARGEST RAISIN-SEEDING PLANT IN THE WORLD.

Packers of Porters' Best, Osprey, La France, Argonaut, Southern Queen, Quail, Liberty Bell, and Rex brands of Fancy and Choice Seeded Raisins, in 1-lb. Cartons; also Porters' Best, Rail Road, Argonaut, Rex, Seal, and Almaden brands of Fancy and Choice Prunes and Dried Fruits.

SAMPLES AND PRICES ON APPLICATION.

Trading Agency of Canada

H. T. WILSON (Manager)

Agents for Toronto and Hamilton.

J. M. Douglas & Co.

BUILDING ... MONTREAL

Agents for Montreal.

freighting of goods, or direct our city deliveries?

"I have been a shipping clerk, but I am afraid I couldn't quite take all the responsibility of the shipping department."

"Perhaps you can assume the manage ment of our interior decorations department and suggest to patrons harmonious color schemes for floor, walls and draperies?

"I'm afraid I couldn't do that, sir. can sell carpets and wall paper, but I don't understand interior decorating.'

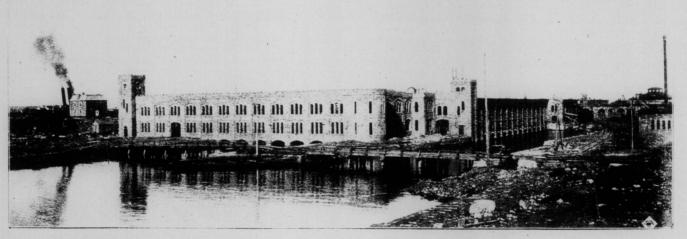
And it all ends in placing the name of the applicant on our waiting list as an ordinary salesman, if he is thought to be worth employing at all. They all know something about everything, but only once in many cases do I find a man who knows everything about some one thing. The man who is the square peg in the round hole is the rule; the thorough master of a trade or branch of business is the rare exception that proves the rule. Education, breeding, even a high phonetic signs, but he is more often a perfect ass in making grammatical, wellphrased, and correctly punctuated English of the necessarily hurried dictation of his busy employer. There is no department of human activity in business or the professions where failure is not due to lack of thoroughness.

There is one man in my employ to day who began his business career at the time I launched out from school (and that, as one may read in my whitening hair, was many years ago) who has not stepped forward one inch on the road to success. This man has a fine brain, and keeps abreast of current events. He is sober, honest and courteous, but he has never earned a higher salary than \$15 a week, and all because he is a lack of all trades and master of none. He is shifted about from one department to another in a vain endeavor to find the one in which he will prove himself of greatest value. He has lived the life of a mere TOBACCO IN BRITISH COLUMB

RITISH COLUMBIA has become m. ous the world over for its mineral its lumber, and its salmon fisheries. Ere long, it promises to obtain no small re itation for its tobacco-producing qualities.

The particular district which promigive the Province its reputation in his respect is Okanagan Valley. In 18 gentleman named Collins undertook he cultivation of tobacco, having associ ed with him a Mr. Holman, an exper in tobacco growing. The quality of the eaf was so good that Mr. Holman advised Ir. Collins to plant more extensively the following year. The result was better than anticipated, so he continued expending more capital; and, though no market presented itself, they did not lose hope of ultimate success.

To-day, the Kelowna Shippers' Union, of Kelowna, Okanagan Valley, has a factory adjoining its warehouse in which the locally-



"Canada from Ocean to Ocean."

New Pulp Mills at Sault Ste. Marie, Ont.

order of intelligence, curiously enough, are no guarantee that their possessor will achieve success. Lacking the capacity for doing his best with a thoroughness beyond all criticism, the most gifted young man in the universe will fail and fall into the ranks of second-class plodders.

SAVING HUNDREDS OF DOLLARS BY PENMANSHIP.

In my experience, I have found that in so small a thing as penmanship the average young business man is astoundingly deficient. If I could get clerks who wrote a uniformly rapid and legible hand, I could, in the course of a year, save hundreds of dollars arising from blunders due to careless writing. It is easy to find men who write with a beautiful flourish, but the man who writes legibly under all conditions and at all times is as rare as hen's teeth.

Take the average stenographer: he is usually an expert in the transcription of automaton and does things mechanically. Other men of one third his number of years can tell him more about his own business in half an hour than he would care to listen to. An old man, he is still dissatisfied with his lot, but will not remedy it by acquiring a thorough knowledge of some one branch of the dry goods trade. It is pitiful, but not inexplicable. To the young man who would rise in the world I have but one word of caution-be thorough, if you do not want to be numbered among the world's failures .-Saturday Evening Post.

HOW TO SUCCEED.

Success in business is always the result of close attention and untiring industry, says an exchange; but it must not be forgotten that conditions have greatly changed in recent years and the process of evolution is still going on. It is only by keeping abreast of the times that success can be assured,

grown leaf is turned into cigars. The quality of these cigars would surprise a good many, and the manufacturers have reason to be encouraged.

The union, which is formed of farme is managed by Mr. C. S. Smith, a gentle an who has traveled the world over.

"Mr. Smith," writes a well known mmercial man to THE GROCER, "tell me that they will grow immense quantitie of tobacco next year, so in the course of wo or three years they should pretty well trol the trade of British Columbia, as he ground for growing such leaf is unlir ed and nearly all irrigated, and they wer have frost in the summer."

Kelowna is a town situated on the er ern shore of Okanagan Lake, about 40 south of Vernon, and is the shipping for the Mission Valley, one of the farming districts in British Columbia. The climate is dry and bracing.

SOLD FROM

ATLANTIC to PACIFIC

FAC SIMILE OF CASK LABEI



PURNELL'S

PURE
PLAIN and SPICED

MALT VINEGARS

the best for pickling.

Brewery, England. Bristol,

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St. John's, Nfld.—Wm. Barker, Water St.
Charlottetown, P.E.I.—Horace Haszard, South Side Queen Sq.
Halifax, N.S.—J. Peters & Co., 47 Upper Water St.
St. John, N.B.—J. Hunter White, 3 North Market Wharf.
Montreal—J. M. Kirk, Imperial Buildings, St. James St.
Toronto—J. Westren & Co., 73 Carlton St.
Hamilton—John W. Bickle & Greening.
Winnipeg—A. Strang & Co., Portage Avenue.
Vancouver, B.C.—C. E. Jarvis & Co., 101 Holland Block.

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THE CAPACITY FOR WORK.

BY MAURICE THOMPSON.

THERE is nothing better recognized by business men than the value of capacity for work. Genius, they say, is all very well in its way; but when it come to executing large plans, the men who can do the most and do it to order are in demand. The master of an extensive plant giving employment to a great many laborers, skilled and unskilled, has his eye on details; he is never deceived by the generalizer who makes a great show without bringing much to pass. Efficiency counts for more than knowledge when knowledge has clumsy

know?" Knowledge is theory; work is practice. The professor of agriculture would drive a crooked furrow and gain the contempt of a real plowman guiltless of a single "scientific" thought: he was bred to capacity, this accurate plowman. Knowledge, truly is power when it has been digested and assimilated so as to be a part of the man, informing his faculties and vitalizing his capacities to a state of special efficiency. It does not have to beg for respect.

Nothing is more abused than education.

limitations, if we could apply the nuti ion of school training and home trainin to such of our faculties as Nature has ade capable of efficient development; we could but recognize the absolute and unavoidable law of fitness and be sati led with the life we are fit for, there would on be a great lessening of the heaviest and most galling strain of existence. The capacity for work ought to suggest to its possessor what particular work demands his activity. If I am eminently fitted to excel as a hedger and ditcher, my mental training should not be directed so as to destroy that fitness and lead me into the delusive dream of peddling lightning rods.

This rule of native fitness. this criterion of capacity, is, perhaps, applied with less judgment in the field of literary work than in anv other area of ambition. Every man and every woman who has reachedany commanding eminencein letters has had to bear the greatest strain of sympathy and pity caused by constant contact with persons who have persisted in throwing their lives recklessly away trying to do the impossible trying to find a way by which lack of capacity could be bridged over and uc-



"Canada from Ocean to Ocean."

Unloading Salmon at a Pacific Coast Cannery.

fingers and a slow intelligence to carry it into operation. It is the bullet that hits, the hammer-stroke on the head of the nail, that must be reckoned with in every calculation, in war or in the workshop. And this accuracy of execution, although displayed by persons not scientifically trained, will command the highest respect and reward of practical employers.

Doubtless, the capacity for work is hereditary in many cases; but breeding, even here, means more than ancestry. In a word, training from infancy in the details of industry can work wonders with most unpromising natures. "What can you do?" is a greater question than "What do you

On the threshold of school we are too often dazzled and misled by that will o'-the-wisp, a nebulous and elusive ambition dancing far off over the quagmires of imagination. Many a youth has dreamed through college with his eyes on the Presidency of the United States, and, when it was too late, found himself unfitted even for the office of Justice of the Peace. Now and then a rail-splitter or a canal-boat driver has picked up ample resources for doing the work of Lincoln or Garfield. "Know thyself" is a fine admonition; but the capacity for work is the best self-knowledge; it never misleads its possessor.

If we could but discover early in life our

cess in literature attained despite the nost obvious unfitness for literary work. It sa curious dream, ravenously indulged in by many excellent people, that the wille of literary success depends upon getting their writings printed. They assi he that capacity exists; they assert that there is favoritism at the publisher's countr; that a friend at court can make matter all right with the editors. No amoun of reasoning on business grounds, or from a basis of common sense, can drive em from this destructive delusion. They d not know themselves; they mistake desir for capacity. Truly, the capacity for work must precede ambition.

CARR & CO., Limited

Biscuit Manufacturers

TO HER **MAJESTY**

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THE

The Oldest House in the Trade.

Established 1831.

The late J. D. CARR, founder of the firm of J. D. CARR & Co., Limited, was the INVENTOR and ORIGINAL MANUFACTURER of

MACHINE-MADE **FANCY BISCUITS**

And received the Royal Appointment, May 8, 1841.

The following are some of our Specialties which are having a great sale in the Mother Country:

Cafe Noir (Large and Small) Cafe au Lait **Windsor Wafers** Vienna Wafers **Finger Creams**

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PICKLES, SAUCES, JAMS, AND PRESERVED PROVISIONS.

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EPPS'S COCOA, 1/4-lb., 1/2-lb. and 1-lb. tins.

"GRATEFUL and COMFORTING."

Sales in Canada over 65,000 lbs. annually.

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COX'S GELATINE.

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Assorted Fruit and Wine Flavors.

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Wholesome and Delicious.

1/2-lb and 1 lb. tins.

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The best in the London Market.
Millions of bottles sold annually.

Now introduced for the first time in the CANADIAN Market.

A Post Card will bring information and quotations on the above lines.

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10 St. John Street

MONTREAL.

THE SALMON CANNING INDUSTRY.

HERE may be industries in Canada which are more important than the salmon canning industry of British Columbia, but there is scarcely one that is more interesting, taking everything into consideration.

And, even considered in its relation to dollars and cents, it is of no small importance to the Dominion, while to the Pacific Coast Province it is unquestionably of great importance.

Something like \$6,000,000 are invested in it, and during the short period that the season lasts, \$3,000,000 on an average are paid out to 6,000 men, or more, who are given employment, while the value of the canned salmon exported in 1898 was nearly \$3,500,000.

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It is about 27 years since the salmon canning industry was inaugurated in British Columbia. One of the men interested in the initial attempts was Mr. Alexander Ewan, of New Westminster. And he is still interested.

There are now in British Columbia 67 canneries. The most of them are on the Fraser river, but quite a few are on the Naas and Skeena rivers, Lowe Inlet, Rivers Inlet, and Clayoquot, Alert, and English Bays. According to The Province, Vancouver, four new canneries were built this year, namely: The Scottish-Canadian, owned by local and Scotch capital; the Albion, on Albion Island, owned principally by Nova Scotian capital; the Greenwood, at New Westminster, owned by local men, and the Acme, at Eburne, owned by Cassidy & Co. The Province states that the Scottish-Canadian is the largest cannery in the world, having a floor space, practically contingous, of one acre, and altogether under one roof.

THE SALMON RUN.

What is known as the salmon run, the term that is applied when the fish are heading for the rivers up which they go to spawn, begins about the middle of June. This run lasts about six weeks, and at times the rivers are full of fish hurrying to the headwaters. At such time the fish are plainly visible to the eye.

The salmon, coming so mysteriously as they do from a long sojourn in an unknown part of the ocean, are evidently impelled by strong instinct at the period of maturity to return to their parent river, there to deposit their spawn.

The old fish, after having run the gauntlet of fishermen, traps and nets, as well as the natural enemies which prey upon them in the waters of the sea, lose no time in ascending the river, and the Fraser has been known, in times previous to the establishment of so many canneries, to have been packed from bank to bank of its great width with myriads of salmon breasting its strong current and making their way hundreds of miles to the upper waters of the river and its tributaries, where instinct tells them to deposit their spawn. Over rocks, up rapids that would seem impassable, through shallows, between boulders, under fallen logs, they make their way with almost feverish haste and undaunted energy, until at last, worn and battered, their beauty gone, their flesh no longer firm, pink and plump, but skeletons of the beautiful fish which first arrived off the mouth of the river, with almost pathetic instinct they fulfil the payment of their tribute to Nature, and, dying, leave the seed of another generation of fish to follow the same unceasing, unvarying round. Of the vast numbers of salmon ascending the Fraser and its tributaries, it is decreed by inexorable Nature that the great majority of them shall not return. Their bodies lie putrid and decaying on the banks or are washed down the stream for weeks after. Late in the fall the young fry hatched from the spawn begin to make their way to the sea, and rough and unpleasant as is the last journey of the life of a salmon, the first few months are equally full of danger, for many enemies beset the path of the young fry on their way down the river and until they disappear in the ocean. What happens to the young salmon in the growing time, between his disappearance after he reaches the sea from the river and until he arrives at the mouth of the same river three and a half years later, a fully-matured fish, remains an inscrutable mystery, which gives rise to much interesting speculation.

NORTHERN LIMIT OF THE SALMON.

Prof. Prince, Dominion Commissioner of Fisheries, Ottawa, says that just as the lobster has its northern limit so the salmon appear to cease as the rivers of the Arctic Circle are approached. "There is," he says, "a common opinion even amongst furhunters and traders that salmon inhabit some of the rivers pouring into Hudson Bay,

but long conversations with residents of Fort Churchhill. Chesterfield Inlet, etc., who have lived upon the various rivers in question, have shown rather that the large salmon-like fish captured for food have been enormous sea trout, or species of Salvelinus allied to the great lake trout and not the true salmon. The true salmon appears to cease north of Hamilton Inlet, and is probably not found in the rivers of the district of Ungava.''

SOME VARIETIES OF SALMON.

In his "Notes on Life and History of Canadian Salmon," Prof. Prince remarks that the sockeyes ascend the British Columbian rivers in countless myriads during July and August, or even later, and they are followed by another small species, the humpback salmon. The two kinds often overlap so that nets fished for sockeyes take numbers of humpbacks towards the close of the season. The humpback is a shapely fish on entering the estuaries. Its weight is 2 lb. to 5 lb. and, like other species, the male becomes curiously malformed. The ridge along the back rises to a remarkable height, while the jaws lengthen enormously. It ascends a comparatively short distance, as a rule, and the change is more rapid and observable than it is in the case of the sockeye, the male of which becomes grotesquely humpbacked. The flesh is white, and the species has hitherto been little valued. The cohoe or silver salmon is an elegantly formed and, from an economic point of view, a superior fish, though the pink tint of its flesh is somewhat pale. Ten to 15 lb. is the usual weight, though they grow to 20 or 30 lb. They run very late, the early schools following close upon the last sockeye run, but the main run does not come in until October. Cohoe fishing on the Fraser began this year on September 25, two or three weeks later than usual.

The salmon is

A PROLIFIC BREEDER.

A 36 lb. salmon will deposit 30,000 eggs, and the latter grow so rapidly in the ovaries that, whereas in early spring the eggs are only I per cent. of the total weight of the parent, in November, when the eggs are nearly ripe and ready to be deposited, they exceed one-quarter the total weight of the female. The ripe eggs are deposited in batches, and in 150 days, under a temperature of 34 to 36 degrees, the young embryo has been developed and is ready to emerge. A considerable portion of parent salmon die on all the salmon rivers, and this is especially noticeable on Pacific rivers. Salmon cease to feed and their digestive organs become non-efficient after entering fresh water. Salmon spawn annually, though some spawn biennially, or in alternate years. There are runs of salmon which return without spawning, apparently omitting spawning for a year. The principal run is at night.

THE FI-HING SEASON.

As the season for fishing approaches there is a great deal of activity around the canneries and among the fishermen getting everything in readiness. With the commencement of the season on the Fraser, the fishermen with their boats begin to congregate, the usual number of boats and nets being about 4,000. Among the fishermen are included many of those, principally Indians, who have been engaged at Northern British Columbian canneries during the season there, which is from three to five weeks earlier than on the Fraser. This year the season opened on the Fraser on July 4, somewhat earlier than usual.

THE PROCESS OF CANNING.

The fish are caught in the night, and delivered at the canneries in the morning. The delivery of the catch of fish each day at the canneries witnesses a scene of activity rarely surpassed in any industry. All is hurry and high-pressure work, without the least confusion. To one who has never visited the canneries and watched the various operations, from the delivery and counting of the fish from the fishermen's boats or from the tugs, until the finished article in tins, hermetically sealed, is packed in cases, it is hard to convey an idea of the activity and bustle which attends the work, while, at the same time, every operation in the process is carried on with clocklike precision, no confusion being made, as the business has been so systematized that every man knows just what to do, and sharp-eyed overseers in every department see that he does it-no shirking is possible, no lagging, and mistakes are so infrequent that it is cause for comment when the quick work necessary to handle the fish is taken into consideration.

The carrying out of an exact system is greatly aided by the

SPLENDID MACHINE EQUIPMENT

of each cannery. In no industry is machinery so specialized and perfected for labor-saving and expediting the process in which time is invaluable in order to handle the vast quantities of fish while still fresh and put them into the tins in good condition. Once the fish are cleaned, cut up and put in tins, the hand-work is practically over, as steam-cooking tanks, automatic toppers, wipers and soldering machines finish the process with lightning rapidity and accuracy that are marvelous. The cans simply travel through the various machines in an endless chain, dropping out when completed, to be finally tested, sorted, counted and packed in cases ready for shipment.

Most of the operators in the canneries are

Japs, or Chinese, and of their cleanliness none could complain. It is interesting to follow the fish from their entrance at one end of the factory, a long low building something like a rope walk, to the entrance to the storeroom at the other end, hermetically sealed in neat, small cans. Four expert operators receive the fish on the bench where they are thrown from the vessel at the wharf alongside the factory. With a rapid movement the knife is plunged into the neck, a circle is described below the eyes that suffices to cut off the head, the keen edged blade passes along the belly of the fish and

to handle before they are passed on be cooked.

It takes on an average a dozen salm 110 form a case of four dozen 1-lb, tins.

A RECORD OF THE PICKS

The first actual record of the pac of salmon in British Columbia was in 1 16, when the total was only 10,000 cases. The year in which the largest quantity as packed was 1897, with a total of 1,105 77 cases. This year the pack was 679 000 cases, without taking into account the ternout of cohoes. The following table gives the pack for each of the last seven years:

| | 1893. Cases. | 1894. Cases. | 1895. Cases. | 1896. Cases. | 1897. Cases. | 1898. Cases. | 1899. Cases. |
|------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Fraser River | 457.797 | 363,967 | 400,368 | 356,984 | 860,459 | 256,101 | 46 600 |
| Skeena River | | 61,151 | 67,797 | 100,140 | 65,905 | 81,234 | 100.000 |
| Rivers Inlet | | 39,351 | 58,579 | 107.468 | 40,207 | 104.711 | 70,000 |
| Naas River | | 19,587 | 19.550 | 14,649 | 20,847 | 18,953 | 1 .000 |
| Lowe Inlet | | 8,315 | 8,681 | 10,395 | 10,666 | 10,312 | 10,000 |
| Namu Harb r | | | 3,000 | 3,987 | 4.357 | | |
| Alert Bay | | 2,000 | 5,100 | 2,840 | 8,602 | 8,500 | *11,000 |
| West Coast, V.I | | | 3.320 | 5,107 | 4,434 | 4,350 | 4,000 |
| Gardiner's Inlet | 6,476 | | | | | | |
| | 590,229 | 494,371 | 566,395 | 601,570 | 1,015,477 | 484,161 | 674,600 |

*Including Namu Harbor.

to its tail, and while the latter is being served in the same way as the head, the operator is removing with the other hand the contents of the fish. So expert are these operators that four or five are able to keep a large factory going with the fish they pre-

By far the greater portion of the salmon canned in British Columbia is exported, and the country which is our best customer is Great Britain. The following table shows the exports during the six years ending june 30, 1898:

| | Quantity in lb. 1893. | Quantity in lb. 1894. | Quantity in lb. 1895. | Quantity in lb. 1896. | Quantity in lb. 1897. | Quantity in lb. |
|--------------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------|
| Great Britain | 7:985,652 | 23,359,484 | 19.771,686 | 21,861,276 | 27,105,355 | 39.178.599 |
| Australia | 221,352 | 600,417 | 724,432 | 398,698 | 818,374 | 2,249,651 |
| British East Indies | | | | | | 720 |
| British West Indies | | 995 | 172 | 695 | 1,582 | 2,281 |
| British Africa | | 9,600 | | | | |
| British Guiana | | | | | 576 | 960 |
| Fiji Islands | | 300 | 2,980 | | | |
| Newfoundland | 192 | | | | 488 | 96 |
| New Zealand | | | | | • • • • • • | 10 464 |
| Hong-Kong | | | | | 48 | 39,562 |
| Chili | 9,600 | 12,000 | | | 7,144 | 19.600 |
| China | | 3,408 | 3,024 | | | 6 480 |
| Danish West Indies | | 244 | | ••••• | | 100 |
| France | | | 16,800 | 35,150 | 16,800 | 34,000 |
| Germany | | | | ••••• | | 23.760 |
| Holland | | 39,000 | | | | |
| Japan | 50 | | 1,008 | | | . 692 |
| Sandwich Islands | | 80 | 2,400 | 1,920 | 6,336 | |
| Spanish West Indies | | | | • • • • • • • | | . 20 |
| Brazil | | | | 2,500 | | |
| Spanish possessions in Africa | | | | | 225 | 200 |
| Spanish possessions, all other | | ***** | | | | |
| St. Pierre | | | | 48 | | 40 |
| French possessions, all other | | 950 | | | | |
| United States | 2,192 | 11,553 | 408 | 180,578 | 3.997 | 7 330 |
| United States of Colombia | 480 | 4,080 | 1,440 | 720 | | |
| Hayti | | | | 48 | 970 | |
| | 8 219,518 | 24,042,111 | 20,524,350 | 22,481,633 | 27,961,895 | 41,64 95 |

pare for the canners. The next stage is a thorough washing of the fish, and after that it is cut into steaks and placed in the tins. Next, the contents are pressed in by machinery, the tins are supplied with covers and passing through ingeniously constructed machines have the tops of the tins and covers trimmed and soldered in two operations. As the tins emerge in long rows on a miniature railway from these machines, little streams of water render them sufficiently cool for the trimmers

The exports for the fiscal year 1898 were of the fish of the phenomenal pack of 1837. It will be noticed from the above table hat the exports for 1898 were the larges on record. What the exports were for the recal year ending June 30 cannot be stated the trade returns not having been issued. As the pack last year, particularly on the Fraser, was light, it is most probable the figures, when they do appear, will show a marked falling off.

OUT THIS OUT AND FILE FOR FUTURE REFERENCE.

Rokco Cereal Coffee

DIAR SIR.-

We take pleasure in giving you our Price List for our celebrated **ROKCO CEREAL COFFEE HEALTH DRINK**, pure, wholesome, nourishing, highly recommended by leading physicians and thousands of testimonials from consumers who have been using "ROKCO," saying that it is equal to 40c. coffee, and only costs half the price.

"ROKCO" is manufactured and shipped from Toronto, Canada, and is attractively put up in lithograph cartoons, in half-pound, one-pound and two-pound packages, and is retailed at 10c., 15c., and two pounds for 25c.

"ROKCO" is prepared from selected grains, properly blended and roasted under our new patented roasting process, and is the only preparation on the market that can be used the second time with good results. A half-pound package will make 75 cups, a one-pound package will make 150 cups, a two-pound package will make 300 cups; and for economy cannot be equalled.

"ROKCO" is packed in assorted cases. Case No. 1 contains 3 two-pound, 6 one-pound, and 24 half-pound packages. Wholesale price for case No. 1 is \$2.50, and if sold at the above retail prices will net you a profit of \$1.55, which is equal to 55 per cent.

Case No. 2 is larger, and contains 12 two-pound, 24 one pound, and 48 half-pound packages. Wholesale price for Case No. 2 \$7.40, and if sold at the above retail prices will net you a profit of \$4.00, which is equal to 55 per cent.

In ordering Case No. 2 we supply you with 1,000 dodgers, "FREE OF CHARGE," with your name and nature of your business on bo'tom for free distribution.

PRICES FOR LESS THAN ASSORTED CASES AS FOLLOWS:

| 1/2 | lb. | packages | 75° | doz. | Retails at | IOC. | A case | of all | ½ lbs. | contains | 4 doz. | packages, | \$3.00. |
|--|-----|----------|--------|------|------------|------|--------|--------|--------|----------|--------|-----------|---------|
| I | lb. | | \$1.20 | ** | " | 15c. | | " | I lbs. | ** | 2 " | | 2.40. |
| 2 | lb. | ** | \$2.00 | ** | 2 lbs for | 25c. | | ** | 2 lbs. | ** | I '' | " | 2.00. |
| Or the assorted Case No. 1, \$2.50. Or assorted Case No. 2, \$7.40, with free dodgers. Or any assortment at 75c. doz. for ½-lbs., \$1.20 doz. for 1 lbs., \$2.00 doz. for 2-lbs. | | | | | | | | | | | | | |

All cases contain 24 lbs. of any one size or assorted sizes.

"ROKCO" is sold by all WHOLESALE GROCERS THROUGHOUT CANADA. On regulars terms of dating and discounts, and shipped to you with other goods and save you freight.

"Rokco" has come to stay. You can recommend "Rokco," You make a good profit. The investment is small. You are having calls for it.

We shall be pleased to have you send us your opening order for Case No. 1, or any assortment, which we will forward through your wholesale grocer.

We remain, yours truly,

The ROKCO MANUFACTURING CO.,

154 Queen Street East.

TORONTO, CANADA.

THE MOST MODERN STARCH FACTORY IN CANADA

EVERY KNOWN APPLIANCE

UP-TO-DATE WORKMEN

40 YEARS PERSONAL EXPERIENCE

ALL COMBINED

PRODUCE UNEQUALLED AND ALWAYS UNIFORM GOODS

OUR LEADERS ARE:

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ST. LAWRENCE STARCH CO., Port Credit, Ont.

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Pickles Souns etc.

Catsups, Mustards, Baked Beans, Soups, etc.

ARE THE FINEST THAT MONEY CAN BUY.



The best value in high-grade

Possessing true merit they have rapidly gained public favor.





All goods put up in hand= some packages.



No retailer ever handled these goods without increasing his trade.



IT WILL PAY YOU TO HANDLE A COMPLETE LINE OF THESE GOODS. ASK YOUR WHOLESALER.

A. E. RICHARDS & CO.,

HAMILTON,

SELLING AGENTS FOR WESTERN ONTARIO.

ORANGES AND LEMONS, THEIR ORIGIN AND HISTORY.

Written for THE CANADIAN GROCER by W. L. E.

F all the foreign green fruits which come to our shores none have probably as many friends as the orange. Unlike the potato, it cannot with certainty be said to which continent it originally belonged. Some consider it was first grown in the Burmese Peninsula and in Southern China. But wherever the parent tree may have sprung up, the orange is to-day indigenous to sub-tropic countries.

The Romans, who devised good laws for posterity to develop, were also the pioneers in the cultivation of the orange, at least as far as Europe is concerned, and it was they who gave to the family to which it belongs its name of citrus.

While the orange has been known to the world for many centuries, yet it is by no means the most ancient of cultivated fruits. The fig is credited with being the oldest, while the vine is given second place. It was not till the fourth century that the Romans introduced the orange into Italy, and Reggio, in that country, is the place where its cultivation was first attempted.

GROWS TO A VENERABLE AGE.

Where the climatic conditions are favorable, and that means a climate where frosts are marked by their absence, the orange tree grows to a venerable age. In the court of the mosque of Cordova, Spain, are orange trees which have thrown their welcome shade upon the ground for more than three centuries. And their purpose is, probably, to remain there as long as the old nearby mosque remains one of the relics of Moorish glory in Spain.

From Italy the cultivation of the orange spread to other countries in Europe where the climate permitted, until in Spain, Portugal, Malta, Sicily, and many other places this fruit became of great commercial importance. A writer in a Quarterly Review of 1820 noted that "the orange bears abundantly in the open air at Toulon and lineres."

The cultivation of the orange was introduced into England previously or during the reign of Henry VIII. And later, we have Lord Bacon writing: "As we have housed the exotics of hot countries, lemons, oranges, and myrtles, to preserve them, so we may house our natives to forward them." Of course, oranges or lemons were not cultivated in the open air in England then any more than they are now. And the same motive that induced Englishmen to

grow flowers actuated them in cultivating orange and lemon trees, although fruit was sometimes gathered from the artificially-grown trees. But oranges and lemons have been grown under glass and in private dwellings in countries colder than England. In Canada, for instance, their cultivation in this way has not been without success, and three years ago a paragraph appeared in a Winnipeg paper in which it was pointed out with much enthusiasm that an orange tree in the dining-room of a Portage la Prairie, Manitoba, lady had brought forth ripe fruit.

But the orange tree grown in captivity is to be desired more as a curio than for its fruit, the little of it that is produced lacking that lusciousness which is so pronounced in the orange cultivated wholly in the open air under suitable conditions.

THE WORK OF THE SPANIARDS.

Just as the Romans are credited with introducing the orange into Spain, so to the Spaniards is accorded the honor of bringing it to this continent. And those who planted the cross—the Monks—are given the particular honor of planting the orange tree.

The first plants were placed in the soil in Florida, and the wild sour oranges which are to be found in that State are supposed to be the descendants of these plants.

Overhanging with creepers which enclose them as in a veil, the groves of wild orange trees with their yellow fruit make a pretty picture, as may well be imagined. But not all the groves of wild oranges are allowed to preserve their beauty, or persevere in their wildness, for here and there they are being thinned out, and, by the art of grafting, made to yield sweet instead of sour fruit.

CENTRES OF ORANGE CULTURE.

The centres of orange culture on the North American continent are in the Gulf States of the American Union and in California, but it is only in Louisiana, California and Florida that cultivation has assumed extensive proportions, and of these three States the two last named are the most favored in soil and climate for the development of the industry.

Orange culture in California had its inception over a century and a quarter ago, the Franciscan Monks disseminating the citrus seeds while scattering the seeds of the gospel. By 1792 there were growing at the different missions of this order about 5,000

trees of various fruits in which were included oranges, limes and lemons. The breaking out of the gold fever nearly 60 years later, gave a stimulus to the fruit industry. But the citrus fruit development was slow, and a recent writer asserts that 20 years ago there were very few in California who really knew much about citrus fruits of any kind. It is during the past couple of decades that the industry has assumed anything approaching important proportions.

The Agricultural Department at Washington has, to some extent, been a nursery for supplying varieties of oranges for the orchards of California. The first plants of the Washington navel variety, which is now so largely cultivated in California, and which is so common upon the Canadian market, were supplied by that Department. That was less than 30 years ago, and yet the fruit of this variety of orange is now as the sands upon the seashore for number.

The Washington navel once bore the name of Bahia, after a place in Brazil from whence a dozen plants were brought by a lady who was traveling in that country, and presented to the Agricultural Department at Washington, where they were propagated. The latter part of the name which this orange bears is derived from

ITS PECULIAR UMBILICAL APPEARANCE

at one end. The navel orange is seedless and grows to a large size, but it contains less fruit than its appearance would indicate, on account of its enormously thick skin.

Southern California is the chief orangegrowing section in the State. The yield during the past season is estimated at about 8,000 carloads, which, with that in Central and Northern California, will probably aggregate in the neighborhood of 9,000 carloads for the whole State, an increase of over 200 per cent. in eight years.

About five years ago the frost completely paralized the orange industry in Florida, and this is the first season since then that oranges from that State have been a factor upon the market. The present crop is the largest for a number of years. But the present situation is not without its clouds, for, while the bulk of the crop of 1898 has gone with consumption, frost is again doing some damage which may result in a diminution in the yield for the next few years.

Florida oranges possess a high reputation both for quality and productiveness. The yield from a single tree has been known to aggregate 30,000 oranges. But the orange orchard, as some one has remarked, "is very like a mine—an excellent thing when producing, but liable to pinching of the veins." The growers in Florida have realized during the past five years the force of that expression.

Since 1880 Louisiana has made material development in orange growing, prior to that year little effort having been made to cultivate this particular fruit in the Northern part of the State. Five years ago the orange crop of Louisiana was valued at \$1,000,000.

In a very old book I came across a statement the other day to the effect that away back in 1747 nearly 300,000 oranges were exported from South Carolina, and 161,000 14 years later. "Hence," remarks this old book, which was printed shortly after the beginning of the present century, "it appears that this fruit is as much an established commodity for their export, as it is at Lisbon or Seville."

EVER FRUITFUL.

Under normal conditions, after they once begin to bear, the orange and lemon trees are ever fruitful as well as ever green. In the spring comes the flower, and it is not until the following year that the golden and yellow fruit they are the precursor of are gathered. So that on the orange and lemon trees, at a certain period, are to be seen at the same time the delicate blossoms, and the green and the golden fruit.

An orange orchard once seen, is not likely to be soon forgotten, especially in the spring, when the blossoms bestrew the ground and fill the air with their fragrance. The trees, with their smooth and neat trunks and well-proportioned, fruit laden foliage, form indeed

Groves, whose rich fruit, burnished with golden rind,
Hung amiable, and of delicious taste.

The ingathering of the fruit is often accompanied with much jollification. In the orange orchards of Florida, where the laborers are the colored folk, plantation songs, plantation dances, and plantation humor abound. In Europe, where the children, and the lads and the lassies assist in harvesting the golden fruit, the same spirit characterizes the proceedings. And when oranges are being consumed in Canada and other countries, it also not infrequently manifests itself.

Citrus fruits, such as oranges and lemons, as may, from their character, be easily imagined, require a great deal of water, and in countries where the climate is favorable and rain sparse, people who essay to cultivate oranges are compelled to resort to artificial means in order that the desideratim may be supplied. California, and

especially the southern part of the State and the famed San Joaquin Valley, is a striking example of this.

The padres of the old missions were the first to adopt irrigation. That was in the latter part of the last century, but it is only within the last 30 years that Americans have taken it up and brought it to its present high state of development.

Originally, the supplies of water for irrigation were derived from running streams that were diverted from their natural channels. Now, there are artesian wells which yield as much as 2,500,000 gallons daily; tunnels which are bored into the hills until they touch hidden springs; artificial lakes that have been impounded by dams within valleys, there to catch and treasure up the winter rains. Up to five years ago \$13,000,000 had been spent in California on irrigation.

A writer some years ago, in referring to the irrigation system, remarked: "You touch the water button, and God and Nature do the rest—and do it gloriously." But before this can be done processes of distribution are necessary if the precious water is not to be wasted. In the early days of irrigation the water was turned upon the land and allowed to go wheresoever it listed. Then furrows were plowed. To-day, pipes and hydrants and canals and ditches, many of them paved with cement or concrete, have been called into requisition, carrying the life-giving water in some instances to pans at the roots of the fruit trees.

Were it not for this irrigation there are vast plains in Calitornia, which, instead of blooming and blossoming with citrus and other descriptions of fruit trees, would be arid wastes.

DO NOT LIKE FROST.

While orange and lemon trees have for water a decided attachment, for frost they have a decided aversion. A few degrees of frost will do much damage, so this aversion is quite natural. How frost in a few hours paralyzed the orange industry of Florida for four or five years is well known. Of the two descriptions of fruit trees, the lemon is even more susceptible to the frost than the orange.

Various methods are adopted to protect the orange and lemon trees against the depredations of Jack Frost. In some countries coverings of matting are held above the trees by long poles the winter through. In other places earth and refuse are piled around the roots and trunks of the trees when frost is threatened, while huge bonfires are sometimes lighted with a view to raising the temperature. In California, petroleum fuel has been use with advantage for the purpose. By the aid of these bonfires it is

possible to raise the temperature of an orange or lemon orchard four or the degrees.

Canada's consumption of oranges a d lemons is about \$600,000 worth annually

While in Canada we have oranges the year round, yet there is a time when the season may be said to begin. That when the first of the new fruit arrives—this is usually about the first week in November and the oranges which inaugurate the season are from Jamaica. While the first to arrive on the market, the package which contains the Jamaica oranges is not up-todate. It is a barrel, and the fruit being shaken about a great deal in this package is not well preserved. Consequently, a great deal of waste is entailed. As far as the orange itself is concerned, there is no need to say anything unfavorable. It is very sweet, and in color is slightly pale. The crop of Jamaica oranges last year was about 300,000 barrels, of which one-third had been marketed up to the end of 1898.

FLORIDA ORANGES.

Next in order to put in an appearance in Canada are the oranges of Florida growth. The season for these is from about the middle of November until early in February. Prior to last season, it is some years since we had Florida oranges of any quantity in Canada, on account of the frost damage, but the conditions are gradually becoming normal.

After the Florida comes the Valencia orange. This description of orange formerly came direct via New York, but this proved so unsatisfactory that it has been practically discontinued. The trouble was that the length of the voyage, four to six weeks, caused the fruit to arrive in a damaged condition, necessitating a great deal of repacking. As a rule, now, Valencia oranges are imported from Liverpool, where they are repacked before being shipped to this country. Liverpool, too, is only two weeks away from Canada, while the route is a more northerly one than that from Spain to New York.

SORTING VALENCIA ORANGES.

Until within the last six or seven years, no attempt was made in the country of production to sort Valencia oranges; they were all thrown together in one package. Now, they are packed in three different sizes or grades, namely, 420 ordinary, 42 large, and 714's. The quality of the Valencia orange is improving, and so is the attractiveness of the package in which

It appears to be an ill frost, as well as all ill wind, that does not benefit somebody something. At any rate, the frost that damaged the Florida orange crop make

DRIED FRUITS

NOW IS THE TIME TO BUY

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"Anchor" Brand Cleaned Currants, in 1, $2\frac{1}{2}$ and 3-lb. air-tight packages are the best. They are a fast seller.

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easier the way for the advent of Californian navel oranges upon the Canadian market. One fault with the navel oranges is that they are shipped to this market a month or two sooner than they should be, many of them on arrival being green in color and tart in taste. California seedlings and blood oranges are also shipped to this market.

Next in order to make its advent is what is known as the late Valencia orange, small in size, but fine in flavor.

Then comes the Bahama orange. This orange is comparatively a stranger on this market, only having been introduced within the last few years. It is something after the character of the Jamaica orange, being very sweet, but it comes short in flavor, and importers are of the opinion that it will not be a permanent factor upon the Canadian market.

Oranges from the Mediterranean, known as Messinas and Catanias, follow. These come direct to Montreal with the opening of navigation, and the auction sales which are held there on the arrival of the steamers attract buyers from the United States as well as those in our own country. The Catania blood orange has the reputation of possessing the finest quality of any orange imported. Messina oranges are much similar to the Valencia orange, which is not

surprising, seeing they come from approximately the same part of the world. They are, however, packed in boxes and half-boxes, instead of cases. Half-boxes are known as 64's, 80's, 100's, 120's and 150's. Boxes are known as 200's and 300's.

The last orange during the season to put in its appearance in Canada is the Rodi, pale in color, and of good reputation as to keeping quality.

Lemons we also have in Canada the year round. The first new lemons arrive about November. They are the Malaga description, and come by Liverpool. As far as quality is concerned, they are the poorest we get the season through, the juice being scanty, the seeds numerous and the flavor bitter.

Next in order of arrival are Messina lemons, and they begin to put in an appearance about the end of November or early in December. Messina lemons are consigned from the country of production to New York and Boston, where they are sold by auction, dealers from Canada being at the sales. The quality of these lemons is superior to that of the Malaga variety, having more juice, fewer seeds, thinner skin, and less bitterness.

For what are known as November cut Messina lemons, importers in Canada make their contracts in December. Great care is taken with these lemons. As they are gathered from the trees they are wrapped in paper and placed in boxes. These boxes are then put in structures somewhat similar to the root-houses to be found on the fair is and market gardens in Canada. The propose is not, however, to protect them from frost, but to cure them. They are left in these curing houses till March. Then they are taken out and repacked. These are the lemons which are used with so much acceptation in Canada during the hot summer months.

About August the Maori lemon comes upon the market. This lemon is large both in size and in price, as high as \$15, whole-sale, having been obtained on this market for what are termed wax Maoris.

Following comes the Verdelli lemon, small and not well flavored, for, like the Malaga variety, it is bitter.

About the same time as Californian navel oranges begin to put in an appearance upon the Canadian market, lemons grown in the same State are to be had, but the quantity imported into Canada is small. In quality they compare favorably with lemons produced on the shores of the Mediterranean, but in keeping properties they are decidedly deficient.

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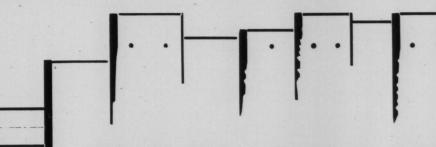
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STRATFORD, ONT.

WINNIPEG, MAN.

THE EXPORT FLOUR TRADE FOR FORTY YEARS.

Written for THE CANADIAN GROCER by W. L. E.



HILE Canadian flour is probably, on the whole, equal to the product of any other country, one cannot scarce be but disappointed with the history of the export trade.

During the fiscal year ending June 30, 1898, the exportation of flour was the largest on record,

being 1,254,864 barrels, valued at \$5,446,-016; but the conditions during that year were extraordinary. In the first place, the wheat crop in most of the exporting countries was short. India, for instance, practically sent no wheat to Great Britain, and, on account of the drought, Australia was an importer rather than an exporter, of both wheat and flour. In the next place,

WHEAT IN ONTARIO WAS RELATIVELY LOWER

than it was in other markets, on account of the fact that the crop of 1897—which was the crop from which the flour exported during the fiscal year 1898 was made—was "sprouty" and consequently of less value than it would have been under ordinary conditions.

Thanks, however, to the excellent milling system in vogue in Canada, the mills were enabled to turn out a flour unaffected by the sprouted wheat. This was due to the fact that under the roller system the

SPROUTS ON THE WHEAT,

instead of being ground up with the flour, were merely flattened out between the rollers and carried away with the bye-products. Under the old stone system this would not have been possible.

It that year (1898) Great Britain took over 900,000 barrels, or nearly double the total exports in 1897 to all countries. Newfoundland also took the largest quantity on record, namely, 286,353 barrels. There was also a large gain on British West Indian account, no less than 15,000 barrels being shipped to those islands in 1898. The United States, too, were also a little more generous in their purchases.

Leaving out of consideration the extraordiary year of 1898, the average exports of flour for the past twenty years or more are very much smaller than they were 40 odd years ago. This will be gathered from a perusal of the following table:

| EXPORTS | FROM | 1855 | TO | 1898. |
|---------|------|------|----|-------|
| | | - | | |

| | | Bbls. | Value. |
|------|---|----------|-------------|
| 1855 | | 643,936 | \$7,000,000 |
| 1860 | | 854,773 | 4,766,122 |
| 1867 | | 700,555 | 5,007,983 |
| 1868 | | 310,144 | 2,190,099 |
| 1869 | | 375,219 | 1,948,696 |
| 1870 | | 382,177 | 2,302,149 |
| 1871 | | 306,339 | 1,609,609 |
| 1875 | | 302,783 | 1,545,242 |
| 1876 | ···· | 419,936 | 2,205,467 |
| 1877 | | 276,439 | 1,525,230 |
| 1880 | | 561,484 | 3,019,717 |
| 1881 | | 501,455 | 2,469,900 |
| 1882 | | 508,120 | 2,941,740 |
| 1883 | | 526,340 | 2,703,048 |
| 1884 | | 284,504 | 1,440,675 |
| 1885 | | 161,054 | 716,739 |
| 1887 | | 531,152 | 2,366,472 |
| 1888 | | 355,883 | 1,603,712 |
| 1889 | | 156,360 | 769,478 |
| 1890 | | 149,959 | 661,072 |
| 1891 | | 313,280 | 1,460,491 |
| 1892 | | 399,118 | 1,860,300 |
| 1893 | | 431,116 | 1,798,878 |
| 1894 | | 480,275 | 1,842,875 |
| 1895 | *************************************** | 325,329 | 1,119,163 |
| 1896 | | 244,290. | 895,148 |
| 1897 | | 481,764 | 1,720,361 |
| 1898 | | ,254,864 | 5,446.016 |
| | | | |

It will be noticed that in the above table several years are omitted. This is due to the fact that for these particular years we have no statistics at hand.

While, however, the average annual export trade in flour has been so much below that of 40 odd years ago, the cause is altogether on United States account.

nine months under the Reciprocity Treaty. In that year, it will be noticed from the above table the total exports were valued at \$7,000,000, but of this sum over \$6,000,000, or, to quote the currency of that time, £1,255,798, was on United States account.

The treaty was only in operation a few years when, on account of the large increase in the exportation of Canadian wheat, Congress refused to allow flour ground in bond from United States wheat to come in free under the provisions of the treaty.

RESULT OF THE ABROGATION OF THE TREATY.

On March 16, 1866, the Reciprocity Treaty was abrogated. And by two years afterwards the exports of flour had fallen off over 63 per cent. compared with the figures of 1860. In 1898 less than 8,000 barrels went to the United States.

With these facts in mind the export trade in dour is not as unsatisfactory as at the first blush it appears to be. At the same time, however, the trade, considering the possibilities, is anything but what it might or should be.

COUNTRIES TO WHICH FLOUR IS EXPORTED.

The following table gives the exports of flour to various countries during five five-year periods; also during 1897 and 1898:

| | 1875. | 1880. | 1885. | 1890. | 1895. | 1897. | 1898. |
|--------------------------|---------|---------|---------|---------|---------|---------|-----------|
| | Bbls. |
| Great Britain | 158,821 | 459,707 | 92,456 | 102,596 | 111,588 | 248 441 | 908,756 |
| Australia | | | | | | 91.641 | 25,351 |
| British East Indies | | | | | | 1,300 | 250 |
| British Guiana | | | | | 300 | | 2.189 |
| British West Indies | 41 | 809 | 111 | 230 | 3,561 | 199 | 15,288 |
| Hong Kong | | | | | 4.500 | 3,000 | 1.005 |
| Newfoundland | 99,735 | 91,202 | 62,298 | 37,805 | 190,829 | 124,766 | 286 353 |
| Brazil | | | | | | 300 | 1.017 |
| Holland | | | | | | 160 | 150 |
| Sweden and Norway | | | | | | | 57 |
| China | | | | | | 2 420 | 5 |
| Germany | | | ., | | 490 | 3 | 596 |
| | | | | 3 | 1 000 | | 5 |
| JapanHayti | | | | | 1.412 | 683 | 590 |
| | 8.651 | 1.419 | 1,371 | 1.049 | 2.267 | 3.521 | 3.287 |
| St. Pierre | | | 4.313 | 8.052 | 3,649 | 5,218 | 7.914 |
| United States | 35,160 | 8,267 | | 25 | 485 | 37 | 343 |
| Danish West Indies | | | | 20 | 1.005 | | 495 |
| French West Indies | | ****** | ***** | | | | |
| Spanish West Indies | 375 | 80 | | | 3,949 | | 1,213 |
| Dutch Guiana | | | | 25 | | | |
| French Guiana | | | | 74 | ***** | | |
| United States of Colombo | | | | 80 | 194 | 75 | **** |
| Portugal | | | 430 | | ***** | | |
| Central American States | | | 40 | | | | |
| | 302,783 | 561,484 | 161,054 | 149,959 | 325,329 | 481,764 | 1,254,864 |
| | | | | | | | |

It was in 1855 that the Reciprocity Treaty with the United States went into operation, and under that treaty flour was one of the products of Canada which had free entry into the latter country. At that time the figures covered the calendar year, so that in the returns for 1855 were included

Although the fiscal year 1899 ended June 30 last, the figures for that year are not yet obtainable. But it is estimated by those qualified to give an opinion that the exports will be much less than during 1898—probably one-third at least. One of the causes of this was the persistent way in which the farmers in Ontario

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HELD ON TO THEIR WHEAT.

They felt that, as the wheat of the crop of 1898 was worth, on account of its superior sample, several cents per bushel more than that of the yield of 1897, instead of several cents less, as per the market value, they were warranted in retaining it until they could obtain the desired figure. And because they did not get what they contended they ought to get, a great deal of last year's wheat was held back. It is estimated that the quantity of Ontario wheat of 1898 crop still in the hands of the farmers is about one-third of the total yield.

With the crop of wheat in Manitoba and the Territories as large and of as excellent quality as it is, it is likely that the

EXPORTATION OF WHEAT

during the fiscal year 1900 will materially exceed that of 1899. This, however, of course, remains to be seen.

FUTURE OF THE EXPORT TRADE.

As to the future of the export trade in flour much depends upon quality, suitability to foreign climates, ability to compete and enterprise of exporters.

As far as quality is concerned there is no question regarding Canadian flour, for the wheat from which it is made and the milling system which is employed are of the best. Beyond all peradventure the quality of Canadian flour is excellent.

In regard to its keeping qualities in foreign countries one of the best experts in the Dominion is authority for the statement that Canadian flour keeps better in Great Britain—its chief export market—than it does even at home. In the West Indies, however, the keeping quality of Canadian flour has not been as satisfactory. Flour to do well in that part of the world must, it seems, be made from

VERY DRY WHEAT.

And the reason that this cannot always be assured in Canada is no small obstacle in the way of the development of our flour trade with the West Indies. With very careful selection of the wheat the trade might be developed to more important proportions than it now is. But in the meantime the flour produced by the mills in St. Louis, Missouri, has the advantage in competing for the West India trade.

THE CHIEF MARKET

abroad for Canadian flour is, of course, Great Britain. And that market will take all the flour we can send—as long as we can send it at a price. It is therein that lies the chief question regarding our export trade, not only with Great Britain, but with all other importing countries. Can we compete as regards price? There is no

question, as already asserted, in regard to quality.

A few years ago a well-known Canadian exporter of flour, while in Great Britain, called upon a large importer in that country and asked him if he could do business with him.

"Yes," replied the British importer, "you can sell me any quantity, for the quality of your flour is all right—as long as I can buy Canadian as cheap as I can that produced by any other competing country." That man summed up

THE WHOLE THING IN A NUTSHELL.

The worst competition we have to meet in the British market is that from France. And that competition is toward Canadian fiour and flour from other countries much of the same character as the bounty fed sugars of Europe are toward the sugar of the non-bounty sugar-producing countries, namely, menacing.

Although not so named there is in France practically an

EXPORT BOUNTY ON FLOUR.

It works, briefly stated, something after this fashion: There is an import duty on wheat, but on the hard wheat which is imported the French miller does not pay the duty. He merely gives a bond that he will. Then by-and-bye he comes along with a document showing that he has exported flour pro rata to the quantity of wheat he imported. Forthwith he is forgiven the duty on the latter, notwithstanding that the flour he exported was made from homegrown soft wheat and not from the imported article. The latter is used for home consumption. The flour exported goes largely to Great Britain, where it is sold at a relatively low price, to the detriment of Canadian and other flours.

These things are not pointed out with a view to discouraging Canadians in regard to the export flour trade, but merely to show what influences have to be contended with in promoting the export trade in flour.

POPULAR BRANDS OF FLOUR.

In a country where the competition of flour millers is as keen as it is in Ontario, the brand of flour that can be termed a "popular" brand can be depended on to be worthy of the title. Quance Bros., Delhi, Ont., makers of the "White Swan," "Maydew," "Moss Rose" and "Middleton" brands, have earned this title fairly, and are likely to maintain it, because of the consistent quality of their product. Their buckwheat, rye and graham flours have also made a name for themselves. It would be worth while getting quotations on the various lines made bp Quance Bros.

IRELAND'S NATIONAL FOODS

There is good reason for the steady gowth in the consumption of breakfast foos in Canada, especially in the fall and vonter seasons. The nourishing and strength ling qualities of rolled wheat and oats, cornical, wheat germs, pot barley, split peas, grama and buckwheat flour, granulated worth at, etc., are such as to make these goods epecially adapted to, and beneficial in, such a climate as that of Canada. The improvement in the manufacturing processe in recent years, and the care and skill ow evidenced in their production, has also affected the consumption favorably.

The Ireland National Food Co., Limited, Toronto, long had a name as producers of breakfast foods, and now, in one of the largest and most complete breakfast food mills in the country, they make a full variety of the various foods which are now used so extensively in Canada.

Al

FIVE RELIABLE BRANDS.

In buying flour the principal considerations are price and quality, and the greater difficulty is to secure flour that consistently grades up to the one standard. A firm that pro 'uces a number of brands of tried quality is the Aylmer Roller Mills, Aylmer, Ont. This firm makes five brands, two for bakers and three for farmers. The best is made exclusively of No. 1 hard Manitoba wheat. As this firm has elevators in the Northwest, where its purchases are made by an expert buyer, their prices, as well as their quality, is kept right. This firm caters especially to the trade of flour dealers in western Ontario and the Maritime Provinces. They also offer car lots of No. 1 hard Manitoba wheat for sale to millers.

A WELL-EARNED FOOD BUSINESS.

The development of the business of Walter Thompson, manufacturer of breakfast foods, etc., Mitchell, Ont., shows that he has kept fully in touch with the growing consumption of breakfast foods. The demand for his "Maple Leaf" rolled oats, flake wheat, split peas, pot barley and commeal has been such in recent years that his mill at Mitchell and the mills that he has been compelled to erect at London and Seaforth are taxed to cope with it. This demand has been well-earned by the sterly output of high-class foods.

GRAIN AND OATMEAL DEALER

Purchasers of grain or oatmeal, eithe in Canada, Newfoundland or Great Britin, can find an energetic, responsible manulacturing and exporting firm by writing to Martin Bros., Mount Forest, Ont. 1

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CLARKE'S

AND ACADIA BRANDS

Made especially for household purposes, from selected Manitoba and Ontario Wheats.

Please write for samples and prices.

ABERDEEN MILLS, - Glencoe, Ontario.

Bolton Mills



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"Home, Sweet Home"
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"Laurel"
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"Fairy"

The Product of Our New Mills

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WALTER THOMSON'S Maple Leaf Rolled Oats

Flake Wheat, Split Peas, Pot Barley and Cornmeal
NONE BETTER

Mills at Mitchell, London, and Seaforth

LOOK HERE!!

Let us send you samples and quote you prices on our Oriental Corn Flour, made expressly for bakers' and confectioners' use, also Hominy Grits, and Pearl Meal.

Whole-Wheat Flour

A SPECIALTY

The Ontario Oriental Flour Co., Limited, ST. THOMAS, ONT.

J. S. HAMILTON & CO.

Brantford and Pelee Island

MANUFACTURERS

L'Empereur...

EXTRA DRY CHAMPAGNE

Cases, 12 quarts, 24 pints. Natural fermentation in bottle cuvee 1894.

"St. Augustine"

(Registered.

The perfect communion and invalid's wine.

"Chateau Pelee"

(Registered.)

HOCKS AND CLARETS

J. S. Hamilton & Co. Cognac

PELEE ISLAND BRANDY

The best value obtainable. Get our quotations before purchasing.

J. S. HAMILTON & CO., Brantford, Canada,

6 Emperel

EXTRA DRY

SPECIAL CUVÉE 183

A BRIEF HISTORY OF MONTREAL'S FLOUR TRADE.

Specially written for THE CANADIAN GROCER by W. A. R.

HE flour trade of Canada is one of its most important branches of commerce, for the obvious reason that its fundamental basis is our agricultural possibilities; and that Canada is first and foremost an agricultural country cannot be denied.

The Canadian flour trade first

BECAME COMPARATIVELY IMPORTANT in the year 1852, when statistics show that 38,000 bbls. of flour, and 32,000 cwt. of biscuits were exported to Europe. At this a thing of the future; but in 1821 the first sod of the Lachine canal was turned, and this event marked a new and important era in the annals of the flour trade. The canal completed made available a water-power estimated at 4,500,000 horse power. It did more; opening up communication with the West, and soon we find in Montreal millers

WHEAT DOWN FROM UPPER CANADA.

In 1846 the exports of flour to Great Britain had increased to 500,000 bbls. The ALL THE DISPOSABLE CAPITA

in Montreal was thus drawn to Western Canada, and invested in mills and mill sites, and a period of great prosperity ap eared to have been inaugurated.

The abolition of the British corn laws, of course, made a radical alteration in this condition of affairs, and around 1847 Canadian merchants and flour dealers had a hard struggle. During the next few years matters improved, and in 1849 over 3,000,000 bushels of breadstuffs were exported from

Hu



"Canada from Ocean to Ocean."

me the individual bakers were the great grain dealers. They bought direct from the farmers all over the country and had it milled themselves.

Mr. Robert Watson, of Montreal, was the

LARGEST BAKER OF THAT DAY.

He bought wheat in the St. Hyacinthe district, at Longueuil, Boucherville, Varennes and elsewhere, and had it ground at the mills at Point St. Charles, Back River or Lachine.

Ontario wheat was still, to a large extent,

Britain was subsequently reduced to a nominal figure, and the aggregate duty of 4s., by way of Canada, being much lower than upon direct imports from the States,

the wheat of the whole Lake Ontario basin intended for export to England was ground into flour in Canada, and exported from Montreal, the defenders of this system contending that flour ground in Canada was manufactured in Canada, no matter what its

duty upon Canadian flour imported into

origin, and that it was, therefore, entitled to the benefit of the preferential tariff.

Grain Elevators at Fort William, on Lake Superior

Montreal, as against 968,605 in 1818. THE SHIPPING OF FLOUR AND GRAIN

from Ontario to Eastern Canada, and thence via Montreal to Europe, increased steadily meanwhile. In 1851, the first Ogilvie mill was built at Jacques Cartier, near Quebec, another being subsequently erected on the Lachine canal.

In 1862, the same firm built the Genora mills on the same waterway, and commenced making strong flour on a large scale. Mr. Iral Gould also leased water-power on

ADE.

CAPITA

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ish corn laws, of tion in this cond 1847 Canadianers had a hard lew years matters over 3,000,000 exported from

Martin Bros.

Oatmeal Millers

and Exporters of . . .

Grain

MOUNT FOREST, Ontario, Canada

KINGSTON MILLING COMPANY

Manufacturers of high-grade Roller Flour and Corn Meal.

Hungarian Patent. Fancy Patent.

Strong Bakers' and Family Flour.

Fine Bolted Corn Meal.

These grades are of the highest quality, and made by the latest process.

CORRESPONDENCE SOLICITED.

The Kingston Milling Company.

Ayton Mills

N. WENGER & BROS., AYTON, ONT.

MANUFACTURERS OF HIGH-GRADE

Winter Wheat Flours

BRANDS

Edelweis, High Patent

May Blossom, Family Flour

SAMPLES AND PRICES ON APPLICATION



Choice Cereal Goods

N Barrels and Bags.

Standard Quality.

Milled from the best selected grain, upon the most approved process, and of uniform quality, our goods continue to give perfect satisfaction.

Rolled Oats, Roiled Wheat, Wheat Germs, Pot Barley, Split Peas, Graham Flour,

Everything in the Cereal Line.
Write us for prices.

t, Wheat Germs, Graham Flour, Granulated Wheat, Cornmeal, Buckwheat Flour, Barley, etc.

THE IRELAND NATIONAL FOOD CO., LIMITED

TORONTO, CANADA

MILLERS AND MANUFACTURERS

GPERATINC one of the largest and most complete Breakfast Octeal Food Mills in the Dominion.

HIGH-GRADE BREAKFAST CEREAL FOODS.

8,605 in 18.8.

anada, and thence ncreased steadily first Ogilvie mill ier, near Quebec, ly erected on the

built the Genora erway, and comir on a large scale. I water-power on the same canal in the same year for his mills.

The wheat for these establishments was first brought from Morrisburg, Edwardsburg, and other places as far west as Kingston. After a time, supplies from this district

BEGAN TO DETERIORATE

in quality and quantity, and so fresh fields had to be sought. Western Ontario was tried with success, and the construction of the Buffalo and Lake Huron railway and the extension of the Grand Trunk opened up new stores of agricultural wealth.

During the forties, the fertile valleys of the Richelieu had produced grain of the richest quality and quantity sufficient to meet the demand, but the soil got worn out in time, and the move was made westward, and ever westward, as everyone knows.

Meantime, Canadian flour had not

SECURED A PROMINENT PLACE

in the Old Country markets. The Hungarian article was considered superior in quality, while it was lower in price.

With the enterprise for which he is justly famous, the Canadian flour king, W. W. Ogilvie, wanted to know the reason of this, and he took the best possible steps to find out by going on a personal tour of investigation himself to Hungary. He returned after a year's absence, prepared to utilize the experience he had acquired. An immediate result of his trip was that the

OLD FASHIONED SYSTEM OF MILLING was superseded, and the roller mills system, which was already in vogue at Minneapolis, generally introduced in Canada.

Thirty-five years ago, the flour market of Montreal was probably the largest market on the whole continent, with the exception of that of New York. The whole of the Eastern country, the Lower Provinces, Gaspe, and the Halifax and St. John districts were tributary to Montreal. Merchants came thence to the metropolis to make their purchases, and the amount of business done in this particular line was enormous.

The opening of the Intercolonial railway changed all this, and what Montreal flour merchants had fondly looked forward to as a means of enlarging and extending their trade actually proved the contrary. The system of granting through rates from milling points to destinations

carried the trade past montreal, and it naturally became impracticable to bring Ontario flour there for reshipment with any prospect of realizing a profit.

Eastern buyers have as a consequence dealt with the mills direct ever since, and

the Montreal flour trade has dwindled to a local business, except in cases where the Montreal merchant purchases for his customer and ships direct.

The year 1875 saw the most important move in the history of the Canadian flour trade. MR. W. W. OGILVIE was again a prominent character in this connection. He took a trip to Manitoba, and spent a long time traveling from place to place in that practically unsettled country. He saw then that Manitoba was bound to be a great wheat producing region, and when the C.P.R. had been built the Ogilvies were the first to use Manitoba wheat, and at the present day they are the largest consumers of it, the other large concern being the Lake of the Woods Milling Company.

Hard Manitoba or No. 1 hard, beyond doubt makes the

BEST FLOUR IN THE WORLD

and our system of milling is not surpassed in the world.

At the present time, Canada, in the person of W. W. Ogilvie, possesses the largest individual miller in the world, and his total output will shortly be increased, when the mill and elevator which he is erecting at Fort William is completed. This, the latest establishment under his control, will have a daily capacity of 2,000 bbls. of flour.

The opening of the Soulanges Canal this fall marks

ANOTHER EPOCH

in the history of the Canadian grain and flour trade. It will give a continuous 14-foot channel from Montreal to Lake Superior, and, of course, will have an enormous influence on inland traffic, which is so closely related to the flour trade.

It is interesting in this connection to contrast the comparatively

MODERATE FORWARDING RATES

of to day with those of 20 or 30 years ago. The old rate of $6\frac{1}{2}$ c. per bushel on grain from Kingston to Montreal has been reduced to $2\frac{1}{2}$ c., and about $6\frac{1}{2}$ c. is the present rate from Duluth or Port Arthur. There is also a simply for improved facilities for handling grain and flour at More and To handle this freight to

THE BEST ADVANTAGE

the ocean vessel should be brought into direct communication with the warehouse, and it is expected that when the new harbor works are completed that this much desired end will be attained. If storehouses for the reception of freight can be placed at the river side the considerable cost of floating it, now amounting to 3/4 c. per bushel on grain, could be avoided.

ANCHOR BRAND FLOURS.

Manitoba wheat makes the best of our, so there is good reason for the repution that has been obtained and maintaine by the "Anchor" brand flours, made by Leitch Bros., millers, Oak Lake, an. Leitch Bros. have good reason for claiming their flour to be of the highest quality, and well deserve the export trade they ave been enabled to reach. Their busine is bound to develop as the reputation of our made from Manitoba wheat grows in valous parts of the globe. Leitch Bros. offe to quote their flour delivered in any part of any country.

STANDARD FLOUR AND CORN MEAL.

Every flour dealer should keep stocked, with grades of flour of the best quality for both fancy and general baking purposes. To do this he should keep in touch with a firm of millers that he can thoroughly depend on. Such a company is the Kingston Milling Co., manufacturers of Hungarian and fancy patents, strong bakers' and family flour, and fine bolted cornmeal. These are all made by the latest process, hence are of standard quality.

GOOD CANADIAN FLOURS.

Anyone might readily believe that the "Heather" and "Acadia" brands of flour, which are made at the Aberdeen mills in Glencoe, are Scotch brands, but they are not. The Glencoe they come from is in Ontario, and they are made of the best Manitoba and Ontario wheat, so they are even more Canadian than their name is Scotch. They are excellent flours, and are made especially for household purposes. Samples and prices can be had on application.

THE AYTON MILLS FLOUR.

A firm that is always worth writing to when orders for high-grade flour are being placed is N. Wenger & Bros., proprietors of the Ayton Mills, Ayton, Ont. This firm make two brands: "Edelweis," a high patent flour, and "May Blossom," a family flour, and are willing to send samples and prices to the trade at any time.

WHOLE WHEAT FLOUR.

The popularity to which whole wholat bread has attained in Canada makes in expedient that every grocer should car y a stock of first class whole wheat flour. A specialty of this flour is made by The Oriental Flour Co., Limited, St. Thomas, Ont., which firm also makes "Oriental" corn flour, hominy grits and pearl neal. The "Oriental" corn flour is made expressly for bakers' and confectioners' use. Samples of any of these can be had on application.

OURS.

best of our, ne repu tion iaintaine by s, mad by Lake. an. for clai ing quality, and e they we ir busine is ation of our ws in va 3ros. offe to ny part of any

CORN MEAL.

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vhole what nada makes it should car y a vheat flour. A made by The 1, St. Tho as, es "Orien al" nd pearl neal. r is made exfectioners' use. an be had on

O'Neail Roller Mills

Just Remodelled to the

Complete Rotary Sieve System

Work completed in October, 1899.

O'NEAIL-DAVIDSON CO.

Millers of Ontario and Manitoba Wheats for

Your correspondence is respectfully solicited.

PARIS, Ont.

Hamilton.

IMPORTERS OF DRUGS AND CHEMICALS.

Manufacturers of and dealers in

PATENT MEDICINES.





Scales with Agate and Diamond Steel Bearings.

56 and 58 Front St. West

Toronto Sample Room:

100 STYLES TO CHOOSE FROM.

Fancy Tea Scales, Grocer and Butcher Scales, Money-Weight Scales, Hay and Coal Scales.

LARGE CATALOGUE FREE.

Received highest prize at World's Fair Chicago, and 32 first prizes at Canadian Fairs.

WILSON & SON, 69 Esplanade Street East, Toronto, Canada.

Whisks



SOUTHWELL'S

Orange Marmalade Pure Fruit Jams **Pure Fruit Jellies**

ARE ALL SOUND, HONEST GOODS.

It will pay you to handle

FRANK MAGOR & CO.,

16 St John Street, MONTREAL.

DON'T PAY FREIGHT ON WATER

CONCENTRATED GRAPE WINE VINEGAR, best and most economical Vinegar made. One gallon Concentrated makes 25/27 gallons Standard Vinegar—Great saving in weight and freight. Write for sample.

Agents

W. H. SEYLER & CO.

118 King St. East, TORONTO

Agents for HEINRICH FRANCK SOHNE & CO. German Chicory, Coffee, Extracts and Essences LUDWIGSBURG, GERMANY. FLUSHING, N.Y.

The Grocer's . . Manual

Branch Management, and certain neglected points; with History, Source and Nature of Every Article Stocked by Grocers, Oilmen, Chandlers, Fruiterers, Confectioners, etc. Full particulars and specimen

J. T. LAW, Publisher,

2 Salisbury Street,

LIVERPOOL, ENG.

BEANS



Write us for quotations on Carloads or less, Handpicked and Prime Beans.

THE QUALITY of the '99 CROP is the CHOICEST in years. .

MOORE & STEVENS Chatham, Ont.

R. CAMPBELL'S SONS

ESTABLISHED 1852.

ROCKINGHAM AND YELLOW-WARE. ART TILES FOR STOVE DECO-RATIONS.

ALL KINDS OF STONE AND BRISTOL WARE.

WHITE-LINED YELLOW-WARE A SPECIALTY.

Stove Fire Brick

96 to 118 South Locke St., HAMILTON, ONT.

ESTABLISHED

Manufacturer of

FLOUR. POT and PEARL BARLEY, SPLIT PEAS, etc.

CHOP of ALL KINDS by the CAR.

BOWMANVILLE, ONTARIO.



DRICES quoted delivered anywhere on earth.

HELP YOURSELF

ANCHOR BRAND quality of FLOURS

manufactured in Canada

Leitch Brothers

OAK LAKE -

MANITOBA.

* THE ART OF WINDOW DRESSING.

Contributions by Experts and Critics.

Beans.

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BLISHED 1852.

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AR

Summer Window Displays. The oftener a grocery window display can be changed the better, particularly during the summer months, as flies

and dust are so plentiful that frequent changing of the display is absolutely necessary if the window is to be kept inviting, and not allowed to become uninviting.

window has to be changed the more necessary is it that it should be done with as much expedition as possible. It is, therefore, necessary that during the summer months the goods placed in the window shall be not only seasonable, but in character and quantity such as can be quickly removed.

Condiments, picnic supplies, bottles of fruit, syrups, etc., are all lines of a nature desirable for such purposes, and by the exercise of a little taste can be made into nice displays, particularly by the aid of a few neat price tickets and a seasonable picture or two.

"I do not," said a well-known grocer a few days ago, "take much trouble with my windows during the hot, summer months. That is, I do not spend much time over them. I keep them neat, attractive and supplied with seasonable goods. But I do not believe in having more goods in the window than a boy can remove in a few minutes."

In the display of canned goods, Canned either one of two objects must Goods. be aimed at - to create the impression of quality or of cheapness. If a transient trade is sought, a simple display is made by taking three, four or more cases of one kind of goods (salmon, for instance) and making a pile of them in the centre of the window space. In making such a pile, though, care should be taken not to bruise or singe the cans. It is not necessary to have any design to follow. A pile that looks carelessly thrown together is just as striking as a neat, carefully arranged one. A card stating that these goods are "Our Special This Week; Only -c." would complete such a window. If, on the other hand, it is desired to impress one's regular patrons with the quality of one's goods, it would be well to follow another style of display. A good window could be dressed with the help of a stand with about four steps, each about a foot high. On the bottom step might be shown a line of the cheapest and poorest goods of the kind that could be had.

On the second and third, ordinary brands might be placed. The top should be devoted entirely to the best brand that could be secured. The price of each brand should be shown. Accompanying the price card of the best goods should be placed a note such as "These goods are dearer than those below, but they are more than worth the difference. They are the best money can buy."

A Display of Provisions.

There is scarcely any window display which can have greater attractiveness and utility combined than one made up of cured meats.

I came to this conclusion the other day when looking at a display in the window of a well-known pork and provision firm.

In the front of the window were three rows of canned goods. Each tin was laid end to end. Two of the rows were laid side by side, while the third was resting on the centre of the two. Back of these were similarly ranged three rows of smoked rolled bacon, resting on a bed of clean straw. Next in the rear came tins of canned meat, promiscuously scattered about, while the background was formed of nice, tempting breakfast bacon, standing on end and inclining slightly towards the store.

Many grocers handle such an A Run on immense quantity of sugar Sugar. about Christmas time that a telling display of this sweet could be made at that season. A table from 30 to 36 inches high, strong enough to hold a barrel full or half full of sugar might be arranged at the back of the window, with the barrel on top of it, very close to the bottom of one of the barrel staves, a hole could be bored large enough to let the sugar run. How large it should be would be determined by the business that is done in sugar. A small tin tube could be inserted in the hole so as to carry the run of sugar to a point over the centre of a large drawer or bin to hold it. The higher the fall of sugar the better. The bin should be made to reach from the window front to the back, and so wide that it would allow a large pile of sugar before the latter would run over. An offer might be made to sell all sugar running through the spout in a day, or an afternoon, or in several of them, at a pound or so more than usual for a dollar. This would increase sales. and would give customers an idea of one's sugar business. If the trade would take it,

two barrels with the spouts meeting over the same pile would be more effective than one barrel. A display such as this would be useful at any season, but especially so about Christmas. It would then be advisable to decorate the barrels, the window sides, etc., with evergreens. The display might be varied by having the table, barrels, etc., hidden behind a black curtain, and having the funnel (painted black, if possible) protruding through the curtains about four inches. The sugar might run into a bin the width of the window and deep enough to hold it.

An attractive method of dis-A Tea playing tea was not long since Window. employed by a Toronto retailer. Out of canned goods he made three low-backed armchairs-one large one and two small ones. The two smaller ones were brought close to the plate glass window. The larger one was placed a foot or two to the rear. The seat of the chair was cushioned with a layer of tea. If I remember rightly, two of the "cushions" were black and the third green tea. At any rate, it would improve the attractiveness of the display to employ different colors of tea in making the "cushions." In the construction of a display of this kind, packages of tea, it seems to me, might be used for building the framework of the "chairs" But, of course, that is all a matter of taste. At any rate, a few packages of tea formed into a pyramid, tower, etc., would tend to improve the display, while one or two pictures of tea garden scenes placed in a good position in the window would add to its attractive properties. Price tickets, too, should not be forgetten.

There has been an improve-Display ment of late in the manner Stands. in which display stands are made use of both in grocery stores and in their windows. The introduction of patent display stands has undoubtedly helped to bring this about, as they have proved a great aid to the ingenuity of the window dresser. The uses to which the patent adjustable stand can be put are many. In a large window it can be used to a great advantage. For a smaller window a good stand can be cheaply built by any cabinetmaker. I saw an excellent one the other day. It stood about three feet high, and had six steps, each six inches higher than the one below it. The top step was about a

foot long, and formed a quarter circle. The bottom step was of the same shape, but not more than three times as long. They were all about four inches deep. When this stand was covered with pink crepe tissue, and a display of pickles, chow-chows and jams made on it, the effect was striking. Two stands similar to this, or with the steps forming right angles, would make a good showing if placed at the two inside corners of a window open only at the front. A simple stand is made by arranging a big packing box at the back of the window, and by placing smaller sizes so as to form steps

accompanying cut shows the prize window. The window was decorated by T. J. Mc-Cammon, who, in reply to a letter from THE CANADIAN GROCER asking how the window was dressed, writes as follows:

"Our window is 18 feet long and 8 feet wide, with plate glass front. In the background, as you will see from photo. sent, there are six pillars. These pillars are built with boxes of soda biscuits, nine in height, and draped between with fancy red, white and blue rope, each pillar entwined with same. (This made a very pretty background, the colors standing out so pro-

prominently. Small, bright goods in bott s, cans and packages are neatly arranged at on the bottom of the window, where sp e would allow, completed by draping with fancy rope from the two extreme pillars to the two small pillars close to the glass in front. The small pillars were entwined with fancy red, white and blue rope. The white window presented a blazing mass of bright colors, together with goods artistically arranged, and attracted the attention of not only the passers-by, but also the judges, who awarded the firm first prize for the best decorated window."



A PRIZE GROCERY WINDOW.

between it and the window. This, however, is a bulky stand, and care should be taken to relieve its bigness by some fancy covering such as crepe tissue.

A Prize
Window.

Some weeks ago, The Canadian Grocer printed a cut purporting to show the window display with which M. Des Brisay & Co., Nelson, B.C., took the first prize on Dominion Day. It turns out that the photograph from which the cut was made only showed one of the firm's ordinary displays, and not the prize window. The

minently, giving a nice effect.) The bottom of the window is covered with red, white and blue bunting. Three steps, as you will see, leading down from each pillar towards the glass in front, are entirely covered with small Union Jack flags, and trimmed with small fancy bottles and packages, confining them to one or two lines of goods. Between each and every pillar mounds of fancy goods are neatly arranged on cork dust. Along the entire front, close to the glass, the word "Welcome" is arranged in fancy letters made from oranges and framed entirely with lemons. This could easily be read from across the street, it stood out so

Where the Skill Comes in. It is not necessary to have the most startling window, show the newest goods, or to have price-tickets showing

better values than anyone else to draw attention to one's store through the window. To create the impression that a big stock of carried is to materially assist sales. The fore, a big stock of flour bags piled in such a manner as to attract attention should prove a winner of custom. The skill consist in when the window-dresser goes to work to make the display one that will not be passed unnoticed. To pile them on top of each other in flat rows, filling most of the war-

High-Grade English Earthenware.

Wood & Son,

Burslem,

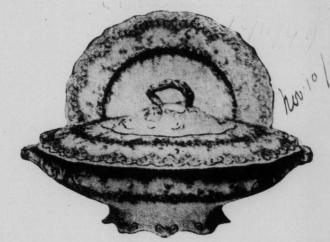
England.

* *

ALSO MAKERS

OF

White Granite



E. W. KLOTZ,

24 & 26

Wellington St.

West,

Toronto.

Sole Agent for Canada.

* *

No stock carried.

Goods shipped and billed direct from maker to buyer at factory prices.

Better conditions are impossible.

1900 * Import Season * 1900

FOR

FANCY CHINA and GLASS OPENS FEBRUARY 1st.,

when samples will be on show from leading makers of:

German China, Austrian Glass, English Jardinieres, Royal Vienna China in rich decorations.

Hungarian plain lead Glass Stemware for hotels and restaurants.

French Fireproof China and Cut Glass Tableware.

Bohemian Water Sets a specialty.

Import Orders only solicited for above Foreign Goods, which will be specially imported to suit individual requirements, landed at Montreal or Toronto, freight and duty paid.

If you are a cash buyer call on me, it will pay you. The Import Season is short and early orders ensure timely delivery.

E. W. Klotz,

MANUFACTURERS' AGENT AND IMPORTER,

24 & 26 Wellington St. West, - TORONTO.

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dow, might attract some attention. How much more striking would it be, however, to stand them on their sides or ends so as to form a platform with steps leading to the back, or to put a barrel in the centre or in one corner, and pile the bags on end so as to lean against it, putting enough of them at the bottom to completely hide the barrel, and to make a pyramid by piling more of the bags on top of it.

Package goods, such as breakfast foods, or starches, or teas, make a common, unattractive display when placed in the window in a small pile or two on the floor. But these goods can be made into striking

made out of package goods. And though it takes skill to make really good displays, such skill is well repaid by the results obtained by making up good windows.

A Boot and Shoe Display. One of the window dressing hits of the season was made by a shrewd boot and shoe dealer on Yonge street, Toronto. His window is a small one, not over three feet deep and four feet wide. The back of it is a mirror; the inside is finished with old gold felt. Plate glass gives a view from the other side and the front of the small display made within. On the floor of the window,

sible!"; "A 'peach' of a shoe, \$4 in two"; "No 'corns' where these boots are worn—\$3.50"; "We'd like to 'cabbage' your order for these boots for \$5." The cut showing this window is reproduced for the benefit of general merchants in the hope that they may get some ideas from it.

Grocery
Windows in
A Small City.

to visit a Western Ontario city
that boasts over 10,000 in
habitants. After my busines
was over I had an hour or two to look around
the business section of the town, so I started
to have a look at the window displays



A BOOT AND SHOE DISPLAY.

displays by a skilful trimmer. A display in a Toronto store which attracted considerable attention recently was made by forming an archway of breakfast food packages. There was no support to the archway that could be seen from the outside, but the space between the tops of the packages caused by the curve of the arch was filled with a smaller sized package. This archway was placed about two feet from the back of the window. In front of it was a pyramidal pile of packages, at either side of which a hollow pillar fully four feet high was made by standing the packages on top of each other in a small circle. There is no end to the variety of displays that can be

covered with felt similar to that on the wall, were arranged seven pairs of boots. In the foreground, a pair of stout walking boots with rubber soles were so arranged to show the sole of one boot and the upper of its mate. Beside them, a card about 8 x 6 in. bore the statement: "These soles don't slip on the slippery banana peel." Instead of writing the word "banana," a space had been cut out of the cardboard of sufficient size to hang a banana by small ribbons. The same idea was carried out with the other six pairs of shoes. The cards were: " 'Lettuce' show you these boots at \$5" "A 'pear' of these elegant shoes for \$3.50"; "Beet' these for \$4-impos-

shown in the various stores. The dry goods store windows were, I think, the most interesting. The stationery and hardware stores also made excellent displays. But, though I saw, and in most cases examined, ever window devoted to groceries, I cannot say that, apart from a couple, there was a grocer window that might entice one within the store. Most of the displays were made of staple articles, without any attempt t artistic effects. In most cases, the windo s were of good shape for good displays, a if as much, or half as much, time were taken with them as must have been taken with the dry goods windows, excellent results could have been obtained.

CEYLON AND INDIAN

MACHINE-MADE

TEAS

The best that money can buy. No better can be found anywhere in the wide, wide world. They are PURE teas, UN-ADULTERATED, CLEANLY, and MACHINE-MADE.

They have the largest sale of any, a sure indication of their sterling worth and popularity.

They are popular with the public, so, profitable for the grocer.

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RECERCION DE LA CONTROL DE LA

REMARKS ON SOME STORE WINDOWS.

SAW a very pretty window the other day. Bay-leaves profusely scattered took the place of paper, oilcloth or other covering for the sill. Two large globes stood in the centre, one filled with nutmegs, the other with all-pickling spice; and around these were ranged smaller jars containing different kinds of spices. Long rolls of cinnamon and cassia, tastefully tied with colored ribbons, presented a striking appearance, hung, as they were, above jars of preserved fruits which lit up the whole window. There was a moderateness about the display which bespoke genuineness and good quality. The proprietor had not tried to exhibit all his goods at once, and thereby make his window look like a combination between an impromptu barricade and an old lady's kitchen pantry in house-cleaning

Another window that pleased me much was gotten up in a totally different style. What attracted my notice at a distance was the good glass of which the window itself was formed, and I walked across the street to view its contents more closely. Fresh fruit-peaches, pears and grapes-set out on half a dozen high glass dishes looked exceedingly tempting. Muskmelons filled one side, while boxes of candies with their bright yellow covers decorated the other. A richness was added to the general effect by a couple of metal trays full of the very best cream candies, which sparkled among the fruit. I wondered at first why it was that I liked that window better than some others of the same kind, and the thought struck me that it was because of the glass dishes. The floor of a window is presumably clean, nevertheless, I would prefer to eat fruit off a glass dish; and I did not feel afraid that what I saw constituted the entire

Are you fond of good pictures? If not, you probably do not appreciate the value of them in setting out a window. One good engraving is far more attractive than several fliring advertisements for soap or tea companies. True, people can see these across the street, but the only thought that strikes one is "Grocery store," and there the matter ends. Quite otherwise when someone comes home and says: "I was just looking at that picture in Mr. Jones'. A striking one, isn't it? By the way, he has some very fine grapes there." I hold myself a patriotic citizen of the British Empire, but I must confess that my enthusiasm is not roused by a cheaply-framed likeness of Her Majesty, with a legend in one corner to the effect that such and such an article is patronized by all the world. A good picture is never out of place in a window, no matter what the line of goods to be displayed, and the majority of people will stop to look at one, which is all the more noticeable from the fact that it is not in an artist's gallery. But, remember, if you have one, have a good one!

In this connection, and at the risk of being considered a crank, I would like to offer one or two remarks by way of friendly criticism. "One line of goods at a time" is a safe motto, but, like every other motto, must not be abused, and a whole window full of soap packages does not always tempt one to enter the store in search of fruit. Unless the paper covering is exceedingly clean and the colors somewhat striking, there is apt to be a staleness about the display which discourages the would be purchaser.

Again, boxes of broken biscuits don't look inviting, notwithstanding that the price be extraordinarily small, the mind immediately reverts to empty ginger ale bottles, can-openers, and other appurtenances of the homecoming picnic basket.

A window where peanuts form the principal part of the dressing material suggests that the Exhibition visitors had not patronized the "stand" very well, and that in consequence the merchant's stock had accumulated.

Nothing except absolute uncleanliness creates a worse impression than the sight of something fallen over and not replaced. The inference is not that you are too busy to attend to such matters, but—well, that it does not make much difference, anyway.

A mistake not so common as some others is to have a show window looking bare and empty. The man who stuffs his too full has, at least, the satisfaction of having decorated it himself, instead of being under an obligation to the flies.

But I must stop my faultfinding and be more contented. A noticeable and, at the same time, an attractive material for decorative purposes is coffee. The effect of a display can be varied by presenting the article in many forms and stages. For instance, the floor may be strewn with the unground seed. Sacks of green coffee, as it was originally packed, are an interesting sight, and add a suggestion of plenty and reliability. Tins can always be arranged prettily, and one or two plants will brighten the general appearance.

Cereals also may be utilized to good advantage; and I have seen very satisfactory results along this line. Grains of various

hues, neatly arranged either in dishes or jars, and supplemented with packages of breakfast food, or the like, make as nic a display as any.

It is admittedly open to question whether it is wise for a grocer to put forward on article like tobacco in place of other goods, and it is a subject which each much selle for himself; but there is no doubt that porticularly pretty decorations are possible with tobacconist supplies of all kinds. CRITE.

MAKE YOUR OWN SIGNS.

Most retail merchants do not realize how easy it is to acquire considerable skill in the art of making attractive card signs for placing on their counters and in their windows. With a proper outfit, which costs but a very little money, the average clerk can learn in an hour's time enough about this sort of work to render the services of a professional sign painter entirely unneces-



sary. That attractive little card signs, often changed and ingeniously placed, are most excellent advertisements, and add much to the prosperity of the merchant using them, is self-evident.

The instruments necessary for the making of these store guide posts are pens, brushes, inks and bristol board. But all these have to be of a special kind made purposely for this kind of work. Most general merchants do not know where to buy them, and even if they did they would have to send to many different places for them, and pay separately for them much more than that for which it is possible to sell them when all are collected into an outfit.

This work has been done by the Spatial Publishing Co., 6 Oliver street, Boston whose object was to get together an outlifor this work that should contain everythin necessary for the making of a large variet of store-card signs, and which should necest the retailer, as a whole, including the faintly ruled bristol board, delivered and where in the United States, more that \$2.50.

This is the only outfit of this kind that is been offered to the trade, and its usefuln is will quickly be demonstrated to anyone voo purchases it. The outfit is enumerated and illustrated in their advertisement.

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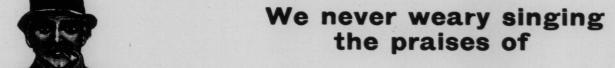


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Keen's Mustard

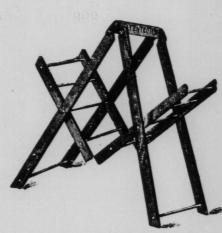
Its reputation of one hundred and fifty seven years has been made

On Quality.

THE "MATCHLESS" TUB AND WRINGER STAND



olds both the tubs and the wringer steady. They last a lifetime, being made of hardwood.



Can be used as a clothes drier.



Takes up little room when

WAITE DIRECT to the manufacturers for prices:

The Latest, Cheapest and Strongest Made.

J. H. CONNOR & SON

Manufacturers.

OTTAWA, CAN.



Heinz Sweet Pickles are preserved with granulated sugar and spices.

> There are 57 varieties of Heinz Pickles and Pure Food Products.

> > Canadian Agents:

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

Toronto.

Montreal.

Rowntree & Co., Limited, of York, England, desire to call the attention of the Canadian trade to their well known preparations, viz.:

A new Lemonade (in essence), of great purity and delicate flavour. This deliciously refreshing beverage for the hot season has attained immediate popularity in the Old Country, not only because of its superior qualities, but by

reason of its great economy in use.



A delicious, highly-nourishing, and thoroughly digestible Cocoa, so economical in use that 120 breakfast cups can be filled from a 1-lb. tin.

ROWNTREE'S CHOCOLATES AND CONFECTIONERY.

Of world-wide fame for delicacy of make. Chocolate creams of all varieties. Rowntree & Co., Limited, are the largest manufacturers of Gum Confectionery in the world, their large Yorkshire Factories employing over 1,500 hands.

Agent for Canada CHAS. GYDE,

20 St. Francois Xavier Street, MONTREAL.

SELL ONLY THE BEST!

> In Competition with the World we have received the

Highest Awards Made. . .

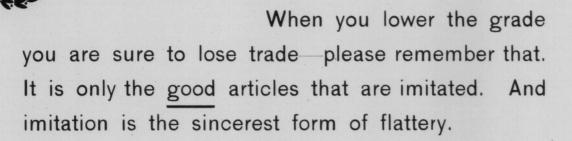
These substantiate our claim that : : : :

Colman's Mustard

IS THE BEST IN THE WORLD



"Standard Goods are Best to Handle"



Windsor Salt set the standard for highest quality years ago—that standard "as pure as Windsor Salt" signifies the best there is in Salt.

The purity, whiteness, dryness of Windsor Salt is almost proverbial. The Vacuum process is used in making it—the safest process that science knows. "Standard goods are the best to handle"—ask your wholesaler for

Windsor Salt

THE WINDSOR SALT CO., Limited, Windsor, Ont.

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THE ADVERTISING ARENA.

OMEONE in your line will advertise to your consumers. In sell-defence you must advertise to keep if not to increase your trade. — Advertising Experience.

Advertising introduces you to many people. It depends on your ability and honesty to make the most of such a wide acquaintance.—Mail Order Journal.

Build an ad. up in the way it should go, and when it gets into the printer's hands see that it does not depart from it.—Art of Advertising.

The first step in advertising is to get a good article to advertise, something which good business judgment dictates the public wants and will buy.—Ladies' Home Journal.

A man may have so little "schooling" that he is hardly able to use good grammar and still be able to write advertising matter that brings wonderful results.—Bates.

The advertiser should understand the habits of his possible customers as well as what mediums they are reading. He should know how they buy their goods and what are their tastes.—Advertising Experience.

One large advertisement in one paper is better than four small announcements occupying the same space in the aggregate in four papers.

Set aside a share of your profits for the year past for advertising your business during the coming one, and spend that sum in pushing for more trade.—Shoe Trade Journal.

There is nothing magical about advertising. It is one of the tools of trade, just as a chisel is a tool of carpentry. The man who handles the chisel properly can do many useful things with it. If he is careless and awkward, he is likely to cut himself.—C. A. Bates.

Advertising should be planned out on the presumption that it is going to be permanent —a necessary and invaluable part of the business. Too many men think of it as something apart from the business—a sort of galvanic battery, to be applied at the discretion of the advertiser.—Art in Advertising.

His Partner—These goods don't sell at all. Haven't had two calls for them in a month.

Furniture Man-Mention them specially

in our next advertisement, and refer to the "unprecedented demand."—Puck.

You wouldn't expect to plant a seed, never go near it again, and expect it to bear fruit. Yet, that's the way a great many people do advertising—simply put in the first copy that comes to them, run it week after week without change, and expect it to accomplish more than all their salesmen. Advertising properly done, will work wonders in a business-bringing way, but, like a growing plant, it requires careful attention.—The Wheel.

The other evening, a horse dropped dead on Wabash avenue, not far from the Coliseum. He fell with his back towards the car tracks. Then a theatrical billposter came along. When he had departed, a flaring handbill on the prostrate horse's back told the passengers in the cable cars of a coming attraction at a downtown theatre.—Chicago (Ill.) Daily News.

The art of publicity involves a great variety of serious studies—the study of human nature, of local conditions, of types and "display," of mediums and methods. No one can master the art at a sitting, and yet advertisements are written while the press waits, and good money is paid out for the printing—and advertising is voted foolishness because the expenditure is not immediately returned with profit.—Keystone.

This is the age of the world when the shrewdest business intellects are being devoted to schemes for attracting the attention of the public, and the appearance is that the pinnacle of advertising ingenuity has been attained. But, while no one is competent to say positively whether such is or is not the case, we are inclined to believe that the full measure of advertising success has not yet been reached. In fact, we do not believe that the greatest success for the least expenditure will be achieved until intricate campaigns have given way to the utmost simplicity, and advertisers merely talk to the people, instead of trying to make as much noise as possible.

The following wordings of advertisements were recently reproduced in Printer's Ink:

Assortment complete, quality best, styles eminent, finish perfect. Deficient in but one detail—prices. Those lack half and much more than half.

There's a tempting bargain on every shelf, an eye pleasing article on every counter, a delightful something in every showcase.

We never resort to statements like this: A \$10 suit for \$3.49. No, no; none of

that for us. If we show a suit for \$7450, \$10, \$15 or \$18 that suit is worth the price, and a little more.

Whether you are a novice or a connoisseur, you may buy here with a feeling of perfect safety. No misrepresentation, no adulteration, no substitution and no excessive prices tolerated.

Buy one of our shirts—take it home—try it on—if any fault, real or fancied, bring it here and we'll buy it back. Safe and sure, isn't it? Haven't been asked to buy many back yet, though.

A LOWER PROVINCE CANDY COMPANY.

F. C. Colwell Candy Co., Limited, of St. John, N.B., have been newly reorganized, with Mr. James R. Woodburn as President. Mr. Woodburn is one of the oldest and most successful candymen in the Lower Provinces. The company is putting in the the latest and best equipment in way of machinery that can be obtained for the manufacture of all kinds of confectionery, from the ordinary mixtures to the finest grades of chocolates, creams, etc., which, when fully completed, will enable it to compete successfully with all competitors.

PATENT MEDICINES FOR GROCERS.

One of the most enterprising wholesale drug houses in Canada to day is that of Archdale Wilson & Co., Hamilton. When readers of The Canadian Grocer require drugs, patent medicines, or anything in the way of drug sundries, they will do well to get quotations from Archdale Wilson & Co.

FROM CREDIT TO CASH.

A merchant who adopted the strictly cash system of retailing gives, according to an exchange, the following as the proper method of doing so:

Name the day on which you will make the change from credit to cash basis.

Advertise fully and frankly your reasons for so doing, showing in your ad, how it will benefit all your customers.

Acquaint your employes thoroughly with the merits of a cash business, so they can intelligently talk of it to your custon ers. Get your store people enthusiastic in its favor, because enthusiasm is contagious

Be willing to have at first a smaller margin of profit than you expect to have later, until your customers are thoroughly acquainted with the new arrangement.

Put large tickets on the goods, shoong "old credit price" and "new cash price."

Put a poker in your backbone, and lick to the cash arrangement. The best ade will always be attracted by the magnet of cheaper prices, and, though your customers may leave you for a time, eventually they will return, and your credit competito will get the "slows," who have plenty of ade to give him, but no cash.

BRITISH NAV

BLACK CHEWING **TOBACCO**

FOR SALE BY ALL PROMINENT WHOLESALE DEALERS

This tobacco is a combination of KENTUCKY and CANADIAN LEAF. the KENTUCKY being sufficient in quantity to impart its character to the entire plug, thereby giving a better flavor and chew than can be found in any purely Canadian goods. Order sample butt.

BRITISH NAVY

| 15 | OZ | pounds, | 3 | X | 12 | - | 15-lb. | butts, | 390 |
|-----|------|---------|------|---|----|---|--------|--------|-----|
| - 6 | to a | pound, | 2 | X | 4 | - | 16 | " | 39C |
| 10 | " | " | 11/2 | X | 4 | | 12 | 66 | 400 |

Manufactured by-

McAlpin Tobacco Co. - Toronto

Coffee.

With the return of cool weather your Coffee trade will increase. If you make Coffee one of your leaders we would thank you to try our

Java and Mocha Blend

for your best trade, and for a good, fullbodied, medium Coffee, try our

400 Blend.

These two lines have brought us many repeat orders lately. The price of the latter is 20c., whole or ground, but price can be shaded for large lots.

Extracts...

McLaren's Invincible Vanilla, Lemon and all other flavors are fast taking their place as the best extracts on the market.

OCEAN WAVE BAKING POWDER

Telegraph and Letter Orders are coming in more frequently this Fall than ever before, for which we thank our friends.

FULL-FLAVORED PURE SPICES

of all kinds, at right prices. Manufacturers who use large quantities and require the best goods, will profit by giving us a trial.

HAMILTON COFFEE AND SPICE CO., Limited

25 and 27 MacNab Street

CASH.

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Brunner, Mond & Co.'s

CRESCENT



BRAND

SODAS

STILL LEAD

IN

PURITY,

EXCELLENCE, CHEAPNESS.

WINN & HOLLAND

MONTREAL

Sole Agents for Canada.

ESTABLISHED 1892

CABLE ADDRESS, "BUTTER"

RUTHERFORD, MARSHALL & CO.

68 FRONT ST. EAST,
TORONTO.

WHOLESALE

PRODUCE AND COMMISSION MERCHANTS

BUTTER, EGGS,
CHEESE, HONEY,
DRIED and GREEN
APPLES, POULTRY

We buy outright, and solicit consignments of all kinds of produce.

Correspondence invited from Europe and Canada.

References—Canadian Bank of Commerce, and Mercantile Agencies.



WE DO NOT BELIEVE IN ADVERTISING

that ours is the only concern able to offer nice goods no firm can truthfully say that; we do say, however, that

NO CROCKERY DEALER

able to pay for what he buys, should tie himself up to one Wholesale House.

BUY THE NEWEST AND BEST THINGS TO BE HAD

they will always pay a profit.

WE CONTROL FOR CANADA

the products of 5 of the Best Potteries in Staffordshire, and certain patterns from several others, and

YOU MUST HAVE SOME OF OUR LINES

represented in your stock, if you want to be up-to-date.

CHINA

GLASS

EARTHENWARE LAMPS BARNARD & HOLLAND

290 St. James Street

MONTREAL.

BUSINESS AND ITS MANAGEMENT. *

STOREKEEPING ETHICS.

NDER the title of "The Wanamaker System; its Place in Applied Economics," John Wanamaker has published a booklet that is interesting both as a piece of advertising literature and as a discussion of the underlaying principles that have made the Wanamaker system of storekeeping the exemplar of the best storekeeping of the age. Merchants will be interested in these extracts.

Four years' experience in the retail clothing trade served to quicken the ambition, which the writer had felt still earlier in his boyhood days, to bring about less wasteful business methods. The result was the

INCEPTION OF A NEW SYSTEM -

so new as to be ridiculed as visionary, and so radical as to be thought disturbing to general business interests—yet a system which instantly justified itself to the popular judgment, and which by the test of a generation has shown itself to rest on economic laws as immutable as the laws of gravitation; a system which has proved to be capable of widest application, and which in fact has left its impress on the business of the country, wholesale as well as retail.

Important innovations had been made earlier—the evolution had begun—and in 1865, after long and careful thought, the two cardinal principles were evolved:

One price and but one price for everybody.

Returnability of goods when desired.

From these root principles others have from time to time branched out: The

STORE MUST BE A PLEASANT RESORT,

not a trap; the advertising must be carefully prepared news; visitors must be secure from importunity; employes must be trained in the new system, and in the law of courtesy; and mail orders must be filled by shoppers instructed to think only of the customer's wishes

One price was a proclamation of the law of certainty in trade—a law of attraction as sure as that which impels the apple to the earth or the needle to the pole. As Pope had said earlier: "Certainty is the father of right and the mother of justice." But the saying had passed as a generality until the new system gave it specific application.

Returnability of goods was a revelation of a law of rhythm as unfailing as the swing of a pendulum—the pendulum must swing both ways to keep the hands in motion.

Good will had previously meant good will

towards the seller-it was part of the store,

GOOD-WILL AND FIXTURES

went together. Under the new law it was seen to be a reciprocal affair—the swing towards the store being merely the reaction of the store's swing toward the community.

If a tuning fork be sounded in a room in which there are other tuning forks, only those which have the same pitch will respond. The clear and ringing response of the people to the new system showed that it had been accurately pitched, and also illustrated the fact that there is a law of rhythm in commerce as truly as in harmony, and that popular sentiment found itself instinctively in unison with the new keynote.

In pursuance of its policy of giving the

BEST SERVICE AT LEAST COST

to those who turn to it for service, the system goes to primary sources for its suppies, and, by going there at times when the wheels of production would ordinarily be idle, it can keep them going, helping the manufacturer with what is practically an all the year-around market.

At the same time, it helps industry by the continuity of employment, which is as essential to the best results of human skill as it is to the best exercise of energy even in purely mechanical forms. Even a locomotive must be kept in training to do its best work.

By buying at least cost it can afford to buy largely, thus verifying the truth that "increased production stimulates industry, which, in its turn, reacts beneficially on production."

Again, the system, with its continuous display of novelties, not only educates the popular mind in the progress of invention, but fosters invention itself, giving it a market for its products and a field for their exhibition unrivalled since the days of the State Fair.

On the other hand, it diffuses the blessings of human skill among innumerable homes, to which they would otherwise be strangers.

Exchange of itself bestows no new absolute value on an article, but it does add to the market value. The system seeks to keep the exchangeable value as little above the intrinsic value (or cost of production plus cost of transportation) as will be equitable to producer and distributor.

BUYING IN BULK,

the system continues the process of economy by shipping in bulk. It was formerly taught that retail trade carries on exchanges between people of the same country only as he distinguished from international trade. The system has changed that—abolishing all boundaries but the ends of the earth.

THE SYSTEM HELPS CONSUMPTION in the following ways:

- 1. By treating people courteously even before they reach the store, giving them helpful information in a form respectful to their reason.
- 2. By reducing prices without reducing qualities—a result not wholly due to large purchases at first hands. An important element of price is the cost of housing the goods till called for. The system minimizes this by quick distribution; by proximity to railway terminals, and by the low rental of an inexpensive building.
- 3. By the confidence created by the principle of returnability.
- 4. By cultivating the popular taste. It has popularized literature by its book-prices. It has popularized art by its book-prices. It has popularized music by putting music and musical instruments closer to the homes of the people.
- 5. By its club system of selling certain articles—bicycles, special publications, etc—which are thus made accessible to thousands who might not otherwise feel able to afford them.

The changes wrought by the system along intellectual, moral and material lines have been inestimable. Commercially, they permeate the whole business system of the country, and their effect is leavening. President Cannon, of the National Association of Credit Men, has declared; "The spirit which pervades the business world at the end of this nineteenth century is

LOFTIER IN TONE

than ever before in the history of the country; and," he adds, "while the spirit of competition is keener to day than ever before, I think there is less and less matice and harsh feeling between competitors in similar trades as time goes on."

It is fair to assume that the system has had something to do with this amelion led feeling. Certainly there is no community large enough to sustain a printing press in which the influence of the system is not reflected day by day in the advertisements. Unworthy methods have been crowded out. Trade has become more pleasant, safe and chivalrous. Production and consumption

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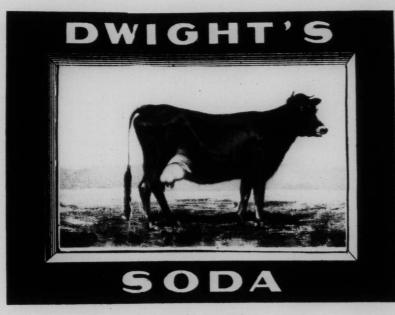
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First, Best, Cheapest.

To merchants who have sold COW BRAND Baking Soda it is not necessary to say a word. You know the goods and where to re-order. To others we say: The COW BRAND has no equal. It is of the purest quality, the package is beautiful and artistic.



FAC-SIMILE OF PACKAGE

JOHN DWIGHT & CO.

Manufacturers

New York.

Toronto.

Montreal. Halifax. V

l. Hamilton. Winnipeg. V

ton. London.

Kingston. Quebe St. John's, Newfoundland.

ec. St. John.

Cheapest,

Because

It is a ready seller

and affords the mer

chant a good profit

If your wholesale

dealer has not called

your attention to this

soda, send us your

address and we will send you a sample of the soda, also adver-

tising matter

Best.

TOMATO RELISH



the best thing ever produced in the tomato line.

It is prepared from fresh, ripe fruit by a scientifically exact formula, using no artificial coloring whatever and adus a most delightful zest to all articles of food with which such condiments are generally used. It is particularly THE thing for use with baked beans and stewed and fried oysters.

Packed only in full-pint, screw-capped bottles of triangular shape, attractively wrapped as shown in cut. Price, \$5.75 per case of 2 doz.

MRS. HOLBROOK'S

GOLDEN GERMAN SALAD

was first prepared at our factory under the personal supervision of Mrs. Holbrook, an experienced and accomplished housewife and cook.

It is NOT a salad dressing, but a RELISH in the form of a vegetable salad, whence its name, and as such it has no equal. We have never before produced any article that received such universal commendation.

Packed in handsome 18-oz. vacuum capped bottles

Price, \$5.75 per case of 2 dozen.



When you buy either of these articles you get the very best that can be had.

KELL IN STOCK BY

The Foreign Cheese and Importing Co.

No. 9 St. Peter St., Montreal.

Sole Agents for Province of Quebec.

SKILTON, FOOTE & CO.

BOSTON, MASS.

Manufacturers of Fine Table Condiments

Good goods are the Spice of trade. When ordering Spices please remember we are large Importers and Grinders of Pure Cream Tartar. Bicarb. Soda, Borax, and always carry a large stock. BAKING POWDERS **FRUITS** THREE BRANDS, ALL AI QUALITY. "World's Best" "Union" HEADQUARTERS "Star" Valencia Raisins. Seedless Raisins, Currants, Figs, and all kinds of Dried Fruits. We are Agents for the best SALMON PACKER on the Coast, and are always pleased to quote prices on these or any other Goods. Importers and Manufacturers. CORKS. Hand Cut. Machine Cut. Corks of any description Cut to order.

S. H. Ewing & Sons.

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Our Fall Importations

Arriving about 1st November.

GET OUR QUOTATIONS.

Order from us and get

SATISFACTION.

CHEESE...

Roquefort
Gorgonzola
Gruyere (Swiss)
Gruyere (American)
Edams
Pineapple
English Stiltons
Limberger

and all kinds of Canadian Cheese.

A. F. MacLAREN & CO.

Importers and Exporters of Foreign and Domestic Chees

Toronto and Stratford, Canada.



NOTHING

but pure fruits and sugar used in their manufacture.

UPTON'S ORANGE MARMALADE

1-lb. Glass Jars 2 doz. in case. 7-lb. Pails 6 pails in crate.

UPTON'S PURE FRUIT JAMS . . .

RASPBERRY, STRAWBERRY, PEACH, PLUM, APRICOT, RED CURRANT, BLACK CURRANT, GOOSEBERRY, packed as follows:

1 ib. Glass Jais 2 doz. in case.
5 lb. Tin Pails 8 pails in crate
7 lb. Wood Pails 6 " "
14-lb. " " 6 " "
30-lb. " " -6 " "

UPTON'S PURE FRUIT JELLIES . . .

RASPBERRY, STRAWBERRY, RED CURRANT. PINE APPLE, packed as follows:

1 lb. Glass Jars = 2 doz. in case: 7-lb. Wood Pails = 6 pails in crate. 4-lb. " " = 6 " "

HENRY WRIGHT & CO.

SELLING AGENTS,

TORONTO, CANADA.

have been brought closer together, and both have been the gainers.

It needs no argument to show that a system which increases both production and consumption must contribute to the welfare of both producer and consumer—in other words, of the entire community. As Ruskin says: "The prosperity of our neighbors in the end is our own."

If it be true to day, as in the days of Poor Richard, that

A PENNY SAVED IS A PENNY EARNED, it is manifest that the total savings to consumers effected by the system are in effect additions to their earnings—contributions by just so much to the aggregate wealth of the community.

Socially the gain has been no less marked; and the changes wrought are such as could not have been effected by legislation. Every home has been put in closer touch with civilization. The word "commerce" primarily meant traffic; in its secondary meaning it stands for social intercourse, fellowship. As Emerson says: "The end of friendship is a commerce the most striking and homely that can be joined."

The system has made the excessive luxuries of 30 years ago the

UNIVERSAL NECESSITIES OF TO-DAY.

In domestic life, it has been a vast labor-saver. It has largely emancipated woman from the drudgery of the needle, and it has relegated the quilting frame to the garret along with a host of other obsolete ideas and devices.

In the matter of its announcements alone, the system has been an intellectual stimulus for the country. As Mr. Cannon has further said: "Articles, to be worth advertising to-day, must have merit, and advertising, to be remunerative, must be restricted to truthful statements."

The conclusion will be irresistible with all reasoning minds that a system which has steadily enlarged its usefulness to society throughout a generation, and proved its economic value to the commerce of the country only stands at the threshold of still larger service in the new century that lies so close at hand.

WHERE TO GET A BUSINESS TRAINING.

The young man who starts in any line of business with thorough training has at once a decided advantage over his fellows. Other things being equal, he is bound to come to the front. On this account, the advertisement of the Canada Business College is worth the consideration of the readers of THE CANADIAN GROCER. Not only should grocers give their own sons a chance to get a thorough training in bookkeeping, etc., but they should look to a reliable institution like this business college when needing a bookkeeper or stenographer.

VINEGAR MAKING IN CANADA.

THIS is the age of centralization. In almost every line of business the past year or two has witnessed some consolidation of interests.

In the vinegar business, as our readers will remember, this development was represented by the union of six of the large vinegar makers of Ontario under the style of the Wilson, Lytle, Badgerow Co., Limited, Toronto.

The result of the amalgamation of these firms has been a reduction of operating expenses. Before the union each of the five companies had its factory, with the consequent expense of rent, office staff, inland revenue officials, etc., and their travelers were over-lapping and competing for orders. Since the new factory has been started but one office staff and one Government inspector is needed, and in many ways expenses are cut down, thereby enabling them to considerably improve the quality of their product without increasing the price. Its equipment is the best, including an improved system of manufacture of their own patent by the Superintendent of their works. After the goods are manufactured they are stored in the cellars of the company till they are properly matured, and are taken out in rotation, thus guaranteeing uniform maturity. The facilities for handling in the new factory are such that all orders are filled immediately on their receipt. An instance of this occurred a few weeks ago, when a telegraph order for three and letter orders for two cars were received. These five cars, in addition to the regular business, were shipped within twenty four hours of the receipt of the first order. The traveling staffs of the five companies in the union have been retained, but instead of competing they cover more ground, and do it more thoroughly, Canada now being covered from ocean to ocean.

The result of these improved facilities for manufacturing, selling and handling their product has been that, notwithstanding the fact that the new concern has been in basiness but a few months, they are already, they report, doing as big a business as the aggregate of the six companies which united.

CREELMAN BROS., GEORGETOWN.

On page 6 of this issue will be found the announcement of Creelman Bros., manufacturers of knitting machines, typewriters, etc., Georgetown, Ont.

The firm began business in 1872, and by steady application and by keeping in mind quality have built up a nice business and a Dominion-wide reputation.

The knitting machines are hand and power, and range in price from \$10 to \$375. The writing machines they turn out are what are known as visible writing machines, which are among the latest and most improved on the market. Another specialty of this firm is a double wheelbarrow. It is termed double because it can be used to carry a load double the weight an ordinary wheelborrow can, and yet the tax upon the man using the barrow is even less than by using the latter. The explanation of this is that there is a second wheel beneath the legs of the barrow which works automatically.



A TASTE FOR MUSIC.

"Say, Jim, w'ot's der matter wid de billy-goat?"

"He's bin an' swollered a music-box, an' I kin hear it a-playin' 'Dere's a Hot Time' in his stomm:

the union of competand do it now being

facilities for adding their standing the een in basiare already, iness as the nies which

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MAYELL & COMPANY

LARGEST

Importers and Manufacturers of

Coffees
Spices
Mustards
Flavoring Extracts
Cream of Tartar
Baking Powders

MAYELL & COMPANY

testeste

TORONTO.

MAYELL & COMPANY

WITH

New Machinery Most Elegant Labels Attractive Packages

a thorough knowledge of the business, and choicest goods money can buy, are prepared to compete with any opposition in matter of prices when qualities are taken into consideration.

MAYELL & COMPANY,

TORONTO.

MAYELL'S & &

ART ROYAL BLEND

COFFEE

FULL CHOICE FLAVOR

GREAT BODY

UNIVERSAL FAVORITE

PRICE MODERATE
Showing only a living profit.

SATISFACTION GUARANTEED

MAYELL & COMPANY

TORONTO

BOECKHS'



BRUSHES AND BROOMS



have stood the test for half a century, and have gained for themselves an enviable reputation. Nothing but the best materials are used in their construction, and they are made by experienced workmen, many of whom have been brought up in our factories, the result being

A BRUSH OR BROOM THAT WILL LAST.

Always keep a full line of **BOECKHS'.** They **outsell** all others. Write for catalogue and price list.



BOECKH BROS. and COMPANY

80 York Street, TORONTO, ONT.

USEFUL for many purposes and always ready for use.

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DISPLAY YOUR HOLIDAY GOODS

EASILY and instantly adjusted to any angle.

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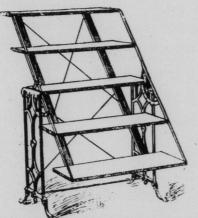
Boeckhs' Adjustable

Display Tables

Show your goods to the people and sales will follow. Advertisers tell the people—showing is better than telling. "A man

is judged by his clothes," and people judge a store by its appearance for the same reason. A "behind-the-times store" is naturally suspected of containing old stocks.





It is the most useful piece of store furniture on the market.

LET US HELP YOU.
OUR TABLES ARE INEXPENSIVE
AND SURE TO PLEASE.

BOECKH BROS. and COMPANY,

80 York St, TORONTO, ONT.

A CARD WILL BRING ILLUSTRATED BOOKLET

Pickles Souns etc. Catsups, Mustards, Baked Beans, Soups, etc.

ARE THE FINEST THAT MONEY CAN BUY.



The best value in high-grade

Possessing true merit they have rapidly gained public favor.



All goods put up in handsome packages.



No retailer ever handled these goods without increasing his trade.



IT WILL PAY YOU TO HANDLE A COMPLETE LINE OF THESE GOODS. ASK YOUR WHOLESALER.

L. CHAPUT, FILS & CIE.,

MONTREAL

SELLING AGENTS FOR PROVINCE OF QUEBEC.



President, BAYNE MacLEAN, HUGH C. MacLEAN 1 10H Montreal. Toronto.

THE MacLEAN PUBLISHING CO.

Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU, SAW THEIR ADVERTISEMENT IN THIS PAPER

INDIAN AND CEYLON TEA VS. OTHERS.

HE steady expansion in the consumption of Ceylon and Indian teas in Canada; in fact, on the entire North American continent, has been one of the most notable circumstances of the tea market during recent years.

The increase in the inquiry for these teas first became important in Canada in 1896, and since then the gain has been steady. In fact, not a few traders contend that in the near future British grown tea, that is, tea produced within the Empire, will take the premer position in Canada, to the detriment of Japans, which now hold the lead. As everyone in the trade knows, the latter drove China tea out of the average consumar's market, and now, if present indication are any criterion, it, in its turn, will have to succumb to new competitors.

Leding commission men assert that three years ago their turnover of Indian aud Caylon tea was a trifle, but that since then they have quadrupled their sales, so that the business is assuming large dimen-

Previous to 1898 the Canadian Customs

Department did not classify the imports of tea, but last year they commenced to do so, and the figures of the year afford reliable data for the question under consideration.

From these figures it is ascertained that the Canadian importations during 1898 were almost equally divided between blacks and greens, 9,841,976 lb. of the latter and 9,494,587 lb. of the former being brought into the country, a difference of 347, 389 lb. in favor of the former.

Ceylon and India's contribution in green tea was a trifling 120, 128 lb., but in blacks the two dependencies held the leading position. India sent us 1,992,919 lb., of a value of \$313,220, and Ceylon 3,349,376 lb., valued at \$518,319, a total of 5,342,295 lb., representing \$831,539.

Contrasted with these figures, China supplied 3,323.335 lb. or \$427,895 worth, and Japan 828,957 lb. or \$100,588 worth of black tea, making a total of 4,152,292 lb. or \$528,483 worth.

Ceylon and India, therefore, sold us during 1898 1,190,000 lb. more black tea than the other two competing countries.

When green teas are turned to however, it is at once seen where Japan holds the advantage. During the last year Japan sent us 8,378,520 lb. of green tea, valued at \$1,092,220, 3.035,225 lb. more than both India and Ceylon's contributions of black, the excess of value in favor of Japan being \$260,681. China only sent us 1,343-328 lb. of green during 1898, valued at \$150,000.

These figures show the standing last year, and, though no official date for the present year is yet to hand, well informed men in the trade contend that the importation of Indians and Ceylons this year will show an improvement over that of last year.

It is worthy of note also that the cost of the average Indian or Ceylon tea is 4c. per pound higher than the Japan, that is to say, the Indian or Ceylon tea in most general consumption here ranges from 17c. and 18c., as against 14c. and 15c. for Japan.

The flavor of the former, however. evidently pleases the popular palate, and as it is heavier, with more in it for less money. than the China black, it is ousting both the latter and Japan from the Canadian

EXPORTING CANNED TOMATOES.

Some of the Canadian canned goods packers are this season doing quite a nice little export trade with Great Britain in canned tomatoes.

It has been held that Canada was not able to compete in Great Britain with canned tomatoes from Baltimore, Md., and Italy. And, while this may be true in some years. it is not true in all. This year, at any rate, it does not apply. Of course, the ability in the future to export will depend on the packs in the respective competitive countries, just the same as it is in regard to all other products.

THE CANADIAN GROCER has always urged the packers to push more vigorously the export trade in canned goods than has been their wont, and it is pleased to learn that some of them are developing more enterprise along this line.

Of course, by far the greater portion of our canned salmon, canned lobster, and gallon apples are already exported.

The following table shows the exports of canned goods in 1898:

| | Quantity. | value. | | |
|------------------|------------|-----------|--|--|
| Mackerel | | \$ 192 | | |
| | | 2,290,872 | | |
| Salmon | 41,646,995 | 3,430,645 | | |
| Fruits | | 159.778 | | |
| Corn | | 2,807 | | |
| Other vegetables | | 7,230 | | |

VALENCIA RAISINS IN MONTREAL.

The consigned raisins ex ss. Escalona are rapidly going into consumption; in fact, they are nearly all absorbed, the basis at Montreal being 41/2 to 43/4 c. for off-stalk; 5c. for fine off-stalk; 5 3/4 c. for selected, and 6 to 6 1/4 c. for layers.

These figures have been ruling practically since the first forward sales were closed, the earliest purchases, as a rule, being made at an advance of 1/4c. on the figures quoted

This week, however, cables from Denia advise importers not to be in a hurry about selling as the market is advancing.

In currants, sales of Filiatrias ex Escalona have been made at 43/4 c., which is 1/4 c. under what was refused a week ago.

Cables from Patras state that the market shows signs of a tendency to recovery from the decline, and that improvement is expected. At Patras, however, prices are still 1/6 to 2 6c. below the figures ruling at the beginning of the season.

THE STATE OF TRADE IN CANADA.

RADE conditions in Canada continue to improve. And at no period in the history of the country have they been as satisfactory.

Agriculture, the most important of our industries, is in a decidedly prosperous condition. The fact that Manitoba has a wheat yield of between 50,000,000 and 60,000,000 bushels, and the bulk of it No. I hard, to say nothing of oats and barley and other cereals, is the keystone in the archway of promising conditions.

In Ontario, the wheat crop has not turned out as well as desired, but, taken all around, the grain harvest has been anything but poor.

Then, as to live stock, the demand exceeds the ability of the farmer to supply.

The dairying industry was never in such a thriving condition. Notwithstanding the multiplication of creameries throughout the Dominion, there is not enough good butter to supply both the home and foreign demand. So far this season, no less than 393.917 packages of butter have been shipped by the St. Lawrence route, compared with 189.644 packages the same period last year, an increase of about 108 per cent.

The exportation of cheese is also so far this season in excess of that of last year, the quantity shipped by the St. Lawrence route being 1,511,364 boxes, compared with 1,492,664 boxes last year.

But better still, perhaps, the price of both cheese and butter is several cents higher than for several years past.

The lumber industry was the slowest of the Canadian industries to recover from the comparatively recent depression which existed the world over. But it is now making up for it. From New Brunswick on the Atlantic to British Columbia on the the Pacific comes practically the same report, namely, a decided activity. When the Dingley tariff became law in the United States, the people trembled for the Canadian lumber industry, but to-day the demand from the United States for our lumber is extraordinary. Of the home market the same thing can be said. And stocks are rapidly going down while prices are rapidly going up.

Lumbering operations in the woods of Canada this winter will be conducted on an unusually extensive scale. One of the difficulties is to get men enough. This seems to be particularly true of the north shore of Lake Superior. Lumber operators in that part of the Dominion are at their wit's end in that respect, and some of them are paying the traveling expenses of men from as far east as Three Rivers, Que., in order to secure their services.

The gold, the silver, the coal, and other mining industries, are being worked as they were never worked before, and are producing as they never produced before.

The various manufacturing industries in the country are about as busy as they well could be, and not only are a great many of them unable to make prompt shipment, but they have sold away into next year. It is no exaggeration to say that never before in the history of this country were the various manufacturing industries so busily employed.

One of the best barometers of a country's commercial condition is the figures relating to the earnings of its railways. Turning to the earnings of the two great railway systems of Canada, we read there of continued increases over the previous year, notwithstanding that 1898 shows large gains over 1897.

The C.P.R. net earnings during the first six months of the present year were nearly \$1,000,000 in excess of those of the same period of 1898. The net earnings of the Grand Trunk during the same period were also considerably in excess of those of last year. Since then the earnings of these two railways have continued to expand.

Another reliable trade barometer is the clearing house returns. These, for the nine months of the year, aggregated \$1,-121,940,789, against \$1,014,245,062 for the same period last year, an increase of over 10 per cent. The monthly bank returns also contribute their share of evidence as to the commercial activity of the country.

The official returns show that the foreign, like the home trade of the country, is in a healthy condition. For the fiscal year ending June 30 last our aggregate foreign trade reached \$306,104,708, the largest in the history of the country, and over 50 per cent.

in excess of that of ten years ago. The returns for the first two months of the present fiscal year show a continuance of the favorable conditions in regard to the foreign trade of the country, there being an increase of over \$5,600,000 compared with July and August of last year.

II

A FEATURE OF VALENCIA RAISINS.

OME misunderstanding appears to obtain in regard to the price of new season's Valencia raisins.

After the wholesale houses had placed their orders for shipment by the first direct steamer, prices declined somewhat, thus allowing fruit to come by the second direct steamer to be purchased at a lower figure.

Now, in quoting raisins ex Escalona, which fruit is being delivered this week, the travelers naturally quote a little higher than they do on fruit arriving by the second direct steamer, while a good many retailers, not, perhaps, acquainted with the situation of the market, are of opinion that Valencia raisins by the first steamer should not cost them more than by the second steamer.

Then, another thing to be borne in mind is the fact that the fruit ex the first direct steamer is wholly composed of the better known brands, while that which is coming on the second steamer will contain brands not so well known, as well as the better known grades.

The ruling price for the Valencia raisins which arrived on spot this week is 5¾ to 6c. per lb., for fine off stalk, 6½ to 6¾ c. per lb. for selected, while that which is due to arrive on the second direct steamer will sell to the retail trade at about ½c. per lb. less for the better known brands, and ¾c. less for the brands not so well known, than the prevailing quotations on the fruit now in stock.

UNIQUE CONDITION IN PRUNES.

On account of the shortage and onsequent high prices ruling for prunes of European production, more attention than ever before will be given this season on the Canadian market to Californian prunes.

The crop in California is a remarkably good one. In fact, it has been almost too good, there being very few of the smaller sizes produced. Practically nothing below 70 to 80's are procurable, while last year 110 to 120's were plentiful.

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IMPORTS OF GROCERIES FROM THE BRITISH EMPIRE AND THE UNITED STATES.

COMPARISON of the imports from the British Empire and from the United States into Canada during the last quarter of a century of goods appertaming to the grocery trade is by no means uninteresting. Their uniqueness makes them so, for, while in nearly every other branch of trade the United States has made tremendous inroads into the Canadian trade at the expense of the British, yet in this particular branch the same is not, generally speaking, so strikingly apparent.

In the subjoined table we have not followed the usual course of making a comparison between the imports from Great Britain proper and those from the United States, but have taken the imports from the British Empire as a whole—the Mother Country and the colonies—and arranged them alongside those from the neighboring republic. We have selected the figures for 1898, 1896 and 1894 in order to show the trade in recent years, and those for 1885 and 1875 for the earlier periods.

The numerous blanks in the columns for 1885 and 1875 are due to the fact that the returns in those years were not given in detail to the extent they now are. Take currants, raisins and other foreign dried fruits, for example: In the returns for 1875 they, with nuts, are all placed under the one classification of "dried fruits."

Although the comparison is on the whole so favorable to the imports from the British Empire, a no small proportion of it has been at the expense of the Mother Country herself. This is particularly true of some of the chief staple lines. The explanation of this is that Canada of late years has been gradually developing a direct importation trade instead of buying in Great Britain. Tapioca, tea, spices, etc., are examples of this. Then there are foreign dried fruits: the great bulk of these now come direct from the countries of production.

But, while the development of this direct import trade has been at the cost of the Mother Country, yet the loss to her is not so great as it appears at the first glance to be, for no inconsiderable part of this direct trade, foreign as well as British, is transacted through British firms, while the merchandise concerned in these transactions is carried from the country of production to the Canadian market in British bottoms.

It might be noted, as far as tea is concerned, that quite an impetus has been given during the past year to the direct importation of Indian and Ceylon growth by the high prices ruling in the London, England, market

It is significant that, notwithstanding the increased competition of the United States, and the efforts that are being made by the home manufacturers, British pickles and

CER to the effect that its trade with Canada last year was the largest on record.

The increase in the importation of common or laundry soap is also significant: In 1875, the quantity i nported was 336,830 lb.; in 1898 it was over 2,000,000 lb. The renewed efforts which are being made to introduce dry soap powders of British manufacture are also beginning to reflect themselves in the trade returns.

As will be noticed we have in the accompanying table put raw and refined sugar under one classification. We have been compelled to do this owing to the fact that in the trade returns of 1885 and 1875, the standards for duty were not the same as at present, making it, therefore, impossible to

IMPORTS OF GROCERIES FROM THE BRITISH EMPIRE AND THE UNITED STATES IN QUANTITIES.

| | 189 | 8. | 189 | ti. | 189 | 14. | 188 | 85. | 18 | 75. |
|--|--------------------|----------------------|--------------------|----------------------|-----------------------------|----------------------|-----------------------|----------------|---|--------------------|
| ARTICLES. | British Empire. | United States. | British Empire. | United States. | British Empire. | | | United States. | British Emp [†] re. | United States. |
| Almonds, lb Anchovies and sardines, | 4,414 | 96,169 | 50,916 | 186,916 | 91,868 | 137,473 | 115,818 | 100,147 | | |
| boxes and half-boxes | 532,771 | 38,831 | 271,981 | 68.509 | 472,707 | 57,813 | | | ******* | |
| Arrowroot and tapioca | 1,524,024 | 356 357 | 1.118,177 | 124 162 | 917,407 | 154,114 | 2,459 | *** | | *** ***** |
| Cocoa beans, lb | 230,385 | 118,607 | 108.955 | 116,278 | 194.812 | 175,966 | 2,459 | 116,230 | 20= 0=0 | |
| Candles, all kinds, lb | 115,981 36,691 | 1,160,338 404 006 | 167,280 19 604 | 332,6.9 361,827 | 123,571 30,473 | 144,727 167,691 | 101 340 51,380 | 7 654 | 307 050 | 62,011 |
| Biscuits, not sweetened, lb. Biscuits, sweetened, lb | 29,686 | 202,525 | 31,310 | 192,027 | 25,356 | 18,367 | 31,350 | 100,014 | 37,296 | ******* |
| Blueing, lb | 187 835 | 11 727 | 169,454 | 13,362 | 132,144 | 17,654 | ******** | | | |
| Sugar candy, confectionery, | | | | | | | | | | |
| candied peels lb Cocoa, cocoa paste, choco- | | 260,386 | 398,386 | 247,395 | 254,842 | 182,004 | 159,049 | 283,867 | 230,914 | 269,085 |
| butter, etc.,lb, | 317,703 | 388,755 | 229,970 | 328,405 | 189,468 | 331,677 | 146,476 | 86,167 | 133,062 | 22,851 |
| Coffee, green, n.e.s. lb | 919,812 | 000,100 | 18,569 | 70,551 | 4 115 | 142,220 | | 1,508,330 | | 1,005,429 |
| Cream of tartar in cry- | 011,012 | | | | | | | .,, | 440,440 | 1,000,1110 |
| stals, lb | 168,974 | 58 369 | 261 680 | 113,506 | 254 122 | 87,599 | | | 124,706 | 85,015 |
| Currants, lb | 317,541 | 1,365.161 | 602 162 | 716 048 | 605.383 | 1,393,933 | 1,578,214 | | ******* | |
| Dates, lb | 750 949 | 104,173 | 771,109 | 133 909 | 643.225 | 293,169 | 243,913 | 714,634 | ******* | ******** |
| Jams, jellie and preserves, | 106,552 | 162,172 | 342,115 | 184,722 | 541,756 | 150,410 | 292,681 | 70,450 | ******** | ******** |
| lb | 458 878 | 28,212 | 405,318 | 20,254 | 93,810 | 879,201 | 175,897 | 28,533 | ******* | ******* |
| Liquorice paste, lb Liquorice in rolls and | | 31,601 | 81,311 | 38,805 | 232,601 | 41,543 | 44,184 | 93,343 | | ******* |
| sticks, lb | 17,847 | 187.077 | 15,118 | 219,103 | 21,350 | 147,054 | 23,893 | 36,244 | | ******** |
| Mace and nutmegs, lb | 59,937 17,866 | 15,069 183,778 | 54,657 32,346 | 19,635 104,824 | 69,939 10,719 | 13,952 62,972 | 89,976 | 14,118 | 72 504 | 1.697 |
| Macaroni and vermicelli,lb Milk, condensed, lb | | 628,250 | 20,019 | 231,528 | 4,776 | 9,837 | 101,473 | 19,692 | 5,323 | 8,859 |
| Rice, cleaned, lb | | 190,248 | 1,415 265 | 93.916 | 576,265 | | 3 100 160 | 2,584,5604 | 9 574 372 | 1,098,834 |
| Rice, uncleaned, lb | 5,599,533 | 37,920 | 112,000 | | 9,740,863 | | 20,208,493 | 45 | | .,000,001 |
| Brazil nuts. lb | | 67,659 | 1,725 | 59 167 | | | ********* | | | |
| Soap powders, lb | 17,528 | 885,403 | 956 | 1,019,156 | 53,432 | 676,231 | 4,168 | 342,735 | | |
| sago, lb | 230,492 | 526,009 | 295,108 | 199 125 | 71,281 | 65,201 | 3,851 | 7,332 | | |
| 1b | 2,005 985 | 363,759 | 1,084,901 | 194,188 | 645,576 | 135,955 | 88,830 | 330,796 | 336,830 | 224,213 |
| Soap, soft and liquid, lb | 28,545 | 226,011 | 29,142 | 24.159 | 26,444 | 11,074 | 9.772 | 33,613 | | |
| Soap, castile. lb | | 38,375 | 16,047 | 34 352 | 50,011 | 49,283 | 113,503 | 24,785 | | |
| Soap, toilet, lb | 79,083 500,312 | 237,548 2,543 882 | 94,033 | 311.080 3,423.006 | 72,009 | 62,459 2,201,241 | \$14,586 2,770,431 | \$32,637 | | ******* |
| Raisins, lb | | 586,007 | 238,037 | 258,695 | 76,550 | 81,110 | | 525,891 | | |
| Pickles, in bottles, jars, | | | | | | | | | | |
| etc., gal | 59,506 | 39.754 20.595 | 54,798 2 296 | 10,424 8,020 | 59,577 | 3,802 | \$128,364 | \$24,342 | 26,979 | 3,717 |
| Pickles in bulk, gal | 187 | 2,594,244 | | 1,289,901 | 93,810 | 879,201 | 242,642 | 189,884 | ******** | *** ***** |
| Prunes | | 2,001,211 | 10,021 | t jacon junt | 39,010 | 010,201 | 212,012 | 100,001 | | ******* |
| bottles, gal | 29,998 | 21,548 | 21,756 | 6,506 | 17,378 | 4,775 | | | | |
| Sauces and catsups in bulk, | | 6,237 | 365 | 1,645 | 475 | 1,290 | | | | |
| Ginger and spices of all kinds, except nutmeg | | | | | | | | | | 4 |
| and mace, unground, lb Ginger and spices of all | 965,716 | 1,002,488 | 821,496 | 774 377 | 997,620 | 353,976 | 560,235 | 427,121 | | |
| kinds, except nutmeg | | 100 004 | 00 170 | 159 611 | 21 771 | 00 000 | 17 500 | 100.000 | | |
| and mace, ground, lb Ginger, preserved, lb | | 188,004 8,782 | 86 150 4,044 | 152,641 24,533 | 24,77 ⁷ 6,165 | 68,829 7,297 | 17,599 | 192,858 | | |
| Starch, corn starch, etc., lb | | 1.045,335 | 352,285 | 689 635 | 316,974 | 419,613 | 308,557 | 485,063 | 318,671 | 835,312 |
| Soda, bicarbonate, lb | 3,350 316 | 1,322,446 | 1,556.971 | 318,353 | 3,065,958 | 63,386 | 1,626,099 | 142,203 | | |
| Soda sal, nitrate of, etc., lb. | 17,236,031 | 11,455,705 | 7,033,353 | | 20,540,135 6,771,727 | 4,914,971 897,987 | 9,059,009 | 1.817.031 | E 90E 950 | 4 000 000 |
| Tea, lb | | 9 152 | 29 198 | 4,501 | 28.248 | 1,962 | 31,117 | 5,053 | 5,805,859 26,613 | 4,258,976 5,781 |
| Sugar, raw and refined | | | | | | | | | | 27.167.582 |
| | ,, | | | | | | | ,, | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | ,, |

*All rice, cleaned and uncleaned, is grouped under one classification in 1875.

vinegar should be able to rather tighten than loosen their hold upon the Canadian market. One British vinegar firm, only a few days ago, wrote The Canadian Gro-

determine how much high-grade raw was tabulated with the refined article.

Of the total sugar imported in 1898 about 12,000,000 lb. were refined, of which

4,386,249 lb. came from Great Britain and over 90,000 lb. from the British West Indies. From the United States over 7,500,000 lb. were brought. In the same year the imports of raw sugar were 15,735,-344 and 19.058,683 lb. respectively from the British Empire and the United States. In 1896 only 339,793 lb. of refined were imported from the British Empire and 130,883 lb. from the United States. For 1894 the figures were 189,789 and 304.571 lb. respectively. In 1896 32 185,122 lb. of raw sugar came from the British Empire and 11,337,440 from the United States; in 1894 the figures were 30,837,337 and 41,-406,595 respectively. In 1894 the duty on refined sugar was 64-100c. per 100 lb. and raw was free. A year later the duty on the refined article was increased to \$1.14 per 100 lb., and raw was placed on the dutiable list at 50c. per 100 lb.

When the present Government came into power the duty on refined was reduced to \$1 per 100 lb., and raw was left as before, namely 50c. per 100 lb. In 1898 another change was made, the polariscopic test system being applied, the duty on sugar testing not more than 88 deg. being fixed at \$1.08 per 100 lb.

The figures for the fiscal year 1899, when issued, will undoubtedly show a further increase in the importation of American refined sugars, on account of the fight between the Trust and the independent refineries across the border.

While exporters in Great Britain are not neglecting the Canadian market as they formerly did, they would find their trade develop better were more of them to make a personal visit to this country and learn its requirements and its peculiarities. And, then, in appointing resident agents they should be careful, first, as to the man they get, and, then, having secured good men, they should give them some latitude for the exercise of their own judgment. No representative can be successful if no course can be taken and no tack made, unless the principals at home have immediate charge of the tiller. It is just about as feasible as to expect the master of a vessel to steer and sail his craft only as the owner on shore instructs him.

There is nothing like price-cutting to hew your way to insolvency.

ENGAGED IN A GOOD CAUSE.

THE Canadian Pacific railway continue to do excellent work in advertising Canada as a resort for the sportsman and the tourist.

Some years ago a representative of this paper went to New York to see the Sportsman's Exhibition, which has always been a big success as far as attendance is concerned.

He observed that, while the leading resorts in the United States were strongly represented, Canada, with the greatest fishing and shooting grounds in the world, was unknown.

The importance of taking advantage of this splendid opportunity of bringing American money into Canada was referred to at the time in these columns.

The Canadian Pacific took the matter up energetically, and last year and this had fine displays at both New York and Boston. Just at the moment, according to the St. Louis papers, they are making thousands of people in that city and vicinity familiar with Canada. They have an immense picture of the great glacier in the Rockies, stuffed game animals in groups and singly, and numbers of large pictures showing that Canada has attractions hitherto unknown to the thousands of wealthy people of that city of many rich people.

Many of them have in the past gone to the Maine coast, but this advertisement cannot fail to draw a number to Canada.

Tourists, as has been frequently pointed out, leave large sums of money in a country. The State of Maine alone figures that it gets \$50,000,000 a year from this source.

The great advantage is that it is practically all found money, because we are not required to expend capital to get this revenue. They use our established railways, hotels, etc., and employ our rural population at times when they would not be earning money otherwise. This money is distributed among many people, and nearly all of it finds its way into the hands of the merchants, chiefly grocers.

We need better hotel accommodation at nearly all our resorts. These visitors have money to spend, and they are quite willing to pay \$3 to \$10 a day for comfortable rooms with good food. This matter is of so

great importance that the Provincial Go arn. ments and boards of trade should on-sider it.

HINTS TO BUYERS.

Contributors are requested to send news only, not possession goods they handle, or the arrival of standard that everyone has in stock, or that they are of the goods at close figures, or that they have how a unusually large sale this season.

F. MacLAREN & CO., Toro to, expect their fall importation of Roquefort, Gorgonzola, Swiss, Stilton and other foreign brands of cheese to arrive about November 1.

W. H. Gillard & Co. are in receipt of the "Haycastle" brand of currants.

W. H. Gillard & Co. are just in receipt of a carload of "Eagle" brand blueberries, in 2-lb. tins, choice goods.

Several invoices of fine flavory Ceylon and Indian teas have been received by The Eby, Blain Co., Limited.

Laporte, Martin & Cie are offering special inducements in teas of every kind. Their stock is large and of the finest qualities.

The Davidson & Hay, Limited, quote close figures on all nuts for Halloween-walnuts, almonds, filberts, brazils and peanuts.

"Meadow Sweet" cheese, a table delicacy in tin foil packages, to retail at 10c. per package, is having a large sale with W. H. Gillard & Co.

Direct shipments of new pack French mushrooms, in first choice, second choice, and "gallifetes," are in stock with The Davidson & Hay, Limited.

Laporte, Martin & Cie report a large number of orders for future delivery in almonds, walnuts, dates, etc. They expect a full supply in November.

The Eby, Blain Co., Limited, have an attractive offering in the shape of "Gold Ribbon" and "Queen's" (their own) brands of cleaned and stemless currants, which are proving fast sellers.

The Davidson & Hay, Limited, are offering some special values in Californian prunes, 30.40's to 90-100's, bought prior to the late advances in prices at the Coast. These are being quoted at figures equivalent to to-day's prices at the Coast.

PERSONAL MENTION.

Mr. P. C. Larkin, of The "Salada" fea Company, was the guest of Sir Thomas Lipton on board his yacht Erin on Finday and Saturday last during the races. While in New York Mr. Larkin about completed arrangements to put "Salada" on the New York City market.

Mr. E. F. Mason, of E. F. Mason & Co., Peterboro', is spending a few days in Toronto this week. He reports the the various industries in Peterboro' are enjoying a good measure of prosperity.

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only, not p is of standard they are of ing

CO., Toro to, mportatio of zola, Swiss, inds of cheese

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TION.

"Salada" Tea of Sir Thomas Erin on Finday te races. While about completed da" on the New

F. Mason & Co., a few days in reports the the loro' are enjoying ity. Toronto Biscuit and Confectionery Co.

--- Manufacturers of ...

Limited.

BISCUITS CONFECTIONERY



Jams
Jellies
Marmalade
Mince Meat
Cough Drops
Tablets

ORIGINAL CREAM SODAS.

Our Specialties—Fine Chocolates and Bon Bons.

See our fine range of artistic and saleable small boxes of Bon Bons, Chocolates, Sweets of Existence, Toffies, etc. They are just what's wanted to brighten up a store for the Holiday Trade and make everybody happy.

FRONT STREET

TORONTO.

"NEVER ECLIPSED." Makes friends and converts, and does "REAL GOOD" to every Grocer's trade that handles it.

"SALADA"

CEYLON TEA

Enormously the largest sale of any Tea in Cauada and the United States. Sealed Lead Packets only—never in bulk.

Toronto. Montreal. Boston. Buffalo. Detroit. Pittsburgh. Cleveland.

NEW SEASON'S

"Golden Leaf"

JAPANS

We have now in stock 50c., 40c. and 25c. lines; also Nibs and Siftings—all fully up to the usual high standard of cup quality. See our travellers or write for samples.

GEORGE FOSTER & SONS

Wholesale Grocers,

BRANTFORD, ONT.

Seeded Raisins

Freshly done after you send in your order.

Quality guaranteed second to none. Write for quotations to

The Acme Fruit Cleaning Co.

128 Queen Street, MONTREAL.

THE COWAN RAMSAY CO., LIMITED IMPORTERS OF TEAS

RED CROSS TEA

in lead packets, and

CLUBHOUSE

in 2 lb. Cartons, 50 and 100-lb. Tins.

These brands are registered, and the quality guaranteed by us.



HORSE HAIR.

Have you any? We buy it

GEO. ROSSITER & SONS
10-14 Pape Avenue TORONT

FLEISCHMANN'S

VEGETABLE COMPRESSED YEAST HAS NO EQUAL.

AGENCIES OPEN.

A very Large London House

about to exploit a package tea in Canada, want representatives in Toronto and Winnipeg. Address,

"CEYLINDO"

Care of

Montreal and

A BRITISH SOAP AND PERFUME MANUFACTURER

wants to do business in Canada, and will consider applications from reliable houses for the agency. Address, **S. B.,** care The Canadian Grocer, Montreal and Toronto. (41)

1899

NEW SEASON TEAS.

1899

Direct Importations from CEYLON, INDIA and JAPAN.

QUALITY the highest in Strength and Flavo. Samples sent on application.

We are also Agents for the leading Package Tea of the present age-

ARMEDA TEA

BLACK

BLACK AND GREEN MIXED

JAPAN

In 1 or ½-lb. Sealed Packages, Retail Price—

25c., 30c., 40c., 50. and 60c. per lb.

The demand for ARMEDA TEA is increasing rapidly. Why? ARMEDA TEA HAS THE FLAVOR.

Remember we also sell Macdonald's Tobaccos-Prince of Wales, 8s or 16s, costs 63c. per lb., and Brier, 8s, costs 61c. per

57 Front St. E., Toronto.

A. H. CANNING & CO.

SONS

TORONTO

a in Canada, nto and Win

Montreal and

IND

Canada, and ns from relicy. Address, DIAN GROCER, (44)

1899

th and Flav

i 60c. per ib.

s 61c. per ...

& CO

MARKETS AND MARKET NOTES.

GROCERY QUOTATIONS BY WIRE.

Should readers of this journal desire to secure between regular issues, the quotations on any staple line, they will, on application, be furnished by return mail or by teiegraph; if by the latter method, at the cost of the person seeking the information.

ONTARIO MARKETS.

October 19, 1899.

GROCERIES.

HE wholesale grocery trade is still in a good position. The feature of the trade is the arrival of the fruit by the first direct steamer. This fruit is now being delivered to the retail customers who had previously placed their orders. The dried fruit market continues fairly steady. The wholesalers are also busy this week making delivery of canned tomatoes, canned fruits and canned salmon. The demand for canned goods at the moment is naturally not large. Prices are being well maintained. however, although some lower quotations are reported on second grade canned salmon. The coffee market is firmer, and business is still good. The sugar market is fairly active, but prices outside are rather easier. The tea market is still characterized by a great deal of firmness.

CANNED GOODS.

Nothing remarkably new has taken place during the week in regard to the canned goods situation. As the various wholesalers are busy shipping canned vegetables, canned truits, canned salmon, etc., there are naturally not many orders being placed at present. The situation is decidedly strong in logard to canned vegetables; some who esalers will not quote less than \$1 to \$1.05 for canned corn, but the ruling quotation is 95c. to \$1 per doz. Canned tomatoes are in at 85c., and there was one transaction this week at 75c. f.o.b. factory, which was equal to 8oc. delivered Toronto. There were 1,000 cases concerned in the transaction. Peas are quoted at 75 to 8oc. as a There have been some lower offers by spout 15c. per case on second grade canned salmon f.o.b. the Coast. The better kno a brands are steady and unchanged. Wholesalers are quoting Fraser river canned salmon at \$1.32 1/2 to \$1.35 for five and onecase lots respectively. Northern river fish are quoted at \$1.25 to \$1.30. Lobsters are scarce and high. Some wholesalers will not sell 2-lb. flats at less than \$1.85 per doz.

There are a good many complaints this season of the canned lobster on the market —fish being small, broken, and, in some instances, dark.

COFFEES.

The market continues to gather strength and some who have been hesitating to place orders for importation are likely to be out of pocket thereby. Prices of Brazil coffee in the primary markets are about 50 points higher than they were a week ago. The local demand for coffee continues good at unchanged prices.

SUGARS.

There has been no further change in the local market, although further declines have been experienced in the European beet sugar market. Locally, there has been quite a nice business done. One of the incentives to the wholesalers to purchase has been the advance of 4c. per 100 lb. in the freight rates by the railways. Steamers are, however, still running. Although some purchasers

See pages 145 and 146 for Toronto, Montreal, St. John, and Winnipeg prices current.

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are figuring on bringing on their sugars by boats, the majority are ordering freely before the advance. Prices are unchanged at \$4.65 for Montreal granulated, and \$4.60 for Acadia. Yellows run from \$3.85

SYRUPS AND MOLASSES.

The demand for syrups from the retail trade continues fair, but the Canadian refineries have little or none to offer. A good business was done in molasses for importation and prices have advanced about \(^1/4\) c. per gallon on New Orleans molasses, with the prospect of still higher prices, according to the latest advices from the primary market.

TEAS.

Although there has been very little business done during the past week in Japan teas for importation or from first hands on spot the market keeps strong. One broker who attempted to repeat an order a few days ago could not get it filled except at an advance of Ic. per lb. Other advices, however, from Japan do not indicate an advance, although agreeing as to the firmness of the market. The tea in question, it might be stated, was a 15c. tea. There is

some inquiry for Indian and Ceylon teas on spot at about 14 to 16c., but, as we noted in previous issues, these teas are still scarce. Further advices to hand this week indicate that no Pekoe Souchongs can be obtained which would cost under 15c. laid down here. There has been little doing during the week both in China blacks and China greens on spot. Prices for Indian and Ceylon teas are decidedly firm. The wholesale trade is, as a rule, experiencing a good demand for the various descriptions of teas.

FOREIGN DRIED FRUITS.

CURRANTS—The new season's fruit ex ss. Escalona was taken into the warehouses on Monday, and is now being delivered to the retail customers. The ruling prices for fruit by this steamer is 5 to 5½c. for Filiatras in cases and half-cases; 5½ to 6c. for Patras in cases and half-cases, and 6 to 7c. for Vostizzas, for 1 and 5-crown respectively. A cable received in Toronto on Monday quoted currants of the higher grade a trifle easier, with other grades being firmly maintained.

VALENCIA RAISINS—The market appears to be a little easier than it was. The feature of the trade, as far as the local market is concerned, is the arrival of the fruit by the first direct steamer. This fruit, which consists largely, if not altogether, of the better known brands, is quoted at 5¾ to 6c. for fine off-stalk, 6½ to 6¾ c. for selected, and 7c. for layers.

MALAGA RAISINS—A cable received in Toronto on Monday reported an upper tendency in the price of Malaga raisins in the primary market. The ss. Jacona, the last direct steamer, is reported to have sailed.

SULTANA RAISINS—Advices state that the yield of Sultana raisins has proved somewhat better than was anticipated. Advices state that this fact, together with the speculative action of some shippers, who, for several seasons, have followed the practice of buying in September in large quantities and shipping them to London and Liverpool unsold, has caused prices to be somewhat easier. The result is said to have been most disastrous to those who consigned the fruit.

FIGS—A letter, under date of September 30, states that it is expected that in another fortnight the whole production of Eleme figs will have been taken up for export. Local wholesalers quote figs now on the market as follows: I-lb. glove boxes 13c. per lb.; 10 lb. boxes, 12½ to 14c., accord-

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Of course you want the best, and a soap that yields good profit, don't you?

THEN YOU WANT

SURPRISE SOAP.

BRANCHES—
MONTREAL: Board of Trade Building.
TORONTO: Henry Wright & Co., 51 Colborne S
WINNIPEG: E. W. Ashley.
VANCOUVER: 430 Cordova St.
ST. JOHN'S, NEWFOUNDLAND.

THE ST. CROIX SOAP MFG. CO. ST. STEPHEN, N. B.

ing to quality; 20 and 28-lb. boxes, 14 to 18c., according to quality.

CALIFORNIAN RAISINS - Advices received this week from Chicago state that, on account of damage by rain, the estimate of the crop has been reduced by 500 cars.

CALIFORNIAN EVAPORATED FRUITS -The feature of the trade is the entire clearing up of low-priced peaches in the primary market, with a consequent advance of about ic. per lb. Higher grades remain much as before. Peaches are still cheap in comparison with the price of apricots.

GREEN FRUITS.

Jamaica oranges are now offering in liberal supply at 50c. per bbl. less than was noted last week. The demand is steadily improving, as a consequence of the decline in quotations. Barrels are now selling at \$7 to \$7.50. The demand for lemons is excellent. There is a good supply of Palermos at \$3.25 to \$3.75, a decline of 25c. A fair supply of Maoris are offered at steady prices. The consumption of cranberries has been much greater than usual at this season. Prices keep firm, with a good supply offering. Sweet potatoes have also been more largely consumed. The supply is sufficient for the demand at \$2.25 to \$2.50. Spanish onions are arriving in large quantities and are selling at 8oc. to \$1, a decline of 20 to 25c. from last week's figures. The feeling re winter apples continues weak. The exportation has been larger than anticipated, and, as a result, the British markets have not been as high as expected, so exporters continue to lose money. A stiffening is not looked for at present, as the stock which was left on Montreal wharves by the loss of the Scotsman has yet to

arrive on the Liverpool market. As it may not be in the best condition, it is feared that it may have a bad influence on prices there. Prices at orchards are lower, the ruling figure now being \$1.50, whereas earlier \$1.75 to \$2 was the general price. Grapes continue to come in freely at prices about 2½ c. above last week, the price now being 171/2 to 25c. per 10 lb. basket. Plums are done. The peaches offering are of inferior quality. Some good winter pears are still coming in at firm prices. Tomatoes are about done. Those which are offered sel readily at 20 to 30c., according to condition. Almeria grapes are expected next week. No quotations are obtainable, but prices are expected to rule about the same as last

COUNTRY PRODUCE.

EGGS.-The market continues to strengthen. For strictly fresh eggs 18c. is the general price, though eggs can be had all the way from 14c. for cold storage stock to 17c. for ordinary fresh gathered stock. At country points 14 to 14 1/2 c. is paid by dealers.

POTATOES-The indications point to an unusually large crop, and, as a consequence, low prices. The consumption is large. For carlots 40c. is the top figure this week, while small lots out of store sell at 45 to 55c.

BEANS - The export demand keeps brisk, and prices are well maintained at unchanged figures. We quote hand-picked at \$1.25 to \$1.35, and prime at \$1.10 to \$1,15. Late advices re Lima beans state that the crop is but a third what was anticipated. Prices will be high in consequence.

Honey - Prices keep firm and high. The demand is good. We quote as follows: Clover extracted, 9 to 10c. per lb., according to package; Clover comb No. 1, \$2 per doz.; No. 2, \$1.65 per doz.; No. 3, \$1.50 per. doz.

DRIED AND EVAPORATED APPLES-The feeling is firm, with good stock steady at 8 to 9c. in a jobbing way. The export demand is brisk at figures so near to this basis that it is likely to hold for some time. Dried apples are not offering as freely as buyers would like, so an advance of 1/2c. has been necessitated, the present jobbing quotation being 5 to 51/2 c.

POULTRY-There is a brisk demand for turkeys and geese for Thanksgiving, but the supply is very light. Geese are worth 6 to 6½c., and turkeys 10 to 12c. Chickens are offering more freely. They are in good demand at 30 to 40c. per pair. Ducks are coming in fairly well at 50 to 60c. per pair.

GAME -On account of the warm weather both demand and supply are light. Ducks

Merchants CONSULT YOUR INTEREST

Send your shipments to us—our de mand is good. You will get prompt results.

WE SOLICIT CONSIGNMENTS OF

Butter, Eggs, Poultry, Honey, G een Evaporated and Dried Apples, Onions White B ans, etc.

T. H. SMITH & CO.

We Buy Outright. 70 COLBORNE ST

Reference, Imperial Bank of Canada, Yonge S

Corona Golden Figs

are choice eating and cooking Figs. Put up in I-LB. CAKES— each wrapped and packed in special Caddies, containing 4-doz. cakes.

Cost you 7½c. and sell from 10c. to 15c. No scraping goods out of bags or mats; no dust and dirt nor loss of weight, time and custom, but

CHOICE GOODS THAT SELL AT SIGHT.

Half size sample mailed on receipt of 5c. in stamps; or, to meet numerous requests, we will on receipt of value (\$3.60) ship and prepay freight on r caddy to any part of Ontario. State names of your wholesaler in ordering.

W. B. BAYLEY & CO., Ontario Agents, 59-63 Front St. East, TORO TO

How's your Biscuits and Confectionery?

Our CREAM SODAS in 3-lb. tins and cartoons cannot be excelled.

or purity and highly-flavored CONFECTIONERY we manufacture the finest BON-BONS and CHOCOLATES in Canada.

WRITE FOR SAMPLES AND QUOTATIONS.

Manufacturers MCLAUCHLAN & SONS, Biscuits and Confectionery, WHOLESALE GROCERS, Owen Sound, Ont.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY,

CANADIAN

Manufacturers and Shippers who are not repre-sented in

WINNIPEG

Will do well to correspond with me.

E. NICHOLSON

124 Princess Street, Winnipeg, Man cessor to W. F. Henderson & Co. Wholesale Commission Merchants and Brokers.

16 years' experience.

POULTRY. HONEY. BUTTER, EGGS. and DRIED APPLES.

Consignments Solicited. Prompt Returns.

The Wm. Ryan Co.,

70 and 72 Front St. E., Toronto.

Consign Your...

D. Apples Eggs Honey Onions W. Beans Butter Poultry, Etc.

J. H. Skeans & Co.

Wholesale Commission 88 Front East, - TORONTO highest prices and quick returns. References, Ontario Bank.

lemes Bros.

51 Front St. East TORONTO.

Fruit Commission Merchants.

are nominally worth from 25c. per pair for teal and other small breeds to 75c. per pair for large black ducks. Partridge are worth 50 to 60c. per brace.

VEGETABLES - Cauliflower is 25c. cheaper. Fall apples have advanced 25 to 50c. There is a good demand for all vegetables. We quote: Cabbage, 40 to 50c. per doz.; red cabbage, 50 to 75c. per doz.; cauliflowers, 5oc. to 75c. per doz.; celery, 40 to 75c. per doz.; parsley, 10 to 15c. per doz.; pickling cucumbers, 20 to 40c. per hundred; muskmelons, 30 to 50c. per doz.; native watermelons, 50 to 75c.; onions, 60 to 75c. per bush.; green beans, 30 to 50c. per basket; fall apples, \$2 to \$2.50 per bbl.; squash, 75c. to \$1 per doz.; vegetable marrow, 40 to 6oc. per doz.

BUTTER AND CHEESE.

BUTTER - The brisk export demand. which has been the feature of the market this season continues to keep prices much above the figure that has ruled in recent years. The season shows a steady development in the production of creamery butter, while offerings in dairy butter now are light. There is a big local consumption of creamery butter; also a good demand for dairy. Prices are unchanged. We quote choice dairy tubs at 17 to 18c., and dairy prints at 181/2 to 19c. Creamery is worth 21 to 22c. for tubs and boxes and 22 to 23c. for prints.

CHEESE-The export demand is good, though buyers are endeavoring to reduce prices here. At country boards both in Eastern and Western Ontario from 113/8 to 111/2c. have been top bids, but in the majority of cases salesmen have refused to sell at these figures. It is generally believed that 11½ to 11¾ c. is a possible figure at country boards, as stocks in Britain, as well as on this side of the Atlantic, are much lighter than ususal at this season of the year, and the export to date has been but 41,000 boxes more than to the same time a year ago, while the British make has been very much smaller than usual. All these conditions go to warrant holders in asking 11 1/2 to 11 3/4 c. at country boards, and 12 to 12 1/2 c. in a local jobbing way.

FISH AND OYSTERS.

Standard and select oysters are 10c. cheaper. Otherwise there is no change. As next month will be close season for white-

DERSONS addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

CONSIGNMENTS OF

BUTTER, EGGS.

giving, which promises to be a good market.

D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants

76-78-80 Front St. E. - - TORONTO

Established 1892. Rutherford, Marshall & Co.

> 68 Front Street East, Toronto. Exporters of

OULTRY

BUTTER, CHEESE, EGGS, HONEY, DRIED AND GREEN APPLES.

e buy outright, or receive on consignments of Produce. Correspondence solicite rences — Mercantile agencies or Canadi



Manufactured by

Electric Petroleum Light Co., - - - Toronto

Write for prices to H. S. Howland, Sons & Co., Front St. West, Toronto.

Hygienic Cocoa Royal Navy Chocolate AND

Famous Blend Coffee are the favorities with all grocers.

THE COWAN CO., LIMITED, TORONTO

G. CO. PHEN, N. B.

1?

) Ioc. per lb. r comb No. 1, per doz. ; No.

APPLES-The ock steady at . The export o near to this or some time. g as freely as lyance of 1/4c. resent jobbing

ik demand for giving, but the are worth 6 to 2c. Chickens ney are in good ir. Ducks are) 6oc. per pair. warm weather : light. Ducks

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G.F.& J.GALT PACKERS BLUERIBBONTEAS 42 SCOTT ST TORONTO CELEBRATED BLUERIBBONTEAS

fish and trout, the fish companies are freezing large quantities of these fish. The supply is likely to be equal to the demand at prices 1c. above those now ruling. We quote as follows: Trout, 7 to 7½c.; Niagara whitefish, 9c.; pickerel, 7½c.; herrings, 4c.; halibut, 12½c.; Seattle salmon, 13 to 15c.; steak cod, 7c.; haddock, 5c.; fiinnan haddies, 7½ to 8c.; cod in 1-lb. blocks, 6½ to 7c. per lb.; boneless fish, 4 to 4½c. per lb.; boneless fish in 1-lb. blocks, 5½ to 6c.; ciscoes, \$1.25 per basket. Oysters, Booth's standards, \$1.25; selects, \$1.65; other brands, \$1.25 per gal.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN-Offerings of fall wheat at outside points continue liberal at 67c. There is a good demand at this price. On the local street market goose wheat and barley are the only grains offering. The demand for goose wheat absorbs all offerings at firm figures on account of the export demand from Italy, which has grown steadily this season, as in seasons past. Peas are 1 to 3c. dearer, but offerings are light. We quote the street market as follows: Wheat, white and red, 70 to 71c.; goose, 741/2 to 75c.; peas, 62c.; oats, 32c.; barley, 44 to 46c.; rye, 54c. A brisk export demand for Manitoba No. 1 hard wheat has advanced prices 21/2 c., so that all offerings are readily taken at 80 %c. Toronto and West.

FLOUR—There is a good home demand, but the export demand is rather light, in consequence of large offerings abroad of lower grade United States flour. Prices keep stiff, however, with an advance of Ioc. in Manitoba grades. We quote: Manitoba patents, \$4; Manitoba strong bakers', \$3.70; Ontario patents, \$3.70; straight roller, \$3.35, Toronto freights.

BREAKFAST FOODS—A good trade is being done. Prices are firm throughout, with an advance of 10c. in standard oatmeal and rolled oats. We quote as follows: Standard oatmeal and rolled oats, \$3.50 in bags and \$3.60 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$4; pot barley, \$4.

HIDES. SKINS AND WOOL.

HIDES—Another advance of 1/2 c. is noted in the price of green hides. The demand is brisk at the advance. We quote: Cowhides, No. 1, 90.; No. 2, 8c.; No. 3, 7c. Steer hides are worth 1/2 c. more. Cured hides are worth 9/4 c.

SKINS—Veal skins are 1c. per lb. dearer. Sheep and lambskins are 5c. dearer. Wê

quote: No. 1 veal, 8-lb. and up, 10c. per lb.; No. 2, 8c.; dekins, from 35 to 40c.; culls, 15 to 20c. Sheep and lambskins are selling at 75c.

WOOL—The feeling continues firm. The demand is good, but the movement moderate, as holders are looking for higher figures. Prices are unchanged. We quote: Clothing wool, 17c.; combing fleece, 15c.; unwashed, 9 to 10c.

SEEDS.

As the crop is well marketed, buyers short of their wants are keenly competing for supplies, and have forced prices up 50c. For finest qualities \$7.50 per bush. is now offered. Bright, unhulled, flail-threshed timothy seed is in good demand, but, in the absence of any offerings, it is impossible to give quotations. Machine-threshed is steady at 75c. to \$1 for prime to choice, and \$1.25 for extra choice to fancy stock.

SALT.

There is a brisk demand. Prices are firm, but unchanged. We quote at Toronto: Canadian salt, carload lots, \$1 per bbl., and 65c. per sack of 200 lb.; less than carload lots, \$1.05 per bbl., and 70c. per sack. At the wells, we quote f.o.b. barrels, 70c.; sacks of 200 lb., 45c. English coarse salt 47 to 49c. Toronto per sack of 154 lb.

MARKET NOTES.

Eggs are 1 to 2c. per doz. dearer.

The price of New Orleans molasses has been advanced ¼c. per lb.

The railways have advanced the freight rate on sugar 4c. per 100 lb.

The low-priced Californian evaporated peaches are ic. per lb. dearer on the Coast.

Manitoba flour have advanced 10c. Standard oatmeal and rolled oats are also 10c. dearer.

Potatoes are 37 to 43c. in car lots, a decline of 2 to 7c., and are likely to be cheaper, as there is an oversupply.

Cranberries and Jamaica oranges have declined 50c. per bbl. Grapes are 2½c. per basket dearer. Plums are done.

Foreign dried fruits ex ss. Escalona, the first direct steamer, are, this week, in the hands of the various wholesale houses.

The business of The Home Cake Co., manufacturers of tea biscuits and snaps, Guelph, Ont., has grown to such large proportions that they are compelled to work night and day to keep up with their orders.

QUEBEC MARKETS.

MONTREAL, October 19, 1899.

GROCERIES.

HERE has been a fairly active trace in the wholesale grocery market daning the past week. No further change is noted in refined sugar, but raw still rules heavy, having declined still further. Molasses is firmly held at the recent advance, and the jobbing inquiry is good. A good inquiry is noted for Valencia raisins, and there has also been more doing in currants. Exceptional firmness is noted in canned vegetables, especially corn, which has sold up to \$1 per doz. Tomatoes also are well inquired for. Foreign advices are very firm on rice, and the local market naturally reflects this strength, though there is no quotable change. Coffees are quiet, while spices rule steady. Tea is very firm all around in sympathy with the continued strength abroad, and business is fair for the season. Fish are scarce and firm all around, while country produce is quiet, cheese and butter being lower.

SUGARS.

The foreign market for raw sugar still continues weak, and is from 3/4 d. to 1½d. lower for beet at 9s. 03/4 d. October and 93. 1½d. for November. Cane was quiet and unchanged at 11s. 3d. for Java and 10s. 6d. for fair refining. The market for refined here has ruled easy, in sympathy with the outside situation, at the decline noted last week, and granulated is quoted at \$4.55 and yellows \$3.75 to \$4.40 per 100 lb. Demand is about the average for the season, and trading in the aggregate is not extensive.

SYRUPS

There has been no change in the syrup market. Business continues very quiet, and prices are nominally quoted at 13/4 to 21/4 c. per lb. as to quality at the factory.

MOLASSES.

The molasses market has been firm in tone at the recent advance in prices. There has been some inquiry for round lots, but holders of such are not sellers, at present. In a jobbing way, carlots of Barbadoes are selling at 37c. and smaller quantities at 38c., and it is unlikely that any round lots could be had under 36c. Porto Rico stock is also held very firm.

DRIED FRUITS.

There has been a good inquiry for Vallencia raisins, an active business being noted, while cables from primary markets report a stronger tendency to values. We

Evaporated and Dried Apples

Highest cash prices paid. Offers and correspondence invited. Largest dealers.

Michael Doyle & Co., Rochester, N.Y., U.S A.



19. 1800

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HE "STAR BRAND" HAMS



Are Good Hams

and are sold by leading grocers from Vancouver, B.C. to Halifax, N.S.

PUT UP BY ...

F. W. FEARMAN CO.

Hamilton, Ontario.



See what "THE LANCET" says about it:

"We have submitted to examination the Teas of Tower Tea Ltd. They all yield good liquors, which are generous to the taste, and full of strength and vigour. The results of our analysis indicate the purity and genuineness of the samples."-The Lancet, London, Eng.

If you want to convince yourself, send for samples and price list to our Canadian representative,

H. B. HUNGERFORD, Montreal.

TOWER TEA LIMITED, London, Eng.

quote: Off-stalk, 41/2 to 43/4 c.; fine offstalk, 5c.; selected, 5¾ c., and layers, 6 to 6¼ c. There has been more demand for currants here, and sales of Filiatras have taken place at 4½ c. Cables from Patras state that the market there has a tendency towards improvement. Inquiry for Californian raisins up to the present has been quiet. Two crown layers are quoted at 5 1/2 c.; 3 crown do, 6c., and 4-crown, 6 1/2 c.

CANNED GOODS.

There is markedly stronger feeling on the market for canned vegetables, and prices generally have an upward tendency, due to the short pack. Demand for corn, both old and new, during the past few days has good, and some large sales would taken place had the goods been obtain-We note sales of 600 cases, for which 50 per dozen was paid, an advance of Supp'ies of tomatoes are also becomin short, and no stock is now to be had up or 75 to 77 ½ c. f.o.b, factory. Peas are at 72 1/2 c. for marrowfats, and 77 1/2 c. for early Junes.

RICE.

reign advices report very firm markets at oad, with prices upward. It is reported the Indian requirements will absorb all the cress in the Rangoon district at advanced prices. Consequently, the local market is fire at \$3.40 for standard B.

COFFEES.

business in coffee continues quiet, and the e is no new feature to note. Business has been done in Maracaibo at 8 to 14c., and we quote: Maracaibo, 8 to 14c.;

Mocha, 18 to 19c.; Java, 16 to 20c.; Rio, 8 to 9½c.; and Santos, 8 to 9½c.

SPICES.

There has been a fairly active trade in spices and values are firm all around. We quote: Nutmegs, 35 to 6oc. per lb., as to size; mace, 45 to 50c. per lb., as to quality, and pimento, 8c.

TEAS.

The market is firm, in sympathy with continued strength abroad. There has been considerable inquiry during the past few days but the amount of actual business transacted was light, as buyers and sellers are apart in their views. Demand for Congous is good and sales of some fair seized lots have taken place at 121/2 to 14 1/2 c., while Young Hysons have changed hands at 16c., and odd lots of high-grade Japans at 19 and 20c. Ceylons are wanted but prices are so high that buyers are backward. These teas have advanced 10 per cent. within the month. In greens business is noted in Pingsuey tea leaf at 14 to 15c., but these teas are scarce.

FISH.

The chief feature of the fish trade is the scarcity of all lines, due to the poor fishing. As a result, the tone of the market is firm, and prospects at present are that this condition will continue for some little time. Demand for all lines is good, and an active trade is reported for the season. Labrador herrings have sold at \$5 per bbl., but the market is now bare of stock. The following quotations are for jobbing lots: No. 1 new Nova Scotian herring, \$5 to \$5.25 per bbl.; \$2.50 to \$2.75 per half-bbl.; No. 1

green cod, \$5 per bbl.; No. I large, \$5.50; No. 2; \$4; No. I green haddock, \$4; No. I green pollock, \$4; No. 2 Labrador salmon, \$14 to \$14.50; British Columbian do., \$14.50; No. I Red Sea trout, \$10 to \$12, and pail do., \$8 to \$9. Dried codfish, \$5 per 112 lb.; large dressed do., \$4 50 to \$4.75 per case of 100 lb.; boneless codfish, 5 1/2 to 6c. per lb.; smoked haddies, 6½ to 7c. per lb.; St. John bloaters, 9oc. to \$1 per box; Yarmouth do., 6oc. to \$1; smoked herrings, medium, 1oc. per lb.; Lock Fyne do., \$1 per keg; large do., \$3 50 per half-bbl.; kippered herrings, \$1.20 per box, and 65c. per half-box.

Fresh fish are: Haddock, 4 to 41/2c.;

whitefish, trout and dore, $7\frac{1}{2}$ c. per lb.

Demand for oysters is good, of which the offerings are small: Ordinary malpeques, \$3.50 per bbl.; hand picked do., \$4.50 to \$5.50; standard in bulk, \$1.30 per gallon; select do., \$1.50.

GREEN FRUITS.

There has been little change in the apple market this week. Fair to good fall apples sell at \$1.50 to \$2.25, and winter fruit are steady at \$2.60 to \$3.25, with seconds at \$1.75 to \$2.25. Prices in other lines are unchanged as a rule. We quote as follows: Canadian peaches, 40 to 70c. per basket; pears, 25 to 6oc. per basket and \$3 50 to \$9 Grapes-Blue, 11/2 to 2c. per lb.; Niagara, 13/4 to 31/4 c.; Rogers, 2 to 21/2 c.; Delaware, 3 to 3½c. Bananas, 75c. to \$1.40 per bunch, as to grade. Californian peaches, \$1.35 to \$1.50; pears, \$2.75 to \$3; plums, \$1.75 to \$2.50. Jamaica oranges, repacked, \$8 per bbl.; in original packages, \$7 to \$7.50. Lemons, \$4 to \$4.50 per box. Sweet

We are open to act as Brokers for first-class Foreign Houses.



We have FIRST=CLASS FACI |= TIES for handling goods.

SPECIAL ATTENTION

paid to Teas and Coffees, Dried Fruits, Raisins, Currants and all Grocers' Sundries.

All Consignments Receive Prompt Attention.

Correspondence Solicited.

S. H. EWING & SONS, 96 King St.

MONTREAL

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potatoes, \$2.50 to \$3 per bbl. Cranberries, \$6.25 to \$7 per bbl.

COUNTRY PRODUCE.

EGGS—Trade was quiet, but prices rule firm. We quote: Choice candled stock, 18½c.; straight lots, 16c.; No. 1, 12 to 13c., and culls, 10 to 11c. per dozen.

HONEY — There was nothing new in honey to note. White clover comb is quoted at 12c., and extracted at 9c.; and buckwheat at 8c per lb.

BEANS—Are firm and in fair demand. Choice hand-picked are quoted at \$1.30, and primes at \$1.20, on track.

ASHES—Continue dull and featureless. We quote: First sorts, \$3.90 to \$3.95; seconds, \$3.70 to \$3.75, and pearls, \$5.25 per 100 lb.

DRIED APPLES—The market here is bare, and prices are nominal at 5½ to 6c.

Evaporated are offered at 9c.

HOPS — The market is dull at 14 to 15c.

for ordinary, and 16 to 17c. for fancy.

POTATOES — Quiet and steady at 40 to
42c. per bag, as to quality, in carlots.

PROVISIONS.

There was no change in the market. We quote as follows: Canadian short cut mess pork, \$16; short cut back, \$15.50; selected heavy short cut boneless mess, \$16.50; and heavy long cut mess \$15 per barrel. Pure Canadian lard in pails, 7 to 7 ½ c. per lb.; and compound refined, 5½ to 5¾ c. per lb. Hams 12c. to 13½ c., and bacon 11½ to 12½ c. per lb.

FLOUR AND GRAIN.

GRAIN—There is no improvement in the

demand for grain on spot to-day, and business over the cable was also slow; in consequence, the market is quiet and without any new feature to note, prices being steady all around. Ontario spring wheat is offering at 75c. afloat, and red at 76c. Peas were quoted at 69½c.; rye at 62½c.; No. I barley at 52c.; No. 2 ditto at 51c.; feed ditto at 47c.; oats at 30½c., and buckwheat at 55½c.

FLOUR—The flour market was somewhat quieter, but the tone is steady. We quote: Winter wheat patents, \$3.60 to \$3.90; straight rollers, \$3.40 to \$3.50; in bags, \$1.65 to \$1.70; Manitoba patents, \$3.90 to \$4.20, and strong bakers', \$3.60 to \$3.70.

OATMEAL—Demand for rolled oats was slow at \$3.50 per bbl., and at \$1.70 per bag.

FEED—The feed market was steady, with a fair trade doing. Manitoba bran is selling at \$15 per ton, including bags. Ontario bran in bulk is quoted at \$15 per ton, and shorts at \$17 to \$18.

HAY—There was no change in the situation of the market for baled hay. Choice No. 1, \$8 to \$8.50; No. 2, \$6 to \$6.50; and clover, at \$5.50 to \$6 per ton on track.

CHEESE AND BUTTER.

CHEESE—The cheese market was quiet and steady on spot, business being light and chiefly confined to Eastern cheese at 11½ to 11½ c., with colored held a fraction higher, as there is little to be had. Western cheese are nominal at 11¾ to 11½ c. In the country factorymen have modified their views, as they accepted a decline of ½ to

14c. per lb. on last week's level, the range being 113% to 115%c. The cable is unchanged.

BUTTER—The market is dull and prices have a downward tendency; in fact, in an export way 22c. was an extreme price for creamery to day, and as holders would not accept this figure for finest, in the majority of cases little trading resulted.

MONTREAL NOTES.

Butter has declined a full cent per pound on the week.

Molasses has ruled firm at the late advance in prices.

There has been no further change in the sugar market since the late drop.

The advance in Ceylon teas in the past month has been fully 10 per cent.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

BUSINESS continues active, and but for sugar there is not a weak point in the whole line. Sales are good and collections fair, though the fall has shown rather more than the average of business difficulties through the Province. The war, the yacht race and politics have all had a large share of the general attention during the week. The effect of the first is the more marked, as it is manifest in the increased values in many lines. Tea has had an active sale, but the larger dealers are inclined to stop buying

FIGS DATES

W. B. BAYLEY & CO.
WHOLESALE
ONTARIO AGENTS,

59-63 Front St. East, TORONTO.

NEW CORONA SEASON'S

Put up in I-Ib. packages.

Wrapped and packed in special caddies containing 48 cakes.

No scraping goods out of bags, mats, or boxes.—No dust.—No dirt.—No loss of weight and custom.

Half-size sample and quotations mailed on receipt of price.

State name of your wholesale



Corona Silver Figs.

Strictly Choice Table Fruit. Han somely wrapped in SILVER FOlland Fancy Transparent Paper.

Splendid Xmas Goods.

Retail at 20

Corona Golden Fruit.

Choice Eating and Cooking Figs -Attractively wrapped in transparent paper.

Retail at 100

----CHOICE, PROFITABLE GOODS THAT SELL AT SIGHT .--

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for time, owing to the sharp advance, part ularly in Indians and Ceylons. Some 's have large quantities afloat, particuin China tea. Spice in all lines is The demand for ground herbs in tins an increase from year to year. Rice sho anding higher. Fair shipments via Live pool continue to arrive.

Salt-Liverpool coarse salt is a very ligh stock for the sason, and but for the light catch of herring market would be quite bare: as it is, demand is rather light. Prices are firm at a slight advance, and, owing to higher freight, higher prices are expected. In fine salt, Canadian is most active. Prices show no change. We quote as follows: Liverpool coarse, 48 to 50c.; English factory-filled, 90c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb.

CANNED GOODS - Dealers have been much disappointed by delayed receipts, and particularly by the fact that, in corn, they are not getting their full purchase. It is thought some of the canners are interested in the syndicate that bought up the large part of the pack. High prices are asked. Tomatoes are also firmly held. Salmon are scarce, and the larger quantity to arrive is cohoe fish. Lobster are about out of the market. New gallon apples are to hand; price firm. Peaches are high, and receipts will be light. Blueberries are plentiful and quite low. In sardines, competition has kept prices below a fair mark, considering the advance in tin, etc. Packers are scarcer than last season. In haddies and kippered herring demand has exceeded the supply. Competition keeps the latter low. The quality of this line shows marked improvement. In clams there is improved demand. These are particularly nice goods.

FRUITS -- Business is active. GREEN Apples hold their price, particularly Gravensteins. Soft fall stock is quite low. Very few are being sold by auction. Canadian grapes are lower, and are sold very close to cost. In oranges, Jamacias have the demand. The stock is nice. Lemons are dull. Malagas are to hand. They are in fair condition. Malaga grapes are low. In cranberries, native bag are scarce, and being full figures; quality is good. Cape cods are quite low, but firm. In bananas, season is about over. Sweet potatoes move freely at even figures. There are a few peaches and pears, but nothing to make a market. Californian Tokay grapes are sold only in a retail way.

DRIED FRUITS - Market is quite bare, but further arrivals of Valencias are daily expected. Prices will be held firm, both because of the tendency of this grade of fruit and the high price of Californians. The latter is a line that has completely surprised the trade. When prices opened so high it was thought they could not hold the price in their own market against foreign fruit, and, when a larger rebate to Canadian buyers was named than that of last year, this feeling grew, but it was to be disappointed, at least as yet. Three-crown fruit has been advanced, and one large shipper has withdrawn his price on 4-crown fruit About the only line selling in the city is some selected; these tend higher. Malagas have been quite freely bought. Should the quality of the fruit in the 50 lb. boxes prove satisfactory they will largely take the place of the Californian, as, even with the rebate, the high figures prevent the latter from keeping the hold they had on Canadian business. Peels are firm, full supplies are to hand. In currants, both in original packages and in cleaned, the market is being supplied from New York. Figs are daily expected. They will be almost as high as last year. In dates, new will come on a bare market. Evaporated apples show a range in price, but Western holders, as a rule, look for higher figures, and have refused to confirm further orders at earlier Dried are scarce. Onions are prices. quite freely received. Price is a little The Following Brands Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO

OLD CHUM. SEAL OF NORTH CAROLINA. OLD GOLD.

CIGARETTES -

RICHMOND STRAIGHT CUT. SWEET CAPORAL.

ATHLETE.

DERBY

Toronto Salt Works

TORONTO, ONT.

Write us for SALT of any kind. Also SALTPETRE, car lots or less.

N Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets,

TORONTO

We make a specialty of handling

Consignments personally and promptly attended to All Foreign Fruits in season.

FRUIT AUCTION SALES

Write us for particulars of sales. We are making special efforts to make these sales mutually profitable. They are held every Wednesday.

McWILLIAM & EVERIST

Wholesale Commission Merchants,

25 and 27 Church St., TORONTO, Can.

Telephone 645.

SELL . . .

GOOD WILL SOAP.

35% profit at six for a quarter.

Vanluven & Co., Napanee, Ont.

SLEE, SLEE & CO., Limited

Tower Bridge Works, London, Eng. Makers of Pure Malt, Wine and Concentrated Vinegars. In Bottles and Casks.

Prices and samples on application to

CLARK, RAE & CO.,

49 King Street West,

TORONTO, ONT.

You May Not Know

Clark's Pork and Beans

are always in demand. We sell them the year round.

Better get in line and order some -you'll be glad of it.

Hugh Walker & Son Wholesale Fruit and Commission Merchants

Consignments carefully handled.

GUELPH, ONT.

easier, but higher than last year. Nuts are higher. The arrival of chestnuts shows that Halloween is near.

DAIRY PRODUCE—Eggs come to hand slowly, and hold their price. Best stock is in demand. Buyers are very careful, and it is said they need to be. Best butter finds a ready sale, but as yet the price keeps low. It is scarce and advanced values are looked for. Fair stocks of medium quality are held. Cheese are rather higher again. Stocks are light, and a further advance is expected. Stocks through the Province are well cleaned up.

SUGARS—The Acadia refinery would have the field to itself, but for the American, which continues to arrive freely. Prices are very low. There is a good sale.

Molasses—Market continues to gain strength. Quantity of West Indian goods here is very light and full prices are asked. New Orleans is being very freely sold. Prices are held firm. These goods, which before have been but fairly popular, are giving splendid satisfaction. There is no demand for syrup.

FISH—Dealers cannot fill orders. This is particularly true in pickled herring, and at this season the light arrivals interfere very much, as this is the time of demand. Prices are quoted higher. In dry cod and pollock full prices are asked, and the outlook is for no lower figures. In finnan haddies there is improved supply and demand. Price is firm. Boneless fish is active, and for pure cod full figures are asked. Old smoked herring are scarce, and while low in price are rather better than they have been. New

fish come in slowly and quite full figures are obtained. In fresh fish there are better receipts this week, but there is little variety. We quote: Large and medium dry cod, \$3.85 to \$4; small, \$2.50; pickled shad, \$3.50 to \$5, as to quality; haddies, 4½c. per lb.; smoked herring, 6 to 9c.; halibut, 12 to 13c. per lb.; fresh haddock and cod, 2c.; boneless fish, 4 to 5c.; pollock, \$2.15 to \$2.25 per 100; pickled herring, \$1.85 to \$1.90 per half bbl.; bloaters, 6oc.

half bbl.; bloaters, 6oc.
FLOUR, FEED AND MEAL—In flour, the market is a very firm one. Millers are very busy and will not shade figures, as they look for higher values. Feed is still scarce and high. Oats show a fair sale at even figures, though market is quite firm. Oatmeal is rather higher. Beans have been again advanced, and the market still tends upward. Stock is light. Beans have changed hands in carlots among wholesale dealers here this week, showing a profit of \$1.50 over the cost of a few weeks ago. Cornmeal is firmly held. We quote as follows: Manitoba flour, \$4.50 to \$4.70; best Ontario, \$3.85 to \$4.00; medium, \$3.60 to \$3.75; oatmeal, \$3.80 to \$4.00; cornmeal, \$2.20 to \$2.25; middlings, \$21 to \$22; oats, 41 to 43c.; hand-picked beans, \$1.25 to \$1.35; prime, \$1.15 to \$1.25; yellow-eye beans, \$1.90 to \$2; split peas, \$4.10 to \$4.15; round, \$3.25 to \$3.40; pot barley, \$4.10 to \$4.15; hay, \$7 to \$7.50; timothy seed, American, \$1.50.

ST. JOHN NOTES.

In spite of active competition Smith &

Tilton, the Maritime agents for Windsor salt, report a good demand. Buyers hold that the demand for Windsor requires them to carry this grade in stock.

Dearboine & Co., the local agent for "Rising Sun" stove polish, are finding usiness good.

F. P. Reid & Co., Moncton, received a car of choice evaporated apples this week from W. B. Bayley & Co., Toronto.

Fred H. Tippet, of F. H. Tippet & Co., has placed quite a quantity of seeded raisins in cartons with the wholesale trade here

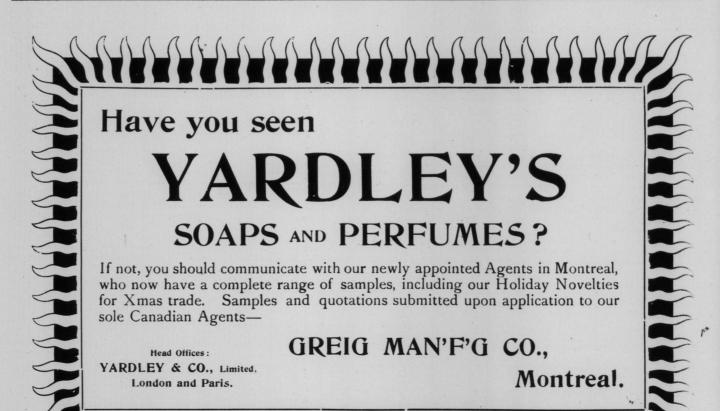
S. S. Arnold, representing W. G. Dann & Co., Hamilton, called on the trade this week, and, particularly for mustard, reports a good demand.

A. T. Randolph & Sons, Fredericton, received this week a car of choice evaporated apples from the well-known packer, R. J. Graham, Belleville.

A. I. Teed & Co., St. Stephen, have bought a car of Californian raisins. As far as THE GROCER can learn, this is the only straight car to one buyer coming to this market this season.

D. T. Williamson, representing The Brantford Starch Co., called on the trade this week, in company with the local agent, W. S. Hooper. This is Mr. Williamson's first visit to our city. He likes it very much.

New gallon apples are to hand. Nova Scotian packed fruit is growing in popularity, Many wholesale dealers are being supplied by J. G. Rood & Co, Waterville, N.S.



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W. G. Dann ne trade this stard, reports

Fredericion, oice evaporown packer,

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hand. Nova in popularity, eing supplied terville, N.S. KARARARARA

"Roderick Dhu" Highland Whisky

"Byrrh"
Appetising and Tonic Wine

Boutelleau Fine Brandies

Corby Canadian Whiskies

Talbot Fréres French Canned Goods and Table Luxuries

G. W. Dunbar's Sons Louisiana Specialties in Preserved Goods

H. J. Heinz Co.
Pickles, Condiments, and Table
Delicacies

HUDON, HEBERT & CIE.

.. AGENTS ..

-Montreal.

One of the most profitable and satisfactory lines a Grocer or General Store Keeper can handle, is

PRATTS POULTRY FOOD

A GUARANTEED EGG PRODUCER.



When eggs are scarce and dear anything that will positively increase the supply is a positive boon to the store keeper.

To make hens lay at all seasons there is nothing so sure as PRATTS FOOD. Its value is backed by countless testimonials from all parts.

PACKAGES RETAIL FOR 10 CTS, 30 CTS., 75 CTS.

DEALER'S PROFIT IS 50 PER CENT.

PRATTS ANIMAL REGULATOR

FOR HORSES AND CATTLE

is of the greatest value to owners of horses. It is positively not a medicine, but a purely vegetable preparation that regulates the entire system, so as to avoid the use of medicine.



Fine

Roc

Salt

Pro

PACKAGES RETAIL AT 30 CTS., 60 CTS., 90 CTS.

DEALER'S PROFIT IS 50 PER CENT.

Freight is prepaid to points in Ontario, Quebec or Maritime Provinces on lots of TWO cases or over.

Try a case of each. Costs you only \$9.60, freight paid. Sells for \$14.40. Is a quick and sure seller.

SEE WHAT THE TRADE THINK OF IT



RENNIE'S SEEDS.

MR. ROBERT GREIG,

TORONTO, Sept. 27th, 1899.

City.

Dear Sir:—We can assure you it gives us much pleasure in recommending Pratts Poultry Food and Pratts Animal Regulator. Our experience in selling these goods has been most pleasant. The fact is, they are so well thought of that they sell themselves. We are looking for largely increased sales in Pratts Foods this coming season.

Yours, very truly,

(Signed), WM. RENNIE

GENERAL AGENT IN CANADA:

ROBERT GREIG

29 Melinda St.

TORONTO

Keep er

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e boon

nothing cked by Toronto Salt Works

TABLE and DAIRY SALT

Fine and Coarse Salt, in Barrels and Sacks. Rock Salt, for stock. Salt Petre.

> Would be glad to give you prices in car lots or less.

Prompt Shipment.

WALL & GUPPY

WHOLESALE

Provision ...Merchants

Importers and Dealers in Foreign and Domestic Fruits, Fish, Oysters, Game, etc.

OFFICE AND WAREHOUSE:

Sandwich St. W., WINDSOR, ONT.

I. D. BRADSHAW & CO.

Manufacturers of

Chewing Gum, Pop Corn and Confectionery Specialties.

manufacturers of all kinds of

48 to 52 Lombard St.

Wax Paper.

...TORONTO

HE NORTHERN LIFE ASSURANCE COMPANY of Canada.

HEAD OFFICE-LONDON, ONT.

stablished itself as one of the popular life companies in Canada.

cess has surpassed its promoters' anticipations.

icies and plans are up-to-date.

aditions to policy-holders most favorable

HON. DAVID MILLS, Q.C., Minister of Justice, PRESIDENT. JOHN MILNE,

Joseph Carman

Produce and Merchandise Broker

MANUFACTURERS' AGENT.

.WINNIPEG, MAN.

Open for a few more good agencies for wholesale grocery trade. Correspondence solicited.

J. S. GRAHAM

T. C. GRAHAM

HAMILTON, ONT.

Manufacturers of-

JAMS, JELLIES, MARMALADES, and Put up in Glass Jars, Tumblers, and in 7, 14 and 30-lb, Wood Pails.

If our Agent fails to get around in time, please leave orders at or send to factory.

TELEPHONE 822

"GLOBE BRAND"—UNEXCELLED.

L. M. SCHENCK & CO.

High-Class Fruits and Vegetables in Tin. PEACHES AND TOMATOES

A SPECIALTY.

FACTORY AND OFFICE:

Russell Ave. and Rodman St.,

ST. CATHARINES.

Standard Manufacturing Co.

IN CANS

Fruit, Syrup, Baking Powder, Lard, Paint, Oil, Fish and Lobster Cans, etc.

100 FRONT STREET EAST,

TORONTO, ONTARIO.

re seller.

Established 1894.

Telephone 2491.

EGGS, BUTTER

... and ..

POULTRY

Our Specialties.

J. A. McLEAN

77 Colborne Street

We buy or receive on commission.

Consignments and
Correspondence solicited.

Toronto.



The Leader Lawn Swing

Children's Delight, Satisfying to all, Perfectly Safe, Very Strong, Most Restful and Invigorating.

ORDER NOW.

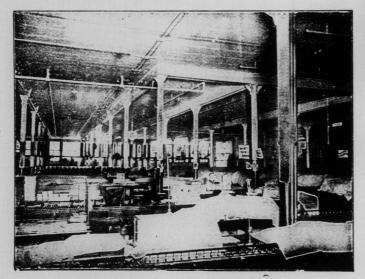
The Dowswell Manufacturing Co.

HAMILTON, ONT.

Limited

DARK DAYS ARE COMING YOUR STORE IS GLOOMY.

Buy Luxfer Prisms and tempt new customers in—by making your store airy, cheerful and bright. . . .



EATON'S-WITH LUXFER PRISM WINDOWS.



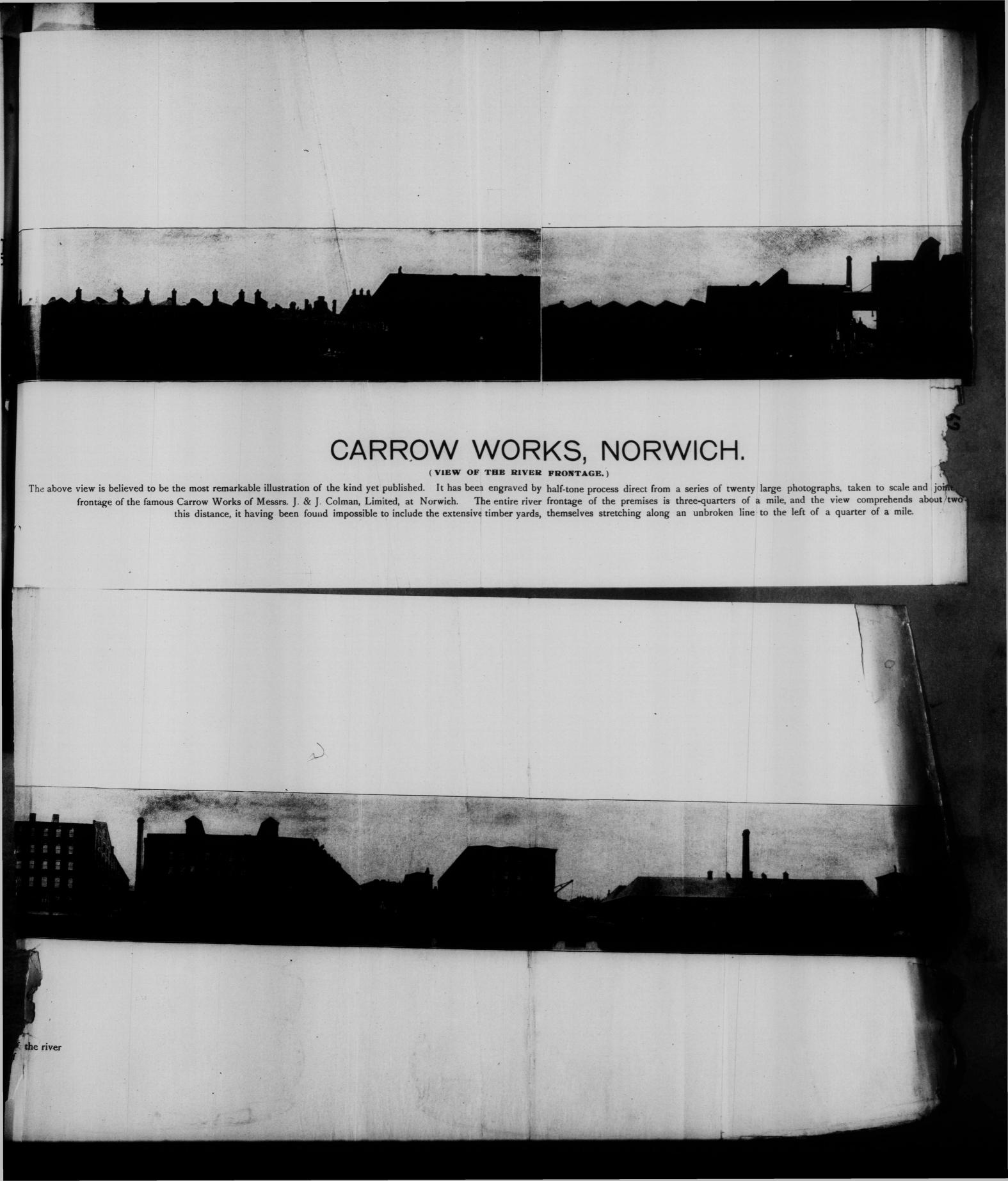
EATON'S-WITH OLD-FASHIONED GLASS.

LUXFER PRISMS ARE NO.

Their popularity is due to the economy effected in artificial light. Dollars and cents do our pleading.

WRITE TO

Luxfer Prism Co., Limited
58 Yonge St., TORONTO.



A TOUR OF COLMAN'S MUSTARD WORKS.

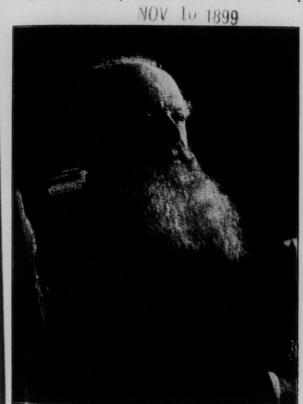
By "Pentagon," in Grocery, London, England.

I had been to colman's. I had seen a little of everything (life being too short to see the whole). Floor after floor, building after building, acre after acre, had been traversed by my weary feet. The impression, or rather the resultant of the numerous, almost endless, impressions left on my mind was that of immensity. The men, and boys, and girls by tens, and by hundreds, and by thousands, the machines without number, seemed to be continually passing before my eyes likes a moving photograph (without the flicker)—or rather they seemed to have

the toil of accompanying me in the flesh on my two days' walking tour through the works, I will consider them (whether they like it or not) to be equipped as I was in walking boots, a knapsack, weighing about fifteen pounds and containing provisions for the way; and an open mind. I shall insist upon their following where n y weary feet have trod, knowing that, although they may feel alarmed at the commencement, they will be amply rewarded before they get to the end. There is only one condition I wish to make, namely, that as I shall be followed in spirit round the works by many

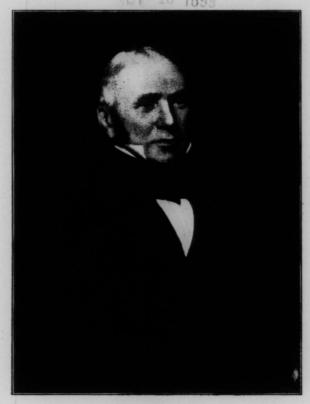
the kind and thoughtful assistant manager, and we set out in real earnest.

To gain some idea of what was ahead, I studied an exact model of the works made to scale for the Victoria Era Exhibition. The model, which has a big room all to itself, occupies an area nearly large enough to build a cottage on, and contains nearly 7,000 windows! By the side is a model to the same scale of Stoke Mills, about four miles from Norwich, where the manufacture was commenced in 1811, and where it was situated when the Queen came to the throne. The contrast between the windmill with its



The Late Mr. J. J. Colman

(Photo, by Elliot & Fry.)



The Founder of the Firm.

MR. JEREMIAH COLMAN, of Stoke Holy Cross.

(From an oil paintin

ecome woven into a wonderful pattern uch as Goethe's Earth Spirit might have assed through his loom—a pattern in olden yellow, and azure blue, and pearly hite of order and industry, ever repeating et ever varied.

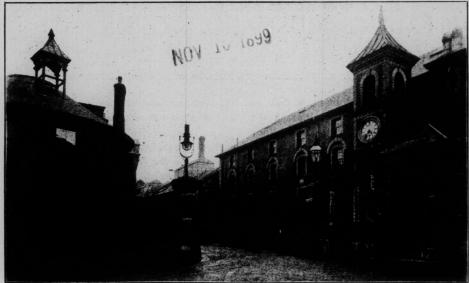
It is not an easy thing to get permission visit the huge establishment of Messrs. J. J. Colman, Limited, but put in possession of the magic Open Sesame—the one little word Grocery, to wit—I was received at Carrow with the greatest cordiality and kindness. Without putting my readers to

thousands of the readers of Grocery, I must ask them to be kind enough to keep their astral bodies from overcrowding the lifts or getting in the way of the machinery.

Before starting on my tour I paid a visit to the counting-house and had a pleasant chat with Mr. Stuart, M.P., one of the directors at Carrow; Mr. Chas. F. Burling-ham, the manager and secretary, and Mr. Clowes, the manager of the art department. Mr. Stuart, after a genial invitation to lunch, handed me over to Mr. E. B. Southwell,

outbuildings and the present thirty-two acres of well-appointed steam factories offer much food for reflection. It is interesting to note that the manufacture was commenced by a Jeremiah Colman at the date mentioned; Jeremiah, by the way, being a very usual pranomen in the Colman family, for during eight generations the name Jeremiah appears. Mr. Jeremiah of Stoke fame, whose portrait will be found printed on this page, being childless, took his three nephews into partnership, and it is their descendants who constitute the members of

imited



The Main Entrance to Carrow Works.

the present company. The late Mr. J. J. Colman was the son of one of the trio, and his father was one of the famous eleven of cricketing brothers who issued open challenge to any other team of eleven brothers in the kingdom, and contested innings on more than one occasion.

Leaving the model room, we make a move to the mustard mills, a gigantic building of I don't know what area or how many floors. On entering, the first thing one notices is a peculiar pungent aromatic smell, not by any means unpleasant, although it does rather bring up visions of mustard poultices. A lift takes us to the top of the building and we are brought face to face with the raw material, mustard seed, which, however, is far from being raw, as it has been carefully cleaned and dried for many hours on a kiln. Instead of there being only one mustard and Colman its profit, or rather the other way, we find that there are two mustards-white, and black or brown-which are quite distinct. As might be expected, it is the black seed which contains the devil, and which is therefore appreciated by beef-eating humanity. The white, however, is valued for a certain flavor and other properties, so that a mixture of white and black mustard is always employed in practice, especially as the black mustard alone would be too hot for most people's palates. The price of the black mustard seed is on the average higher than that of white, whilst the percentage of flour which it yields is smaller. The fact of mustard being genuine is no sufficient guar antee of quality and strength, for the cheaper flour of white seed might unduly preponderate. Further, it is possible to leave in the mustard a considerable percentage of the husk of white seed; and still the mustard is genuine mustard, though by no means

the best. The moral of all this is that the name of the manufacturer upon the label is the only guarantee of quality which the grocer and the public can depend upon.



A Colman Motor Van.

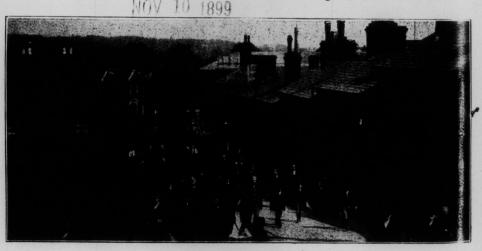
At the top of the mustard mill the seed is put into a hopper, whence pipes radiate to the rollers, each pipe supplying two pairs of rollers with seed. The seed, by the way, is ground separately, the mixture of waite and brown mustard taking place at the later stage.

I may remark here confidentially hat before I left London the editor had impressed upon me the necessity of bringing back important facts as to the numbers of grains of mustard seed that would fill the dome of St. Paul's, the number of squares of house that would go around the world if placed side by side, etc. He pointed out that these things were all the go now in fashionable literature, and that my interview would be worthless without them. Consequently, I was all prepared to make my calculations at a moment's notice. To my horror, before I could begin I was pushed into a lift and ejected on to another floor.

Here I saw the mustard meal that had just come from the rollers, and the massive pounders with which it is subsequently treated. Another quick change into the lift and out again, and I saw the meal from which all the coarser particles of bran had been separated by machinery. I was now in a large room, which must have been somewhere near the ground floor-I never was quite sure how many floors we were away from the ground in these immense buildings-and all around the sides underneath the windows were men with small sieves separating the finer particles of bran from the mustard flour. The sieves were made of very fine silk cloth, similar to the bolting cloth of the flour mills, having 174 strands to the inch, or 30,376 meshes to the square inch.

I thought this a good opportunity for renewing calculations, but my guide looked at me suspiciously and carried me off to another floor.

"Here, you see," said my guide, "we have got to the bottom of everything. This is where we treat the bran. To insure uniformity of color in the cake we mix the bran from the white and the brown seeds under these edge runners. If we didn't do



One o'Clock near the Great Gate.

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your faithfully





Seremiah Colman



Your's faithfully Frederick & Colman



yours faitfully Stuart

THE FOUR DIRECTORS.

Mr. Frederick E. Colman. Mr. Jeremiah Colman Mr. Russell J. Colman. Mr. James Stuart, M.P.



Mustard Sifting Room.

that the cake would be streaky and unsightly. Then the bran is placed in steamjacketed cylinders, and afterwards put in

dog biscuit, was taken out and handed to me.

On the way back to the lift we passed

I was told that at present it was used for fertilizing vines and feeding wireworm, for this pest prefers the cake to the root, wich it would, for want of more attractive food, attack. Probably it could be used a cattle food if dealt with in a special man er. The oil itself is placed in tubs to allow he refuse matter or "foots" to deposit, a er which it is, if required, refined. The building in which this work is carried on is fireproof and painted with asbestos paint

Having seen the treatment of the seed we returned to the flour, and were shot out of the lift on to yet another floor, where I saw sack upon sack of mustard flour piled up at the sides and rows of tubs down the middle containing weighed quantities of the flour, brown and white, ready for mixing to form the different qualities required by the grocer.

From here I followed my guide into the laboratory, where I disburdened my



COLMAN MUSTARD TRAINS. This remarkable photograph illustrates three long trains on the Great Eastern Railway laden with Colman's Mustard.

bags and squeezed by hydraulic pressure to express the oil. Come and see!"

I followed him across the cement floor to where batteries of hydraulic presses were standing. Some half-dozen bags filled with bran were placed between two iron plates and then put in the press, and the hydraulic power was turned on. The plunger gave a little upward jerk and then began to rise slowly.

"What is the pressure?" I asked.

"A ton and a-half to the square inch," replied Mr. Southwell.

This meant a pressure of about 225 atmospheres, or as if the bran had a column of water twice the height of Snowdon lying on the top of it, and I watched with renewed interest. Presently out poured the greenish brown oil around the edges of the press, the power was cut off, the ram descends, the press released, and the cake, as hard as a

reply to my query as to what became of it,

through stacks and stacks of cake, and in mind of a question which had long been agitating it. NOV 10 1899



Mustard Oil Presses.



Fire Brigade at Work on the River.

"How much seed do you think you get through in the course of a week?" I asked. "Five hundred tons? A thousand tons? Because, supposing it is a thousand tons and a ton occupies thirty cubic feet, and a cubic foot contains six million nine hundred and twenty-four thousand two hundred and one mustard seeds, which must be the case as near as I can calculate, then the quantity of mustard seed used by Messrs. J. & J. Colman in the course of a week must be sufficient to reach from the earth to the moon, twice round the great nebula in Orion, and three hundred and forty-two million miles—"

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Just as I was feeling really pleased with myself at having nearly accomplished a lightning calculation, which would astonish even the edifor of Harmsworth's, I felt myself seized from behind and something wet applied to the back of my neck. In a moment burning sensations radiated to all parts of my anatomy. I screamed for

mercy, but nobody took any notice, and Mr. Southwell stood by with his watch in one hand and feeling my pulse with the ation streamed from my nose, the heat suddenly ceased and my guide asked kindly, "Do you feel better now?"

I murmured my thanks and he went on, "That was one of our sinapisms. They are very useful in cases of emergency, because they act at once. Perhaps you noticed it?"

"I did, I did," groaned I in reply.

"You cannot bear them on the back of the neck for more than a minute. That one was only left on for fifty seconds, but if you would like to try another?"

I fell on my knees on the stone floor, and my guide relented.

"We supply a great many of these to the Navy," continued Mr. Southwell. "Our sinapisms have a linen protection so that only the oil acts on the skin through the linen. The essential oil of mustard itself is very powerful, and will raise a blister on the skin almost immediately. The ordinary or fixed oil of mustard is employed as a cure for rheumatism, and at one time we used to give it away to suffering applicants; but the fact was published in Truth, and we were so inundated with inquiries that we



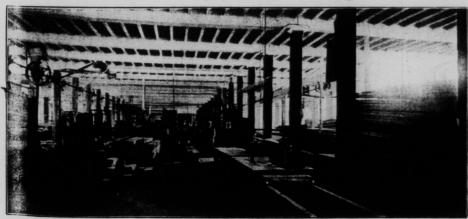
Box Nailing Machines

other, his face wearing a look of solicitude.
At last when I had tied myself into several knots in my agony and the perspir-

had to desist, and we now sell a specially prepared oil to the grocer and druggist.

"Now, in regard to the flour. You know that the brown flour contains a substance called myronate of potash and a ferment known as myrosin. This myrosin converts the myronate into volatile mustard oil. To check the tendency to ferment before it is required for use, we add a small quantity of wheaten flour, though our friends can buy the genuine article should they choose to do so. Another thing I would ask you to make a note of is that the better the quality of the mustard, the more likely is it to ferment, so that when a mustard quickly assumes a brown color on the top, it is the sure sign of a high quality mustard instead of the reverse.'

As we were passing on our way to the tin workshop I could not help noticing again



The Saw Mill.

and again the wonderful cleanliness preserved everywhere. I consider these works the cleanest and tidiest I have ever visited.

There was another thing that I noticed; and had occasion subsequently to notice once or twice in other departments. Although the tour constituted a connected and thoroughly intelligible course of instruction in the art of mustard making, I did not see all, and I left the mustard mill with a shrewd suspicion that had certain doors been opened I should have learnt more-and perhaps too much-of the secret of Messrs. Colman': inimitable manufacture, a suspicion con firmed by the answering smile of my conductor when I ventured a look of inquiry.

So far everything had been quiet and comparatively noiseless; but now we entered into what seemed to be a select corner of Pandemonium. Here in the tin shop were boys by the hundred and machines as many, all in furious motion. Here strips of tin were converted in a second into the



Weighing out Self-rising Flour.

which to admire most—the ingenuity of the machinery or the rate at which the boys worked it. In another part of the room I saw the handsomely decorated tins put ment of mustard (Colman's, of course!) to

The next section of the tour consisted in a visit to the packing-rooms, and on the way my guide informed me that the first ship-

de



Card-board Box-making.

bottoms, lids, and bodies of tin boxes, each machine, of course, only doing one part. Then, like a conjuring trick, other machines put the parts together. I did not know

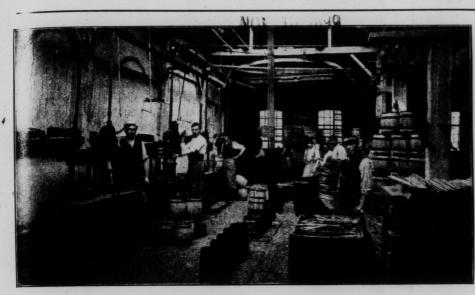
together. These require more care, and the machines were worked by men. The whole thing; in fact the whole works, reminded me much of Woolwich Arsenal. Dawson City, Klondike, took place early last autumn. Thereby hangs a tale, or, rather, a remarkable poster, which every body knows and has smiled over.

In the packing-rooms was an army of such nice little boys in squads of three-dea little souls - like the singing boys in the Jackdaw of Rheims. Each set of three had a chest of mustard, a pair of scales, a scoo and a rammer. One little lad scooped up the mustard and filled the scale, the second emptied it into a tin, and the third presse it home with his rammer. All these lad had a curious rhythmical swing, which, Mr Southwell told me, always characterized th mustard boys. The square tin with th yellow label filled the room. The be mustard is always packed in square tin the round or oval tins being only used for lower qualities.

From here we marched on to another large room where winsome lassies we e



Packing Mustard in Decorated Tins.



The Cooperage-Making Casks for Mustard.

tins in the same way as the boys. Here we the names of places in Africa and others were dealing with the well-known penny tins, and I was moved to ask if the penny tin really pays.

"Yes," replied my guide, "the penny tin pays-everybody. The penny pays the farmer who grows the seed, the railway company, the cost of manufacture, making the tin, printing the label, weighing, filling. despatching, the wholesaler's profit, the grocer's profit, and everybody is satisfiedincluding the consumer, who gets a supply of excellent mustard for his humble penny.'

It was curious to notice that the girls at their work had just the same rhythmical swing as the boys. As we passed to the next department I asked how long it generally took to execute orders.

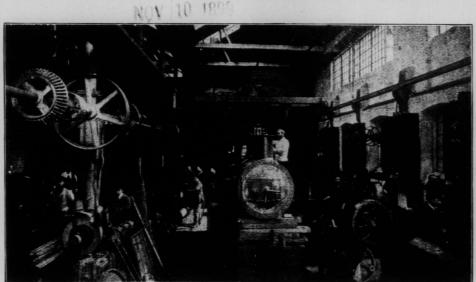
"As a rule," was the reply, "they are executed the same day that they are received."

Next in order I was shown the air and water-tight tanks holding four hundred gallons each, in which the mustard is exported. Just fancy four hundred gallons of mus-

weighing the mustard and putting it into a tard at a time! Some were labeled with

they got to their destinations and were emptied of their contents, were frequently used for storing water, so that, as they carried Colman's name, they continued to be both useful and beautiful, being an excellent advertisement for the company all over the

Such strange uses these empty tins and packing cases are put to in some parts of the globe! The casual sight, for instance, of a case with some stencilled words upon it, as we passed through one of the departments, brought a smile of amused recollection to Mr. Southwell's face, and led to a hearty laugh on my own part when he repeated this capital little yarn. It appeared that a missionary recently lecturing in the Provinces upon his work among the natives in South Africa, stated that on one occasion he officiated at the funeral of a white settler. In a country where wood was scarce the sorrowing relatives had utilized the discarded



The Engineers' Shop

for Australia, whilst one I particularly noticed was for California. From China to Peru indeed! These tanks, I learnt, when

boards of packing cases wherewith to make the coffin. The reverend lecturer said he found it hard to do justice to the solemnity of the occasion, seeing that the coffin-lid had been made of one of Colman's mustard cases and bore these words: "This side up. Stow away from boiler." It is, perhaps, needless to say that these special instructions were printed upon the cases at Carrow Works solely for the benefit of the shipper and to insure the mustard reaching its destination in good condition.

Colman's mustard is supplied in huge quantity to the Royal Navy. Report has it that during the recent mobilization the Admiralty would not risk sending the ships to sea without their supply of Colman's. It is even rumored (and nobody at the works denied it, so it must be true) that the ordnance department began to fill the shells with Colman's mustard, and the knowledge



Wherries unloading Timber.

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anoth sies we e of this fact abroad contributed largely to the peaceful settlement of the Fashooa difficulty. Whether this thing be true or no, certain it is that Colman's mustard was sent up in quantity to the Malakand Field Force, and no doubt contributed largely to the fiery valor of the attack on the Dargai Heights. It is also interesting to note that the United States army use the same delectable

The staves are planed and cut by machinery, and the delightful smell of oak shavings pervades the whole place. By the way, the very finest grade of Yarmouth bloaters—real Yarmouth bloaters—reserved exclusively for the use of crowned heads and Members of the Privy Council, are cured with these identical shavings.

When the staves have been made pliable

"This," said Mr. Southwell, "is the Blue Mill."

Scarcely had he spoken, when, from some nook or cranny or trap-door, appeared a fearsome man with beard of blue, and in his hand a lethal weapon, too.

"Bluebeard himself!" I muttered, and turned to flee to the solitary policeman I had seen guarding the entrance gate. But my



One of the Tin Working Shops.

commodity regularly, and the lines of march are always strewn with empty tins.

It is a curious circumstance, when one comes to think of it, that so many of the public appear to think that the uses of mustard in gastronomy are confined to beef, with an occasional dash of it, perhaps, in the salad. But, as a matter of fact, mutton and other meats are distinctly improved by

by heating, they are put into iron frames roughly the shape of the casks, and squeezed into shape by hydraulic pressure. One squeeze at one end and a second at the other, and the thing is done in a moment. A top and bottom of tin are inserted, the hoops are put on and the keg is complete. More conjuring tricks!

Ring down the curtain, turn off the yellow

guide took me gently by the arm, and soothing me gently, said: "Fear nothing. Fatima and Sister Anne are safe upstairs with the other girls, and the police take care that there are no skeletons in the cupboards."

I breathed again, and accompanied him into the office. Taking down several samples from the shelves over his desk, Mr. Southwell went on to explain that the



Starch Packing in Card-board Boxes.

a flavoring of mustard, so is cheese; and, what is perhaps hardly known to anybody, herrings become a new fish by its friendly aid. But I am digressing again.

There was yet another wonder to be seen in connection with the mustard department, namely, the steam cooperage, where they turn rough staves into casks while you wait. limelight, please, and turn on the blue—not the pale blue where the heroine meets her lover by moonlight alone, but the deep blue of the wizard's cavern, the blue of gnomeland, where the wicked fairies in the pantomime arrange to send the princess to sleep for 100 years—and ring the curtain up on the Second Act. original "Laundry Blue" was indigo; that this had, during the past 25 years, been eclipsed by ultramarine. Indigo is a definite vegetable substance, and is, in many respects, the best material for laundry purposes. It is soluble, and that goes for much. Ultramarine, on the other hand, is an artificial mineral coloring matter, and its

alue for laundry purposes depends almost entirely upon two factors-shade of color nd fineness of the particles. Unless neness exists, the blue rapidly deposits, ausing the spotting or flecking of linen so bjectionable to the laundress. As in mustard, the word "pure" conveys no guarantee of quality, for you may have one altramarine worth four or five times as much as another, yet both are genuine. I was shown samples of pure ultramarine ranging from £18 to as much as £80 per ton. Again, the name of the manufacturer is the only guarantee that it is safe to accept. Colman's No. 1 Azure Blue (ultramatine) is used in in Her Majesty's laundry.

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The process of manufacture is as follows: The Indigo, or Thumb Blue, is weighed out and moulded into the well-known shape by girls, with their fingers. It is allowed to dry in cool rooms, after which it is polished and is ready for the market. In the manufacture of light blue, the ultramarine, after being ground very fine by edge-runners, or



Making up Packets of Blue.

"You see the words on this label," casually remarked Mr. Southwell, pointing to one with the familiar legend that the blue was intended for the use of both laundresses and families. "Well an order from the Gold Coast addressed to 'Messrs. Laundresses."

a very painful disease "the blues" must be. It is not recorded, however, that the workers are particularly anxious to drown their sorrows in the flowing bowl.

From the blue mill a sudden change of scene brought me into the kitchen, where I saw enough Norfolk dumplings, and beef and plum pudding, and other good things to feed an army corps. Everything was spotlessly clean and so nice and wholesome, and the samples I tasted were so particularly excellent that I felt that I had gone far enough, and could now come to an anchor. And then the prices! I wish some nice kind people like Messrs. J. & J. Colman would settle in my neighborhood and supply such provender at even double the prices. The following bill of fare will show you how the thing is done at Carrow, and, needless to say, the hands avail themselves of the privilege in great numbers, and the kitchen is run at a loss:

Monday. Stew, with dumpling and vegetables, 2d.; or dumpling and gravy,

Tuesday. Fried fish, 2d.

Wednesday. ¼ lb. roast meat, with dumpling, gravy and vegetables, 4d.; slice of plum pudding, 1d.

Thursday. Stew, with dumpling and



An Ingenious Blue Wrapping Machine.

what the uninitiated would call a mortar mill, is handed over to boys, who work in gangs similar to the mustard boys. One boy weighs out the blue, a second scrapes it into molds on a revolving iron table, where it is subjected during part of the revolution to hydraulic pressure, which makes the squares or cubes. From here, the blue is taken to the drying-room, and then wrapped by girls or fed into a most ingenious wrapping machine. It is only necessary to feed the machine with blue and with wrappers, and he squares come out at the other end all neatly encased in the paper wrapping. The wrapped squares are then done up into -lb., 1/2-lb. and 1/4-lb. packets, and labeled. Colman's, by the way, were the first to use machinery for wrapping the blue. There is ften a good deal of "rush" work in this epartment, and, as the Factory Act renders ne employment of girls on overtime out of he question, it has been found necessary to introduce machinery upon which to rely in imes of need.

dresses and Families, Cannon street, London,' found us!"

The effect of the blue mills or the "blue-chamber" is most curious, especially after a morning spent in mustard land. The color seems to come out and hit you wherever you look, and you begin to understand what



One of the Starch Scraping Floors,

vegetables, 2d.; or dumpling and gravy, 1d.

Friday. Pint of soup, 1d.

Every day. Slice of cold beef, id.; coffee, tea and cocoa, ½d. a half pint.

Ring up the curtain again please. Away with the gloom of the blue hobgoblin land. Turn on the limelight pure, brilliant silvery white, for we are among the good fairies

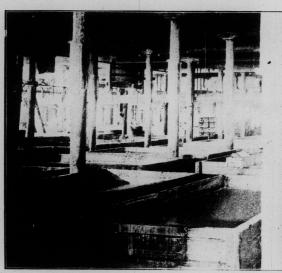
a month or two," replied my conductor.

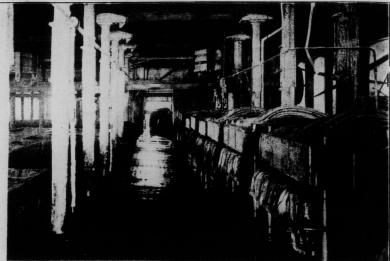
I reflected that starch would be quite harmless in the mouth, as it would dissolve very readily, and, acted upon by the acids of the mouth, would be converted, as every chemist knows, straight into sugar.

From the starch floor, where the crystals were being packed into 1-lb., ½-lb., ½-lb. and penny-boxes by the million, we entered NOV 10 1899

or glue manufactured on the premises and sold by its manufacturers under the name of "Vego" glue.

Everywhere in the box-floor and in adjacent rooms were boxes by millions. I hardly realized it until Mr. Southwell showed me that in a space which I should have estimated to hold 10,000 at the outside there were no less than 150,000.





Interior of Starch House.

now. Hundreds of pretty girls running to and fro in bright, many-colored head-dresses, whilst the fine dust of the rice starch clouds the air and falls lightly on everything. This is the starch-packing department. Bright eyes, rosy cheeks, merry faces flitting here and there and everywhere.

"What kind of starch do you pack here?" I asked.

"Rice, pure rice," was the answer. "I am sorry indisposition confines Mr. Joshua Womersley, our starch manufacturer, to his home, otherwise you would have had an opportunity of obtaining from him all information relating to the introduction of rice starch into England, as he was the patentee of the process under which the manufacture of rice starch has been, and now is, carried on at these works.* Some foreign makers mix maize with their starch, and even adulterate with barytes, but we use nothing but rice."

"What strikes me most about this department," I observed, as we reached the other end of the room (if you can call it a room, for it seemed as large as a concert hall), "is the wonderfully healthy look of these girls. I never saw such fresh-looking girls. Where do you get them all from?"

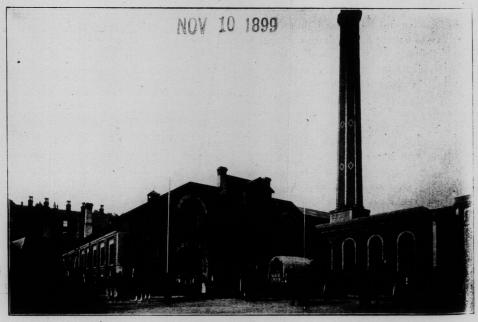
"Oh, there is no secret about it. The very air is nourishing. The most anæmic girl gets plump and rosy after she has been here

another huge room where there were girls again by the score, all making cardboard boxes. It was really wonderful to see how neatly and deftly the thing was done. The boxes were strong ones too, for they were made with a thick piece of cardboard as a framework, so that the top and bottom were the same size and met exactly. Consequently the boxes pack excellently, and the contents do not leak out. The boxes are fixed together with a special kind of paste

In another moment I saw more packing, more girls as busy as the bees in a hive, filling the boxes I had just seen in process of manuacture.

"These boxes are a new line, are they not?" I inquired.

"Comparatively," replied my conductor.
"The boxes are replacing the paper packages of loose starch. It costs us a good deal more to send it out in these boxes than in 4-lb. papers, and our profit is smaller,



The Stables

The Paper Mill.

^{*} We regret that, since this article was written, Mr. Womersley, who was an alderman of the city of Norwich, has passed away.

though we charge a somewhat higher price, but then we are sure people get our starch when they ask for it, of which we could not always certain when the starch was sent out in 4-lb. papers and retailed in small arcels."

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Having reached the ground-level again,

boxes. Each nailing machine had a boy at the top to feed in the nails, and a boy at the bottom to feed in the wood, and the material traveled through the shop almost as fast as I could walk, going in wood at one end and coming out as printed boxes at the other.



The Kindergarten Class.

we meet a hale and hearty old man coming towards us.

"Ah, Mr. Dye," exclaimed my conductor, "tell this gentleman when you came into the works."

"Well," said the old fellow, thoughtfully, "I can't tell you exactly what year it was, but I came in when I was fourteen, and that was at Stoke Mills, before Carrow was built, and I am 85 next birthday. But I wasn't in the works quite all the time, because I had fever once and then was away traveling for a bit, but I know it was july, '48, when I came back."

I found out by inquiry that if there is one thing Messrs. Colman do not do, it is to grind all they can out of their hands when they are young and then let them drift into the workhouse in premature old age. There s even an old boy still acting as foreman of the starch house, who has seen longer serice than Mr. Dye, and actually counts his period of continuous work for the firm at ixty-seven years! A photograph taken ast year of the old Stoke hands showed * that nearly seventy preferred continued work o retirement, whose service ranged from ixty seven years to not less than forty five. The united service of these old veterans to heir employers was over 3,400 years. Men lo not grow prematurely old at the Carrow Vorks

Then I was taken to see the packingases made, the wood being all cut up, planed, and sawn by machinery, printed, mailed together by ingenious machines into Passing through what had once been a forest of trees and was now a forest of boxes, I came to a block of boilers which were fed largely by the waste from the wood shops, conveyed down to them automatically. This was getting towards perpetual motion with a vengeance.

Then I went through stores and stores and stores of iron, nails, coal, tin, twine,

By the way, in one of the oldest books ever printed, a Gutenberg bible, sold the other day for £2,950, every page has a water-mark of the bull's head. Was this prophetic? The bull's head is known all over the world from pole to pole, and together with the company's numerous popular labels, is protected in every discovered country. One of the most recent was Japan. Spurious "Colman's" was once found in Corea.

Then I saw more buildings and more machinery, and more piles and piles of goods until my brain whirled and my reason was reft from me, and I was handed over limp and helpless to the custody of Mr. Durndall, the head of the works' fire brigade and police force and the ambulance, who, when I was a little revived, told me many interesting things.

"The Fire Brigade," said Mr. Durndall, "was started soon after the fire we had here in '81, when half a million tins were destroyed. The brigade now consists of four paid firemen and six policemen, who are trained as firemen, and act as such if occasion arises. There are twenty-three fire-alarms in different parts of the works. two manuals, a steam engine capable of throwing six hundred gallons a minute, a 40 ft. extension ladder, and no less than 7,330 ft. of hose altogether in different parts of the works. We can have the men out in one and a-half to two minutes for a fire inside the works, and in four to five minutes for a fire outside the works, all ready to start with a horse manual. We keep the



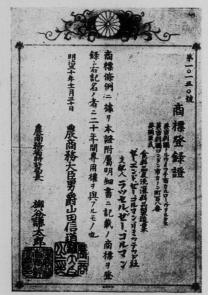
One of the Three Schoolhouses

timber yards by the acre, more stores, more buildings, to the printing department, where the labels, posters, billheads, lithographic and printing work is done. Not only that, but where many of the designs are made and transferred to the stone.

steamer on the other side of the river close to a float propelled by hydraulic power, and we can take the engine out of the station and put it on the river for a fire on the front in less than three minutes." I was subsequently informed that the annual cost of the fire and police service, irrespective of fire insurance, was over £2,000.

This ended the day's work, and free from the fear of surreptitious sinapisms I lay awake at night working out the most stupendous calculations. Given the total area of the floors at Carrow Works, and assuming the floors to be ten feet high, what I asked myself, would be the cubic contents of the buildings, and the answers were: -1,082,144 square feet area of floors; 10.082.144 cubic feet contents of buildings. There being over one million square feet of floors and over ten millions of cubic feet contained in the buildings, it was easy to convert these figures into 10,000 bachelors' dwelling-rooms of hygienic dimensions, or into 1,667 six-roomed suburban residences suitable for families. These residences would cover an area of nine acres, with a proper provision according to the spirit of the times of about sixteen acres of open spaces for the health and recreation of the inhabitants. The aspect of rest suggested by the last computation is, however, singularly absent at the present time, and the repairing and extending of the works constantly finds employment for nearly two hundred workers in the building trades.

In the morning I was up betimes, ran the gauntlets of the police, and arrived at the works in heavy marching order. Mr. Southwell again took possession of me and walked me off to see the cornflour, which, instead of being made from maize, is produced from rice. This may not mean much to the average reader, but to the invalid it does. The starch granule of rice is much smaller than that of maize and can be more readily digested in consequence. There were the same industry and movement and



Japanese Certificate to Colman's.

bewildering buildings and tons of material and the same absolute cleanliness that I had seen the day before.

Then I was initiated into the mysteries of "Self Rising Flour." This again contains no maize—nothing but pure wheat flour and the pure chemicals necessary to produce the carbonic acid gas which raises the dough. Several authorities, notably the Birmingham Town Council, are devoting their attention to the subject of the wicked adulteration of self-rising flour with maize

flour, and it is useful to know of a brand that can really be depended upon, and that cannot bring the grocer within the clutches of the law. Colman's Self-rising Flour is beyond suspicion—it is the very best which can be manufactured.

Then the steam fire engine was got on to the float for my benefit and I began to realize what a highly important person the the enormous scale on which Messrs. J. & J. Colman work.

Even the three quarters of a mile of the firm's river frontage—lined all the way with huge buildings, and illustrated in our unique plate—failed to impress me so much, perhaps because it was impossible to see all at once.

Two years ago the old firm, for family



One of the Kitchens-Norfolk Dumplings to the fore.

representative of Grocery must be to set all these mail clad firemen in motion. The effect of the steamer on the float throwing its 600 gallons a minute on to the buildings and a certain proportion on to the representative of Grocery, who photographed the scene, was really very fine.

After this I was shown all the ingenious telegraphic and telephonic communications for alarming the fire stations and recording the visits of the watchmen to the different floors.

The ambulance department is attached to the fire brigade and whilst I was there a boy was brought in whose eye had been damaged. The eye was dressed scientifically and the boy sent off to the hospital.

In addition to the ambulance, there is a well-arranged dispensary, at which each morning the medical officer is in attendance. This dispensary is made up of two rooms, one for men and one for women, a consulting-room and a dispensing-room. Here any of the workpeople requiring medical aid or assistance are free to go. The whole of the expense, together with the medical officer's and the dispenser's salary, are defrayed by the company. Leaving the dispensary, I passed through the fine stables, filled with sturdy shire horses; and on to the paper mill, where all the waste of the huge works is turned to fresh account, and where two machines are kept going mainly to supply the wants of the Carrow establish. ment. Next I went over the machine-shops, where no less than eighty men are employed repairing the machinery in the works and making new machines. The fire brigade with its alarms and hundreds of feet of hose, and this machine-shop, with so many skilled men -which was quite a works in itself - impressed on my imagination perhaps more than anything else the immensity of the whole affair and

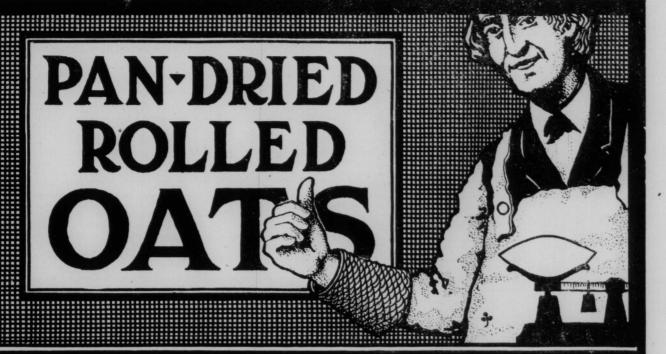
reasons, was converted into a limited company, but its shares were not offered for public subscription.

The farmers, by the way, place such trust in Messrs. Comman that many send their seed, which is mostly grown in the East Coast districts, direct to Carrow, leaving it to the Company to put their own price upon it—a remarkable evidence of the confidence felt in their integrity; and I may mention here that I was once told that such was the confidence of a certain South American Government in the probity of Messrs. Colman that their packages were accepted without the usual Customs examination. Such facts speak volumes.

Of the schools, not only for children, but for men and for women, and the technical classes, and the clubs and the savings bank, and the lending libraries and reading-rooms, and all the social organizations of the firm for the benefit of the employes, and of the splendid trust of £2,000 a year left by the late Mr. J. J. Colman for the benefit of the workers who had helped to make the fortunes of his house, with the express stipulation that it was in no way to relieve the Company of its responsibilities to the staff, I could write pages, but space is denied Suffice it to say that all the time was in Norwich, and I had chats with people of all class of society, the mention of the name of Colman always elicited kind words and appreciative references. I never heard a grumble.

As I left the works the hands were just leaving too. Out they poured in hundreds and thousands—yes, literally thousands, for there are getting on for three thousand at Carrow—like smoke from a factory chimney, choking the wide gateway and filling the wide street in long vistas twenty abreast. My wonder and bewilderment were complete.

TILLSON'S



"Yes Marm Quality Counts"

The grocer who depends on quality to build up business seldom fails in the undertaking. A low price will often effect a single sale, but good-bye to a second purchase unless the quality suits to a dot.

No one has ever questioned the high quality of Tillson's Pan-Dried Rolled Oats (their cleanliness, flavor, freedom from hulls), but that has not prevented us from trying to improve even upon our best efforts of the past.

We have had the "courage of our convictions"—we've installed new, unique machinery, the like of which cannot be found in another Oat Mill in all Canada. If there is a grocer anywhere who does not earnestly believe that "quality counts" in the rich, nutty flavor, the freedom from hulls, the absolute cleanliness and the uniformity of the grade of Tillson's Pan-Dried Rolled Oats we would like to send that grocer samples for comparison. The grocer who depends on quality builds business on a strong foundation. He wins trade and keeps it when he sells

Exporters of Flour,
Oat Meal and Split Peas.
Capacity, 800 barrels daily.

Tillson's Pan-Dried Rolled Oats.

THE TILLSON CO., Limited, Tilsonburg, Ont.

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WALL PAPER FOR GROCERS.

N another page you will read the advertisement of M. Staunton & Co., manufacturers of wall paper, and also are shown in this issue a couple of the most popular designs in the next season's line. This firm have brought the manufacture of domestic wall papers to a

designs and beautiful color effects, and with it all they have not forgotten practicability and salability in a single sample shown. Everything is in the best of taste, made with the idea of being a popular, quick seller at a low profit to the trade. This firm ask you to see this line, and offer to send a complete set of samples to you, or, if you

representative of this house direct, go so far as to offer to send a traveler to you. Readers of THE GROCER will be only consulting their own interests in getting into communication with M. Staurton & Co., Toronto, if wall papers are under consideration at all. UNIQUE CROCKERY BUSINESS. The crockery business carried on by E. W. Klotz, 24 and 26 Wellington street west, Toronto, is unique in Canada. Besides doing a large importing agency business in

representative of English and American houses. Thus, without keeping further stocks than a full line of samples he is enabled to do a large business in almost every class of crockery and glassware. The expense saved by not carrying stocks, Mr. Klotz, claims, makes his method of taking orders much more economical than the regular way. To those in a position to anticipate their wants, and whose business requirements are such that they can place import orders, this method of dealing is especially

German and Austrian crockery, he acts as

advantageous. The English house Mr. Klotz represents caters particularly to Canadian and United States trade. The quality of both table and toilet ware made by this house is of the highest. It possesses a perfect finish, so is entirely free from liability to craze. For high-class trade Mr. Klotz has a special line of French fireproof china cooking utensils, coffee and teapots, etc., which should have

Though Mr. Klotz visits the trade every spring he carries samples, and is in a position to fill orders at any time of the year.

a good sale, notwithstanding its high price,

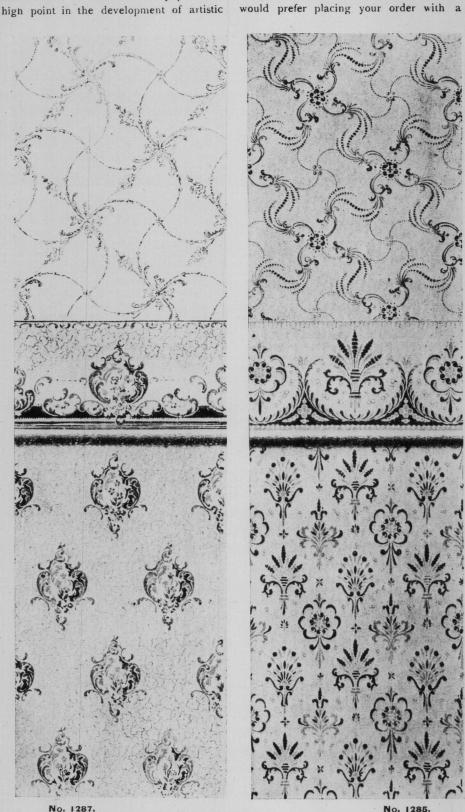
for they are decidedly valuable.



Manufacturers, wholesale or retail dealers, or others using tin cans should make a note of the fact that excellent tin cans, for fruit, syrup, honey, baking powder, lard, oil, fish, lobsters, etc., are made by The Standard Manufacturing Co., 100 Front street east, Toronto. It would be worth while writing for this firm's prices, etc.

MAKING IMPROVEMENTS.

To be thoroughly abreast with the times, all manufacturers have to be on the lookout for the latest improvements in manufacturing processes. O'Neail & Davidson, Paris, in recognition of this fact, are installing in their factory a complete rotary sieve system. This firm does a large domestic and export trade. They invite correspondence regarding prices and samples.



TWO OF M. STAUNTON & CO.'S NEW DESIGNS FOR 1900.

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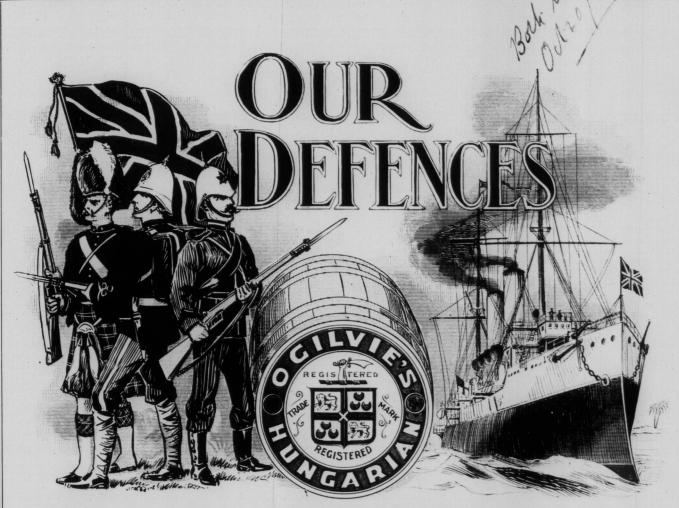
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installing in ieve system. and export ence regardKeep up the reputation of your business by selling only

OGILVIE'S FLOUR



IN PEACE OR IN WAR - EQUALLY INDISPENSABLE - EQUALLY RELIABLE.

MILLS AT

Montreal, Winnipeg, Fort William, Goderich and Seaforth.

DAILY CAPACITY, 10,000 BARRELS.

AGENCIES AT

Vancouver, Ottawa, Toronto, London, Quebec and St. John, N.B.

Head Office - MONTREAL



JOHN EYRE

Broker and Commission Merchant

California Products ALL DESCRIPTIONS ... SALMON

Fruits Tinned and Dried



EASTERN PRODUCTS

PEAS, BEANS, CANNED FRUITS and VEGETABLES Agent "Hickmott's" Asparagus

APPLES

CORRESPONDENCE SOLICITED PIERCE BUILDING,
105 and 107 Hudson St., NEW YORK

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A HEALTH-FOOD DRINK.

NE of the latest health-food preparations to be put on the Canadian market is "Rokco," a drink made from Canadian-grown grain, blended and roasted by a new process by The "Rokco" Mfg. Co. This is prepared to take the place of tea and coffee, and its makers claim it to be a delicious, wholesome and nourishing drink, and to be a cure for dyspepsia.

It is put up in 10 and 15c. packages, or is sold 2 lb. for 25c. A 10c. package will make 75 cups of the beverage. "Rokco" is prepared at 154 Queen street east, Toronto, by The "Rokco" Mfg. Co.

PAN-DRIED ROLLED OATS.

The making of what are known as pandried rolled oats is an interesting process. The oats, if the mill is an up-to-date one, are first put through a variety of cleaning and other machines, until at last they are conveyed by chutes into iron pans, each one big enough to fry an ox cut into slices. Revolving round and round the bottom of these pans are two iron fins which keep the oats from burning, and thus allow to be imparted to them that peculiar subtle and delicious flavor which is characteristic of pan-dried oats.

In this country there are no pan-dried oats which have a better reputation than

those turned out from the mill of The Tillson Co., Limited, Tilsonburg, Ont. The mills of this company are thoroughly up-to-date, and their product finds a sale upon the foreign as well as upon the home market.

ENGLISH MALT VINEGAR IN CANADA.

A good article that is wisely and well pushed seldom fails to achieve success. Purnell, Webb & Co., the malt vinegar manufacturers, of Bristol, England, have for years had a high reputation in Great Britain for their products. And now they are building a similar reputation in Canada. The reason is that the firm pays special attention to the export trade in plain and spiced vinegars for pickling and table use. During the past season its exports to Canada were the largest on record, while agents are now established in every part of the Dominion.

A USEFUL FOOD PREPARATION.

The nutritive value of the fresh egg has long been universally acknowledged. But the difficulty of keeping this food fresh is so great that in many districts, especially in a wide-reaching country like Canada, it has been impossible to keep or carry them. Many attemps have been made to preserve eggs in one form or another. As a rule, these attempts have not been a success, because of the use of injurious preservatives.

A process of preservation has been discovered, however, the result of which is a dessicated or dried egg, that when left in water for 10 or 15 minutes becomes soluble and has all the valuable, nutritive properties of the fresh egg. This is called "Ovo," and is made by The Mecredy Manufacturing Syndicate, Limited, London, Eng., in this firm's works at Stratford, Ont., and Winnipeg, Man.

THE CANADIAN GROCER has given this food a trial, and found it to be as valuable as its makers claim it to be.

The manufacturers of "Ovo" also issue a neat little cookery book containing 150 selected recipes.

GYRATOR SYSTEM FLOUR.

Millers who have installed in their works the new process of manufacturing flour, known as the Gyrator system, have good reason for calling the attention of the trade to that fact. The improvement in quality made possible by this system is well worthy of attention. The Valley City Flour Mills, Dundas, Ont., have installed this process in the manufacture of their "Pride of the Valley," "Red Seal," "White Fawn" and "White Rose" brands. James H. Wilson, proprietor of these mills, offers all kinds of feed for sale, and buys extensively coarse grains for chopping.



Wall Papers

Staunton Line.



Spring Trade ... of 1900.

Many grocers have found wall papers a profitable and almost indispensable side line to carry.

In making your selection for the new season's trade, remember this—the "Staunton" line is the largest—the designs and colorings most advanced—every sample has proved a popular one—they're bound to be quick sellers and at a good profit. Don't fail to see the line.

We will send samples or a salesman on The earlier you order the better the selection.

All purchases will be dated from Spring.



M. STAUNTON & CO., MANUFACTURERS,



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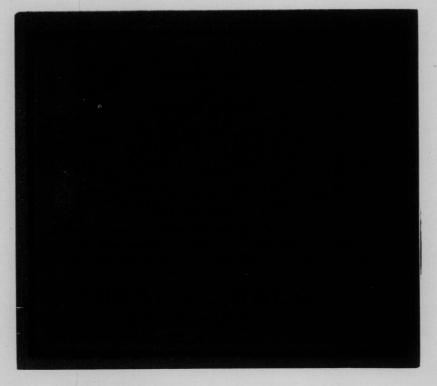
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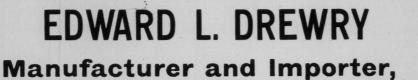
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R. neir works ing flour, ave good ne trade to ality made worthy of our Mills, process in le of the e Fawn'

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offers all xtensively







WINNIPEG, MAN.

We keep in Stock the Best Quality of Foreign Cheese.

Swiss—Gruyere, French—Roquefort, Holland—Edam, Fromage De Brie, American Pine Apple, Lumburger, Cream Cheese, Etc.

SOLE AGENTS FOR . .

Dufresne and Nonpareil Macaroni. Hazard's English Worcester Sauce,

Hazard's Shrewsbury Tomato Ketchup, Hazard's Mayonnaise, Bayle's Horseradish Mustard, Bayle's Devilled Cheese, Pfoffman's Climax Egg Noodles, 5 and 10 CENT PACKAGES. Skilton Foote's German Salad,

Skilton Foote's Tomato Relish.

All these goods kept in stock. Quotations freely given.

The Foreign Cheese No. 9 St. Peter Street,
& Importing Co. MONTREAL



OFFICE OF

CARROLL WHITAKER, Attorney.

SAUGERTIES, N.Y., July 31, 1896.

DEAR MADAM:

In my innocence I purchased in New York (100 miles from here) a jar of your

"Pin=Money Pickles"

It brought me great trouble, and one of three things must occur:

- 1. You must stop making them; or
- 2. I must get them at less expense; or
- 3. I'm a ruined man.

Since my first venture I've had many "jars." My family from early morn cry "Pickles"; neighbors ring the door-bell and shout "Pickles"; relatives visit me in expectation of "Pickles." Your Pickles are my Nemesis. Please, Dear Madam, quote them by the Keg, Barrel, Hogshead, Ton or Shipload, and "preserve" me.

Yours, very truly,

CARROLL WHITAKER.

MRS. E. G. KIDD, Richmond, Va.



NATURE AT ANTERED ANTERE ANTERED ANTER

30 Years of Purity, Strength, Richness. The true test of quality is the test of time. Jonas' Flavoring Extracts have stood that test for 30 years—and they have won on their absolute purity, unequalled strength, and delicate richness.

The Fruit, Flower, and Spice Flavors that they represent are absolutely true to Nature. If they should vary one iota from the high standard that has made them famous, we could not expect to hold the trade of the most particular buyers in all Canada.

Jonas'
Flavoring
Extracts.

Large Profits Easily Made.

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AKER.

The grocer who sells "Side Lines" can easily pay a large part of the running expenses of his store from the profit he makes, provided the "Side Lines" are right.

Jonas' Military Dressing is right. There is nothing quite like it or quite so good for a quick, lasting, waterproof dressing for boots and shoes. It preserves the leather, too, and keeps a customer good-natured with the money he (or she) saves. Few Army or Navy people are ever without it, but it is for all classes of people---men, women, children. Better yet, there are large profits in it for the grocer who sells it.

Military Dressing.

HENRI JONAS & CO., Montreal

Manufacturers and Importers of Fine Grocers' Sundries.

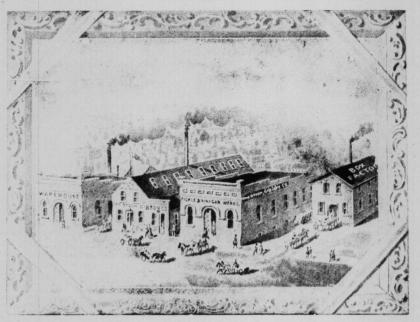
WILSON'S COMPUTING SCALES.

HE demand for fine scales in the grocery store is on the increase. The old styles are either discarded altogether or given as part payment on new scales. By actual tests the grocer has been the loser every time a parcel was weighed on his scales. The trouble with cheap scales is that it takes too much to turn them. Some merchants conclude that because their scales are balanced they must be correct, but it often is the case that, while two scales on the counter may be balanced, one will weigh one pound while the other may weigh over sixteen ounces. This feature of scales has been carefully looked into by C. Wilson & Son, of the Toronto Scale Works, who have been in the scale business for 50 years, and make a specialty of fine grocer scales. They

J. F. Smythe & Co., tea importers and wholesale grocers, Windsor, Ont., make a specialty of Japan, Ceylon and Young Hyson teas, which they sell under the the "Sterling" £ brand, and the popularity of this brand speaks well for the standard of quality which is maintained in these goods.

"WHITE STAR" GOODS.

If there is any industry upon the success of which quality is the determining factor, it is the pickle industry. Under the "White Star" label The Dyson-Gibson Co., Winnipeg, Man., state in their advertisement, published on page 5, that their aim has been first grade quality. Their aim has also been the same in regard to spices, extracts, coffees, baking powder, jams and



Works of The Dyson-Gibson Co., Winnipeg.

are now making a new computing scale that shows the weight, price and value all at the same time. The bearings are partly "diamond" steel and agate, and they have also ball bearings, which is a recent invention. The sale for the Wilson scales is spreading from one country to the other, and the firm is forced to work overtime to keep up with orders. A complete catalogue will be mailed free to any grocer wanting up-to-date scales.

"STERLING" € BRAND TEAS.

It is interesting to follow the growing tendency among wholesalers to sell goods under special brands. The success of this system of selling seems to be manifesting itself steadily. The cause of this seems to be that the using of a brand guarantees the maintenance of a high standard of quality, which establishes confidence in the goods that makes their sale an assured fact.

jellies. All their goods are put up under the label "White Star." The firm's catalogue gives the prices on their various goods, and the same will be sent to the trade on application. The accompanying cut gives a birdseye view of the Dyson-Gibson Co.'s different buildings.

HANDLE HIGH STANDARD FLOUR.

some of the most progressive grocers have secured and are maintaining a large family flour trade by having the flour sold under their own names. They use printed bags of various sizes, which they get either lithographed in the city or printed at home. Those who have been most successful in keeping this class of trade have made it a point that the flour they handle should always be up to the highest standard. To do this the retailer should deal with thoroughly reliable millers, such as A. A. McFall, Bolton, Ont.

BUSINESS STATIONERY.

Good stationery in business is sure to create good impressions, wisely remarks a contemporary. It is sure to make the man that receives it think that the man who sent it is about the right thing. Elegance in stationery means influence in business. Half the world would have confidence in the man without a cent of capital upon which to conduct business if his correspondence was done on the right kind of letterheads. The other half of the world, if they lacked confidence, would, nevertheless, think that there was something behind the man using such stationery.

CANADIAN BEANS FOR PORTO RICO.

Moore & Stevens, bean and seed merchants, Chatham, Ont., have shipped some 20,000 bushels of beans to Porto Rico. The purchaser was the United States Government, who wanted the beans for distribution among the natives who had lost their crops and homes during the severe storms of a short time ago.

In writing to THE CANADIAN GROCER, Moore & Stevens say: "Beans, after being for three years a drug in the market, are at last beginning to show signs of life."

BAYLE'S HORSERADISH MUSTARD.

A novel condiment is offered to the Canadian trade by Geo. A. Bayle, St. Louis, U.S.A. It is horseradish mustard, made from the purest English mustard and selected horse radish, and the best Tarrogon vinegar.

It is put up in glass-stoppered jars, which permit of easy opening and closing, yet retain the full strength of the mustard.

As Bayle's horseradish mustard is protected by an envelope of pure olive oil, it is impervious to gases, so there is no deterioration by the influence of air. It is thus kept permanently pure and palatable.

45 YEARS IN THE MILLING TRADE.

Over a large portion of Ontario the name of John Mackay, Bowmanville, Ont., has long been associated with the flour and feed business. For 45 years Mr. Mackay has manufactured flour, pot barley, split peas, etc., and in this time has established a reputation for progressive manufacturing and honorable dealing that makes his products ready sellers where they are known. While, however, the demand for these goods has grown considerably of late, new customers always receive prompt attention. Chops of all kinds are offered by Mr. Mackay for sale in car lots.

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FOR ...

Christmas

Trade

Nothing will sell better than

LILY WHITE GLOSS STARCH

in Beautiful TOY TRUNKS, with real lock and key.

The Best Starch in the Handsomest Package!

The only Cold Water Starch yet produced that satisfies EVERYBODY, is



CELLULOID STARCH...

REQUIRES NO COOKING

If you do not keep it in stock, your neighbor has the advantage of you.

Assorted 10-box lots delivered in Ontario and Quebec, freight paid.

The BRANTFORD STARCH CO.

.....

Limited.

BRANTFORD, ONT.

MILLIAR'S PARAGON CHESE



Agents . . .

D. H RENNOLDSON, Montreal

JOSEPH CARMAN, Winnipeg A. E. RICHARDS & CO., Hamilton J. HUNTER WHITE, St. John, N.B. PARSONS PRODUCE CO., Vancouver

The T. D. Millar Paragon Cheese Co.

INGERSOLL, CANADA.

Fine Goods for Your Best Trade

er

From France

Etablissements F. Delory, Lorient, France. They have nine factories packing 15,000,000 cases per year of French Peas, String Beans, etc., and the following brands of Sardines: Trefavennes, Martel, Club Alpins, Delory, Rolland, Lemoigne, Lementec and St. Louis—in ¼-tins, ½-tins, and tins; also in glass.

From Louit, Frères & Cie, Bordeaux, France. Their celebrated French Chocolate for eating and cooking; Anchovies in Oil and in Salt; French Mustard, Macaroni, Vermicelli; Mushrooms, Peas, Haricots Verts (String Beans), Macedoines (Mixed Vegetables), in glass.

From A. B. Schwartz, Strasbourg. Their famous Patés de Foies Gras and Potted Game—standards from which the quality of all other goods of this nature are judged.

From Baptistin Barrielle, Apt, France. Crystalized and Glacés Fruits.

From A. Lenoir, Fils & Blanchard, Gendre, Paris, France. "Specialty" Champignons (Mushrooms).

From Bernard, Bizac & Co., Sounllac, France. First choice Truffles in 1/16, $\frac{1}{16}$, and $\frac{1}{16}$ -tins.

From L. Fichot-Landrin, Paris, France. Breton's Vegetable Colors—all sizes and all colors.

Olives from Spain

The choicest crops from the best vineyards and the pick of the crops always. From Dunipe & Co., Seville, Spain, packed with that wondrous skill and care that has made the name Dunipe & Co. famous everywhere.

HENRI JONAS & CO., MONTREAL

Sole Agents for Canada for the above firms

Importers of Fine Grocers' Sundries





Halle little like

Do not be deceived by the false statements made by the agents of the National Cash Register Company.

Read the following, which is a copy of special instructions sent out to their agents in the United States and European Countries, where they have no opposition by the Hamilton Cash Register.

Statements made in Canada are for the purpose of crushing the Hamilton Cash Register Company out of business.

ADVANTAGES OF THE DETAIL OVER THE TOTAL-ADDER:

"The advantages of the Detail-Adder over the Total-Adder are many and important. In the first place, the keys can be arranged to suit any particular kind of business; also to keep separate records of the sales of goods in different departments, such as soda water and drugs, cigars and liquors, etc. If you make a specialty of any particular article, a key for that article alone can be put on the Register. By the use of the color keys, a record is also kept of Credit Sales, Money Received on Account, Money Paid Out, Change, Goods Sent C.O.D., Produce, etc. Other special keys can be added to show Goods Just Out, Goods Returned, Goods Sent on Approval, Telephone Receipts, Postage, etc.

"The Detail-Adder gives you a practical division of your various sales. You can see how many five-cent sales you have made, how many ten-dollar sales, and so on. This gives you a general idea of what class of goods are selling most freely. But, above all, this machine enables you to trace your sales and see that they are all registered, in a way that cannot be done with the Total-Adder.

"If you have any reason to suppose that a sale of a certain amount has not been registered, you can look at the wheels corresponding to that amount, and see if the registration has been made.

"If you have any reason to doubt the accuracy or honesty of anyone in your employ, you can, by watching the wheels, invariably discover whether your suspicions are correct.

"(Here the salesman will tell of the various instances of which he has heard, where the Detail-Adder was proved to be superior to a Total-Adder.)"

Now, it does not make any difference to us which of these two Registers we sell, but we honestly believe that the advantages of the Detail-Adder are so great that there is no comparsion in the utility of the two machines. A man can well afford to spend two minutes more each day, and have all the safeguards and checks upon his business, that the Detail-Adder gives him.

A short time ago representatives of the National Cash Register Company stated to the manager of the Hamilton Cash Register Company that the National Cash Register Company's was a monopoly which controlled the world in the Cash Register business, and they proposed to drive all opposition of Cash Register Manufacturers out of business, no matter what the cost would be.

After reading the above, what is your opinion of a firm that would do business as above stated?

They have now crushed and driven out of business about two hundred companies who have started to manufacture Cash Registers, but we are pleased to state that Canadian merchants prefer to buy a Canadian-made machine in preference to the Yankee makes, as the money remains in Canada and the Canadian merchants get the benefit.

We now have over three thousand Cash Registers in use.

Toronto Office, 82 King St. W.

Montreal Office, 1782 Notre Dame St.

Vancouver Office, 219 Cambie St.

Winnipeg Office, 268 McDermott Ave.

Factory, 259-265 James St. N., Hamilton, Ont.

THE HAMILTON CASH REGISTER

Manufactured by the

HAMILTON BRASS MANUFACTURING COMPANY

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Brown's Canned Clams

There is a great difference in Canned Clams. Some are good; others are better—BROWN'S CLAMS are the best—every can guaranteed.

Canned Haddies

A large demand and small supply this season. Your orders should be booked at once.

Canned Lobsters

Prices are sure to be higher. We have about fifty cases to offer.

We also can sell

DRY CODFISH
SCALED HERRING
PICKLED HERRING

at right prices.

We are headquarters for above goods; you are invited to trade with us. Orders promptly shipped.

NORTHRUP & CO

23 and 24 South Wharf, ST. JOHN, N. B., CANADA.

"QUEEN CITY" TABLETS

WASHING MADE EASY...

Half the labor in half the time, and no rubbing to wear out the clothes, better and cleaner washing with a soft smooth finish that makes ironing easier, and the articles keep clean and wear longer.

For sale by Grocers, Druggists, and General Stores.

QUEEN CITY OIL COMPANY, Limited

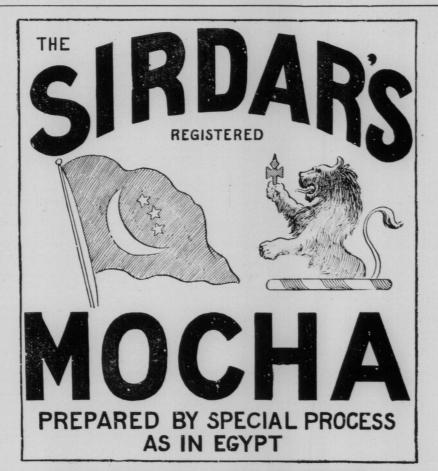
SAMUEL ROGERS, President.

TORONTO ONT.

If you drink whisky, drink it good.

DEWAR'S WHISKY

IS Good Whisky!!!



CAN NOW BE HAD IN CANADA.

Makes the most delicious cup of coffee obtainable.

Any Person selling or putting up Imitations, lays himself open to Prosecution

For sale in 1 and 2-lb. tins by all Wholesale Grocers.

ACME MILLS, 126 and 128 Queen Street, MONTREAL.

WHY USE . . .



Vin St. Lehon?

Because:

It is natural.

It aids nutrition.

It stimulates.

It is palatable.

It is the best tonic.

It is recommended by the highest medical authorities.

It is invaluable to nervous, feeble, fatigued, old and convalescent people.

Sold by all Druggists, Grocers, Hotels, etc.

Agents for Canada:

Laporte, Martin & Cie., Montreal.

WE ARE



est

old

AGENTS FOR

Ph. Richard Brandies
Chs. Couturier Brandies
Vin St. Lehon Tonic Wine
Champagne Vve. Amiot
Champagne "Couvert"
Mitchell's Scotch Whiskeys
Mitchell's Irish Whiskeys
Lipton's Famous Teas
"Victoria" Japan Teas
Princesse Louise Japan Teas
Victoria Ceylon Teas

We always have in Stock a full assortment of Groceries, Teas, Wines, Liquors, etc.

OUR PRICES ARE ALWAYS RIGHT

LAPORTE, MARTIN & CIE.

Wholesale Grocers

MONTREAL



These brands are a guarantee of the highest grade of Currants grown in Greece.

Specially selected and packed for



W. H. GILLARD & CO., Wholesale Grocers, Tea and Coffee Importers,

Hamilton, Canada



THERE'S COMFORT IN A CUP OF GOOD HOT

COFFEE

THESE COOL MORNINGS. COMPLETE. IF YOU ARE NOT ON OUR LIST OF BUYERS IT WILL PAY YOU TO GET SEE OUR TRAVELERS. THERE.

BOVRIL Limited

Wholesale and Retail Bonus Schemes September 15th to October 31st, 1899

During the above period we are offering a handsome Bonus to purchasers of Bovril. For full particulars apply to

Or to Our Agents

HALIFAX - Seeton & Mitchell P. Besserer OTTAWA - Robt. Mitchell & Co. QUEBEC ST. JOHN - C. S. Harding - R. S McIndoe TORONTO

VANCOUVER, Martin & Robertson VICTORIA - Martin & Robertson WINNIPEG - W. L. McKenzie & Co. **BOVRIL** Limited

27 St. Peter Street

.. MONTREAL.



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GOOD

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TREAL.

ESTABLISHED 1861

DIRECT IMPORTERS OF

FOREIGN, GREEN FRUITS

OUR SPECIALTIES:

Malaga Grapes California and Spanish Oranges Messina and Palmero Lemons Nuts, Dates, and Figs OF VERY FINEST QUALITY

OUR MOTTO: "Prompt, Reliable"

Best quality goods at very

We are Agents for A. BOOTH PACK-ING CO.'S BALTIMORE OYSTERS finest oysters shipped.

HUGH WALKER & SON

GUELPH,

ONTARIO

THE LARGEST AND **BEST EQUIPPED**

VINEGAR FACTORY

AMERICA



ALL GOODS STORED AND AGED BEFORE BEING SENT OUT,
THEREBY ENSURING FINE FLAVOR.

THE WILSON, LYTLE, BADGEROW CO.

Front St., corner Spadina Ave., TORONTO.

Canada's Famed Pickles Catsups



Famed
"Sterling" Brand
Pickles.

If you would cultivate the best trade of the best people, see that your stocks of the famous "Sterling" Brand Pickles and Catsups are always well assorted.

WATCH THE BRAND.

A pickle made in Canada — of best grown Canadian vegetables— by skilled methods, in Canada's Largest Pickle Factory.



Famed
"Sterling" Brand
Pickles.

Manufacturers of first-quality Jams and Jellies. Take no other.



Manufacturers of first-quality Orange Marmalades.



Famed
"Sterling" Brand
Chow Chow.

Home of "Sterling" Brand Pickles

LARGEST PICKLE FACTORY IN CANADA

The trade are always welcome to visit our factory and see for themselves our modern methods of pickle manufacture.

T. A. LYTLE & CO.

124-128 Richmond Street W.

TORONTO.



"Sterling' Brand Cats p.



Sterling" Brand Pickles.

acturers of t-quality nd Jellies. no other.



Sterling Brand

Hansomely boxed and labelled.

WETHEY'S

Sells at a popular price.

condensed Mince Mear

A most healthful and Guaranteed strictly delicious article. pure and wholesome.

Order From Your Wholesaler.

Put up only from finest Meats, Fruits, Spices, etc., by

J. H. WETHEY, = St. Catharines, Ont.

Alexander Turner. Lloyd T. Mewburn. A. G Osborne.

JAMES TURNER & CO.

Wholesale Grocers

HAMILTON.

Represented in Alberta and British Columbia

SAMUEL VILA Calgary, Alberta.

Manitoba and Algoma C. H. ROSS Winnipeg, "Leland," Fort William, "Kaminstiqua."

Controllers and Wholesale Agents for the celebrated blends of

PACKAGE TEAS Ram Lal's Indian Tea, Golden Age, Mascot.

BULK BLEND Rangnugger.

COFFEES Mecca, Damascus, Cairo, Sirdar, Zacapa.

WHOLESALE AGENTS IN CANADA FOR

addy's Renowned Old English Tobaccos.

"OZO" TEA OF TEAS

OR A TEA that is pure and sweet, with strength and flavor.

The "OZO" Co., Limited, have all the latest and best machinery, together with experience, for the blending and manipulating of Teas, etc. Send an order at once so as to be in advance of your competitors.

"OZO" Is Sold in Sealed Packets only.
Ceylon in Canisters.
Japan in Lead Packets.

The "OZO" Co., Limited, Tel. Main 2537, Montreal

MIRROR TRAPS

Are Rat and Mouse Exterminators.

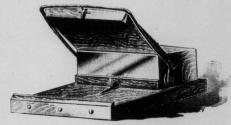
QUICKEST AND SUREST TRAP ON EARTH.



The Mirror getting in its work

They are **Decoy Traps.**The very best sellers.

They please the people, and have proven far superior to all others.



Rat Trap.
WILL CATCH RATS ANYWHERE.

Rats are cunning—you catch them best by a cunning trap. Mirro Traps are guaranteed to be the most cractical Traps ever offered to the public

Write for Circular with Tes mongls.

FOR SALE BY ALL JOBE RS.

Go



MIRROR TRAP CO., Detroit, Mic ., and Windsor, On .

Address all communications to 505 Fort Street West, Detroit, Mich.

AUBURN * FLOUR * MILLS

om our Peterboro' Elevator can always ship best qual-

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Mirro Traps
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OATS, PEAS AND WHEAT

We can always supply Mixed Cars—

FLOUR, FEED, OATMEAL, ROLLED OATS, CHOP FEEDS, AND CORN MEAL.

We manufacture Flour from Manutoba Wheat, Ontario Wheat, and blended Flour of the choicest quality.



DAILY CAPACITY, 200 BARRELS

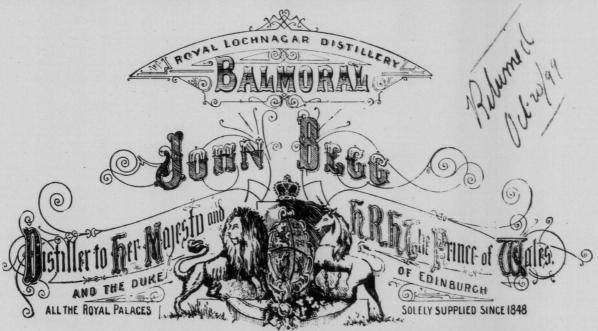
SPECIALTIES, MIXED CARS-OATS, PEAS, AND FEED OF ALL KINDS

Samples and Prices Furnished Promptly.

W. H. MELDRUM,

PARIS, ONT.

ROYAL LOCHNAGAR WHISKY



THE ONLY DISTILLERY ON THE ROYAL ESTATES OR FOR 50 MILES AROUND.

Good in fit to the retailer. Satisfaction to the consumer.

archasing agents wanted in the Northwest, British Columbia and the Maritime Provinces. For full information and

THE EUROPEAN WINE CO., Agents, 1625 Notre Dame St., MONTREAL



The Rising Sun Stove Polish—and—The Sun Paste Stove Polish

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

UNWISE SALESMEN.

Harmonia be accounted a good salesman, who, when a customer asks to see a certain high-priced article in the store, replies in effect, "Yes, we have, but it is expensive."

Yet, there are such; and they are met with more than once in a year in every branch of trade.

The other day a manufacturer of a certain article, which he had not long since placed upon the market, was asked for a quotation on a round lot. The inquiry called for a quantity larger than the manufacturer in question had been accustomed to entertain. But before giving the quotation he began to talk about the amount of expense such a quantity would run the purchaser into.

If that man is ever to be successful he should attend to the manufacturing of his goods and leave the selling thereof to someone else better qualified for the purpose than he is.

Still another case in point: A young man entered a store and asked for a certain article. "Yes, we have it," said a clerk behind the counter, "but the price is pretty high."

Such methods as these are anything but businesslike.

As to whether the price of an article is high or not should be left for the customer to determine after the figure has been named.

Tell a customer that the article he desires to buy is dear, and, ten chances to one he will believe it, and either purchase something lower priced and less profitable, or go to some other store with a view to seeing what he can do.

The office of a salesman is to remove obstacles to purchasing, not to create them. When a man discredits the price in tead of dilates upon the quality of the goods, it is

obvious he was never designed by Nature for a salesman.

GOOD COFFEES AND SPICES.

During the next few weeks a steady increase in the demand for coffee may be expected throughout Canada. It should be, on this account, an excellent article for using as a leader.

Two excellent blends for this purpose are offered to the trade by the Hamilton Coffee and Spice Co., Limited, 25 and 27 Macnab street, Hamilton. For a high-grade coffee trade, an excellent leader would be the Java and Mocha blend put up by this firm, while for ordinary trade their "400 blend," a medium grade at 20c., should prove a trade-winner.

The "Ocean Wave" baking powder, McLaren's "Invincible" lemon, vanilla and other extracts, which this firm are manufacturers of, continue to grow in favor, a good proof of the high standard that is maintained in their manufacture.

This firm carry a full range of pure spices of all kinds, which they state they can sell at a price which would make it advisable for those using such spices to correspond with them.

BUTTER-SCOTCH AND LEMONADE.

Since the issue of the last special number of THE CANADIAN GROCER, C. E. Colson & Son have secured two more English agencies, viz., Slade's butter - scotch and Foster, Clarke & Co.'s "Eiffel Tower" lemonade.

Slade's butter-scotch was on the market last fall for a few months and proved a free seller, more than 10 tons being sold, proving to all that it was an article well suited to Canadian trade. They have made preparations to supply the demand this season, and already several shipments have been received, all of which have gone off freely.

The agency for "Eiffel Tower" lemonade was secured too late for last season's trade, but Foster, Clarke & Co. have

written them that next season they are to spare no expense in pushing these goods, as they are thoroughly convinced that once the people became acquainted with them they will become popular articles.

Mr. C. E. Colson intends visiting England this Christmas with the object of discussing business, past and future, with his firms, with a view to still further extending his business

STONEWARE FOR GROCERS.

A new industry in Toronto which has recently been established will interest grocers and general merchants. It is the Toronto Pottery Co., 75 Cottingham st., manufacturers and jobbers of stoneware, rockingham and yellow ware, comprising jugs, butter pots, flower pots, churns, meat jars, teapots; in fact, everything in the line of stoneware and common clay goods. Their line was recently exhibited at the London Fair, and it was awarded first prize, which speaks for the quality of their ware. THE CANADIAN GROCER has examined their line and prices and think it will be to the trade's advantage to get their prices before again ordering elsewhere. A postal is all that is required to get them. Mr. G. C. Goebel, of Brantford, is representing them in Western Ontario, and Mr. C. W. Marshall has charge of their busines in Toronto. It seems safe to bespeak success for The Toronto Pottery Co.

A RAT AND MOUSE CATCHER

There are few creatures which are difficult to capture than the rodents, which are the plague of so many houses stores. The trap which is really a substores. Such a one is made by The Mirror approaching that the rat or mouse, in approaching it, sees neither trigger, works, nor sproaching it, instead, a mirror, which, reflecting itself, makes it hurry to secure the main before the rat it sees does so.

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Specials for Fall Trade

New Patterns in

DINNER WARE

New Patterns in . .

TOILET WARE

New Patterns in .

CHINA TEA SETS

JARDINIERES, BERRY SETS
GERMAN CHINA FANCY GOODS
COLORED GLASS FANCY GOODS

GOWANS, KENT & CO.

TORONTO

Temporary Premises:

27 Wellington St. West.

Large Profits!

I've told you before that there is about 60 per cent. profit in the handling of good cigars as a "side line." Stop a moment, please, and think of how few articles there are that you have in stock that pay you any such profit as that—60 per cent.!

Hesitate if you want to about asking me to send you samples and prices of the best 10 and the best 5-cent cigar that is made in all Canada—you lose good money while you are hesitating. The "Pharaoh" for a 10c. line; the "Pebble" for a 5c. line are unequalled as steady sellers.

Payne's Cigars.

J. Bruce Payne, Mfr., Granby, Que.

Crosse & Blackwell, Limited

PICKLES, SAUCES, MALT VINEGAR
JAMS and CONDIMENTS
KIPPERED HERRINGS Tomato or Shrimp Sauce.

C. E. COLSON & SON,

MONTREAL.

oil . F. CLARK, President.

JARED CHITTENDEN, Treasurer.

ESTABLISHED 1849.

...BRADSTREET'S...

at al and Surplus, \$1,500,000.

Offices throughout the civilized world.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

E BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling controlling tances of every seeker of mercantile credit. Its business may be define I as of the merchants, by the merchants, for merchants. In procuring, verifying, and promulgating information, no effort is spared and no reasonable expense of the decimal controlling in the credit of the procuring of the credit is offices and connections have been steadily extended, and it furnishes information concerning mercant credit is offices and connections have been steadily extended, and it furnishes information concerning mercant credit is offices and connections have been steadily extended, and it furnishes information concerning mercant credit is officed and connections have been steadily extended, and it furnishes information concerning mercant credit is officed. Subscriptions are based on the service furnishes, and are available only by the wholesale, jobbing and manufacturing concerns, and by respectable and worthy financial, fiduciary and business continued.

THE BRADSTREET COMPANY

TORONTO OFFICE: Cor. Jordan and Melinda Sts.
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WESTERN

corporated 1851.

ASSURANCE COMPANY

Fire and Marine

Capital, subscribed \$2,000,000.00 Capital - - - 1,000,000.00 Assets, over - - 2,340,000.00 Annual Income - 2,290,000,00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President C. C. Foster, Secretary.



THERE'S ALL THE DIFFERENCE

in the world between washing compounds.

Those that contain injurious chemicals do their work by eating the dirt-and the clothes.

EZE is manufactured from absolutely harmless ingredients, and doe its work by extracting the dirt, and will not, because it cannot, injure the daintiest fabric. As we have said before, a woman's hands, after a day's wish. ing, tell the story.

EZE MANUFACTURING CO.,

ORDER THROUGH YOUR WHOLESALER.
Retails at 5 and 10 Cents.

46 Front St. East, TORONTO.

Advertising Balloon Co.

Broadheath Rubber Works, Altrincham, England. Largest Advertising Balloon Manufacturers in the World Hundreds of various Trade Designs. ILLUSTRATED CHROMO CATALOGUE SENT ON APPLICATION



crossed P.O. Indents through British merchants only.

Dying Devil Crying Baby

Pneumatic SELF CLOSING BALLOON requires

STRICTLY WHOLESALE EXPORT ONLY.

Sample Rooms:

9 Newton Street, PICCADILLY, MANCHESTER.

********** Salt is

A Staple

When you sell Salt, please remember that Salt is as staple as Flour. There is nothing luxurious about Salt—it is an absolute necessity. The woman who buys it, buys it because she has to have it. If she can't get

Windsor Salt

at your store she goes to your competitor for it, and she takes some of her other trade along with herplease remember that!

In a staple article like Salt, a woman doesn't hesitate to buy the best-she gets it when she orders the "Salt of Quality"-clean, white, perfectly crystalized Windsor Salt. Sold by leading wholesalers everywhere.

> THE WINDSOR SALT CO., LIMITED Windsor, Ont.

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PPLICATION

DLESALE

, PICCADILLY, ESTER.

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> MANUFACTURERS 0F_____

> > Chewing Gum, Pop Corn and Confectionery **Specialties**

Wax Paper.

Manufacturers of all kinds of

48 to 52 LOMBARD ST.

TORONTO

CANADA'S BEST SCALES

GURNEY

Accurate and Durable.

Quality considered, the cheapest scale on the market.



GURNEY SCALE CO

Hamilton, Ontario, Canada.

If you want to build up your Jea Trade Sell the celebrated Blue Ribbon Jea. It is the Best in the World.

P. S. If you have not tried it, order sample lot at once from 9. If I Salt 142 Scott & Joronto,

HIGH-GRADE WINES AND SPIRITS



We are Sole Agents for
Dominion of Canada for
the following high-grade

Wines and Spirits:

AB MEDIEMENIE MEMER DIE ME ME MENIEME DIE MER

Louis Roederer, Gonzalez Byass & Co., Limited, Taylor, Fladgate & Yeatman, Morgan & Co. B. Sanroma Higo, Robert Donaldson & Co., De Neuville & Co., Jewsbury & Brown, Cameron & Saunders. Planat & Co., Nuyens & Co., Hill, Thomson & Co., Thom & Cameron, Limited, Glendronach Distillery Co., P. Loopuyt & Co., Coates & Co., James Hawker & Co., A. & M. Smith.

Jerez de la Frontera, Oporto. Hamburg, Reus. Madeira, Saumur, Manchester, London. Cognac, Bordeaux, Edinburgh, Glasgow. Perthshire, Schiedam. Plymouth, Plymouth, Leith & Aberdeen

Champagne. Sherries. Ports. Sherries. Tarragona. Maderia. Champagne. Mineral Waters. Bass & Guinness. Brandies. Liqueurs. Scotch Whiskies. Whiskies. Scotch Whiskies. Holland Gin. Plymouth Gin. Sloe Gin Liqueur. Fish Curers.

Exercise of the literature of

These goods are known throughout the world for their excellent qualities. . . .

They represent the highest grades the different markets can produce. . . .

To be obtained from all wholesale dealers.

ROBERT DALGLISH & CO.

22 St. John Street

-MONTREAL.

COX'S GELATINE Trustworthy

C. E COLSON & SON, Montreal. D. MASSON & CO., Montreal.

ESTABLISHED 1725.

HE MOST NUTRITIOUS COCOA.

COMFORTING

SPECIAL AGENTS

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14 lb. Boxes.

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

Refrigerators



EUREKA

it is the best.

WHY?

ist. Because it is built on scientific principles, having insulated walls it is easy on Ice 2nd. Because the system of circulation of air is perfect.

3rd. Because it is well built.

Further information

Further information can be obtained in catalogue which is free.

Address,

Refrigerator Co.

54 Noble St., Toronto This cut represents No. 13.

ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

THE DOMINION BANK

DIRECTORS

Hon. SIR FRANK SMITH
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Vice-President.

igents for Canada

W. INCE. W. R. BROG EDWARD LEADLEY. WILMOT D. MATTHEWS A. W. AUSTIN.

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AGENCIES

Belleville Cobourg Lindsay Orillia
Brampton Guelph Napanee Oshawa
Uxbridge Whitby Winnipeg
Huntsville Montreal

TORONTO—Dundas street, corner Queen.
"Market, corner King and Jarvis street.
"Queen street, corner Esther street.
"Sherbourne street, corner Queen.
"Sherbourne street, corner Ollege.
"Spadina avenue, corner College.
Drafts on all parts of the United States, Great Britain and Europe bought and sold.
Letters of Credit issued available at all points in Europe, China and Japan.

R. D. GAMBLE, General Manager.

Fine JAPAN RICES

JAPAN MIKADO POLISHED CRYSTAL, SNOW JAPAN, JAPAN ICE DRIPS.

MOUNT ROYAL MILLS BRANDS

D. W. ROSS CO'Y., AGENTS,

MONTREAL



ASK FOR

GRIMB

Six GOLD Medals

GRIMBLE & CO., Limited, London, N.W., Eng.

We solicit correspondence, whether buyers or sellers of

Green Dried

APPLES

Chops

O. E. ROBINSON & CO.

Use A, B, C Code, 4th Edition. CABLE ADDRESS-ROBINSON, INGERSOLL

Ingersoll, Canada.

PRACTICE MAKES PERFECT.

Oldest institution of its kind in Canada.

The Truro Condensed Milk & Canning Co., Limited

Manufacturers of "Reindeer" brand condensed goods.

FRUITS

ALL BEST BRANDS.

PRUNES DATES
EVAPORATED PEACHES
IN BACK
FIGS in boxes and tapnets

T. Kinnear & Co.,

Wholesale Grocers,

49 Front St. Toronto

THE STANDARD STOVE POLISH FOR THE WORLD.

Tiger Stove Polish.

For sale in two sizes, a 5 and 10-cent size. The packages are large and handsome, and give a good profit to the dealer. The polish does not dry or rust in the tins, but will impart a beautiful and lasting shine. Sold by all wholesale dealers, and by The F. F. Dalley Co., Limited, Hamilton, Ont., Canada.



Selected Quality.

Full Weight.







EVERY CAN GUARANTEED.

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Watson, Foster Company

Manufacturers of all grades of WALL PAPERS Montreal, Canada.



The Factory Producing the Most Modern and Artistic Paper Hangings on the Continent.

Have you made your selection of Wall Papers for season 1899-1900? If not, now is the time to inspect our more-than-ever popular line. Our representatives are now on the road, and will have much pleasure in calling on you and showing you our new samples. The frequent introduction of up-to-date novelties, nobby styles, artistic gems, and popular sellers all through the extensive collection will render the ordeal a pleasing one to you. It will require very little or no argument to convince you that our assertment embraces the kind of you. It will require very little or no argument to convince you that our assortment embraces the kind of papers you should have to hold your best trade and increase the volume of your business.

HEAVY 21-INCH PAPERS in Flats, Plain Varnish Golds, and Embossed Varnish Golds INGRAINS-Most Fashionable Shades, with twelve handsome, remarkably rich matched Friezes EMBOSSED PULP EFFECTS—the newest specialty out

Will accomplish the above results for you.

Note. --- Freight equalized with Toronto for towns West of Belleville and North of Toronto.

Empire Smoking Tobacco

Ask your wholesaler for a sample caddy of

EMPIRE

at

36 cents.

5, 10 and 15 cent Plugs

Big Plugs

Little Money

Empire is a fine, cool smoke, and is sure to please. It is the largest, cheapest and best in Canada.

Made by the

EMPIRE
TOBACCO
CO., Limited

Granby, Que.

In Baking Powder

THREE STANDARDS ARE

WHITE SWAN

ROYAL CANADIAN

OUEEN'S FAVORITE

I-lb. Tin, 100 Supplied through the trade.

SMITH & SCOTT, Mfrs.

TORONTO

BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

The Canadian Press Clipping Bureau,

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TELEPHONE Main 1255. . MONTREAL

Most Excellent Coffee



pure, high-grade berry at a popular price.

Trial Order Solicited.

E. T. STURDEE,

Mercantile Broker, Manufacturers' Agent.

ST. JOHN, N. B.

Sugars, Teas, Fruits, and General Grocery Lines

WHOLESALE TRADE ONLY.

Buy Crest Brand Extracts



Noted for their____

Purity
Strength
and Flavor

THE LONDON COFFEE & SPICE CO.

London, Ont.

Limited.

. T. STURDEE

Mercantile Broker, Manufacturers' Agent,

ETC., ETC. Wholesale trade only.

Daisy Fruit

a great seller. It is a good Fruit Biscuit a low price. You should have a barrel least. Samples and prices on application.

> THE HOME CAKE CO. GUELPH, ONT.

BAKING POWDERS COCOANUTS CONFECTIONERY MUSTARDS SPICES WASHING COMPOUNDS

All kinds of woodenware kept in stock.

Manufactured by
The Wm. Cane & Sons Mfg. Co., Limited Newmarket, Ont.

cited.

's' Agent.

V Lines

BOECKH BROS. & COMPANY

J. & R. McLEA

General Merchants and Steamship Agents.

IMPORTERS-

Newfoundland and West India Produce Fish and Fish Oils

EXPORTERS-

Flour, Pork, Grain, Butter, Cheese, Etc.

AGENTS FOR

L. Carvajal y Ca.,

Dos Cabanas Havana Cigars

Scotch Whisky

do

Alex. Andreae Kraay & Co., Clarets and Sauternes

I. B. Foster & Sons,

Guinness's Stout, Bugle Brand Old Tom Gin,

Scotch Whisky,

Bass's Ale

ockburn's & Co., Glen-Orme

V. O. H.

Special Scotch do do

Special Liquor

obt. Porter & Co... Guinness's Stout, Bull Dog Brand.

BELL TEL., MAIN 866.

CFICE-23 COMMON ST.,

MONTREAL



Cow Brand Baking Soda

is making wonderful progress in regard to sales. The demand increases every month. Every farmer's wife in Ontario has our recipe book, which has been mailed at the rate of 5,000 per week for some months past.

GROCERS:-Do not let your stock run wholesale house carries all sizes of

JOHN DWIGHT & CO. TORONTO AND MONTREAL

EAT MAR

DIGESTING EASILY.

The best properties of Choice Winter Wheat are given in this article. Ask your grocer for a 2-lb. package.

Manufactured by

THE EXPRESS ROLLER MILLS

WM. MACK, Proprietor.

CORNWALL, ONT.

INDO-CEYLON TEA.

The demand for "Monsoon" has steadily increased, until now the output is enormous and still growing.

The value we give warrants it. You can give your customers nothing which at all approaches "Monsoon" in satisfactory results.

THE MONSOON TEA CO.

Toronto and Montreal.

INDO-CEYLON TEA.

DOLLARS

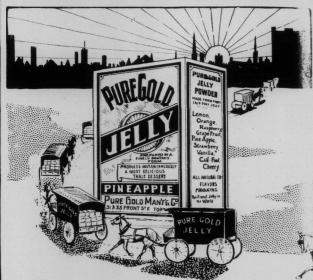
are made by

selling....

Paterson's Sauce.



IN HALF A MILLION HOME



Send 10 Pure Gold Labels, any kind, and 5c. in Stamps for set (12) of Scenes from Dickens, beautifully colored.

PURE GOLD MAN'FG (31 AND 33 FRONT ST. EAST CANADA

Rose & Laflamme

Agents

MONTREAL

Ivory Bar

1-lb. bars. 2 6-16-lb. bars. 3-lb. bars.

60 bars in box.

Ivory Bar Twin Cake 12-oz., 100 cakes in box.

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

The BRANTFORD SOAP WORKS CO.

THE MANITOBA

Produce & Commission Co.

WINNIPEG, MANITOBA.

WHOLESALE DEALERS IN

Butter, Eggs, Cheese, Fruits, Cured Meats

PICKLED, DRY AND SMOKED FISH

Correspondence Solicited.

Vancouver. Victoria, Rossland, B.C.

Exceptional Value. Samples on Application.

WARREN BROS. & CO.

TORONTO.

RIO COFFEE Cocoanuts by the Carload.

Did it ever strike you to sell your lady customers the pure cocoanuts? They will grate it themselves. There is a good pand of meat in every cocoanut. You can sell it at half the price of prepared coco. it. Try one sack as a sample.

OUR REGISTERED BRANDS OF CIGARS: "18 K" and "PALATIALS" are sellers.

They give you a good profit and your customers good value.

ASK FOR PRICE

The Macpherson Fruit Co.,

SYSTEM IN CONNECTION WITH GRAND MOGUL

CEYLON TEA

S pronounced by the High Court of Ontario in accordance with law; see Mail and Empire of Oct. 3rd. As we adopted new system coupons May 1st, we wish to recall all old Letter Coupons, therefore, will accept as a full sett 30 old coupons and 35 new fall coupons in exchange for either of the rich presents offered for one sett of coupons, if sent to us between Nov. 1st and December 31st.

T. B. ESCOTT & CO.

WINNIPEG

TORONTO

MONTREA

LONDON, ONT.

The Merchants of the Bay of Quinte District will find

OUR GROCERIES up-to-date,

OUR WAREHOUSE their best centre of SUPPLIES, and ;

OUR PRICES as low as the same **Quality**of **Goods** can be obtained anywhere in the Dominion.

Galbraith, Walmsley & Co.,

Wholesale Grocers, Importers and Manufacturers' Agents,
Bridge Street, Next Door to Post Office, BELLEVILLE.

ROCKINGHAM.

ROCKINGHAM.

CHEMICAL WARE.

DRAIN TILES.

WATER FILTERS.

FIRE BERICKS.

FIRE CLAY.

WENTERSEYUNG Belleville, Onk.

Jugs, Churns, Butter Pots, Bean Pots, Preserving Jars, Flower Pots, Etc., Etc.

ASK FOR PRICES.

Log Cabin Baked Beans

PLAIN AND IN TOMATO SAUCE.

We guarantee them equal to any imported brand, and they are all Canadian but the tin, that's British.

PACKERS and PRESERVERS
of a full line of

CANNED FRUITS

And VEGETABLES

MILLER & CO.

TRENTON, ONT.

SOLD BY ALL WHOLESALE GROCERS,

RANCHES AT:

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ncouver, ctoria, lson, ssland, B.C.

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PEG, Man.

THE GAME AND FISHING LAWS.

NTARIO has long been recognized as a Province possessing great attractions for the sportsman.

The enthusiasm with which devotees of the rod and gun seek the many varieties of fish and game which abound in our waters and woods is such that frequent changes in the game and fishing laws are necessary, that the succeeding generation may have the same opportunities for shooting and fishing that is the share of the present.

The frequency of these changes is so great that a layman cannot well follow them. Therefore, the digest of the whole law, Provincial and Dominion, affecting the birds, animals and fish of Ontario, which A. H. O'Brien, M.A., editor of The Canada Law Journal, has prepared in past years has tound ready acceptance throughout the Province.

Mr. O'Brien has issued his fourth edition, corrected to September, 1899. It is better printed and bound than previous issues, and is just as concise and comprehensive as they were. This work is issued under the authority of the Ontario Fish and Game Department. The book is offered for sale in a neat pocket edition in paper covers for 25c., by A. H. O'Brien, 18 Toronto street,

EXPORTERS OF DRIED FRUITS.

O. E. Robinson & Co., Ingersoll, whose advertisement appears on page 131, are among the largest exporters of dried fruits in the Dominion, and their connections are people who handle the best goods packed. They are also exporters of green fruits and poultry, and solicit correspondence from anyone interested in the above.

A NEW WAREHOUSE.

L. M. Schenck & Co., St. Catharines, have just added another commodious warehouse to their canning factory, the dimensions being 40 x 125 ft. From a very small beginning this firm has been steadily growing, and, by packing only the choicest grades of fruits and vegetables, have gained a reputation second to none in the country. Their specialties are tomatoes and peaches.

ROBERT DALGLISH & CO.

The business carried on for so many years in Montreal by the late Robert Dalglish has been taken over by Mr. Frank Brown. and is now being conducted under the name of Robert Dalglish & Co. Mr. Brown has succeeded in retaining all the agencies held by the late firm, and reports business exceedingly good. They now represent some of the largest and best known wine and spirit manufacturers in the

world, and can supply the trade with almost any kind of liquor needed. They are agents for Hill, Thomson & Co.'s Scotch whiskies, an old and thoroughly reliable make, which has long had a high reputation among connoisseurs.

Besides their numerous liquor agencies, they also carry a stock of A. & M. Smith's kippered herring in tomato sauce, and are well pleased with the sale of these goods.

PRODUCTION OF TEA IN JAPAN.

A return recently published by The Bureau of Statistics at Washington, compiled from official reports of the Japanese Government, gives the production of tea in Japan for the six years ending 1897:

| Nun | nber of | | |
|-----------|-----------------|-----------|-----------|
| hous | eholds | "Bancha" | |
| Year. eng | aged. Tea. | tea | Total. |
| 1897 77 | 7.944 6.074.164 | 2,396,018 | 8,470,182 |
| 189676 | 2,634 6,044,549 | 2,456,196 | 8,500,745 |
| 189573 | 6,775 6,248,813 | 2.450,468 | 8,698,781 |
| 189470 | 5.928 5.250,135 | 2,633,097 | 7,883,232 |
| 1893 | 5,200,801 | 2,439.567 | 7,640 368 |
| 1892 | 4,986,468 | 2,225,397 | 7,211,865 |
| | | | |

The quantities are in kwans, and a kwan is equal to 8.28 lb.

NEW STORES STARTING.

Joseph Moyneur & Co. have begun business as dealers in eggs, butter and cheese, in Ottawa.

Joseph Martin is starting business as cigar dealer, etc., St. Thomas, Ont.

Barnes & Syers are opening a grocery store in Gainsboro, N.W.T.

Alex. Knowles has started a general store in Sintaluta, Man.

W. W. Ingraham and James A. McLean have opened general stores in Sydney, N.S.

John Liscomb is commencing business as general merchant in Old Bridgeport, N.S.

Frank D. Warren has started a general store in Lansdowne, Que.

M. Shea & Son are starting a general merchandise business in Sheenboro', Que.

MEDICINE FOR A SCRATCHY PEN.

"All pens are alike to me," said the clever young woman, "and all pens would be alike to you if you only knew how to break them in. Don't moisten your new pen between your lips before you begin to write. Don't say charms over it or squander your substance in gold pens. Take your cheap steel pen, dip it into the ink, then hold it in the flame of a match for a few seconds, wipe it carefully, dip it into the ink and you have a pen that will make glad the heart within you. It is a process I have never known to fail."-Washington Post.

PURCHASING AGENTS WANTED.

The European Wine Company, of Montreal, are in want of purchasing agents throughout the Northwest, British Columbia

and the Maritime Provinces. This fina are the Canadian agents for the "Royal Lochnagar " whisky, which, they claim, is as cheap as ordinary whisky, and, the same time, gives better satisfaction.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROSES.

UGENE RAYMOND, general merchant, Beaupre, Que., has assi ned. and a meeting to appoint a corator was held on October 18.

A. H. Wood & Co., cigar manufacturers, Montreal, have assigned.

Sylvio De Moras, general merchant, Plessisville, Que., has assigned.

Adelard Marcotte, cheesemaker, St. George de Windsor, Que., has assigned.

Mrs. J. B. E. Dion, grocer, Quebe has assigned, and a meeting of her creditors has been held.

W. V. Paradis has been appointed curator of T. B. Domville, general merchant, St, Stanislas, Que.

A meeting of the creditors of J. J. Turcotte & Co., wholesale and retail grocers. Quebec, was held on October 19, in the office of V. E. Paradis.

PARTNERSHIPS FORMED AND DISSOLVED.

J. & V. Belanger, grocers, Hull, Que., have dissolved partnership, J. Belanger continuing.

Copartnership has been registered by John J. Sears and Annie Sears, wife of T. V. Sears, as grocers under the style of Sears & Co., Antigonishe, Que.

Moise C. Bezner, Euclide Cousineau and Henri Schetagne have registered partnership, under the style of M. Bezner & Co., as butter manufacturers in St. Anne de Bellevue, Que.

SALES MADE AND PENDING.

Samuel Collyer, grocer, Hamilton has sold out by auction.

The assets of Mrs. C. G. Levesque, general merchant, Quebec, have been sold.

George Swallow is giving up business as grocer in Clinton, Ont.

A. G. Smith, grocer, Dundalk, Ont. has sold out to Thomas F. Lockhart.

The Jobin, Marrin Co., grocers, Vinnipeg, are applying for incorporation.

J. E. Jarvis & Co., grocers, etc., Beamsville, Ont., have sold out to W. Cornwill. FIRES.

N. Layton, general merchant, St. Charles, Man., has been burned out; loss reported \$5,000; no insurance.

Barthelemi Pepin, fruit dealer, etc. Montreal, is dead.

Edward Chaplin, tea broker, etc., Montreal, is dead.

Seraphin Bertrand, grist miller, Plessisville, Que., is dead.

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ENDING.

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miller, Hessis-

JUST LANDING

By steamer from Bordeaux, over 700 packages of merchandise from the well-known firm of Dandicolle & Gaudin, Limited.

70 cases Mushrooms. glass and tins. 25 cases Haricots (green beans), 100 cases French Peas, 20 cases Macedoines (mixed vegetables), 20 cases Asparagus, 25 hogsheads of Bordeaux White Wine Vinegar. 30 octaves 5 cases Pates de Foie Gras.

2 cases Crystallized Fruits.

4 cases French Bon Bons, in glass bottles.

65 cases Sardines: Aphrodites, des Cordons Bleus. Illustrees, a la Vatel. A la Milton. Favorites. Montagne. Skinless and Boneless.

45 cases Olives Fourrees (pitted olives).

100 cases Cognac.

5 cases Fine Champagne.

30 cases Olive Oil, in bottles.

35 cases Nonpareil Capers.

10 cases Thon a la Bordelaise (tunny fish).

10 cases Boneless Anchovies in oil, glass.

10 cases Olives Farcies (stuffed olives), in oil.

35 cases French Mustard a la Vatel.

5 cases Puree Richelieu (seasoning for sandwiches).

10 cases Bordeaux Vinegar, in bottles.

•75 cases Rhum, Lion, St. Marc and Royal plantations.

L. CHAPUT, FILS & CIE.

MONTREAL.

MALT BAKING POWDER MALT YEAST POWDER LIQUID EXTRACTS POWDERED EXTRACTS PREPARED ICINGS POWDERED JELLY PULVERIZED SUGAR REFINED BORAX PREPARED COCOANUT ESSENTIAL OILS CREAM OF TARTAR BI-CARB. SODA PURE SPICES

BIRD SEED, ETC., ETC.

MONARCH MUSTARD

THE J. J. FANNING CO., Limited

... OTTAWA, CAN.

MANUFACTURERS

HIGH-GRADE GROCERS' SPECIALTIES AND BAKERS' SUPPLIES

FANNING'S MALT BAKING POWDER HAS NO SUPERIOR.

We sell nett, 10 days, and do a large mail order businessthus avoiding the terrific expenses of the "traveller" and credit systems.

OUR SPECIALTIES ARE:

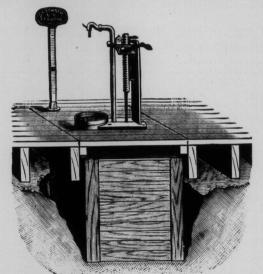
Royal Snaps **Daisy Fruit Mixed Cookies** Lemon Snaps Strawberry Crisp

It would pay you to handle our goods they draw trade. We pack principally in barrels because they save the retailer money. Prices and samples on application.

> THE HOME CAKE CO., GUELPH.

Who knows better than the user the merits article? Truly the proof pudding lies not with the cook with him who eats it. Relatively, we stand in the position of the cook, who discuss the merits of the

BOWSER Three-Measure OIL TANK



UNDER THE FLOOR OUTFIT.

"THE PROOF OF THE PUDDING"

J. H. HORNING & CO., 92 John St. South.

HAMILTON, Ont., Oct. 6, 1899

Messrs. S. F. Bowser & Co., Toronto, Ont.

Toronto, Ont.

Gentlemen: In response to your inquiry as to the Self-Measuring Oil-Tank, I may say that I have used one for over one year, and find that it gives perfect satisfaction. It is clean, accurate, and very fast in measuring, saving oil and time. I am more than pleased with, and can recommend, it to anyone who handles oil.

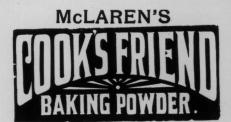
Yours very truly,
J. H. HORNING & O.

Wouldn't it interest you to know of our goods in detail? It will cost only a for a postal card for your address.

S. F. BOWSER & CO., P. O. Box 564.

Factory: FORT WAYNE, IND.

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



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

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g Oil Tank, I may erfect satisfaction . I am more that ly, IORNING & O.

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CUBBENT MARKET QURTATIONS

| October 1 , 18:9. | HARDWARE, PAINTS AND OILS |
|---|---|
| sis list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, Hamilton, London, St. John, N.B., Halifax, Winnipeg. Van- | Montreal, Toronto, St. John, Manitoba, |
| couver and Victoria. The prices are solicited for publication and are of such quantities | Quebec. Hamilton, Halifax, Stantona. Wire nails, base |
| goods in large lots and for prompt pay are generally obtainable at lower prices. | Cut nails, base 2 60 2 60 |
| all quotations for staple products are under the direct control of the Editors who call-daily upon all the leading houses in the principal centres. | Smooth Steel Wire (oiled and |
| | annealed, etc.), base |
| BUTTER, CHEESE AND EGGS | Linseed oil, raw |
| Montreal, Toronto, St. John, Manitoba. Quebec. Hamilton. Halifax. | Turpentine 72 73 76 83 |
| Dairy hoice, large rolls, per lb, | SYRUPS AND MOLASSES |
| " tubs, best 17 18 16 17 11½ 12 | Syrups Dark 134 |
| " low and med, " , 12 14 | Medium 2 30 32 3 312 |
| Creamery, tubs and boxes | Corn Syrup, barrel, per lb 258 258 |
| Cheese per lb | " " ½ bbls. " |
| | " " 3 gal. pails, each 1 30 1 30 1 00 |
| CANNED GOODS | Honey 40 |
| Apple 38 \$0.90 \$0.90 \$1.00 \$1.00 \$1.10 \$1.1 \$1.25 and address and all of the second secon | " 38-lb, pails |
| Asparagus | Molasses— New Orleans |
| Blackberries, 2's 140 170 150 110 | Barbadoes |
| Beans, 2's | Antigua |
| Corn, 28 | |
| Peas, 2 s | CANNED MEATS Comp. corn beef, 1-lb, cans |
| " sifted 85 1 00 1 10 1 15 1 00 | " 2 lb. cans |
| Pears, Bartlett, 2's | " " 4-lb, cans 5 25 5 :0 8 25 8 75 9 25 |
| Pineapple, 2's | " 14-lb, cans 18 00 18 50 9 50 20 (0 21 00 |
| Peaches, 28 | Lunch tongue, 1-lb. can |
| 38 | English brawn, 2-lb, can |
| " Lombard 1 00 1 10 1 30 1 50 1 40 | Camp sausage, 1-lb. can |
| Pumpkins, 3's | Soups, assorted, 1-lb. can |
| Raspherries, 2's | Soups and Boull, 2-lb, can 180 175 180 |
| Strawberries, 2 s | Sl c d smoked beef, \(\frac{1}{2} \) S \(\text{S} \) \(\text{Lin} \) \(|
| Succotash, 2's | " " 1's 2 75 2 80 2 95 3 25 |
| Lobster, talls | CANDIED PEELS |
| 12-lb. flats | Lemon, per lb |
| Salmon, sockeye, talls | |
| (data 100 100 100 100 100 100 100 100 100 10 | Citron, " 15½ 17 16 |
| " flats | Foreign— FRUITS |
| " flats | Foreign— FRUITS Currants, Provincials, bbl |
| " flats | For ign — FRUITS Currants, Provincials, bbl |
| " flats | |
| " flats 140 1 60 1 50 1 60 1 30 1 35 " Horseshoe 135 1 40 1 60 " Clover Leaf, talls $\begin{cases} 10 & 4 \text{cases} & 150 \\ 5 & 9 & 17 \\ 10 & 25 & 165 \\ 10 & 25 &$ | $ \begin{array}{c ccccccccccccccccccccccccccccccccccc$ |
| " flats 140 1 60 1 50 1 60 1 30 1 35 " Horseshoe 135 1 40 1 60 " Clover Leaf, talls $\begin{cases} 110 & 4 \cos 8 & 1 & 1 & 5 \\ 10 & 4 \cos 8 & 1 & 1 & 5 \\ 10 & 25 & 1 & 1 & 1 & 5 \end{cases}$ " Clover Leaf, talls $\begin{cases} 110 & 4 \cos 8 & 1 & 1 & 1 & 1 \\ 10 & 25 & 1 & 1 & 1 & 1 & 1 \\ 10 & 25 & 1 & 1 & 1 & 1 & 1 & 1 \end{cases}$ " Clover Leaf, flats $\begin{cases} 110 & 4 \cos 8 & 1 & 1 & 1 & 1 \\ 10 & 25 & 1 & 1 & 1 & 1 & 1 \\ 10 & 25 & 1 & 1 & 1 & 1 & 1 & 1 \\ 10 & 25 & 1 & 1 & 1 & 1 & 1 & 1 & 1 & 1 \\ 10 & 25 & 1 & 1 & 1 & 1 & 1 & 1 & 1 & 1 & 1 \\ 10 & 25 & 1 & 1 & 1 & 1 & 1 & 1 & 1 & 1 & 1 \\ 10 & 25 & 1 & 1 & 1 & 1 & 1 & 1 & 1 & 1 & 1 & $ | $ \begin{array}{c ccccccccccccccccccccccccccccccccccc$ |
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| " flats | For ign— FRUITS Currants, Provincials, bbl. $\frac{4^{1}8}{2^{5}-bbls}$ $\frac{4^{1}8}{4^{4}}$ $\frac{6^{5}}{6^{5}}$ $\frac{5}{6^{4}}$ $\frac{5^{4}}{4^{4}}$ $\frac{4^{1}}{4^{4}}$ $\frac{6^{5}}{6^{5}}$ $\frac{6^{5}}{6^{4}}$ $\frac{4^{1}}{4^{4}}$ $\frac{6^{5}}{6^{5}}$ $\frac{6^{5}}{6^{4}}$ $\frac{4^{1}}{6^{5}}$ $\frac{6^{5}}{6^{5}}$ |
| " flats 140 160 150 160 130 135 140 160 150 160 130 135 140 160 155 140 160 155 140 160 160 160 160 160 160 160 160 160 16 | Fruits Currants, Provincials, bbl. |
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| " Hats 140 160 150 160 130 135 " Horseshoe 110 4 cases 135 140 160 " Clover Leaf, talls 5 9 " 173/2 | FRUITS Currants. Provincials, bbl. |
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| "Horseshoe 1 160 1 50 1 60 1 30 1 35 "Horseshoe 1 10 4 cuses 1 50 "Clover Leaf, talls 5" 9 " 1 7½ "Clover Leaf, talls 5" 9 " 1 62 5 "Clover Leaf, talls 5" 9 " 1 62 5 "Clover Leaf, talls 5" 9 " 1 62 5 "Clover Leaf, talls 5" 9 " 1 62 5 "Clover Leaf, talls 5" 9 " 1 62 5 "Clover Leaf, talls 5" 9 " 1 62 5 "Clover Leaf, talls 5" 9 " 1 62 5 "Clover Leaf, talls 5" 9 " 1 62 5 "Clover Leaf, talls 5" 9 " 1 62 5 "Clover Leaf, talls 5" 9 " 1 62 5 "Clover Leaf, talls 5" 9 " 1 62 5 "Clover Leaf, talls 5" 9 " 1 62 5 "Clover Leaf, talls 5" 9 " 1 62 5 "Clover Leaf, talls 5" 9 " 1 62 5 "Clover Leaf, talls 5" 9 " 1 60 5 "Clover Leaf, talls 5" 9 " 1 62 5 "Clover Leaf, talls 5" 9 " 1 62 5 "Clover Leaf, talls 5" 9 " 1 62 5 "Clover Leaf, talls 5" 9 " 1 62 5 "Clover Leaf, talls 5" 9 " 1 62 5 "Clover Leaf, talls 5" 9 " 1 62 5 "Clover Leaf, talls 5" 9 " 1 62 5 "Clover Leaf, talls 5" 9 " 1 62 5 "Clover Leaf, talls 5" 9 " 1 6 "Clover Leaf, talls 5" 9 " 1 62 5 "Clover Leaf, talls 5" 9 1 12 "Clover Leaf, talls 5" 9 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | FRUITS Currants, Provincials, bbl. 4 |
| "Hotseshoe 1 160 1 50 1 60 1 30 1 35 1 40 1 60 1 30 1 35 1 40 1 160 1 40 1 160 1 40 1 160 1 40 1 160 1 100 1 | FRUITS Currants, Provincials, bbl. 4\gamma_1 4\gamma_2 5 5 5\gamma_1 4\gamma_2 6 6 6 6 6 6 6 6 6 |
| "Hotseshoe 1 160 1 50 1 60 1 30 1 35 1 40 1 60 1 10 1 15 1 10 1 10 1 15 1 10 1 10 | FRUITS Currants, Provincials, bbl. 4\(\) 4\(\) 6\(\) 5\(\) 5\(\) 5\(\) 4\(\) 4\(\) 6\(\) 6\(\) 4\(\) 4\(\) 6\(\) 6\(\) 4\(\) 4\(\) 6\(\) 7\(\) 6\(\) 6\(\) 6\(\) 6\(\) 7\(\) 6\(\) 6\(\) 6\(\) 6\(\) 7\(\) 6\(\) 6\(\) 6\(\) 6\(\) 7\(\) 6\(\) 6\(\) 6\(\) 7\(\) 6\(\) 6\(\) 6\(\) 7\(\) 6\(\) 6\(\) 6\(\) 7\(\) 6\(\) 6\(\) 6\(\) 7\(\) 6\(\) 6\(\) 6\(\) 7\(\) 6\(\) 6\(\) 7\(\) 6\(\) 6\(\) 7\(\) 6\(\) 6\(\) 7\(\) 6\(\) 6\(\) 7\(\) 6\(\) 6\(\) 7\(\) 7\(\) 1\(\) 1\(\) 1\(\) 1\(\) |
| " Hats | Currants, Provincials, bbl. |
| " Hats | FRUITS Currants, Provincials, bbl. 4 4 5 5 5 5 4 4 4 6 6 7 5 5 4 4 4 6 6 7 5 5 5 4 4 4 5 5 5 5 |

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IN STAPLE AND FANCY GROCERIES, WE HANDLE EVERY QUICK-SELLER OF PROVED VALUE.

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| | | | | | | | 1 1 | | | | | | | | | | _ |
|--|----------|----------------------|----------------------|----------------|----------|----------------|----------|------|-------------------------------------|-----------|----------|----------------|--------------|--------|--------------|--------|-------|
| | COFFE | | FEE | EE | | | | | | PETROLEUM | | | | | | | |
| | | Montreal, Quebec. | | onto. | | John, ifax. | | B.C. | | Montreal, | | | | St. J | 11 | mitol | |
| reen— Mocha | Que | 24 | 23 | 28 | 25 | 30 | 24 | 25 | | | bec. | Toro | nto. | | ifax. | | d B.C |
| Old Government Java | | 27 | 22 | 30 | 25 | 30 | 24 | 25 | Canadian | | 12 | | 151/2 | 16 | 1634 | | |
| Rio | | 10 | 71/2 | 12 | 12 | 13 | 834 | 91/2 | Sarnia water white | | 13 | | 161/2 | 17 | 1734 | ***** | |
| Santos | | | 8 | 12 | | | | | Carbon safety | | 17 | | | | | | |
| Plantation Ceylon | | 29 | 26 | 30 | 29 | 31 | ****** | | American water white | | 171/2 | | 18 | 19 | 1934 | | |
| Porto Rico | | | 22 | 25 | 24 | 28 | | | Pratt's Astral | 18 | 19 | | 19 | ****** | | ***** | *** |
| Gautemala | ***** | | 22 | 25 | 24 | 26 | | | | | | | | | | | |
| Jamaica | | 18 | 15 | 20 | 18 | 22 | | | | | TEA | 9 | | | | | |
| Maracaibo | | 13 | 13 | 16 | 13 | 15 | | | Black- | | 16 | 10 | | | | | |
| | | NUT | rs | | | | | | Congou—Half-chests Kaisow, | | | | | | | | |
| | 12 | 13 | 121/2 | 13 | . 12 | 191/ | | | Moning, Paking | 121/2 | 60 | 12 | 60 | 11 | 40 | | |
| razil | 28 | 30 | 28 | 30 | . 12 | - 121/2 | | | Caddies Paking, Kaisow | 17 | 40 | 18 | 50 | 15 | 40 | | |
| alencia shelled almonds | 12 | 15 | 12 | 14 | 11 | 12 | | | | | | | | | | | |
| arragona almonds | 61/2 | | 9 | 10 | 9 | 10 | | | Indian—Darjeelings | 35 20 | 55 | 35 | 55 | 30 | 50 | | |
| eanuts (roasted) | 51/2 | 8 | 7 | 9 | 3 | | | | Assam Pekoes Pekoe Souchong | 18 | 40 25 | 20 18 | 40 25 | 18 | 40 24 | ***** | |
| coanuts, per sack | | 3 00 | | 3 75 | 3 50 | 4 00 | | | | | | | | 17 | | ****** | |
| reper doz | | | | 60 | 60 | 70 | | | Ceylon—Broken Pekoes | 35 | 42 | 35 | 42 | 34 | 40 | | |
| renoble walnuts | | 12 | 12 | 13 | 12 | 13 | | | Pekoes | 20 | 30 | 20 | 30 | 20 | 30 | **** | |
| arbot walnuts | | | | | 9 | 10 | | | Pekoe Souchong | 17% | 40 | 17 | 35 | 17 | 35 | | |
| ordeaux walnuts | | | | | 9 | 10 | | | China Greens— | | | | | | | | |
| ily filberts | | 734 | 81/2 | 9 | 8 | 10 | | | Gunpowder-Cases, extra first | 42 | 50 | 42 | 50 | | | | |
| ples filberts, | . 10 | 11 | 10 | 11 | 10 | 11 | | | Half-chests, ordinary firsts | 22 | 28 | 22 | 28 | | | **** | |
| cans | 10 | 11 | 10 | 11 | 11 | 12 | | | Young Hyson-Cases, sifted | | | | | | | | |
| elled Walnuts | | 25 | 25 | 28 | | | | | extra firsts | 42 | 50 | 42 | 50 | | | | |
| | | TAPI | 004 | MA | CAR | ONI | | | Cases, small leaf, firsts | 35 | 40 | 35 | 40 | | | ***** | |
| RICE, SAC | aU, | | | | | | | | Half-chests, ordinary firsts | 22 | 38 | 22 17 | 38 | ****** | | ***** | |
| ce-Standard B | 3 25 | 3 35 | 334 | 3% | 3 25 | 3 40 | 41/8 | 41/4 | Half-chests, seconds | 17 | 19 | | 19 | | | ***** | |
| Patna, per lb | | | 434 | 5 | 5 | 6 | | | " thirds | 15 | 17 | 15 | 17 | | | ***** | |
| Japan | | | 51/2 | 6 | 5 | • 6 | | 5 | " common | 13 | . 14 | 13 | 14 | | | | |
| mperial Seeta | | | 4% | 5 1/2 | 5 | 6 | | | Pingsueys— | | | | | | | | |
| Extra Burmah | | | 41/4 | 4 3/6 6 1/2 | 4 | 5 | * ****** | | YoungHyson-%-chests,firsts "seconds | 28 | 32 | 28 | . 32 | 30 | 40 | | |
| Java, extra | | | 6 | | 6 | 7 | | | | 16 | 19 | 16 | 19 | | | | |
| go | 334 | 41/2 | 4 | 434 | 5 | 6 | | 5 | Half-boxes, firsts | 28 | 32 | 28 | 32 | | | ***** | |
| pioca | 3% | 4% | 434 | 5 | 5 | - 6 | | 5 | " seconds | 16 | 19 | 16 | 19 | | | ***** | |
| acaroni, dom'ic, per lb., bulk | | | | 7% | | | | | Japan- | | | | | | | | |
| " imp'd, 1-lb. pkg.,French | ****** | | 9 | 10 | | | | | %-chests, finest May pickings | 38 | 40 | 38 | 40 | | | | |
| " " Italian | | | 11 | 121/2 | | | | | Choice | 32 | 36 | 32 | 36 | | | | |
| | | SOD | A | | | | | | Finest | 28 | 30 | 28 | 30 | | | | |
| 1 1 100 lb leas | 0 0= | 2 50 | 1 85 | 2 25 | 1 85 | 2 00 | 2 60 | 2 50 | Fine | 25 | 27 | 25 | 27 | | | | |
| -carb, standard, 100-lb. keg | 70 | 75 | 70 | 80 | 85 | 90 | | 134 | Good Medium | 22 | 24 | 22 | 24 | | | | |
| soda, per bbl | 95 | 1 00 | 95 | 1 00 | 95 | 1 00 | | 174 | Medium | 19 | 20 | 25 22 19 | 20 | | | | |
| Soda, per keganulated Sal Soda, per lb | 90 | 1 00 | | 1 | | 1 00 | | | Good common | 16 | 18 | 16 | 18 | | | ***** | |
| anulated Sai Soda, per 15 | | | | | | | | | Common | 13 | 15 | 131/2 | 15 | | | | |
| | - | SPIC | ES | | | | | | Nagasaki, ½-chests Pekoe | 16 | 22 | 16 | 22 | | | | |
| pper, black, ground, in kegs, | 1000 | | 四 图 图 | | 1 1 3 3 | EL TEN | | | " Oolong | 14 | 15 | 14 | 15 | | | ***** | |
| pails, boxes | 13 | 15 | 12 | 14 | 14 | 15 | | 15 | " " Gunpowder | 16 | 19 | 16 | 19 | | | **** | |
| " in 5-lb. cans | 14 | 17 | 14 | 15 | 15 | 16 | | | " Siftings | 71/2 | 11 | 71/2 | 11 | | | | |
| " whole | 11 | 12 | 11 | 13 | 12 | 13 | | 15 | | | | | | | | | |
| per, white, ground, in kegs, | 00 | 00 | 10 | 04 | 01 | 00 | | 95 | | WO | ODE | NWAF | RE | | | | |
| pails, boxes | 20 | 23 | 18 20 | 24 | 24 20 | 26 22 | | 35 | D-D- N- 1 0 1 | | TENGT ! | | | | | | |
| 0-10. Cans | 20 | 23 25 | 20 19 | 26 25 | 20 | | | | Pails, No. 1, 2-hoop | | | | 1 55 | | 1 55 | **** | |
| | 19 | 25 25 | | 25 | 20 | 22 25 | | | " " 3-hoop | ***** | | | 1 70 | | 1 70 | **** | |
| nger, Jamaica | 19 12 | 30 | 18 14 | 25 | 10 | 25 | | | nan grained | | | | 1 40 | | 1 40 | **** | |
| ves, whole | 25 | 30 | 25 | 25 35 30 | 18 25 | 30 | | | quarter, jam | | | 90 | 1 08 | 90 | 1 08 | **** | |
| re mixed spice | 20 | 40 | 20 | 40 | 16 | 20 | | 25 | candy, and covers | | | 2 25 | 2 65 | 2 25 | 2 65 | | |
| ssiaeam tartar, French | | 25 | 24 | 25 | 20 | 22 | | | | | | | 8 50 | | 8 50 7 00 | | |
| eam tartar, French | | 28 | 25 20 24 25 | 25 30 | 20 25 | 30 | | | " " 1 | | | | 7 00 | | 6 00 | ***** | |
| Dept | | 17 | 13 | 16 | 16 | 18 | | 20 | 4 | | ****** | | 6 00 5 00 | | | **** | |
| lspice | 13 | | | | | | ****** | | " " 3 | | | ****** | | | 5 00 | | |



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PRICES
WE GUARANTEE SIZE AND QUALITY.

TORONTO POTTERY CO. TORONTO, ONT. TELEPHONE



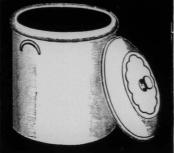
Round Bottom

Low Butter Pots

Yellow Bowls



Butter Pots, with Covers









French Pots



Poultry Fountains



Fancy Flower Pots



Milk Pitchers

Awarded First Prize at Western Fair, London, 1899.

A THRIVING WESTERN FIRM.

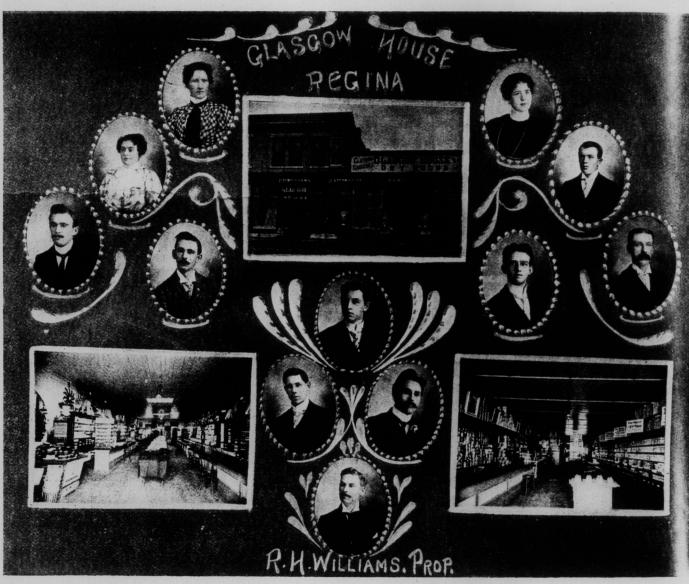
The growth of The Glasgow House Regina.

R. R. H. WILLIAMS, the founder of the Glasgow House, Regina, N.W.T., is an old timer in the Territorial capital, from his boots upwards. He was not only one of the first residents and merchants in the town, but Mrs.

prop:ietor. Under his able management and skilful organization, the business progressed by leaps and bounds, and the rented store near the Lansdowne soon proved quite inadequate for the amount of trade done, so that the proprietor had to look around for a more commodious site.

A fire soon gave an opportunity, and Mr. Williams purchased land on the same street, and built thereon the present Glasgow House, to which he added the adjoining property last year, increasing the floor space Glasgow House staff is one of fir class rank, and they are seen surround ; the proprietors in our illustration just as a wally as they may be seen on anniversar festive occasions at Mr. Williams' restance, for the most amicable relations exist between the Glasgow House proprieto and the Glasgow House staff.

In addition to the Glasgow House Mr. Williams is the proprietor of a large lamber business. It is thus seen that Mr. Williams is a worthy citizen of Regina. He has



Williams is said to have been the very first of the gentler sex to make Regina her

Mr. Williams started as a general merchant early in the 80's on South Railway street, the principal thoroughfare of the town, and in 1888 took into partnership Mr. A. Sheppaid. The business rapidly increased, and when, in 1889, Mr. Sheppard went to try his fortune in fresh fields and pastures new, Mr. Williams became sole to 54 x 85 feet. His store is now one of the largest and best in the West, and comprises many departments, including dry goods, groceries, boots and shoes, hosiery, clothing, and men's furnishings.

At the beginning of the present year, Mr. Williams took his son, Mr. J. K. R. Williams, into partnership, who, as a manager of a branch store, had already shown himself a chip off the old block as regarded business tact, ability and discretion. The seen the town grow, and has helped t.W growth. It is not surprising, therefore, at he has been mayor of the town, president of the board of trade and has always en to the front in every movement having for its object the welfare and prosperity or he town and surrounding district.

It is hoped that the steamer service ith Prince Edward Island will enable pro ice to be shipped during the whole season

"Don't Pay Freight on Water!"

VINEGAR

wing Mass.

BUY

Concentrated Grape Vinegar

This is an absolutely Pure Fruit Vinegar, made from the highly cultivated grapes of the celebrated Rhine district of Germany.

Why Pay Freight on Water and Heavy Barrels?

Hundreds of customers throughout **Canada** are now using it and repeating their orders.

Send for sample and convince yourself.

W. H. SEYLER & CO.

118 King Street East,

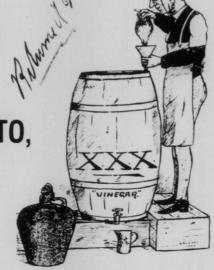
Read What the Dominion Analyst Says:

This is to certify that on analysis of above vinegar I found it a purely "Concentrated Wine Vinegar," made from the grape fruit. Free from mineral acids, metallic substate, and alcohol. After dilution with pure water will prove a wholesome and palatable commodity either for table use or pickling purposes. A very important thing not to be lost sight of in using this article is that cleanliness is insured by procuring this vinegar in the concentrated form.

Toronto, Sept. 1st, 1897. (Signed)

A. R. PYNE, M.D., Dominion Analyst.

TORONTO,



herefore, tat wm, president s always en ent having for sperity of he

arround ; the

w House Mr.

a large lamber Mr. Williams ina. He has

and

niversar

ms' rest nce, elations exist proprieto and

service ith

DOES ADVERTISING PAY? WE WANT TO FIND OUT

To do so we will make the following magnificent offer to every Grocer who writes for and sends P.O. Order with order: We will present him with one case of five-cent Jersey Cream, not to give a way, but to place on his counter and sell (this is part of contract) as we believe, if he sells the five dozen, customers who buy them will want the rest.

Push this. It is better than owning stock in a gold mine. And with this we will present one of our handsome show cards, "Lead Kindly Light" or "Hark My Soul," framed. Freight paid in Ontario; one-half allowed outside. We consider this the best offer ever made by any manufacturer for high-grade goods. Keep your customers in good health, happy and contented by selling them only Jersey Cream Baking Powder.

Our Cream Tartar Baking Powder—" Lumsden"—we guarantee equal to any grade in America. The cost is a little higher than Jersey Cream, owing only to trouble in preparing it.

 1/8-lb.
 Size, 5 doz. in case, \$0.45 per doz.

 1/4-lb.
 " .90 "

 1/2-lb.
 " 1.75 "

 1-lb.
 " 3.00 "

For all orders by letter only will allow the wholesale discount, 10 per cent.

Standard Baking Powder, ¼-lb. Size, 4 doz. in case, \$0.45 per doz.

" ½-lb. " 3 " .75 "

1-lb. " 3 " 1.25 "

Mother's Baking Powder, in I-lb. tins only, \$1.00 a doz.

Lightheart, I-lb. tins only, \$1.00 a doz.

Guaranteed equal to any powder with presents sold at 50 cents per lb.

10 per cent.

Lumsden Bros.

TORONTO.

HAMILTO N.

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Seal Coffee Brand Coffee

(1 lb. and 2 lb. cans.)

Every grain is pure and developes LIQUID FRAGRANCE.

The Seal is our Guarantee. Accept none without it.

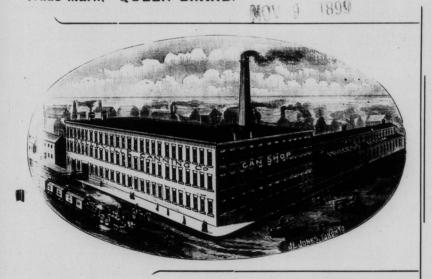
CHASE & SANBORN,

MONTREAL AND BOSTON.

BELLEVILLE CANNING CO.

BELLEVILLE, ONTARIO, CANADA.

Trade Mark, "QUEEN BRAND."



Packers of High-class

Fruits, Vegetables, Meats, Jams, and Jellies.

OR SPECIALTIES:

Gallon Apples, Fruit Pulps, Tomato Pulp, Tomato Catsup, Boneless Chicken, Turkey, and Duck.

0 12 8 oresent one

and sends give away,

five dozen.

profit.

them only

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LTON.

HANDY REFERENCE GUIDE

A CLASSIFIED INDEX OF ARTICLES ADVERTISED IN THIS SPECIAL NUMBER OF THE CANADIAN GROCER FOR THE CONVENIENCE OF READERS AND THE BENEFIT OF ADVERTISERS.

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stantly changing conditions in trade, and everything pertaining to their line of business should read

THE CANADIAN GROCER

It keeps track of new goods, new inventions, gives relior gularly. are market reports, and labors consistently and intelligently for the p ogress and advancement of the Grocery and General Store Business throughout the Dominion. \$2 a year; \$1 for 6 months.

THE CANADIAN GROCER

Montreal and Toronto.

OR THE BENEFIT of those who may have overlooked this advertisement, we repeat it this week and beg to advise our friends that we are really to quote and deliver at once:

Palare's Fine Off-Stalk Valencia Raisins.
Payne Selected " "
Payne 4-Crown Layer " "
Cardona Fine Off-Stalk " "
Cardona Selected " "
Cardona 4-Crown Layer " "
Aranda Fine Off-Stalk " "
Trenor "Blue Eagle" Fine Off-Stalk "
Trenor "Blue Eagle" Selected "
Trenor "Blue Eagle" 4-Crown Layer "
SULTANA RAISINS, 4 grades.

CURRANTS

Fine Filiatras, in barrels, ½-barrels and ¼-barrels. Princess, Cleaned, Loose, in ¼-boxes. Princess, cleaned, in 1-lb. packages.

SMYRNA FIGS

Size—1½-inch, 5-oz. boxes. 1½-inch, 12-oz. boxes. 2-inch, 16-oz boxes. Size-1½-inch, 10-lb boxes. 2-inch, 10-lb boxes. 3-inch, 30-lb boxes.

TO ARRIVE IN NOVEMBER:

Malaga Raisins, Tarragona Almonds, Grenoble Walnuts, Bosnia Prunes, California Prunes.

CALIFORNIA LOOSE MUSCATELS are rather scarce this year, and consequently will sell at very high figures.

We have secured a nice lot of MALAGA LOOSE MUSCATELS, a splendid fruit, of greater value than the California, which we can sell at very low figures; they are:

"BEVAN'S" Brand, 2-Crown, 50-lb. boxes.

"BEVAN'S" Brand, 3-Crown, 50-lb. boxes.

"BEVAN'S" Brand, 4-Crown, 50-lb. boxes.

WRITE OR TELEPHONE FOR PRICES.

Don't forget us when you want teas. We can meet you on any qualities and prices.

Laporte, Martin & Cie. Wholesale Montreal

overweak realy

THE JOHN L. CASSIDY CO., Limited

Importers of . .

339 and 341 St. Paul Street,

China, Glass, Earthenware, Lamps, Cutlery, etc., etc., etc. MONTREAL.

"Primus ut Nullus."

"A Few Pointers to the Trade":

Reliable Goods.

Good Variety to Select From.

Prices Right.

Prompt Despatch.

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HOTEL WARE A SPECIALTY.

J. & G. Meakin's Welted Edge, in Semi-Porcelain.

Haviland's French China, Plain, Welted Edge—White or Crested to order.

Furnival's "Gothic" White Granite.

We make a specialty of J. & G. Meakin's printed and enamelled goods. The following are stock patterns:

Flown Blue Printed and Gilt "Colonial."
Printed Brown "Premier."

Peacock and Pearl Gold-Stippled "Diana,"

"dutumn Tints."

"Sevres" Gold Illuminated, with Gold Lines.

hown Peacock "Sevres."

Crown "Derby," with Gold Handles.

Enamelled and Gilt "Gloriana," Yellow-Tinted.

Fill lines in Enamelled and Printed Dinner Ware.

Gold Edge Line and Sprig and Traced, "La Touraine" Shape.

Meakin's White Granite, in Plain, "Ceres," "Astro," and Semi-Porcelain.

Wedgwood's Printed and Illuminated Dinner and Chamber Sets.

Library Lamps, Banquet Lamps and Reception Lamps.

Chandeliers in Great Variety.

Glass Table Lamps, in assorted packages, or loose.

We have added *Electric Globes* to our former large assortment.

200 Cases Specially Assorted China.

50 Cases Flown Blue "Mazarine," Gold Illuminated.

50 Cases Assorted New Green Lustre Gold Lines, Illuminated.

60 Cases New and Ready Sellers, Assorted, \$36.00 Package.

WRITE FOR SAMPLE CASE.

40 Cases Enamelled and Gilt Austrian China, Very Saleable Lines, \$36.38 per case.

boxes.
oxes.

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THE DAVIDSON & HAY, LIMITED

Wholesale Grocers and Importers

TORONTO.

Something about Baking Powder

Most of the grocers are working for the manufacturers and the newspapers; especially baking powder manufacturers. Big advertising, big demand, prices cut, department stores make it worse; byeand-bye, no profit for the man who buys in small or medium lots, but big profits for the manufacturers and the newspapers. Must grocers continue to be penny-in-the-slot men and work for nothing, or can they sell their own brands and be independent? We are helping lots of them to be independent. Maybe we can help you. If you are interested, write us for particulars. We are baking powder manufacturers to the trade. You can have your own label with name, address and advertisement on it.

The Monarch Coffee and Spice Mills.

THE I. M. LOWES CO., LIMITED,

20 Temperance Street, Toronto.

Current Market Quotations for Proprietary Articles

| Quotations for proprietary articles, brands, | English Cream, glass tumblers 0 75 $\frac{1}{2}$ lb. jellies 1 25 $\frac{1}{2}$ lb. jellies 2 25 | No. 5 Spanish Blacking 1/4 gross cases 7 20 No. 10 " 9 00 | United Service Blacking No. 4 8 00 |
|---|--|--|--|
| etc., are supplied by the manufacturers agents, who alone are responsible for their | 1½ 1b. Crown sealers | Yucan Oil Blacking, I doz. cases, liquid 2 00 New York Dressing, I doz. cases 0 75 | United Service Blacking No. 11/2 |
| accuracy. The editors do not supervise them. If a change is made, either an advance or de- | 1/4 size, 5 doz. in case | Spanish Satin Gloss, '1 1 00 Crescent Ladies' Dressing, 1 doz. cases. 1 75 Spanish Glycerine Oil Dressing 2 00 | Patent Leather Po ish No. 1½ 9 00 |
| cline, it is referred to in the market reports | $\frac{1}{1}$ $\frac{3}{2}$ $\frac{1}{25}$ $\frac{25}{25}$ | THE ALPHA CHEMICAL CO. | Waterproof |
| as a matter of news, whether manufacturers | SNOW DRIFT BAKING POWDER. | Stove Polish— | Dubbin No, 4 9 00 |
| request it or not. | 1/4 lb. tins, 4 doz. in caseper doz. \$ 75 | | BIRD SEEDS |
| BAKING POWDER. | 1 0 2 0 1 20 | Quickshine | THE F. F. DALLEY CO. |
| PURE GOLD. | 3 " 1 " " 650 | Polish 9 00 | Dalley's Spanish Bird Seed, 40 lb. cases 0 06 Dalley's Bird Seed, 40 lb. cases 0 06½ |
| 3 oz. cans, 4 and 6 doz. in case | 1) lb. boxes per lb. 16 | Electric Crown Paste 8 00 | NICHOLSON & BROCK. |
| 4 oz. cans, 4 and 6 doz. in case 95 | 35 lb. pails | Electric Crown | Brock's Bird Seed |
| O 6 oz. cans, 2 and 4 | 14 lb. tins, 3 doz. in caseper doz 0 80 | Lead Bar 7 80 | Maple Leaf Bird Seed |
| doz. in case 1 40 | 12 " 3 " 1 20 | Patent Stove Polish- Per Gross | 5c. 48 " 0 03 |
| doz. in case 1 | 1 " 3 " " 2 00 | Sunlight Lead Bar 6's \$2 25 | BLUE. |
| 12 oz. cans, 2 and 4 doz. in case 2 7 | CANADA MEG. CO. | Packed in ½ gross cases | KEEN'S OXFORD. |
| MCOON 16 oz. cans, 2 and 4 | Queen Baking Powder, ½-lb. tins 1 20 | Packed in ½ gross cases Sunlight Liquid, ¼ gross cases 10 80 Moody's Black | Per lb |
| doz. in case 3 60 | | Lead 3's 4 25 | Reckitt's Square Blue, 12-lb. box |
| 2½ lb. cans, 1 and 2 doz. in case 9 00 | OCEAN WAVE BAKING POWDER. per doz. | ½ gross case | Reckitt's Square Blue, 5 box lots |
| 4 lb. cans, 1 doz. in case 14 40 | No. 10, 5-ounce Cans, round or square, | SUN LIGHT WHITE Reliable Stove Pipe Varnish | BLACK LEAD. |
| 5 ib. cans, 1 doz. in case 18 00 | 4 doz in case | 1/4 gross cases | Reckitt's, per box |
| Cook's Friend— Size 1, in 2 and 4 doz. boxes \$ 2 | 14-oz Cans, round only 2 doz, in case 1 80 | 6-oz. bottles 14 40 | size; ½ gro., 2 oz. or ¼ gro. 4 oz. |
| " 10. in 4 doz. boxes 2 10 | 16-oz. Cans, round only 2 doz. in case 2 00 3-lb Cans, round only, ½ and 1 doz. cases 5 75 | Quickshine Pipe Varnish 12 00 | CORN BROOMS |
| " 2, in 6 " 80 " 12, in 6 " 70 | 5-lb. Cans, round only, ½ and 1 doz. cases 9 00 | Alpha Metal Polish No. 2 9 00 | BOECKH BROS & COMPANY de |
| " 3, in 4 " 45 | BLACKING. | Shoe Dressing— in ¼ gross cases, | Bamboo Handles. A, 4 strings |
| Pound tins, 3 doz. in case 3 00 | DENCH BY | French Oil in 3-doz. cases 22 00 | B, 4 strings C, 3 strings |
| oz. tins, 3 " | P. G. FRENCH BLACKING | Reliable Shoe Dressing 9 00 | " D, 3 strings 2 |
| 1b. tins, ½ " 14 00 | per gross | Ecliplic Combination tan 12 00 Moody's Ox Blood 12 00 | " F, 3 strings G, 3 strings |
| Diamond- W. H. GILLARD & CO | No. 4, 1/4 grs. bxs \$4 00 | Chocolate 12 00 | " I, 3 strings |
| 1 lb. tins, 2 doz. in caseper doz. 2 00 1/4 lb. tins, 3 1 25 | No. 4, ½ grs. bxs \$4 00 11 6, ½ 1 4 50 12 8, ½ 11 7 25 | Alpha Chemical Co. French Castor Oil 9 00 | CHEWING GUM. |
| ½ lb. tins, 3 " 125 14 lb. tins, 4 " " 0 75 | " 10, 14 " 8 25 " 10, Jet Enamel 8 25 | Alpha Chemical Co. | ADAMS & SONS CO. p X |
| THE F. F. DALLEY CO. | | Refined Sweet Oil 9 00 Alpha Chemical Co. | Tutti Frutti. 36 5c. bars |
| Silver Cream, 1/4 lb. tins, 4 to 6 doz. per doz cases | CARR & SONS. per gross | Turpentine 7 80 | " (in sugar bowl) 36 5c. bars |
| English Cream, ½ lb. tins, 4 to 6 doz. | No. 2-\(^1\)4 gross boxes | Moody's Non-Corro- | " (in glass jar) 115 5c. pkgs Pepsin Tutti Frutti (in glass jar) 115 |
| Cases | No. 5-1/4 gross boxes 8 00 | sive Inks 4 50 | 5c. packages |
| Kitchen Queen, 1/4 lb, tins, 4 to 6 doz. | THE F. F. DALLEY CO. | Shoe Blacking— in ¼ gross cases. | Pepsin Tutti Frutti, 23 5c. packages |
| cases | English Army Blacking, 1/4 gross cases \$9 00 No. 2 Spanish 3 60 | Reliable French Blacking, No. 5 9 00 | Round Peprin, 30 5c. packages |
| 1 lb. tins, 2 to 4 doz. cases | No. 3 " " 4 50 | No. 2 4 50 | Cash Box, 160 5c. bars |
| | | | |

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ally baking vorse; byenufacturers ing, or can dependent. g powder advertise-

Street, Toronto.

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ad Service cking No. 4 8 00 ad Service cking No. 4 25 it. Leather ish No. 1½ 9 00 erproof oin No. 4 9 00 EDS

LEV CO. 401b. cases 0 06 cases. 0 06 3 BROCK. 0 0 5 5 24 in case 6 06 48 1 0 3 1. 70 CM of the control of

packages...kages....

"Edwardsburg"

The names "Edwardsburg," "Benson" and "good starch" have been so closely identified in the minds of all successful grocers for over forty years, that now one name suggests the other name naturally.

For a day—for a year it may be—a new thing may command some attention, but enduring success must be founded on intrinsic worth. Quality always counts—in the end. But you must maintain quality steadfastly year after year—you must compete in quality as well as in price, else you are lost.

"Edwardsburg" or "Benson" on a Package of Starch

guarantees highest quality always—and, too, it means that unusual skill and painstaking care and absolute purity have made its contents "best" by all the tests that go to prove it so.

Time tests all things—"time-tested and true" is the Edwardsburg motto. Not for a day—or for a year—but for all time, and thus far with Edwardsburg—for half a century. You are safe when you buy "Edwardsburg"

Starch.

Benson's Prepared Corn Silver Gloss Starch Enamel Starch.

Edwardsburg Starch Co.,

Cardinal, Ont.

Tutti Frutti Show Case, 180 5c. bars 6 60 CHEESE. EXTRACTS. Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors \$2 00 Dalley's Tropical Extracts, 2 oz. bottles all flavors 0 75 Dalley's Fine Gold Extracts. 2 oz. bottles, all flavors 1 25 Ocolate— per li Caraccas, ¼ s, 6-lb. boxes ... 0 42 Vanilla, ¼ s... 0 42 "Gold Medal "Sweet, ¼ s, 6 lb. bxs. 0 42 Pure, unsweetened, ½ s, 6 lb. bxs. 0 42 Fry's "Diamond," ¼ s, 14 lb. bxs. 0 24 Fry's "Monogram, ¼ s, 14 lb. bxs. 0 24 Concentrated, ¼ s, 1 doz. in box... ½ s, ... 1 lbs. ... 1 lbs. ... Homeopathic, ¼ s, 14lb. boxes ... ½ lbs. 12 lb. boxes BISCUITS. JOHN P. MOTT & CO.'S. PEEK, FREAN & Co. P. G. FLAVORING EXTRACTS R. S. McIndoe Agent, Toronto. 8 oz. Glass Stopper bott. ... \$6 00 3 oz. Plain bottles 5 00 CHOCOLATES & COCOAS. Frank Magor & Co., Agents. per doz Hygienic Cocca, ½ lb. tins, per doz. 2 25 Cocca Essence, ½ lb. tins, per doz. 2 25 Soluble Cocca, No. 1 bulk, per lb. 0 20 Diamond Chocolate, 12 lb. boxes, ½ lb. cake, per lb. 0 35 Mexican Vanilla Chocolate, 12 lb. boxes, ½ lb. cake, per lb. 0 35 FLOURS. Per dov FLOURS. Per dov Buckwheat, 2½-lb. pkgs, 3 doz. case. 1 20 Pancake, 2 lb. pkgs, 3 doz. case. 1 20 Tea Biscuit, 2-lb. pkgs, 3 doz. case. 1 20 Graham Flour, 2-lb. pkgs, 3 doz. case. 1 20 Bread and Pastry Flour, 2 lb. packages, 3 doz. case. 1 20 CANADA MFG. CO. TODHUNTER, MITCHELL & CO.'s Excelsior Blend 0 32 Jersey 0 29 Rajah 0 20 Old Government Java 0 28 0 30 Maracaibo 0 18 0 20 West India 0 16 0 18 Rio, choice 0 12 COCOANUT. "Star" Self-Raising Flour, 3-lb. pkgs . . 1 30 ... 6-lb. " ... 2 60 ... 1 31 ... 1 30 ... 1 30 ... 1 30 ... 1 30 ... 1 30 ... 1 30 ... 2 60 STANDARD COCOANUT MILLS. meopathic, ¼, s, 8 and 14 lbs. 0 30 arl, 0 25 adon Pearl 12 and 18 " 0 25 ck " 0 0 18 per doz BOECKH BROS. & CO. GELATINES | Clothes Pins (full count), 5 gross in case, per case | 0.65 | d doz. packages (12 to a case) | 0.75 | d d zz. packages (12 to a case) | 1.00 |

RECKITT'S Blue and Black Lead

ALWAYS GIVE YOUR
CUSTOMERS SATISFACTION

| INDURATED FIBRE WARE. | SODA.—c BRAND DWIGHT'S Case of 1 lbs. (con- | ONTARIO 38-lb. to 45-lb. boxes, STARCH 6 bundles 0 06 | TE |
|---|--|--|--|
| ½ pail, 6 qt. \$3 35 Star Standard, 12 qt. 3 80 Milk, 14 qt. 4 75 Round-bottomed fire pail, 14 qt. 4 75 | taining 60 pkgs.), per box, \$3.00 Case of ½ lbs. (containing 120 pkgs.), per box, \$3.00. Case of lbs. and ½ | STARCH IN I Gilmon Class | SALADA BALADA LON. |
| Round-bottomed fire pail, 14 qt. 4 75 Tubs, No. 1. 13 30 " 2 11 40 " 3 9 50 Fibre Butter Tubs (30 lbs) 3 80 | per box, \$3.00. Case of lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb | Finest Quality White Laundry— | Brown Label, 1's. 0 0 25 "" 1/2's 0 0 2 0 25 Green Label, 1's and 1/2's 0 2 0 30 Blue Label, 1's 4/2's 1 30 Red Label, 1's and 1/2's 0 3 0 40 Red Label, 1's and 1/2's 0 3 0 50 |
| Nests of 3. 2 85 Keelers No. 4 8 00 " 5 7 00 " 6 6 00 | packages) per box, \$3.00 Case of 5c. pkgs (containing 96 pkgs), per box, \$3.00 | 3 lb. canisters, cases 36 lbs 0 05½ 4 lb. canisters, cases 48 lbs 0 5½ Bbls, 175 lbs 0 04½ Kegs, 100 lbs 0 04½ Lily White Glose— | Blue Label, 1s, %s, %s and ½s 0 3 0 40 Red Label, 1s and ½s 0 3 0 50 Gold Label, ½s 0 4 0 60 Terms, 30 days net. |
| | SOAP. JOHN TAYLOR & CO. Eclipse (Twin-bar), per box | Lily White Gloss— 1 lb. fancy cartoons, cases 30 lbs. 0 07 6 lb. trunk, brass catch, 8 in case 0 07 6 lb. trunk, lock and key, 8 in case 0 0734 | RAM LAL'S lead packages. |
| Handy Dish | Freight prepaid 5 box lots. Special discount for larger quantities. BRANTFORD SOAP WORKS CO. | Kegs, extra large crystals, 100 lbs 0 06 | THANK PANK RAM LAL'S |
| Dish Pan, No. 1 | | Brantford Gloss— 1 lb. fancy boxes cases 36 lbs | PURE NDIANTEA |
| SOUTHWELL'S GOODS. per doz. Frank Magor & Co., Agents. Orange Marmalade | | Starch— 40 packages in case 3 3 | Cases, each 601-lbs. |
| (Tlear Telly Marmalade 180 | "Ivory Bar" Soap is put up in Twin Cakes, | Celluloid Starch—bxs. 45 cartons REQUIRES NO COOKING REQUIRES NO COOKING REQUIRES NO COOKING REQUIRES NO COOKING | " " 60 ½-lbs } 35 " " 30 1-lbs } 35 " " 120 ½-lbs 36 |
| Strawberry W. F. Jam 2 00 | "Ivory Bar" Soap is put up in Twin Cakes, 12 oz. each, and in Bars, 1 lb., 2 6-16 lb. and 3 lb. Quotations furnished for "Ivory Bar" and other grades of soap on application. | Culinary Starch—Chal- Prep. Corn— 1 lb. packgs. | |
| P. G. JELLY POWDER. Raspberry, strawberry. | \$4 00 6 on | No. 1 Pure Prepared Corn— 1 lb. pkgs., boxes 40 lbs 0 06 STOVE POLISH. | PURE CEYLON TEA |
| orange, lemon, vanilla, pineapple, cherry, calves foot and grape fruit, doz. cases, 90c. per doz. | SURPRISE Superior or lots. | | Ceylon Tea, in 1-1b. and ½-lb lead passage |
| P. G. ICINGS. Chocolate, 2 doz. cases \$1.25 per doz. | box and less tha boxes and upwas Freight prepal 5 box lota. | Enameline | Black Label, 1-lb., retail at 25c 0 19 "2-lb., " " " 0 20 Blue Label, retail at 30c 0 22 Green Label " 40c 6 28 |
| Lemon, white, pink, canary and Kerneline 2 doz. cases, \$1.00 per doz. | 1 b | PARTY OF THE PARTY CONTRACTOR OF THE PARTY O | Green Label "40c 428 Red Label "50c 0 35 Orange Label, retail at 60c 0 42 "old Label, "80c 0 55 Terms, 3 per cent. off 30 days. |
| Raspberry, Strawberry, Red Currant, Plineapple. 1-lb. glass jars, 2 doz, in case, per doz. \$1 00 5-lb. tin pails, 8 pails in crate, per lb. 0 664, 7-lb, wood pails, 6 " 0 9654 | Tr & colors D. colors D. black, D. pref gross, | ENAMELINE | CROWN BRAND. (Ceylon in lead packages |
| 14-lb. wood pails, per lb | TIPET & SOUP. THE SOUP. | No. 4-3 dozen in case (net cash). \$4 50 6-3 dozen in case " 7 50 | Red Label, 1-lb. and ½s. 0 35 0 50 Blue Label, 1-lb. and ½s. 0 28 0 40 Green Label, 1-lb. 0 18 0 25 Green Label, ½s. 0 19 0 25 |
| VOUNG & SMYLLE S LIST. 5-lb. boxes, wood or paper, per lb \$0 40 Kancy boxes (26 or 50 sticks) per box 1 25 | Maypo Waybo Ortiole Goriole A | 6-3 dozen in case " " 7 50 | Green Label, % s |
| 5-lb. boxes, wood or paper, per lb \$0 40 Fancy boxes (36 or 50 sticks) per box . 1 25 "Ringed" 5 lb. boxes, per lb 0 40 "Acme" Pellets, 5 lb. cans, per can 00 "Acme" Pellets, fancy boxes (40) per box . 1 50 | Gloriola Soap, per gross | For durability and for cheapness this prepa- | Plus Label 1's |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | Laundry Starches— per b No. 1 White or Blue, 4-lb. cartons 0 05-4 | ration is truly unrivalled. Per gross | Blue Label, ½s. 0 19 6 25 Orange Label, 1s and ½s. 0 21 0 30 Brown Label, 1s and ½s. 0 28 0 40 Brown Label, ½s. 0 30 0 40 Green Label, ½s. 0 35 0 50 Red Label, ½s. 0 40 0 65 |
| " 5 lb. cans 1 50 "Purity" Licorice, 200 sticks 1 45 " " 100 sticks 0 73 Dulce, large cent sticks, 100 in box 0 75 | Canada Laundry 0044 Silver Gloss, 6-lb. draw-lid boxes 007 Silver Gloss, 6-lb. tin canisters 007 | Rising Sun, 6-oz. cakes, ½-gross bxs \$ 50 Rising Sun, 3-oz. cakes, gross bxs 4 50 Sun Paste, 10c. size, ½ gross boxes 10 00 Sun Paste, 5c. size, ¼ gross boxes 5 00 | Green Label, 1's and ½'s 0 35 0 50 Red Label, ½'s 0 40 0 6) TOBACCOS. |
| MINCE MEAT. Wethey's Condensed, per gross, net \$11 00 per case of 3 doz., net 2 75 | Laundry Starches Der b No. 1 White or Blue, 4-lb. cartons 0 05-4 No. 2 " 3-lb. " 0 05-4 0 05- | | EMPIRE TOBACCO CO. Smoking— Empire, 3's, 4½ and 9's |
| Nicholson's, per gross | Benson's Enamel, per box | STRANS MARE REGISTERED HAVE PROPERTY POLISHED HAVE PROSE PROS. CARTIFACTOR | Something Good, rough and ready, 78 0 53 Louise, 2 x 3, 148 0 54 Chewing - |
| COLMAN'S OR KEEN'S. D. S. F., ½ lb. tins, per doz \$1 40 "½ lb. tins, " | Edwardsburg No.1 white,1-lb.cart. 0 09 Edwardsburg No. 1 White or | DUSTLESS, LABOR AVING. | Currency 13% oz. bars, spaced 9s, |
| In Jars— Durham, 4 lb. jars, per jar 0 75 1 lb. " 0 25 per doz | Biue, 4-10. lumps | TH THE WOL | Patriot, 2 x 6, Navy 5s. 0 41 Old Fox, Narrow 12s. 0 44 Free Trade, 8s. 0 44 Snowshoe, 10% oz. bars, spaced 8s, (12 to the lb). 0 44 Snowshoe, pound bars, spaced 6s. 0 44 Snowshoe, pound bars, spaced 6s. 0 44 |
| F. D. ¼ lb. tins | Culinary — Toledo Corn Starch, 40 pkgs. to box, per lb. 6½c. | Service ale | 'WOOL'SOAP. SWIFT & CO., CHICAGO. |
| Crown Brand—(Greig Mfg. Co.) per gross. Pony size \$7 50 Beer Mug 16 20 Small Med. 7 50 Tumbler 11 50 | PROSTONS LAUNDRY | SIOVED AND SER DE | Wool soap, 100 10-oz. Fars to fox \$7 # Wool soap, 100 6-oz. bars to box 4 # WOODENWARE. |
| Medium 10 80 Cream Jug 21 00 Large 12 00 Sugar Bowl 22 00 Spoon 18 00 Caddy 28 00 | TO CAPE | WAMI TON ON | THE E. B. EDDY CO. pe: 2 Washboards, X |
| THE F. F. DALLEY CO. Dalley's Mustard, bulk, pure, per lb. 0 25 Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz 2 00 | STARCH | GER STOY | Planet |
| Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz | KINGSFORD'S OSWEGO STARCH. | Tiger Stove Polish, ¼ gross boxes, large per gross, \$7.20: small, per gross, \$4.50. | Electric Duplex 2 Sing Matches Sing Lots Call Telegraph \$3 40 \$3 |
| '4 lb. tins, 4 doz.in case, per doz 0 65 '2 lb. tins, 2 1 20 1 lb. jars, per doz 2 40 4 lb. 7 80 '4 lb. glass tumblers 0 75 | | per gross, \$7.20: small, per gross, \$4.50. per doz Stovepipe Varnish, 4 oz. bottles 1 00 6 oz. bottles 1 25 | Telephone 3 30 3 Tiger 3 20 3 Telephone (½, gross) 3 50 3 Empire, (alide box) 2 25 2 |
| 4 1b. glass tumbers 075 Jersey Butter Color, 2 oz. btls, per oz. 1 25 1 gallon tins, per gal 2 50 Celery Salt, 2 oz. btls, sil. tops, per doz. 1 25 | | Boston Brunswick Black, 8 oz. bot's 1 75 | Parlor, Eagle, 200 s 1 30 1 |
| Curry Powder, 2 oz. bottles, silver tops, per doz | STARON | | " Victoria |
| T. UPTON & CO. 1-lb. glass jars, 2 doz. case, per doz . \$1 00 7-lb. pails, 6 pails in crate, per lb 0 071/4 Silver Pan, 1-lb. fancy glass jars, 2 | SILVER (40-lb. boxes, 1-lb. pkgs., 0 08 GLOSS (12-lb. boxes, sliding covers (12-lb. boxes each crate) 0 08½ | Politic Date 21 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 | BOECKH BROS. & COMPANY. Per 2 Washboards, Leader Globe |
| doz. in case, per doz | GLOSS (12-lb. boxes each crate) 0 08½ PURE—40-lb. boxes 1-lb. pack 0 07 48-lb. " 16 3-lb. boxes. 0 07 For puddings, custards, etc. | SIT | " Solid Back Globe |
| Patent stoppers (pints), per doz 2 30 Corked (pints), " 1 90 | OSWEGO 40-lb. boxes, 1-lb. CORN STARCH. packages 0 07½ | EPO COC ZZZ | Matches, Kodak, per case (10 gross in case) |

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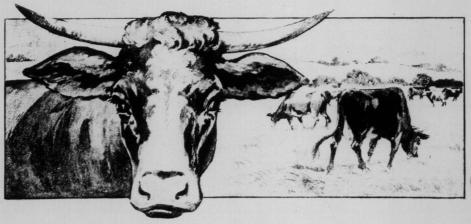
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