

**PAGES  
MISSING**

PUBLISHED  
EVERY  
FRIDAY

CIRCULATES  
IN EVERY  
PROVINCE

# THE CANADIAN GROCER AND GENERAL STOREKEEPER

## Mustard to Sell

is made with the idea of getting the largest possible profit.

## Mustard to Eat

is **COLMAN'S**

The **Standard of Quality** for the **World.**

### BRITISH ROYALTY

has for many years patronized

## ZELLER WAFERS

The Four Savoury Varieties are delicious sandwiched with butter.

The Six Sweet Varieties are the right accompaniment for  
Ices, Custards, Whipped Cream, etc.

Manufactured by

# PEEK, FREAN & CO., LONDON.

Canadian Trade Supplied by Chas. Gyde, Montreal, Que.

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England

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|---|-------------------------------|---|
| <p><b>Corn<br/>Brooms</b></p>   | <p><b>BROOMS</b></p>          | <p>"Rose"<br/>"Pansy"<br/>"Thistle"<br/>"Maple Leaf"<br/>"Shamrock"<br/>"Daisy"<br/>"Tulip"<br/>and<br/>"Good Luck"<br/>...<br/>Always reliable<br/>and as represented.</p> |
| <p>"GEM"<br/>"WIRE"<br/>"SNOW"<br/>"CORKER"<br/>"HEARTH"<br/>"LA BELLE"<br/>"BARBERS"<br/>"TRAVELLER"</p> <p>Wood, Bone, Nickel, Silver<br/>and Flush Handles.<br/>Large Variety. Low Prices.</p> | <p><b>STANDARD BRANDS</b></p> |   |
| <p><b>WHISKS</b></p>  | <p><b>Corn<br/>Whisks</b></p> |   |
| <p>The H. A. Nelson &amp;<br/>Sons Co., Limited<br/>59 to 63 St. Peter Street<br/><b>MONTREAL</b><br/>Toronto Sample Room:<br/>56 and 58 Front St. West</p>                                       |                               |   |



Heinz Sweet Pickles supply just the acidity needed by delicate stomachs that cannot relish sour pickles.

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

Canadian Agents:

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

## Keep up with the Procession!

Those who do not keep up with the procession are obliged to fall out of the ranks, or they get trampled on.

Leading business men, who cater to the best trade, are realizing increasingly that the public will have the best salt procurable for Table or Dairy uses. More especially is this the case when the best costs no more than other brands.

### Coleman's or Rice's Dairy and Table Salt

lead in the procession—others follow.

Send to us for prices and samples—a postal card does it—the trouble will be well repaid.

Address: **R. & J. RANSFORD, Clinton, Ont.**

Established 1888.

## WHY PAY

double-price  
for . . .

# Bi-Carb. Soda.

when you can buy the Purest  
and Strongest English Soda

## *HAND-IN-HAND Brand?*

No Yankee humbug about **this** Soda.  
Best dealers sell this brand.

Do you want to please your  
customers?

## Sell Them

# Moir, Wilson & Co.'s

GENUINE SCOTCH

Kippered Herring  
Preserved Bloaters  
Herring and Tomato Sauce  
Herring in Mustard Sauce

Finest Quality Packed  
Best Dealers Sell Them

## *Two Articles Always in Season:*

# Lazenby's Soup Squares

Used to the greatest extent where  
the quality is best known. Quick, con-  
venient, delicious little Soup Makers.  
13 varieties. Trade-winners for the store—  
and trade-keepers, too.

# Lazenby's Jelly Tablets

For the holiday feasting, for the  
economical and particular housewife, for  
more business, these handy, highest quality,  
absolutely pure-flavored Tablets are un-  
equalled. 13 varieties. Used by the best  
families in Great Britain and the Colonies.  
Quality counts! "The purest that can be."

ARTHUR P. TIPPET & CO., Agents, Montreal and Toronto.

# When You Please the Cook

who is *over particular* about the delicacy of the flavor of the cake she makes, then you may be pretty reasonably sure that she is going to buy other things at your store, because that is when you win her confidence on *quality*.

Jonas' Flavoring Extracts serve as a "leader" for more business in the other goods you carry in stock, because their absolute purity—true, natural, delicate richness and their great strength please the cook as no other Extracts possibly can.

## Jonas' Flavoring Extracts

are pure, rich, *concentrated* Extracts of the highest quality of the fruit, flowers and spices which they represent. A woman secures the invaluable benefits of the care and skill of over thirty years of practical experience in their preparation. Because of their great strength they are the most economical Extracts that a woman can use. Kindly remember one thing, when you "please the cook" you get more business from her on many other lines of goods that you carry in stock.

---

HENRI JONAS & CO.  
Montreal

## Watch Things"

Too many cigar manufacturers depend too much upon their help. They do not watch things closely enough. They forget that an employee can not possibly care as much about the work as the man who owns the business.

A cigar factory is a place where carefulness counts and carelessness counts much faster. I superintend every detail of the making of my cigars myself. I have a large factory, but I have systematized my business so that "I can watch things." Not a single cigar goes out that isn't absolutely up to one certain standard. I have made my "Pharaoh" 10c. cigar and my "Pebble" 5c. cigar "leaders," because I earnestly believe that they are the best cigars in these two lines that were ever put out by anybody anywhere. I would like to send you samples and prices of

### Payne's Cigars

J. Bruce Payne, Manufacturer, Granby, Que.

**T**HROWING AWAY advantages offered is just as easy a way of losing money—as is selling goods below cost.

When you omit to carry a stock of

## CROWN FLAVORING EXTRACTS

**you are throwing away both advantages and money—**

as they always give your customer perfect satisfaction and you better profit and increased trade. What more do you want? Order now and save your custom and trade.

### The Greig Manufacturing Co.

456 St. Paul St., MONTREAL.

## MINCE MEAT

Thanksgiving Day, this year, has been fixed for the 19th of October—Thursday of next week. We are providing for it, and have now ready a stock of first-class English Mince Meat, in 5, 12, 27, and 60-pound pails. The Mince Meat we put on the market last winter gave excellent satisfaction; that which we are now making will be better, being made out of choice new fruit and spices. Let us have your order now so that you will have the goods in time for next week's business.

**F. W. FEARMAN CO.,**  
... LIMITED.  
HAMILTON.



MADE IN CANADA.

## SATISFACTION SELLING

### "Sterling" Brand Pickles . . .

Other pickles are made and some will cost less money—but, if you are resolved on securing and holding the best trade of your town, you will recommend "Sterling" Brand Pickles—known the Dominion over.

A Canadian-made pickle—of best-grown Canadian vegetables—by thoroughly skilled methods—in Canada's largest pickle factory.

### T. A. LYTLE & CO.

124-128 Richmond St. W., TORONTO, CAN.



THERE'S COMFORT IN A CUP OF GOOD HOT

## COFFEE

THESE COOL MORNINGS. OUR LINES ARE COMPLETE. IF YOU ARE NOT ON OUR LIST OF BUYERS IT WILL PAY YOU TO GET THERE. SEE OUR TRAVELERS.



## LICORICE..

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.

**YOUNG & SMYLLIE**  
Established 1845. BROOKLYN, N.Y.

## DUNN'S PURE MUSTARDS

are made from selected seeds; all shell is extracted. Sold in 10c., ½-lb. and 1-lb. tins. It will pay to write us at Hamilton, Ont.

### Good, Better, Best!

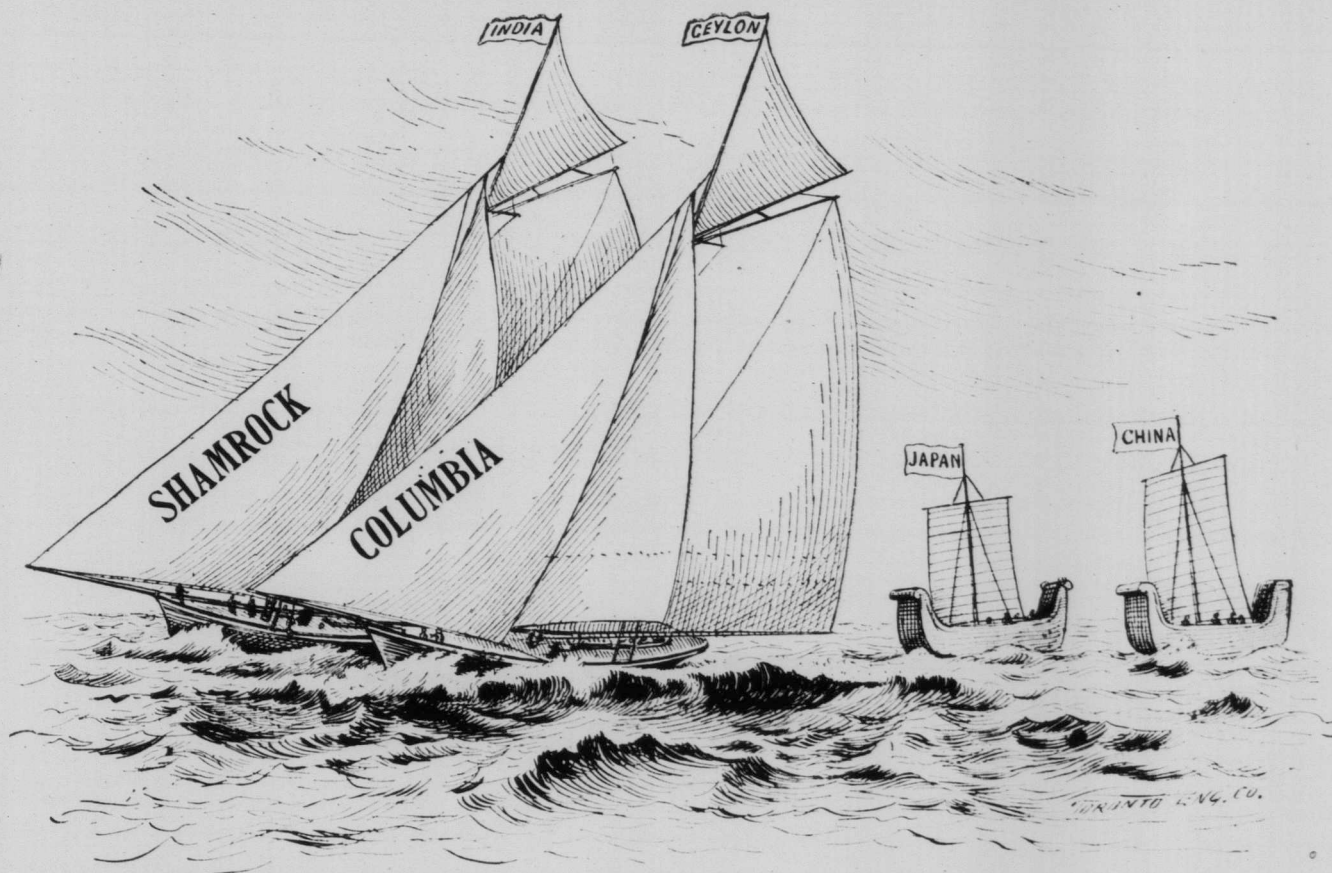
ever before—we combine *all* the virtues of the words "good" and "better" into the one little word "best," now.

Seek diligently in them for black specks—you'll find none. Test them carefully for the rich, nutty flavor—it is there in its *perfect* fullness. We have improved the quality *every* way. We want you to know Tillson's Pan-Dried Rolled Oats for exactly what they are—*the best by every test!*

The Tillson Co'y, Limited, Tilsonburg, Ont.

Tillson's Pan-Dried Rolled Oats have always represented the highest quality there is or can be in Rolled Oats, but improved, scientific methods of the day, and our *new machinery* yields higher quality than

### Tillson's Pan-Dried Rolled Oats



## THERE'S AS MUCH DIFFERENCE

between the SHAMROCK and COLUMBIA and the old fashioned junk as there is between the delicate, well-flavored, machine-made

## CEYLON AND INDIAN TEAS

and the hand-rolled, lead-colored Japanese and Chinese article. The comparison is striking. Test the teas and be assured of the statement.

Insist on your wholesaler supplying you with

## CEYLON AND INDIAN TEAS

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These brands are a guarantee of the highest grade of Currants grown in Greece.



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Specially selected and packed for

**W. H. GILLARD & CO.,** Wholesale Grocers, Tea and Coffee Importers, **Hamilton, Canada**

# FIFTY-EIGHT YEARS AGO



J. D. CARR, the founder of the present company of **CARR & CO., LIMITED**, was appointed, by special warrant,

**BISCUIT MAKER TO H.M. THE QUEEN**

BY AUTHORITY

This warrant we still hold.

Some of our Present Specialties are:

**CARR & CO., Limited**  
CARLISLE, ENGLAND.

CANADIAN AGENTS,

**FRANK MAGOR & CO., 16 St. John St., Montreal.**

CAFE NOIR  
CAFE AU LAIT  
WINDSOR WAFERS  
VIENNA WAFERS  
DERBY

FINGER CREAMS  
GINGER FLAKES  
CRACKNEL  
LEMON CREAM  
ROYAL, ETC.

Handy for  
**Home**  
or ...  
**Outing**

Flavor equal to  
Fresh ground  
Coffee.



5 and 10-oz. Bottles.

ASK YOUR WHOLESALE GROCER  
FOR IT.



**Batty & Co.**

ESTABLISHED 1824.

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



INDIAN  
CURRIES  
AND  
CHUTNIES.

Makers of High-class

**PICKLES**  
OF  
ALL KINDS.



**SAUCES**  
OF  
ALL KINDS.

**THIS JOURNAL** is the only one of its kind in Canada circulating extensively among Grocers and General Merchants in the Provinces of Nova Scotia, New Brunswick, Prince Edward Island, Newfoundland, Ontario, Quebec, Manitoba, British Columbia and the Territories. In using **THE GROCER** you cover the field.

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EVERY  
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CIRCULATES  
IN EVERY  
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# CANADIAN GROCER

AND  
GENERAL  
STOREKEEPER

VOL. XIII.

TORONTO AND MONTREAL, OCTOBER 13, 1899.

NO. 41.

## ORIGIN OF CONDENSED MILK.

THE first attempts to get milk into a smaller compass were made about a hundred years ago by Appert. He reduced cows' milk by one-third by skimming, and then enclosed it in bottles, which were immediately plunged into boiling water for two hours. The process has only recently become extinct on the Continent. The milk naturally loses some of its water, but soon curdles, especially if moved about much. Mabru, in 1855, invented an improved process, which consists in connecting a number of bottles with the bottom of a tray, filling them with milk, and plunging them into a waterbath. The air escapes from the milk, and the expansion of the liquid by heat causes the appearance of some of it in the tray. After about an hour the hot water in the bath is replaced by cold. The milk contracts, what has overflowed into the tray returning into the bottles. These are then sealed up quite full of milk. Appert also heated milk till evaporation had reduced its volume to half. He then mixed it with yolk of egg, in the proportion of eight yolks to five gallons of concentrated milk. The preservation of milk with salicylic acid, borax, and other abominations, does not come within the scope of this article.

The first forecast of the modern process is seen in Malbec's method, patented in 1822. The milk, partially skimmed first, is, in this process, mixed with one-sixteenth of its weight of white sugar, and then

EVAPORATED ON THE WATERBATH with constant stirring with a wooden spatula, until a sample becomes hard and brittle when cold. The whole mass is then cooled, and is ready for putting up into tins. A little later, Braconnot and Nancy indicated another method. This consisted in heating the milk to a temperature of 40 to 45 deg. C.

over a gentle fire, and then coagulating it by the addition of dilute hydrochloric acid. The acid curd is then removed from the whey and mixed with a little bicarbonate of soda and water and put back on the fire. On stirring, a sort of thick paste is got, which is then mixed with a third or more of its weight of finely powdered sugar. The compound is then finished. This process, as well as that of Malbec, was not, however, successful, and Martin de Lignac, in 1847, made the first great step towards the complete solution of the problem. This gentleman put milk, ascertained to be of good quality in all respects—the product, that is, of cows in perfect health—and without skimming it, into

### HUGE SHALLOW PANS

heated by a steam jacket to a temperature not exceeding 100 deg. C. Here the milk is mixed with about one-fifteenth of its weight of white sugar, and is constantly stirred for about two hours. By this time, the milk is reduced to one-sixth of its former volume, and is of the consistency of honey. It is then placed in tins, which are plunged into a bath boiling at 105 deg. C. for half-an hour, and are soldered up before being removed from the bath. The latter part of the process includes, as will be seen, a process of sterilization, and consists of three distinct cooperating principles. One is the elimination of water. The next is the addition of

### SUGAR AS AN ANTISEPTIC,

and the third is the use of a high temperature at the end of the process, to kill whatever germs or spores may happen to be still living in the liquid. It is not surprising, therefore, that Martin de Lignac's process gives excellent results. It is however, somewhat too expensive.

Two great advances have been made in the concentration of milk since De Lignac's day. One is to evaporate in a partial vacuum and the other is to dispense with the addition of sugar. A typical instance of the modern vacuum process is the method carried out at the Anglo Swiss Company's factory, at Cham, in the canton of Zug, in Switzerland, a town about seven miles from Lucerne. We are all familiar with their tins of condensed milk, and the following description of the process by which it is made will not be without interest:

The milk is cooled as quickly as possible as soon as drawn from the cow, and, having arrived at the factory, is passed through a silken sieve, and then through an automatic weighing meter, into a huge wooden vat lined with zinc. Hence samples are taken for ascertaining the quality of the milk. From the vat the milk passes into metal vessels and is boiled. It is next poured over about one-eighth of its weight of the finest white sugar, and the solution of the sugar in the milk is

BOILED DOWN IN VACUUM PANS, the vacuum being kept at such a point that the milk boils between 50 and 60 deg. C. When the concentration has reached the proper point, the stuff is run out into tins standing in cold water. In these, it is continually stirred until cold with a wooden spatula. The milk is then ready for canning, and when diluted with about five times its weight of water is of nearly the same composition, except for the sugar, as the original milk. The composition of the condensed product varies more than one would be disposed to expect, but the following may be given as a fair average:

|                           |              |
|---------------------------|--------------|
| Cane sugar                | 33 per cent. |
| Water                     | 26 "         |
| Milk sugar                | 13 "         |
| Casein, albumen and salts | 12 "         |
| Fat                       | 9 "          |
| Inverted sugar            | 7 "          |

The specific gravity of the product is

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INDIAN  
CURRIES  
AND  
CHUTNIES.

AUCES  
OF  
ALL KINDS.

**RISING SUN**  
STOVE POLISH and **SUN PASTE**  
STOVE POLISH

**IN**  
**CAKES**  
WELL KNOWN AND RELIABLE.

**DURABLE AND ECONOMICAL**  
3000 TONS SOLD YEARLY.

**IN TINS**  
DUSTLESS, LABOR SAVING,  
BEST IN THE WORLD. GUARANTEED TO THE TRADE

## 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.

about 1.313, and it has the consistency of honey, a slightly alkaline reaction and the well-known pale yellow color. Most of the fat retains the exact state in which it existed in the original milk, and this is a thing of much importance, for the value of milk as a food is largely due to the fact that it contains butter-fat in a very finely divided state, in which it is extremely easy of assimilation by the human system. Nevertheless, in the

#### BEST SAMPLES OF CONDENSED MILK,

there is always a certain running together of the fat globules into masses 10, or even 20, times as large as any occurring in the original liquid. These larger masses, however, should be few in number as compared with the unaltered globules, or a sure indication is provided that the milk has been unskillfully condensed, and should be rejected—at all events, so far as its use by invalids or young children is concerned.

The advantage of working with a vacuum is twofold. The evaporation is more rapid than under atmospheric pressure, and it is unnecessary to expose the milk to high temperatures to effect the concentration. Both these things are circumstances which have a weighty influence on the preservation of the original qualities of the milk during evaporation and in making the finished product keep longer afterwards. In fact, it is found that by

#### A PERFECTED VACUUM PROCESS

concentrated milk may be made without sugar which will keep perfectly well. Such milk is now made upon a large scale, and it goes without saying that it approaches more nearly, after proper dilution, to the composition of the original milk than it is possible for any condensed milk, to which a large addition of sugar has been made, to do.

Scherff's condensed and sterilized milk requires notice at our hands, as one of the very best preparations of the kind, although it is not heard much of in this country.

Scherff heats the milk in flasks under pressure, after a preliminary condensation in vacuo. A pressure is used sufficiently great to allow of the temperature of the milk rising to 120 deg. C., at which it is kept for about two hours. Before the flasks are allowed to cool, the corks, previously driven well into the necks of the flasks, are covered with melted paraffin wax, and the mouth of the neck is covered with a cloth soaked in the same. Hence, the air that enters as the flask cools is thoroughly filtered, and the paraffined cork forms an airtight stopper and prevents germs from obtaining access to the sterilized milk. The process has given most excellent results.

It is, of course, possible to push the evaporation of milk to the extreme point and to obtain a solid residue from it, and milk in powder and in tablets can be bought, although it is not sold on any extensive scale. Grimaud and Gallais made

#### MILK TABLETS

long ago by evaporating milk with a current of warm air. The composition of the mixture evaporated to make tablets of milk is about as follows:

|                           |           |
|---------------------------|-----------|
| Cows' milk .....          | 1,000 lb. |
| Sugar .....               | 200 "     |
| Bicarbonate of soda ..... | 3 "       |
| Borax .....               | 2 "       |

Powdered milk was invented in England, by Grimwade, in 1856. The milk is evaporated to a paste with bicarbonate of soda and sugar, and the paste is made into strips by passing between stone rollers. These rollers also bring the strips into contact with warm, dry air, driven by a fan. The strips soon pulverize very readily. The powder is heated in the cases which are to contain it sufficiently to sterilize it, and the cases are soldered up while still hot. The powder is converted into milk again by mixing it with eight times its weight of warm water. An experiment made with a sample four years old has shown that the liquid made from it had the same properties, neither more nor less, as ordinary cows

milk. The powdered milk is partly sold as such, and partly compressed into lozenges of various sizes.—Grocers' Monthly, London.

#### MARRIAGE INDUCEMENTS.

"Whatever induced you to marry me, anyway, if I am so distasteful to you?" he asked fiercely.

"I think it was the advertisements," she said.

"The what?"

"The advertisements. The household bargains, you know. I thought it would be so lovely to go to the department stores and buy icepicks for 9c., real 8c. dippers for only 1c., and all that sort of thing. Of course I had no use for that sort of stuff when single."—Furniture Worker.

#### AFTER TWENTY YEARS.

Mr. John Brock, chairman of the United Alkali Co., Liverpool, Eng., passed through Montreal a few days ago, and reports a wonderful activity in all industries in England at the present time. He will visit Ottawa, Toronto, and other cities in Canada and the United States before returning home. This is his first visit to Montreal in 20 years, and he was much struck by the great improvements which have in the meantime taken place.

#### THE CONVICTION QUASHED.

The "Grand Mogul" tea case was up for hearing before Chief Justice Meredith the past week, and the conviction of Mr. Johnson, the Toronto retail grocer, was quashed, thus upholding the contention of T. B. Escott & Co. that there was no lottery in connection with the sale of the tea with letter coupons.

J. M. Douglas & Co., commission merchants, Montreal, have dissolved, and a new partnership has been registered, composed of Alfred G. Gardner and John F. Douglas.

Popular  
Seller is

# SHINON

We have No. 1, 2 and 3, Liquid Metal  
No. 21 and 22, Paste Metal  
No. 31, - Bar Polish  
No. 41, - Silver and Glass

LUCAS, STEELE & BRISTOL, - - HAMILTON.

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

### Taddy's Renowned Old English Tobaccos.

## BUY LIGHT

Don't stock too heavy with Condensed Milk,  
but buy in small quantities and buy often.  
"Reindeer" brand, always the same, always good.

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# FRUITS

ALL BEST BRANDS.

RAISINS                      CURRANTS  
 PRUNES                      DATES  
 EVAPORATED PEACHES  
    IN BAGS  
 FIGS in boxes and tapnets

**T. Kinnear & Co.,** Wholesale Grocers,  
 49 Front St. East, Toronto.

## AMONG TORONTO RETAILERS.

### *Retiring From Business.*

The Rossin House Grocery is to be closed up in the near future. The lease of the present manager, J. Reed, expires in a couple of weeks, and he is now advertising his stock, fixtures, etc., for sale. Mr. Reed intends continuing his liquor store, which is also situated in the Rossin House Block.

### *B. Panter Removing.*

Ben. Panter, 82 Davenport road, is having a new store erected at the corner of King and Spencer streets, which he expects to have ready for occupation early in November. He intends discontinuing the Davenport road business as soon as he opens up in his new stand, where he expects to make the progressive Parkdale grocers look to their lured. He intends offering his present business, stock, etc., for sale, either en bloc or as desired.

### *Flour and Breakfast Foods.*

From now onward through the winter months there will be an increased demand for breakfast foods. This should be made the most of. And the best way to make the most of this growing demand is to push these goods. In some cases it will be found that people who are regular

customers of a grocer go to an exclusively flour and feed dealer for their flour and breakfast foods. There is no reason why this should be so. The regular grocer should handle flour and foods, and should keep the fact that he not only handles them, but carries an extensive range of them, constantly before his customers. Window or counter displays of flour and breakfast foods help to do this, and should be very suitable just now.

THE RAMBLER.

## TO STIMULATE SLOW SELLING STOCK.

Editor GROCER,—There are in the human body fourteen different elements: Oxygen, carbon, hydrogen, nitrogen, calcium, phosphorous, sulphur, sodium, chlorine, flourine, iron, potassium, magnesium and silicon. Each goes to make up different parts of our bodies. All of those will be found in a palatable form in the grocery department of any live wholesale or retail merchant. The principal of these are rolled wheat, a very important article in the preservation of health, rolled oats, cornmeal, barley, sugar, honey, cocoa, etc.

Along with other articles, such as boots and shoes, dry goods glassware, hardware, drugs and stationery, he has (unless a cool,

sagacious and experienced buyer) to a certain extent in each line sometimes an overstock of goods, such as a side line of tea, too much monotony in crockery, a job line of shoes, and too quickly bought dry goods.

To such a man I would speak a word of advice, that if put into action would stimulate sales to a satisfactory point in these lines, and would also call the attention of the public to his first-class up-to-date and staple line of goods which they naturally would buy in their earnest search for bargains at his store.

After a general overlooking of your stock, select those articles you wish to offer, mark them down to selling figures and advertise the facts in your best local paper and get up and hustle.

R. C. GILLIES,

Grocery Specialist, Blantyre.

## GLASS CUTTING DIAMONDS.

Diamonds for cutting glass were not introduced till the reign of Elizabeth, at which period stained glass was declining; and before that era every piece of glass which went to form a window had to be cast in little clay molds and afterwards chipped with an iron instrument called a "grozing iron," so as to properly fit into its assigned place.—China, Glass and Lamps.



IMPERIAL CHEESE

There is pleasure as well as profit in selling a popular food. One of the most popular articles that any grocer can sell is IMPERIAL CHEESE, and it always gives satisfaction to the grocer who handles it, as well as to his customers.

No Waste, Cutting or Shrinkage.

Get our prices on

# PRUNES

We can sell you.

## THE DAVIDSON & HAY, LIMITED

Wholesale Grocers

TORONTO

### MEETINGS OF RETAIL GROCERY ASSOCIATIONS.

#### TORONTO ASSOCIATION.

THE regular monthly meeting of the Toronto Retail Grocers' Association was held in St. George's hall, Elm street, on Monday. The president, Frank W. Johnston, occupied the chair. The attendance was good.

Notice had been given by J. D. Kelly that he would introduce a motion to have the association incorporated under the Friendly Societies' Act. When the motion was introduced, it found general acceptance with the members. D. Bell seconded it, and, after a short discussion, it was carried without dissent, and the executive were empowered to employ the association's solicitor to make the necessary application.

The early closing committee reported progress. In pursuance with an Ontario law, which gives any municipality power to pass a by-law to close stores at any hour after 7 o'clock p.m., provided the municipality is petitioned by three-fourths of the storekeepers in the municipality, the committee engaged Secretary Hawes to canvass the grocers for signatures to a petition, which had been drawn up by the association's solicitor. As a result of his first

week's canvassing, Mr. Hawes secured 107 signatures to the petitions on Queen west, Dundas, McCaul, and Yonge streets and Davenport road, out of a total of 139 grocers called on. The other 32 refused to sign it, so that 77 per cent. of those called on signed it, while 23 per cent. refused to.

The discussion following this report brought out the opinion that the butchers should also be canvassed, so a motion to that effect was moved by A. White and A. R. Williamson. The committee was empowered to proceed with the work, and to engage a canvasser to help Mr. Hawes.

A letter which had come into the possession of the secretary was read to the meeting. It was from the "Salada" Tea Company to one of the hotels in the city, stating that as competitors of this company were selling tea to the hotels, it had decided to do the same.

It was moved by A. R. Williamson, seconded by A. G. Booth, that the executive should be empowered to draw up a letter condemning the circular in question.

This aroused quite a discussion, but, with the exception of A. White, who considered

the matter one which the association should not deal with, this motion expressed the sentiment of the meeting and it was accordingly passed. At the instance of B. Panter the executive were advised to secure more definite information regarding the action of the tea-packers in this regard.

#### MONTREAL ASSOCIATION.

On Thursday, October 5, the Retail Grocers' Association, of Montreal, met and elected officers for the ensuing year as follows:

President—V. Raby.  
1st Vice-President—Ald. Turner.  
2nd Vice-President—John P. Dixon.  
Hon. Secretary—John Scanlan.  
Treasurer—N. Lapointe.  
Secretary—C. J. Dixon.  
Directors—Messrs. H. Poirier, Pepin, M. de Repentigny, M. O'Brien, E. W. Farrell, A. D. Fraser, P. B. Menard, and A. O. Galarneau.

It was decided to petition the city council, asking for the appointment of an inspector, who would protect the grocers' interests against the encroachments of peddlers.

### SALVATION ARMY TEA-SELLERS.

It appears that the Salvation Army are working up a very fair trade in Canada and Australia as dealers in Ceylon tea. In Australia they buy at the local auctions, and conduct the whole business on strictly commercial lines, except that they literally, as well as figuratively, sing the praises of Ceylon tea.—Planting Opinion, Madras.



## CHEAP vs. CHEAP

There are two distinctly different meanings to the word "cheap." One is "good value," and the other, "low first cost, regardless of quality."

UPTON makes "cheap" preserves—that is, "no better value obtainable for the money," and in their manufacture quality is considered before anything else.

In 1-lb. glass jars, 5-lb. tin pails, and 7-lb. wood pails.

**HENRY WRIGHT & CO.**

Canadian Selling Agents  
TORONTO

### VISIT OF PROVISION MERCHANTS TO CANADA.

At the council meeting of the Bristol Chamber of Commerce on Wednesday, a report was presented from the deputation which recently visited Canada on behalf of the Chamber. The deputation included members of the provision trade, and the report referred to their experience. It said: Your delegation felt that the best way of utilizing the time and opportunity was to visit the sections of Canada in which the different industries we were concerned in were carried on, and, accordingly, after a short stay in Montreal the members of the different sections parted company and went their respective ways. The cheese and butter sections of Quebec and Ontario were visited by the provision members, and every opportunity taken to show the advantage of developing and extending the trade to Bristol. In several instances fresh channels of business were opened up and definite results effected. The advantages of Bristol as a distributing port were explained at the different dairy centres, the members of your deputation receiving a good many invites to address the dairymen on the various points arising. Your delegation was very courteously received at Ottawa by the Minister of Agriculture and the Vice-Minister of Commerce, to whom we had letters of

introduction through your Chamber. A number of points in connection with the trade were discussed, the claims of Bristol were duly advocated, and practical suggestions made for the development of the trade. —Grocers' Journal, Sept. 30.

### HALF IN JEST.

"THAT'S a queer family next door." "Why do you say so?" "They own a \$50 dog and borrow our flatirons."

Many a burning truth is told in jest. The little squib at the top of this paragraph proves that. It is only a joke, but it points a moral that fits the condition of a good many stores—the one with elegant, big plate-glass show-windows in which the ragged little display so awkwardly fixed appears ridiculous. Elegant appointments and a shabby stock. A bluff at a big store and a beggarly assortment to back it up won't go. Yet, it is the commonest bluff we meet nowadays. Sooner or later the bluff is called and goes to swell the total of so-called business failures.

Consistency in storekeeping is not the commonest virtue we have. It seems singular that merchants do not meet their immediate situation more comprehensively. Within 200 miles of New York there is a prosperous city of more than 100,000 popu-

lation. It has several good stores and a number of commonplace ones. Nine-tenths of the population is comprised of the families of workingmen, mechanics and men who earn their bread by the sweat of their faces, whose needs are simple and common in character.

Not a store in that whole city caters directly to the trade of those laboring thousands. In all that city there isn't a rough-and-ready store that positively makes it a business to look out for the wants of the class they all depend on. The diffident wife of one of those mechanics or laborers grows shy at the tawdry elegance of those stores that, she argues, has to be paid for, and would, no doubt, much prefer to trade in a shop that puts on fewer airs and sold her the goods she wanted at a satisfactory price. When the right sort of a store hits that town some of those gingerbread aristocrats will find out the difference.

Extravagance is a sin against good storekeeping—extravagance of the kind that increases the cost without adding to the convenience of doing business. On a certain street in New York are several elegant stores and one sensible one. In that locality the great majority of the people are wage workers. That one store is consistently modest in its appointments—no rosewood, mahogany or polished quartered oak—is a busy beehive compared to the others.—The Buyer.

*Selected Quality.*

*Full Weight.*



**EVERY CAN GUARANTEED.**

# First of the Season

**Sultana Raisins,**

**Eleme Figs, -**

**Natural Figs, -**

Solari's Fine and Finest: Whittall's One-Crown, Two-Crown, Three-Crown.

1-lb. Glove Boxes. 5-lb., 10-lb., 20-lb., 28-lb., 56-lb. 3, 5 and 7 Star.

Bags, 70-lb.

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

WHOLESALE GROCERS,  
MANUFACTURERS, IMPORTERS OF TEAS.

**TORONTO**

## HINTS TO BUYERS.

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

**T** KINNEAR & CO. are in receipt of a shipment of Morton's pineapples. T. Kinnear & Co. have to hand a shipment of evaporated peaches.

A. P. Tippet & Co. say the supply of 4-crown raisins is very limited.

"Lekko," the cleanser, is in stock with The Davidson & Hay, Limited.

Shipments of Sultana raisins are close to hand for The Davidson & Hay, Limited.

S. H. Ewing & Sons are receiving a very choice shipment of Digby finnan haddies.

The Greig Manufacturing Co. report an increasing demand for "Crown" extracts.

New Eleme figs and Sultana raisins are in store with The Eby, Blain Co., Limited.

The Dawson Commission Co., Limited, received a car of Palermo lemons on Tuesday.

Several lines of fine-liquoring Ceylons have been received by The Eby, Blain Co., Limited.

The Empire Tobacco Co. report a good demand for their "Empire" and "Snowshoe" brands.

The Davidson & Hay, Limited, have to hand a shipment of Malaga raisins and shelled almonds.

The Greig Manufacturing Co. are in receipt of a shipment of Buchanan's butter-scotch in 1-lb. tins.

A fresh stock of grape nuts and Postum cereal food coffee has been received by The Eby, Blain Co., Limited.

The Davidson & Hay, Limited, are receiving into stock to-day their second shipment of new selected Valencia raisins.

The Eby, Blain Co., Limited, have passed into stock a large range of canned fruits, best brands, which they offer at close prices.

"Thistle" brand of kippered herring has recently been put on the market, and

is sustaining the well-earned reputation of The Thistle Haddie Co., whose haddies are so well known.

The F. F. Dalley Co., Limited, state that their sale of Boston laundry starch is very large, and that it is giving splendid satisfaction.

The Davidson & Hay, Limited, report a good inquiry for green Rio coffees. This firm are offering some special values in these coffees.

The Eby Blain Co., Limited, offer close values in fine off-stalk and selected Valencia raisins, here in a few days by first direct steamer.

The Greig Manufacturing Co. will have a shipment of Yardley's soaps and perfumes, "It's 'em" dyes, and Kimpton pickles landing next week.

"Tiger" stove paste is giving universal satisfaction to all the merchants, as their customers are thoroughly pleased with the quality and price of the goods.

Mr. Mann, the Montreal manager for "Salada" tea, reports that the sale of "Salada" in Montreal and the East last week was the largest week on record.

"Kolonā" Ceylon tea still maintains its hold on the public. We are constantly shipping it to merchants who have tried it and found it to prove a steady sure seller," say The Eby, Blain Co., Limited.

## MARITIME BOARD OF TRADE.

**G**EO. E. CALKIN, secretary-treasurer of the Maritime Board of Trade, has issued the following circular letter:

Entering upon the sixth year of its existence, the Maritime Board of Trade has won its way to general approval and become an acknowledged factor in the material progress of these Provinces by the sea.

While the promoters of the scheme of union of the various Maritime boards may honestly congratulate themselves upon the measure of success so far attending their efforts, the fact must not be forgotten that much still remains to be done.

Many important business centres are yet without an organized board, while scarcely half of the local boards already organized, though doing good work in their own location, are not yet affiliated with the larger organization, and thus stand in the way of their greater usefulness.

No community, or individual in it, but is vitally interested in one or more of the half-dozen interests upon which we as a people depend. The farmer, fisherman, lumberman, miner, manufacturer and ship-owner, all stand to be benefited by united and intelligent efforts, whether these look to methods or Legislature enactments as relative to our home industries or foreign trade. Tourist travel and the encouragement of immigrants suitable for these Provinces are also subjects worthy of careful consideration.

Now, can we not during this year:

I. Promote the formation of boards in towns where such an organization would be beneficial both locally and in the wider field.

II. Induce all boards of the Maritime Provinces to come into line with the Maritime Board, i. e., affiliate and work.

III. So perfect our organization and carefully arrange our work, both administrative and deliberative, that the best results may be obtained, ever remembering that we are working for the material advancement of the Maritime Provinces, while at the same time we are not to forget the moral and uplifting tendencies which our efforts should have, our motto being "non sibi sed patriae."

In conclusion, let me ask at your earliest convenience:

1. To report the name of the member appointed by your board as member of the council of the Maritime Board.
2. Report membership of your board and its state of efficiency.
3. Remit any arrears of per capita tax due the M. B. T.

Mr. P. C. Larkin, of The "Salada" Tea Company, is away on a visit to the American branches of the business in Boston, Buffalo and Pittsburg.

D. Gunn, Bros. & Co. state that they are in good shape to handle consignments of poultry for Thanksgiving, when, they state, the demand will be excellent.



The rapidly increasing  
demand for

**“OZO”**  
CEYLON TEA JAPAN

proves that the grocers find it a  
good seller, and the consumer  
gets satisfaction.

Write

The “OZO” Co., Limited,  
**MONTREAL**

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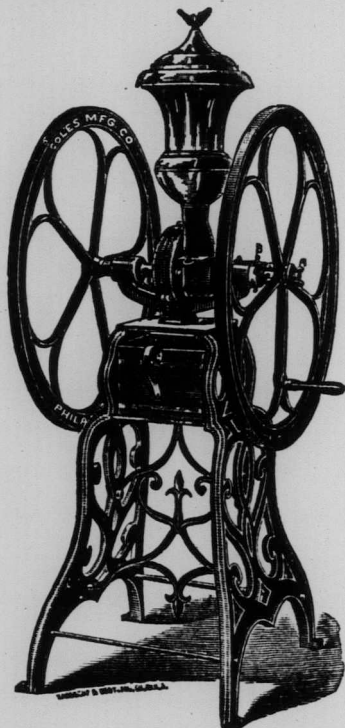
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Soap**

A FINE POWDER. IN PACKETS ONLY.  
Will wash more clothes, and do more work in  
much less time than any other Soap.

**SOAK YOUR CLOTHES**  
with HUDSON'S, and the Dirt will  
slip out with about half the  
usual labour.

R. B. HUDSON,  
30 Front St., East,  
TORONTO.

Used in all the “Happy Homes of England.”



## Notice.

Having introduced our-  
selves, we now wish to make  
a few claims.

Your first consideration nat-  
urally is—to buy the best mill  
at the lowest price.

**We Claim** to have the  
easiest and quickest Grinders.

**We Further Claim** to  
have the most effective and  
accurate Adjustment.

**We Again Claim** that our  
Grinders will give you the  
longest service.

And for all this you pay  
nothing extra, even though  
we have patents on our mill.

No. 18

Agents { TODHUNTER, MITCHELL & CO., Toronto.  
DEARBORN & CO., St. John, N. B.  
FORBES BROS., Montreal.

**Coles Manufacturing Co.**  
PHILADELPHIA, PENN'A.

# Wool 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.

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

**MONTREAL AS A PRODUCE PORT.**

THE manner in which Montreal is taking the lead from other Atlantic ports in the exportation of produce, especially butter and cheese, is as satisfactory as it is interesting.

A comparison of the shipments from this port and New York, the principal Atlantic port of the United States, is instructive.

The exports of cheese from Montreal to September 27, for the past three years were: 1897, 1,403,692 boxes; 1898, 1,263,286 boxes; 1899, 1,378,528 boxes. The figures for New York for the same period were: 1897, 450,141 boxes; 1898, 213,527 boxes; 1899, 215,363 boxes. Thus, while, as compared with 1897, the banner cheese year, the exports from Montreal have fallen but 2,164 boxes, or less than 2 per cent. the exports from New York have declined 2,778 boxes, or 52 per cent.

In the exportation of butter the growing supremacy of the Canadian port is even more pronounced. In 1897 there were exported from New York 164,013 packages, against 161,853 packages from Montreal up

to the end of September. In 1897 the shipments from Montreal fell to 156,304 packages, a decline of 5,549 packages, or about 3½ per cent., while those from New York fell to 53,752, or a decline of 111,261 packages, or 68 per cent. This year both ports show an increase in their exports, the shipments from Montreal being 354,646 packages, against 98,749 packages from New York.

Thus, while in two years the exports of butter from Montreal have been more than doubled, the exports from New York have fallen more than a third.

Truly, this country of ours is growing.

**ANOTHER DECLINE IN SUGAR.**

THERE has been another decline in the price of granulated sugar at the Canadian refineries, this week's drop being 5c. per 100 lb., making a total decline of 10c. in the past fortnight.

The selling price of granulated, therefore, now stands at \$4 55 per 100 lb. Montreal, and \$4.65 Toronto, or 5c. lower than it has been at any time during the past summer.

The acute drop in the raw article abroad, under heavy realizing by the French syndicate that controlled a large quantity of beet, is mainly responsible for the heaviness.

A comparison of the prices ruling both on cane and beet at the end of May last, and those now prevailing, shows how sharp the decline has been.

Java, for instance, is 1s. 9d. below where it stood in May at 11s. 3d., while fair refining is 1s. 3d. lower, at 10s. 6d., than in May last.

The decline in beet has also been as marked. In May, prompt beet was quoted at 11s. 1½d., and futures 11s. 3d. To-day, both prompt and future is heavy at 9s. 2¼d. In the face of the easiness the regular distributive demand in Canada is active, and a good movement is noted.

During the last few days the European raw sugar market has been steadier, there having been some slight advances.

**NOTICE TO ADVERTISERS.**

The Special Fall Number of THE CANADIAN GROCER will be issued next week. This, together with the fact that Thanksgiving Day falls on Thursday next, will necessitate our going to press two days earlier than usual. All copy for advertise-

ments and reading notices must reach this office not later than Saturday, October 14, in order to insure publication.

**THE THANKSGIVING TURKEY.**

EVER since 1621, when Thanksgiving Day was first recognized by the Puritans of New England as a general holiday, the turkey has been inseparably associated with the Thanksgiving dinner.

In the early days, the hardy pioneers sallied forth with matchlock and tinder to find the haunts of the wild turkey, which, at that time, abounded in the land. When it was brought home, it was roasted over an open fire with much rejoicing.

In modern times, the preparation of our roast turkey lacks the romance of former years, for, instead of hunting for it, we buy it, and, instead of the open fireplace and the rejoicings, the housewife or cook quietly roasts it in a modern stove or range.

The domesticated bird which we are acquainted with is said to be inferior to the wild birds which in earlier days made the woods of Eastern Canada and the United States their home.

Yet, we have nothing to complain of on that score, for the roast turkey of to-day is a dish for an epicure, and, with good reason, continues to reign supreme at the Thanksgiving dinner table.

The association of Thanksgiving Day with November in Canada and the United States seems about as old as the association of the turkey with Thanksgiving Day.

This has given the farmer good time to fatten up his turkeys and get them in to market in the best condition.

The Canadian Government has this year, at the request of business men and others, appointed October 19 as the day for national thanksgiving.

While in every other respect this is a more than satisfactory decision, the likelihood is that the demand for turkeys will not be equalled by the supply, for the reason that the farmers have not time to fatten them up. Therefore, as turkeys will likely be scarce and dear, many homes may find it necessary to forego their customary roast turkey this year.

It would be a kindness as well as a profitable investment, for all who can to send in well-fattened turkeys (also other poultry), to meet this demand.

## THE FUTURE OF CANNED VEGETABLES.

**A**LTHOUGH, as far as can be learned, some factories are still putting up a few canned tomatoes, yet the season is practically over.

THE CANADIAN GROCER has been making inquiries in different quarters in regard to the size of the tomato pack. As a result of these inquiries there does not seem any question but that it is a good-sized one compared with that of previous years.

At the same time, however, it is unquestionably smaller than expected.

The factories which are known to have packed more than last year have not put up as many, in some instances, by thousands of cases, as they had even a few weeks ago anticipated they would, while a number report that they have not more than enough to fill orders.

The explanation of the non-fulfilment of anticipations is the sudden and early closing of the season, due to the advent of the early frosts, while the fact that the pack is as large as it is is due to the steady way in which supplies came into the factory. Where last year, for example, factories were only able to run a day or two at a time, and sometimes only parts of days, they have been able to keep going, day in and day out, every week since the season opened.

The pack of corn does not seem to be as short as it was thought it would be. But, although some factories report that they have put up more than last year, it has been the result of special effort and special facilities, and is by no means general.

The syndicate which is reported to have cornered such a large proportion of the pack of corn will not, it is said, get more than about 60 per cent, of its orders filled. One packer informed THE CANADIAN GROCER that he had filled all his guaranteed orders with the syndicate, but intimated that he had not been able to do so with orders taken subject to pack.

Taken all around, the pack of tomatoes, corn, and peas may safely be accounted an average one. But, while this may be so, it must be remembered that the other conditions are not the same as they usually are.

For example, stocks of old pack, particularly in corn, are phenomenally small. Then, it must be remembered that the

consumption is steadily increasing. Of course, corn has got to a figure which will certainly interfere with the consumption. But the same cannot be said of tomatoes. And even in regard to corn it should not be forgotten that a large number of orders were booked early in the season at a moderate figure which will go into consumption at a moderate price. Furthermore, the fact must not be overlooked that the jobbers in Manitoba and the Northwest have, so far this season, only purchased sparingly.

It must be remembered, aside altogether from the factors already noticed, that the agreement among the members of the Packers' Association is working harmoniously, and that those packers who, earlier in the packing season, were beginning to lose confidence in the future of the market, had a good portion of their pack purchased by their confreres who were not lacking in this quality.

As far as THE CANADIAN GROCER can see, the outlook is for at least steady prices. The net result of the changes that may take place is more likely to be higher than lower prices. But that may not mean materially higher prices.

### THE WINTER APPLE TRADE.

The winter apple export trade is proving an unsatisfactory one to shippers and packers this year.

For the past two years exporters have made a good profit on their business. The result of this has been that a great many men, with little capital and less knowledge of the apple export trade, became early this season competitors of the regular exporters in buying up orchards.

This sent prices away up in some sections, as high as \$2, and even \$2.25 per bbl. being paid in the orchards. The regular dealers have been very cautious under these conditions, and have been holding off for a decline.

The majority of shipments to date have been made at a loss. This has frightened many contractors for orchards, and prices have fallen in some cases as much as 25c. per bbl.

Yet, the older dealers show no anxiety to buy, claiming that they will get in a few

weeks sufficient supplies at as cheap, and likely cheaper prices, than they could be got now.

### A DULL CHEESE MARKET.

Last week the exports of cheese from Montreal amounted to 40,255 boxes as compared with 110,698 boxes the same week last year.

The cause of this has been that prices in the Old Country have not followed the advances here sufficiently to put exportation on a proper basis, rather than any decrease in the production, for farmers are sending all the milk they can to the factories in the hope of getting all that is possible out of the unusual prices ruling.

The result has been a decline of  $\frac{1}{4}$  to  $\frac{1}{2}$ c. at country boards, where  $11\frac{1}{4}$  to  $11\frac{1}{2}$ c. is now being paid. It is, however, felt by holders that ultimately the British market will be forced to follow Canadian advances.

### VALENCIA RAISINS STRONG.

**T**HE Valencia raisin market, both at home and abroad, is rather interesting these days.

As far as the home market is concerned, it is as clean swept of stock as it could be, for there is practically not a box to be had, thanks to the wreck of the ss. Scotsman.

Although the direct shipment is close at hand, a few boxes have been wanted, but they could not, in some instances, be obtained. As high as 8c. per lb. has been paid within the last few days for selected, but it is a question whether one box could be found at that or any other figure.

In the primary market, there have been further advances during the week. A cable received on Monday morning read: "Do not sell any more at present; market advancing." A cable on Tuesday announced that another advance of 1s. per cwt. had taken place, making the total advance in less than two weeks, 2s. per cwt.

As a result of this further advance, some of the wholesalers are this week marking their prices up  $\frac{1}{4}$ c. per lb.

### ADVANCE IN WOODENWARE.

The manufacturers of woodenware are preparing a new price list, and have this week withdrawn the old list. In the meantime, however, prices have been advanced 10 per cent. on the old list.

**A FACTOR IN SUCCESS.**

It is surprising how small a matter may help or hinder a man's progress. No matter where a man is, or whether it be during office hours or not, he is watched, and his actions may mean much to him one way or another.

The writer was in the office of a progressive commission merchant yesterday when an agent called. The merchant treated him in the ordinary business way, and gave him an order. The transaction seemed quite ordinary until after the man had gone out, then, the merchant turned to his partner and said: "I didn't particularly want to buy that —, but I saw that man three or four times in places that I liked to see him, and felt when he came in that I should give him an order."

The incident is significant. The agent took his order and went out, little realizing that it was his actions out of business hours that were responsible for the sale. Possibly he never knew that he was seen at the places the merchant saw him.

There may be a touch of sentiment in this action, but, notwithstanding the remark attributed to a prominent politician, that "business is business," there is more or less sentiment in every business man.

From the standpoint of business principles alone, however, it is the best policy to always remember that one is judged, and that as success is due, to a considerable extent, to the opinion in which we are held by our fellows, our lives should at all times be such as to commend ourselves as trustworthy, able and energetic.

**THANKSGIVING DAY.**

As far as can be learned, the business men of Canada are gratified with the action of the Government in fixing Thanksgiving Day at an earlier date than usual. One of them is Mr. John T. James, general merchant, Bridgeburg, Ont., who has for some years taken an interest in the movement inaugurated by THE CANADIAN GROCER regarding an earlier Thanksgiving Day, and, under date of October 9, he writes as follows:

Allow me to congratulate you upon the success of your agitation for an earlier Thanksgiving Day. Be it said to the credit of the Government, that they have, in this instance, hearkened to the voice of business men, and given us a great boon. I noticed, in last week's dailies, a complaint that turkeys will

not be ready so early, and there will be a scarcity on the market, because farmers did not know of the change soon enough. Well, they know it now, and can get a hustle on, and they will be right glad to get their birds off earlier. We warned the turkeys last fall that they should attend to their mating business earlier this year. We have done our part, and secured the desideratum, now let the farmers and turkeys do their part.

**CANADIAN TINNED MEATS AND THE BOER WAR.**

ON Saturday last Lord Strathcona, the Canadian High Commissioner in London, cabled the Dominion Government that while the British authorities had contracted with a United States company for tinned meats for the troops in South Africa, they were prepared to consider offers from Canadian firms who could supply sound brands of tinned meats of recent packing and ready for early shipment.

There are in Canada three firms which make a specialty of tinned meats. They are: The Wm. Davies Company, Limited, Toronto; W. Clark, and The Laing Packing & Provision Co., Limited, Montreal.

With a view of ascertaining the possibility of supplying the demand for tinned meats for the British troops in South Africa, THE CANADIAN GROCER either wrote or waited upon the three firms named. Mr. J. W. Flavelle, managing-director of The Wm. Davies Co., Limited, wrote as follows:

At the moment our canning is of too unimportant a character in quantity to warrant us in offering any meats for consumption by the troops in South Africa. We have no knowledge of the quantity which is being put up by the Montreal houses, and, hence, cannot answer your question as to whether Canada is in a position to supply any important percentage of the requirements of the British troops in South Africa.

Both the Montreal firms stated they were not in a position to cater for large emergency orders, such as the South African war requirements. Chicago, they said, was the only place where such large quantities can be had at short notice. They further stated that they had, at any rate, all they could do to find raw material for supplying home wants. They believe, however, that Canada, ere long, will be in a position to compete for such trade. At present, they declare, she is not.

While it is to be regretted that Canada is not in a position to cater for the particular trade in question, it is some consolation to know that the manufacturers are of opinion that she will be able to do so ere long.

The tinned meat trade in Canada is

making a healthy growth. And, as it now largely controls the home market, it is only a question of time before she will be in a position to cater for the export trade.

**DIRECT DRIED FRUIT.**

The first direct steamer, the Escalona, arrived in Montreal this week.

Her cargo consists of 65,000 boxes of Valencia raisins, 10,492 crates Spanish onions, and 1,000 tons currants.

More than 50 per cent. of this large quantity of fruit was sold to arrive in the West before the vessel had got quarter of the way across, and, of the remainder, a large quantity of the consigned stuff has already been absorbed.

In this connection also jobbers in the West have got in ahead of the Montreal traders, though the latter have been waking up lately.

**NEW SEASON'S FIGS.**

The first shipment of new season's figs is on the market. It came into the hands of the wholesale trade on Saturday, ex. ss. Vancouver. The quality is good, but prices are again pretty high.

The pound boxes are quoted to the retail trade at 12½ to 13c. for four-rowed. Fancy fruit in 56-lb. boxes run as high as 18c. per lb. The idea for naturals in bags is 5½c. per lb. There are other sizes on the market but prices have not been made up at the time of writing.

The first direct shipment of Eleme figs will be in the hands of the wholesalers some time next week.

**WINNIPEG RETAIL CLERKS' UNION.**

The retail clerks of Winnipeg have formed a union. At the first meeting, held two weeks ago, 50 members were initiated, and the following officers were appointed: President, L. H. Fournier; first vice-president, F. W. Hold; second vice-president, R. L. Chevrier; secretary, I. W. Greenleese; treasurer, G. T. Harrison; guide, P. Wilson.

On Monday of last week the union held another meeting, when they were addressed by Arthur Puttie, president of the Trades and Labor Council of Winnipeg.

At present most of the Winnipeg stores close at 7 o'clock, so the first effort of the union will be to secure the cooperation of the buying public to induce the merchants to close at 6 o'clock.

IT IS SO EXTENSIVELY ADVERTISED

that every grocer is in the happy position of having customers brought to his very counter through this persistent public announcement.

# "SALADA"

CEYLON TEA

The Tea that sells by reason of its merit. Lead packets only—Never in bulk—Grocers everywhere.  
 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.

SEE OUR  
**BANNER**  
**WASHBOARD**  
 for the best 25 cent line made.  
**WALTER WOODS & CO.**  
 HAMILTON

## HORSE HAIR.

Have you any? We buy it

**GEO. ROSSITER & SONS**

10-14 Pape Avenue TORONTO



## HORSE-SHOE 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.

# LETTER COUPON SYSTEM

IN CONNECTION WITH

# GRAND MOGUL

CEYLON TEA

**T. B. ESCOTT & CO.**

WINNIPEG

TORONTO

MONTREAL

LONDON, ONT

IS 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 set of coupons, if sent to us between Nov. 1st and December 31st.

# 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 telegraph; if by the latter method, at the cost of the person seeking the information.

## ONTARIO MARKETS.

October 12, 1899.

### GROCERIES.

THE wholesale grocery trade continues to be fairly active. The feature of the trade is a further reduction of 5c. in the price of granulated sugar. The position in regard to canned goods is much the same as a week ago, namely, strong, although the demand continues light. Coffees are in rather better demand with prices firmer. The market for Indian and Ceylon teas continues to advance in London, England. Reports are somewhat conflicting in regard to Japan teas. The demand for sugars keeps up well. New season's figs are on the market this week, and a further shipment of Sultana raisins is to hand. Valencia raisins on spot are cleaned up, and wholesalers are unable to fill orders. The price of Valencia raisins is advancing. Sicily filberts and Brazil nuts are both advised dearer. Californian loose muscatel raisins are  $\frac{1}{4}$  to  $\frac{1}{2}$ c. per lb. higher. The smaller sizes of Californian prunes have advanced  $\frac{1}{4}$ c. per lb. in the primary market.

### CANNED GOODS.

There has been no material change in the position of the market during the past week. Packing is pretty well over, and, while the pack of vegetables is, on the whole, evidently a fairly good one, the market is as firm as ever. The ruling wholesale quotation for tomatoes is 85c, for peas 75c. up, and for corn 95c. For these three, all around, 85c. is quoted. Very few new orders are being placed, but shipments of new goods ordered some time ago are now being freely made. While wholesalers are not selling many canned fruits at the moment, they are, however, fairly liberal purchasers, showing that they have confidence in the future of the market. Advices from the Coast state that the run of coho salmon on the Fraser is light, while 22½ to 25c. per fish is being paid to the fishermen. We hear of nothing being offered at less than \$3.50 per case f.o.b. the Coast, and, with fish

costing 22½ to 25c., it is obvious nothing less can be expected. Canned meats are quiet and unchanged.

### COFFEES.

The market is firmer on Brazil growths of coffee, and business locally in Rio coffee is rather better than it was, particularly on import account. The tone of the mild coffee market is steady.

### SUGARS.

A further decline of 5c. per 100 lb. in granulated sugar took place on Monday at 1 p.m. The weakness of the outside markets and the competition of foreign granulated were the causes of the decline. At the time of writing the outside markets are a little steadier than they were, there having been some slight advances. Locally the demand keeps fairly brisk. Montreal granulated is now quoted at \$4.65, and Acadia at \$4.60 per 100 lb. Yellow sugars are unchanged.

### SYRUPS AND MOLASSES.

Trade continues fairly good in both syrups and molasses. Prices remain much as before.

See pages 29 and 30 for  
Toronto, Montreal, St. John,  
and Winnipeg prices current.

### NUTS.

Brazil nuts are  $\frac{1}{2}$ c. per lb. dearer in the primary market. Sicily filberts are 3s. 6d. to 4s. dearer, on account of the shortness of the crop. Importers who placed their orders early are to be congratulated. Advices report that almonds and walnuts are unsatisfactory, both in regard to quality and quantity.

### TEAS.

A cable received in Toronto on Monday quoted prices on Japan tea which are slightly lower than those quoted for several weeks on teas costing about 15c. per lb. It is thought, however, that the reaction is only temporary. Mail advices just received from Japan state that fine teas are scarce and show signs of giving out. There is not a great deal doing in Japan teas on the local market between shippers and jobbers, but retailers are buying a little. The market for Indian and Ceylon teas continues to gather strength, and prices in London, England, are about 1d. higher than they

were three weeks ago. Common Pekoe Souchongs are costing 15½c. per lb. to lay down here.

### FOREIGN DRIED FRUITS.

**CURRENTS**—The market is characterized by a little more firmness, on account of the increased freight rates. The first direct steamer has arrived, and the fruit may be expected in the hands of Western jobbers some time next week.

**VALENCIA RAISINS**—Another advance of 1s. per cwt. is announced by cable. This is the second advance of 1s. in less than two weeks. In consequence of this second advance some of the wholesale houses have advanced their quotations  $\frac{1}{4}$ c. per lb. The local market is completely bare of Valencia raisins, and as high as 8c. has been paid for selected fruit. Fruit by the first steamer is quoted at 5½ to 6c. for fine off-stalk; 6¼ to 6½c. for selects, and 7 to 7½c. for layers. The idea for fruit arriving by the second direct steamer is as follows: Fine off-stalk, 5½c. per lb.; selected, 6¼c., and layers, 6¼c. The first direct steamer is now at Montreal.

**SULTANA RAISINS**—Another shipment of Sultana raisins, ex ss. Vancouver, reached this market on Saturday. Before this arrived a box was not to be had in the city.

**FIGS**—The first shipment of figs this season arrived on Saturday ex ss. Vancouver. The fruit shows good quality. Ten-pound boxes, four rows, are quoted all the way from 10 to 15c. per lb., according to quality; 56-lb. boxes run as high as 18c. per lb. Mat figs in bags are quoted at 5½c. from stock and to arrive at 3½c. per lb. Twenty-pound boxes of the higher grades are quoted up to 15½c.

**CALIFORNIAN PRUNES**—The demand is fair. Importers are beginning to look for shipments, which advices from the Coast state will be made this week. Telegraphic advices announce an advance of  $\frac{1}{4}$ c. per lb. on the Coast on the smaller sizes, and that they are almost unobtainable.

**CALIFORNIAN RAISINS**—Prices are higher, 3-crown having been advanced  $\frac{1}{4}$ c. per lb. and 4-crown  $\frac{1}{2}$ c. per lb.

**EVAPORATED PEACHES**—Wholesalers are asking 9 to 10c. per lb. for Californian evaporated peaches in bags. There is not much doing.

### GREEN FRUITS.

Jamaica oranges continue to arrive in sufficient quantity to meet the demand, which is moderate. Prices are well maintained at \$7.50 to \$8 per bbl. As the

## THE "SCOTSMAN" WAS WRECKED.

(EVERYONE KNOWS THAT)

ALL INFERIOR Soaps that were "sailing" around were WRECKED when people found they had such a soap as

# SURPRISE SOAP

TO WASH WITH.

AND IT DIDN'T take them long to find that out.

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### IT PAYS A GOOD PROFIT TO ALL WHO HANDLE IT.

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

Manufactured by

## THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

supplies on the way are limited, these prices are likely to be held to. The next variety of oranges to arrive will be Mexicans, which should come early in November. The receipts of lemons are steadily becoming larger. Maoris have declined 50c., and now sell at \$6.50 to \$7 per box. Malaga lemons are in at \$8.50 to \$9 for large half-chests. Palermos are offering at \$3.50 to \$5 per box. The demand is good. Bananas are in fair demand, with prices easy at a decline of 25c., which makes the price \$1 to \$1.25. The feeling regarding winter apples is easier. The majority of export shipments made to date have been at a loss to the shippers. The price at orchards, as a consequence, is fully 25c. per barrel cheaper, and a further decline is possible. The movement of native fruits has fallen to such an extent that the Scott street market has been closed, and all business is now done by jobbers in their own warehouses. Red peppers are about done, but the demand is so light that prices have been cut in two, the figures now being 20 to 30c. Peaches are also nearly done, and prices are maintained for what is offering. Winter pears are plentiful, and sell well at unchanged figures. Grapes are 5c. dearer, though supplies are liberal. Ten-pound baskets now sell at from 15 to 25c. There is a good sale of cranberries at \$7.50, a decline of 50c. Sweet potatoes, too, show a fall of 25 to 50c. in value, as offerings are increasing.

#### COUNTRY PRODUCE.

EGGS—The firmness noted last week still holds. As high as 17c. has been paid for strictly fresh stock, but the ruling quotation is 16c. Held eggs are worth 12½ to 14c.

At country points 13 to 14c. is paid by dealers.

POTATOES—Receipts are so large that the feeling is easier. For car lots, 40 to 45c. is a fair quotation, and for sales out of store 60 to 65c. is charged.

BEANS — The market continues to strengthen. The old crop has been almost completely absorbed for export purposes, and, as the new crop is a light one, holders are chary about selling. An advance of 5 to 10c. is noted. We quote hand-picked at \$1.25 to \$1.35, and prime at \$1.10 to \$1.15.

HONEY — The market keeps steady at the high prices noted at the opening. We quote: 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 movement of evaporated apples is steadily increasing, though it is not yet brisk. Jobbing prices keep steady at 8 to 8½c. Dried apples are beginning to come in to the market, and are jobbing quietly at 4½ to 5c.

POULTRY—There is a small sale of turkeys and geese noted on the St. Lawrence, the demand being largely for restaurant and hotel purposes. A big demand is look for next week on account of Thanksgiving Day coming on October 20. Turkeys are selling on the market in a retail way at 12 to 13c. and geese at 7 to 8c. Produce dealers have not yet begun to receive supplies.

VEGETABLES — Cabbage is 10 to 25c. cheaper, while red cabbage is 25c. dearer. There is a good demand for all vegetables, especially celery and cabbage. We quote:

Cabbage, 40 to 50c. per doz.; red cabbage, 50 to 75c. per doz.; cauliflowers, 75c. to \$1 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, \$1.75 to \$2 per bbl.; squash, 75c. to \$1 per doz.; vegetable marrow, 40 to 60c. per doz.

#### BUTTER AND CHEESE.

BUTTER—There is little coming in, and as prices are above an export basis the movement is small. Tubs are ½c. lower in price. There is a steady local trade in creamery, but the export is light. Prices are unchanged. We quote choice dairy tubs at 17 to 18c., and dairy prints at 18½ to 19c. Creamery is worth 21 to 22c. for tubs and boxes and 22 to 23c. for prints.

CHEESE—The feeling is easier. At coun-

## Merchants

### CONSULT YOUR INTEREST

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

### WE SOLICIT CONSIGNMENTS OF

Butter, Eggs, Poultry, Honey, Geese, Evaporated and Dried Apples, Onions, White Beans, etc.

### T. H. SMITH & CO.

We Buy Outright. 70 COLBORNE ST.

Reference, Imperial Bank of Canada, Yonge St.

are choice eating and cooking Figs. Put up in 1-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 1 caddy to any part of Ontario. State name of your wholesaler in ordering.

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

# Corona Golden Figs

# Pearl Snaps.

A barrel of Fancy, Sweet Biscuits to retail at 25c. Crisp, tender, and delicious. Perfect for picnics, unequalled for general use.

Put up in moisture-proof barrel package.

Biscuit Manufacturers

**J. McLAUCHLAN & SONS,**

OWEN SOUND.

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Manufacturers and Shippers who are not represented in

## WINNIPEG

Will do well to correspond with me.

## E. NICHOLSON

124 Princess Street, Winnipeg, Man  
Successor to W. F. Henderson & Co.  
Wholesale Commission Merchants and Brokers.  
Established 1882. 16 years' experience.

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

Consignments Solicited.  
Prompt Returns.

**The Wm. Ryan Co.,**  
... Limited.  
70 and 72 Front St. E., Toronto.

## J. H. Skeans & Co.

88 Front East, TORONTO

Consignments of

Butter Eggs  
Honey Onions  
D. Apples and Poultry

SOLICITED.

Buyers of choice packed butter, eggs, honey and dried apples. State quantity, quality and lowest prices.

References, Ontario Bank.

## Clemes Bros.

51 Front St. East  
TORONTO.

**Fruit Commission  
Merchants.**

try boards from 11¼ to 11½c. is the ruling price, as against 11¼c. last week. The export movement is dull. There is a steady local consumption. Early makes are about cleared out, and late makes are selling firmly at 12c. per lb.

### DRESSED HOGS AND PROVISIONS.

There is a moderate delivery of dressed hogs, which keep steady at \$5.75 to \$6 per cwt. It is stated by packers who have been well over Ontario that the production of hogs throughout the country is as large as ever this year. A good demand is expected to keep up prices well throughout the season. There is a good movement of provisions. Backs, rolls and Canadian short cut barrel pork have been reduced ½c. per lb. in order to clear out stocks. Other meats are steady at unchanged figures.

### FISH AND OYSTERS.

Some Niagara whitefish are offering at 9c. per lb. Trout are offering freely at unchanged prices. We quote: Trout, 7 to 7½c.; Niagara whitefish, 9c.; pickerel, 7½c.; herrings, 4c.; halibut, 12½c.; Seattle salmon, 13 to 15c.; steak cod, 7c.; haddock, 5c.; finnan haddies, 7½ to 8c.; cod in 1-lb. blocks, 6½ to 7c. per lb.; boneless fish in 1-lb. blocks, 5½ to 6c.; ciscoes, \$1.25 per basket. Oysters, Booth's standards, \$1.35; selects, \$1.75; other brands, \$1.25 per gal.

### GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN — Wheat is firm at an advance of 1c., which brings the price of red and white to 69 to 70c. at outside points. There is a big movement on the local street market, where all prices are ruling firm. We quote this market as follows: Wheat, white and red, 70 to 71c.; goose, 74½ to 75c.; peas, 62c.; oats, 32c.; barley, 44 to 46c.; rye, 54c.; No. 1 hard Manitoba wheat keeps firm at 78c. Toronto and West.

FLOUR—There is no change. The movement is good. Prices are firm. We quote: Manitoba patents, \$3.90; Manitoba strong bakers', \$3.60; Ontario patents, \$3.70; straight roller, \$3.35, Toronto freights.

BREAKFAST FOODS—Prices are unaltered. The movement is very large. We quote: Standard oatmeal and rolled oats, \$3.40 in bags and \$3.50 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$4; pot barley, \$4.

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

CONSIGNMENTS OF

## BUTTER, EGGS, POULTRY

SOLICITED.

We advise shipments of poultry for Thanksgiving, 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

## POULTRY

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

We buy outright, or receive on consignment, all kinds of Produce. Correspondence solicited. References — Mercantile agencies or Canadian Bank of Commerce.

## In Baking Powder

THREE STANDARDS ARE:

### WHITE SWAN

1-lb. Tin, 25c.

### ROYAL CANADIAN

1-lb. Tin, 15c.

### QUEEN'S FAVORITE

1-lb. Tin, 10c.

Supplied through the trade.

## SMITH & SCOTT, Mfrs.

TORONTO

## COWAN'S

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers.

THE COWAN CO., LIMITED, TORONTO



*Blue Ribbon Tea is not put on the market at your expense - It pays the Grocer a good profit and gives better satisfaction than any other packet tea in Canada.*  
*Blue Ribbon Tea Co. - 47 Scott St. Toronto*

**HIDES, SKINS AND WOOL.**

**HIDES**—The advance in cured hides noted last week has been followed by a rise of  $\frac{1}{4}$ c. in the price of green hides. We quote: Cowhides, No. 1,  $8\frac{3}{4}$ c.; No. 2,  $7\frac{3}{4}$ c.; No. 3,  $6\frac{1}{2}$ c. Steer hides are worth  $\frac{1}{2}$ c. more. Cured hides are worth  $9\frac{1}{4}$ c.

**SKINS**—Dekins are 5c. dearer. Otherwise there is no change. We quote: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 7c.; dekins, from 35 to 40c.; culls, 15 to 20c. Sheep and lambskins are selling at 70c.

**WOOL**—The feeling keeps firm. There is a good demand, but dealers are not anxious to sell at the advance of last week. We quote: Clothing wool, 17c.; combing fleece, 15c.; unwashed, 9 to 10c.

**SEEDS.**

Alsike continues in brisk demand, and, as buyers are anxious to secure supplies because of the shortage, another advance of 50c. is noted this week, buyers now paying \$5.50 to \$7 at outside points. Timothy continues easy at 75c. to \$1 for choice to fancy lots, and \$1.25 for extra fancy samples at outside points.

**SALT.**

There is no change. The demand keeps active. 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.**

All green hides are  $\frac{1}{4}$ c. dearer.

Potatoes are easy at 40 to 45c. per bag.

New season's figs are on the market this week.

Niagara whitefish are offering at 9c. per lb.

Valencia raisins are cabled another 1s. dearer.

The price of woodenware has been advanced 10 per cent.

Granulated sugar has been reduced another 5c. per 100 lb.

Californian prunes of the smaller sizes are almost  $\frac{1}{4}$ c. per lb. higher on the Coast.

Indian and Ceylon teas of low grade are fully 1d. dearer than they were three weeks ago.

Californian loose muscatels are  $\frac{1}{4}$ c. per lb. higher on 3-crown and  $\frac{1}{2}$ c. per lb. on 4-crown.

Alsike clover seed has advanced another 50c. Buyers are now paying \$5.50 to \$7 outside.

Smoked backs and rolls and Canadian short cut barrel pork are  $\frac{1}{2}$ c. per lb. cheaper.

Cheese is  $\frac{1}{4}$  to  $\frac{1}{2}$ c. cheaper at country boards, where  $11\frac{1}{4}$  to  $11\frac{1}{2}$ c. is now the ruling figure.

Beans have again advanced 5 to 10c., the price now being \$1.25 to \$1.35 for hand-picked, and \$1.10 to \$1.15 for prime.

**QUEBEC MARKETS.**

MONTREAL, October 12, 1899.

**GROCERIES.**

**A** STILL further decline of 5c. in the price of granulated sugar has been the most interesting fact of the week in grocery circles. This is a drop of 10c. inside of a fortnight, and is attributable to the steady decline in values on raw sugar abroad. Demand here for refined sugar has been moderately active and a fair movement is in progress. Syrups are steady, and there has been an advance of 2c. in the price of Barbadoes molasses. Dried fruits have exhibited considerable activity, the first direct steamer, the Escalona, having arrived in port. Canned vegetables continue very strong, and advices in regard to French sardines note advances in this delicacy. Rice is strong outside, and staple spices, as will be noted below, are quite firm.

**SUGARS.**

There has been a further decline in the price of granulated sugar this week, as a result of the continued easiness abroad on the raw article. Both the refineries are in agreement with regard to this latest change, which applies only to granulated, the base price being 5c. lower at \$4.55. Yellows are unchanged at \$3.75 to \$4.40 per 100 lb. according to grade. Demand is fair for the season and a moderately active business

has been transacted. Cables from London lately have reported a quiet market at the decline, cane being quoted at 11s. 3d. for Java, and 10s. 6d. for fair refining. Beet was quiet and unchanged, with prices unchanged, and October and November quoted at 9s.  $2\frac{1}{4}$ d. In New York raw has been unsettled and nominal fair refining  $3\frac{3}{4}$ c., and centrifugal, 96 test,  $4\frac{1}{4}$ c.

**SYRUPS.**

There is nothing new to report in this market. While stocks in refiners' hands are very light, the demand is exceedingly slow, and prices are unchanged at  $1\frac{3}{4}$  to  $2\frac{1}{4}$ c. per lb., as to quality, at the factory.

**MOLASSES.**

There has been an advance of 2c. in the price of Barbadoes molasses, carlots now being held at 37c. and single puncheons at 38c. Little is doing in large quantities, but prices are firmly held, while the demand from the country is steady, and a fair jobbing trade is reported at the advance.

**DRIED FRUITS.**

The activity noted in Valencia raisins has continued, especially for stock near at hand ex Escalona, and a large portion of the stock on consignment on this first direct steamer, which is now in port, was sold to arrive at full prices. No further cables have been received in regard to values, which, importers state, indicates that the market is steady. Quotations are equal to  $6\frac{1}{4}$ c. for layers,  $5\frac{3}{4}$ c. for selected, 5c. for fine off-stalk and  $4\frac{1}{2}$ c. for off-stalk, laid down here.

Cable advices on currants have been strong, and note an advancing tendency. There has been more inquiry from buyers here, and bids of 4c. for Provincials, 4 $\frac{1}{2}$ c. for Filiatras, 5c. for Amalias, and  $5\frac{1}{2}$ c. for Patras, were turned down, being below the mark.

**CANNED GOODS.**

The feeling in all lines of canned vegetables is firm, and one very bullish estimate

## Evaporated and Dried Apples

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

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

# Rowntree's

## High-Class Confectionery.

Rowntree & Co., Limited, of York, England, desire to call the special attention of the Canadian trade to their well-known

### Gum Pastilles and Jujubes.

The perfection of confectionery art of world-wide fame for purity and delicacy of make. Rowntree & Co., Limited, are the largest manufacturers of Gum Confectionery in the world, the large Yorkshire Factories employing over 1,500 hands.

#### Chocolate Creams of all varieties.



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

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And for Quebec, Ontario and the Maritime Provinces:  
Mr. CHAS. GYDE, 20 St. Francois Xavier St. Montreal.

has it that not more than 60 per cent. of the contracts placed for all lines will be filled, on account of short crops. There is an improved demand here for stock from store. Tomatoes are selling at 75c; marrowfat peas, 72½c., and early Junes 77½c. Refugee beans are scarce at 77½c. Cables from Nantes state that the catch of sardines on the French coast has been very disappointing. Prices generally have advanced 4 francs per case of 100 quarters, and 6 francs per case of 100 halves sardines in oil. This advance is partly due to the great advance of the cost of tin and solder.

#### RICE.

Mail advices from Kobe state that apprehensions of a short crop in India and severe typhoons caused an upward tendency, but that it is likely that the damage to the fields has been overestimated. Cold and wet weather has retarded the growth of the plants, but, if the flowering season, about October 10, was passed without storms, an average crop was looked for. Locally, the market is firm, with Standard B at \$3.40.

#### COFFEES.

There is nothing new to note in the coffee market. Demand is slow and prices quiet. In 25-bag lots, business has been noted in Maracaibo at 8 to 14c., Mocha at 18 to 19c. and Java at 17 to 20c. Rio and Santos were steady at 8 to 9½c.



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.**

#### SPICES.

There has been a good demand for spices, especially for nutmegs, of which some large sales have taken place at firm prices. Pimento has also been moving freely, and quite a few round lots of Jamaica ginger have changed hands. We quote: Jamaica ginger, 16½ to 17c.; nutmegs, 35 to 60c. per lb., as to size; mace, 45 to 50c. per lb., as to quality, and pimento, 8c.

#### TEAS.

The improved demand for tea already noted has been maintained, and an active business is noted, especially in blacks, for which buyers are slowly, but steadily, advancing their bids. Indians and Ceylons are scarce and firm, and it is this fact alone which has checked the movement in them. Low-grade Pingsueys are in demand, but the offerings of these, also, are limited. Sales have comprised 200 package lots of Congous at 15c. and 150 packages at 13c., while gunpowders have changed hands at 11 to 14c., and teas at this range are wanted. Cables from Colombo and Calcutta continued firm this week on Ceylon and Indian teas.

#### FISH.

The remarkable fact about this market is the scarcity of all descriptions, both pickled, smoked, prepared and fresh fish. The natural result is a firm market. Labrador

herrings have sold at \$5 per bbl., but the market is now bare of stock. In a jobbing way prices are: No. 1 new Nova Scotian herring, \$5 to \$5.25 per bbl.; half-bbls., \$2.50 to \$2.75; No. 1 green cod, \$5; No. 1 large, \$5.50; No. 2, \$4; No. 1 green haddock, \$4; No. 1 green pollock, \$4; No. 1 Labrador salmon, \$14 to \$14.50; British Columbian do., 14.50; and No. 1 Red Sea trout, \$10 to \$12.

In smoked and dried fish, prices are: Dried codfish, \$5 per 112 lb.; large dressed do., \$4.50 to \$4.75 per case of 100 lb.; boneless codfish, 5½ to 6c. per lb.; smoked haddies, 6½ to 7c. per lb.; St. John bloaters, 90c. to \$1 per box; Yarmouth do., 60c. to \$1; smoked herrings, medium, 10c. per lb.; Lock Tyne 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 4½c.; whitefish, trout and dore, 7½c. per bbl.

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

#### GREEN FRUITS.

Business in green fruits has been fair during the week, and prices generally are steady. In apples, however, the market here has been glutted with fall fruit, mostly windfalls and seconds, which have sold

# BUY TEA NOW. Buy Tea Always

**BUT!**

We have some splendid values in . . .

Don't buy **tea** till you have consulted us.

**Ceylons,  
Indians and  
Japans.**

Wholesale only.

Samples and prices on application.

**S. H. EWING & SONS,**

96 King Street, MONTREAL.

from \$1 to \$1.25 per bbl., and these undesirable goods are still uncleared. Good to choice fall stock range from \$1.50 to \$2.25, and winter fruit are quoted at \$2.60 to \$3.25 for finest and \$1.75 to \$2.25 for seconds. In other fruits, prices are as follows: Canadian peaches, 40 to 70c. per basket; pears, 25 to 60c. per basket and \$3.50 to \$9 per bbl. Grapes—Blue, 1½ to 2c. per lb.; Niagara, 1¾ to 3¼c.; Rogers, 2 to 2½c.; 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 potatoes, \$2.50 to \$3 per bbl. Cranberries, \$6.25 to \$7 per bbl.

#### COUNTRY PRODUCE.

**EGGS**—The tone of the market continues firm, and prices if anything have an upward tendency. The demand is good and a fairly active trade is doing. We quote: Choice candled stock, 18½c.; straight lots, 16c.; No. 1, 12 to 13c., and culls, 10 to 11c. per dozen.

**MAPLE PRODUCT**—There was some inquiry for small lots of maple syrup at steady prices. We quote: Syrup, in small tins, 60 to 65c., and sugar, 7¾ to 8c. per lb.

**HONEY**—A fair jobbing trade is reported

in honey. While clover comb is scarce and wanted. White clover comb is quoted at 12c., and extracted at 9c.; and buckwheat at 8c per lb.

**BEANS**—The demand for beans was moderate and prices rule firm. Choice hand-picked are quoted at \$1.05 to \$1.15, and primes at 95c. to \$1.

**GAME**—Receipts of partridge are still small, for which the demand is good, at 65c. to 70c. for firsts and at 35c. to 40c. for seconds per brace.

**POTATOES**—A fair trade was done in potatoes and prices are unchanged, at 40c. per bag in carlots, and at 50c. in a jobbing way.

**ASHES**—The demand for ashes is still slow, but the tone of the market is stronger, owing to the light offerings. We quote: First sorts, \$3.90 to \$3.95; seconds, \$3.70 to \$3.75, and pearls, \$5.25 per 100 lb.

#### PROVISIONS.

There was no new feature in the situation to note. The demand is moderate and prices about steady. We quote: 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 7¼c. per lb.; and compound refined,

5½ to 5¾c. per lb. Hams 12c. to 13½c., and bacon 11½ to 12½c. per lb.

#### FLOUR AND GRAIN.

**FLOUR**—A fairly active business was done in flour to-day, there being a good demand from both local and country buyers at steady prices. We quote: Winter wheat patents, \$3.50 to \$3.90; straight rollers, \$3.25 to \$3.35; in bags, \$1.55 to \$1.65; Manitoba patents, \$3.90 to \$4.20, and strong bakers', \$3.60 to \$3.70.

**GRAIN**—Business over the cable in grain of all kinds was again quiet, as bids were entirely out of line, owing principally to a further advance in ocean grain freights, which is due to the withdrawal of a number of vessels from this port, as they have been chartered by the English Government. There was very little doing in coarse grains on spot, but the tone of the market was firm. Buckwheat is commencing to move, and sales have been made at 53c. afloat. Barley is strong, and prices are steadily tending upward, No. 2 and feed having advanced 1c. per bushel to-day. Peas and oats are unchanged. Peas were quoted at 69 to 69½c.; rye at 62½c.; No. 1 barley at 51½c.; No. 2 ditto at 50½c.; feed ditto at 47c.; oats at 30 to 30½c., and buckwheat at 53c. afloat.

**MEAL**—In rolled oats, business was quiet at \$3.50 per bbl., and at \$1.70 per bag.

**1899**

## NEW SEASON TEAS.

**1899**

Direct Importations from CEYLON, INDIA and JAPAN.

QUALITY the highest in Strength and Flavor. 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 lb.

57 Front St. E., Toronto.

**A. H. CANNING & CO.**

**FEED**—There was no change in the feed market, the demand being good at firm prices. 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.

**BALED HAY**—A fair trade was reported in baled hay at steady prices. 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 steady feeling is maintained and factorymen are not free sellers. This in a nutshell is the position, the moment demand appears prices begin to climb, and business is checked. It becomes, therefore, simply a question of who is strongest, buyer or seller, and the latter certainly appears to have no fears regarding his property. On spot trading is confined almost solely to Eastern cheese at a range of 11 1/2 to 11 5/8c., business being restricted by the high views of holders. Western cheese are nominal here. The cable is unchanged.

**BUTTER**—The market was dull and heavy in its tone. Trading in creamery in an export way is light, and prices range from 22 1/2 to 23c., as to grade, while Western dairy is quoted from 17 to 17 1/2c. In a local jobbing way business is light.

**NEW BRUNSWICK MARKETS.**

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., October 12, 1899.

**B**USINESS is good, and there is a general expression among the business men that the outlook has not been as bright in years. In this Province we have had good crops, and in lumber, which is our most important industry, the prospect is


all that dealers can ask. The cut this winter will be a large one. Present prices are good. Next to lumber, shipping is a most important feature, and freights, both deep water and coastwise, are good. In almost all lines of goods firm prices rule, sugar being the one important exception. In many lines there has been a material advance, and, as a rule, our dealers have good stocks. This is particularly true in regard to canned goods. The chief exception is beans. They have been such a drug buyers were backward. Still there is a fair quantity here. In spice, pepper is of chief interest, tending higher. Other lines are firm. Tapioca keeps high. Cream of tartar shows a rather easier tendency. Hops are a very light sale.

**OIL**—While the advanced prices reported

**AGENCY WANTED.**

**C**OMMISSION AGENT HAVING A FIRST-CLASS connection with the London Provision Trade, is open to act as sole agent for a good Canadian Producer or Factor. Apply B. B. B., Monument Buildings, London, E. C., England. (42)

**FLEISCHMANN'S**  
VEGETABLE YEAST  
COMPRESSED  
**HAS NO EQUAL.**

**NEW CURRANTS**  
Choicest  Vostizzas  
Crescent  
Cleaned  
Cleaned (1-lb. packages).  
Earliest shipment of above just to hand.  
**PERKINS, INCE & CO.,**  
TORONTO.

**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** That **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**

Consignments carefully handled.

Wholesale Fruit and Commission Merchants

**GUELPH, ONT.**

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.

The **DAWSON** Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO

We make a specialty of handling

**Domestic Fruit**

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.

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TREAL.

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1899

and Flavor.

Oc. per lb.  
AVOR.

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last week show no change, figures are very firmly held. Retail dealers are, however, still being supplied on contracts made earlier at the lower figures, so the strong position has not the effect it would have had if prices had been advanced earlier. In this line, as in many others, it is the cost rather than the present price that governs the dealer. Cod oil is received quite freely, but prices are still low. Paint and lubricating oils are firm.

**SALT**—The rather higher prices in Liverpool coarse still continue, and no change is expected for some time. Market is supplied via Boston, but, owing to freights, cost is high. There is a good, steady demand. Fine salt sells freely, this is the quiet season. We quote as follows: Liverpool coarse, 45 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**—There is little new to report. This is a very firm line. New goods continue to arrive and are at once shipped out to the retail dealer. Those who bought early and freely are fortunate. The pack of corn in this Province was quite large, being better than was expected, but this is hardly a feature, as there are but two factories. Corn and tomatoes are the highest lines, though salmon, peaches and almost all others are very firm. In salmon some low prices on cohoes have been quoted. It is said there are some 1898 fish. This grade does not stand age as well as the sockeye fish. If dealers do not wish to hurt the demand for salmon they should see they sell all salmon for just what they are. Meats are rather higher and the outlook is for still higher figures.

**GREEN FRUITS**.—Apples have the attention of the trade. There are fair receipts, but auction sales are much lighter, and only resorted to where quality is poor. This shows there is a good demand at full figures. Ontario grapes and peaches are in fair receipts, but full prices are asked. Quality is good. In oranges and lemons there is but a small business reported. Bananas are quiet. Tokay and Malaga grapes have but light sale. Pears are about out of the market. Cranberries are plentiful and rule quite low. Sweet potatoes show a fair sale.

**DRIED FRUITS**—This line has particular attention. Malaga loose muscatels have been quite freely bought by the wholesale trade, as prices asked are killing the sale of Californians. The reports from Denia show

advanced prices in Valencias, and a strong upward tendency. Prunes have but little attention. No French are offered, and Bosnia are much higher than Californian. Apricots are again very high. Peaches have but a limited sale. Figs are daily expected. Peels are all in. American citron is having quite a demand here. Evaporated apples are having considerable attention. The outlook favors higher prices. The high figures have caused dried to be picked up and market is about bare. There is a good demand for yellow onions, and prices are rather higher than last season.

**DAIRY PRODUCE**—Eggs are rather higher for good stock; receipts are not large. Retail dealers watch the quality closely. In butter, higher prices rule; best stock is scarce, but poor quality finds no sale, except at a price. In cheese, values are moving up. Our trade have been bears, and find themselves short of stock. Lack of milk has much interfered with the output in this Province. There is a good chance here for considerable extension in this product.

**SUGAR**—The demand is good. Dealers are pushing sales owing to a rather weak market. There have been quite free receipts of American, both in granulated and yellows, and the quality is very much liked.

**MOLASSES**—There is a good business, and stocks are getting well cleaned up. Were it not for quite free receipts of New Orleans this market would be quite bare. All foreign goods are very firmly held, and there is no place to draw supplies from. The American market is in the same condition as our own. Higher prices on New Orleans are daily expected.

**FISH**—Supplies in all lines are still light and all prices are high. Pickled herring are very scarce and prices had been advanced this week. This is the season of active demand. Hake are very high for them, and as they yield a fair oil and the sounds are of considerable value, the fishermen are finding them particularly profitable. If smoked herring would only advance the fishermen would be happy. While there are but fair receipts, prices keep low. There is an improved demand for finnan haddies, but there are no fish. In fresh fish there were some halibut received, and a few smelt are coming in this week. We quote: Large and medium dry cod, \$3.75 to \$4; small, \$2.50; pickled shad, \$3.50 to \$5, as to quality; haddies, 4½c. per lb.; smoked herring, 6 to 9c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$2 to \$2.10 per 100; pickled herring, \$1.70 to \$1.75 per half bbl.; bloaters, 60c.

**PROVISIONS**—With other lines there is an advance here, particularly in beef. Not

only is there a good sale, but the very severe winters we have had for a few years in the West have interfered very much with the supply. Pork is also moving up. Our trade were fortunate, and bought quite freely at the lower figures. Lard is a good stock and very firm in price.

**FLOUR, FEED AND MEAL**—In flour, rather higher prices rule. Manitoba, which in some cases were bought very low, are marked higher this week, and Ontarios are firmly held. Millers report very heavy demand at full prices. Oats and oatmeal are firm. Stocks are light. Beans are high, but, while market is very lightly supplied, buyers are very backward. Holders will make no concessions, however. Feed is very scarce. Cornmeal shows no change. Hay is quiet. 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 \$3.90; cornmeal, \$2.15 to \$2.20; middlings, \$2.10 to \$2.20; oats, 35 to 38c.; hand-picked beans, \$1.25 to \$1.30; prime, \$1.15 to \$1.20; 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.

Dearborn & Co. received a shipment of Singapore pineapples this week. Quality very fine.

Merritt Bros. & Co. have just landed the first car of evaporated apples to come to this market this season.

Jones & Schofield received another large shipment of choice New Orleans molasses in barrel this week.

The demand for canned soups, while not large, is showing quite a satisfactory increase. Bowman & Angevine, agents for Van Camp's, report sales much better than usual.

Owing to the high prices in all lines of dry fish, boneless fish is not only high, but the supply is light. John Sealy is finding it difficult, in spite of the prices, to keep up with his orders.

J. Hunter White, Canadian representatives for the shippers of "Mabel" brand of Valencia raisins, received the following cable this week. "Prices are higher owing to short supplies. Withdraw all offers. Can make no firm price owing to excitement."

W. A. Brennan, of The Journal and Agriculturist, of Summerside, P.E.I., called on THE GROCER this week. He reported Prince Edward Island particularly prosperous, cheese bringing all but 12c. The dairy output this year will reach about \$700,000.

E. J. Madden, representing Armour & Co., Chicago, called on the trade during the past week. He found business rather quiet, Eastern packers supplying the trade at lower prices than market values West. They expect shortly to be in a better position to supply this trade.



Our Goods are Refined in

# Crystal Spring Water . . .

and are unequalled for PURITY  
and WHITENESS.

WE INVITE  
COMPARISON

The **Brantford Starch Co., Limited**

BRANTFORD, ONT.

## COFFEE

|                     | Montreal,<br>Quebec | Toronto  | St. John,<br>Halifax | Manitoba<br>and B.C. |
|---------------------|---------------------|----------|----------------------|----------------------|
| Green—              |                     |          |                      |                      |
| Mocha               | 24                  | 23 28    | 25 30                | 24 25                |
| Old Government Java | 27                  | 22 30    | 25 30                | 24 25                |
| Rio                 | 10                  | 7 1/2 12 | 12 13                | 8 3/4 9 1/2          |
| Santos              |                     |          |                      |                      |
| Plantation Ceylon   | 29                  | 26 30    | 29                   |                      |
| Porto Rico          |                     | 22 25    | 24 28                |                      |
| Guatemala           |                     | 22 25    | 24 26                |                      |
| Jamaica             | 18                  | 15 20    | 18 22                |                      |
| Maracaibo           | 13                  | 13 16    | 13 15                |                      |

## NUTS

|                          |       |             |      |      |        |
|--------------------------|-------|-------------|------|------|--------|
| Brazil                   | 12    | 13 12 1/2   | 13   | 12   | 12 1/2 |
| Valencia shelled almonds | 28    | 30 28       | 30   |      |        |
| Tarragona almonds        | 12    | 15 12       | 14   | 11   | 12     |
| Peanuts (roasted)        | 6 1/2 | 9 1/2 9     | 10   | 9    | 10     |
| “ (green)                | 5 1/2 | 8 7         |      |      |        |
| Cocoanuts, per sack      | 3 00  |             | 3 75 | 3 50 | 4 00   |
| “ per doz.               |       |             | 60   | 60   | 70     |
| Grenoble walnuts         |       | 12 12       | 13   | 12   | 13     |
| Marbot walnuts           |       |             | 9    | 10   |        |
| Bordeaux walnuts         |       |             | 9    | 10   |        |
| Sicily filberts          |       | 7 3/4 8 1/2 | 9    | 8    | 10     |
| Naples filberts          | 10    | 11 10       | 11   | 10   | 11     |
| Pecans                   | 10    | 11 10       | 11   | 11   | 12     |
| Shelled Walnuts          |       | 25 25       | 28   |      |        |

## RICE, SAGO, TAPIOCA, MACARONI

|                                 |      |      |             |           |             |
|---------------------------------|------|------|-------------|-----------|-------------|
| Rice—Standard B.                | 3 25 | 3 35 | 3 3/4 3 3/4 | 3 25 3 40 | 4 1/2 4 1/4 |
| Patna, per lb.                  |      |      | 4 3/4 5     | 5 5 6     |             |
| Japan                           |      |      | 4 1/4 5 1/2 | 5 5 6     |             |
| Imperial Seeta                  |      |      | 4 1/4 4 1/4 | 4 5       |             |
| Extra Burmah                    |      |      | 6 6 6 1/2   | 6 7       |             |
| Java, extra                     |      |      | 3 3/4 4 1/2 | 4 5 6     | 5           |
| Sago                            |      |      | 3 3/4 4 1/2 | 5 5 6     | 5           |
| Tapioca                         |      |      |             | 7 1/2     |             |
| Macaroni, dom'ic, per lb., bulk |      |      |             | 9 10      |             |
| “ imp'd, 1-lb. pkg., French     |      |      |             | 11 12 1/2 |             |
| “ Italian                       |      |      |             |           |             |

## SODA

|                                |      |      |      |      |      |      |      |       |
|--------------------------------|------|------|------|------|------|------|------|-------|
| Bi-carb, standard, 100-lb. keg | 2 25 | 2 50 | 1 85 | 2 25 | 1 85 | 2 00 | 2 60 | 2 50  |
| Sol soda, per bbl.             | 70   | 75   | 70   | 80   | 85   | 90   |      | 1 1/4 |
| Sol Soda, per keg              | 95   | 1 00 | 95   | 1 00 | 95   | 1 00 |      |       |
| Granulated Sol Soda, per lb.   |      |      | 1    |      |      |      |      |       |

## SPICES

|                                 |    |    |    |    |    |    |  |    |
|---------------------------------|----|----|----|----|----|----|--|----|
| Pepper, black, ground, in kegs, |    |    |    |    |    |    |  |    |
| “ palls, boxes                  | 13 | 15 | 12 | 14 | 14 | 15 |  | 15 |
| “ in 5-lb. cans                 | 14 | 17 | 14 | 15 | 15 | 16 |  |    |
| “ whole                         | 11 | 12 | 11 | 13 | 12 | 13 |  | 15 |
| Pepper, white, ground, in kegs, |    |    |    |    |    |    |  |    |
| “ palls, boxes                  | 20 | 23 | 18 | 24 | 24 | 26 |  | 35 |
| “ in 5-lb. cans                 | 20 | 23 | 20 | 26 | 20 | 22 |  |    |
| “ whole                         | 19 | 25 | 19 | 25 | 20 | 22 |  |    |
| Ginger, Jamaica                 | 19 | 25 | 18 | 25 | 20 | 25 |  |    |
| Cloves, whole                   | 12 | 30 | 14 | 35 | 18 | 20 |  |    |
| Pure mixed spice                | 25 | 30 | 25 | 30 | 25 | 30 |  |    |
| Cassia                          | 20 | 40 | 20 | 40 | 16 | 20 |  | 25 |
| Cream tartar, French            | 25 | 25 | 24 | 25 | 20 | 22 |  |    |
| “ best                          | 28 | 28 | 25 | 30 | 25 | 30 |  |    |
| Allspice                        | 13 | 17 | 13 | 16 | 16 | 18 |  | 20 |

## PETROLEUM

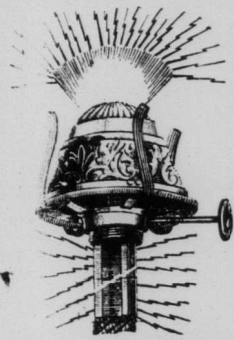
|                      | Montreal,<br>Quebec | Toronto | St. John,<br>Halifax | Manitoba<br>and B.C. |
|----------------------|---------------------|---------|----------------------|----------------------|
| Canadian             | 12                  | 12      | 15 1/2               | 16                   |
| Sarnia water white   | 12                  | 13      | 16 1/2               | 17                   |
| Carbon safety        | 17                  | 17      | 18                   | 19 1/4               |
| American water white | 17                  | 17 1/2  | 18                   | 19                   |
| Pratt's Astral       | 18                  | 19      |                      |                      |

## TEAS

|                                 |        |    |        |    |       |
|---------------------------------|--------|----|--------|----|-------|
| Black—                          |        |    |        |    |       |
| Congou—Half-chests Kaisow,      |        |    |        |    |       |
| “ Moring, Paking                | 12 1/2 | 60 | 12     | 60 | 11 40 |
| “ Caddies Paking, Kaisow        | 17     | 40 | 18     | 50 | 15 40 |
| Indian—Darjeelings              | 35     | 55 | 35     | 55 | 30 50 |
| “ Assam Pekoes                  | 20     | 40 | 20     | 40 | 18 40 |
| “ Pekoe Souchong                | 18     | 25 | 18     | 25 | 17 24 |
| Ceylon—Broken Pekoes            | 35     | 42 | 35     | 42 | 34 40 |
| “ Pekoes                        | 20     | 30 | 20     | 30 | 20 30 |
| “ Pekoe Souchong                | 17 1/2 | 40 | 17     | 35 | 17 35 |
| China Greens—                   |        |    |        |    |       |
| Gunpowder—Cases, extra first    | 42     | 50 | 42     | 50 |       |
| “ Half-chests, ordinary firsts  | 22     | 28 | 22     | 28 |       |
| Young Hyson—Cases, sifted       |        |    |        |    |       |
| “ extra firsts                  | 42     | 50 | 42     | 50 |       |
| “ Cases, small leaf, firsts     | 35     | 40 | 35     | 40 |       |
| “ Half-chests, ordinary firsts  | 22     | 28 | 22     | 28 |       |
| “ Half-chests, seconds          | 17     | 19 | 17     | 19 |       |
| “ thirds                        | 15     | 17 | 15     | 17 |       |
| “ common                        | 13     | 14 | 13     | 14 |       |
| Pingsueys—                      |        |    |        |    |       |
| Young Hyson—1/2-chests, firsts  | 28     | 32 | 28     | 32 | 30 40 |
| “ “ seconds                     | 16     | 19 | 16     | 19 |       |
| “ Half-boxes, firsts            | 28     | 32 | 28     | 32 |       |
| “ seconds                       | 16     | 19 | 16     | 19 |       |
| Japan—                          |        |    |        |    |       |
| 1/2-chests, finest May pickings | 38     | 40 | 38     | 40 |       |
| “ Choice                        | 32     | 36 | 32     | 36 |       |
| “ Finest                        | 28     | 30 | 28     | 30 |       |
| “ Fine                          | 25     | 27 | 25     | 27 |       |
| “ Good Medium                   | 22     | 24 | 22     | 24 |       |
| “ Medium                        | 19     | 20 | 19     | 20 |       |
| “ Good common                   | 16     | 18 | 16     | 18 |       |
| “ Common                        | 13     | 15 | 13 1/2 | 15 |       |
| Nagasaki, 1/2-chests Pekoe      | 16     | 22 | 16     | 22 |       |
| “ Oolong                        | 14     | 15 | 14     | 15 |       |
| “ Gunpowder                     | 18     | 19 | 16     | 19 |       |
| “ Siftings                      | 7 1/2  | 11 | 7 1/2  | 11 |       |

## WOODENWARE

|                      |      |      |      |         |
|----------------------|------|------|------|---------|
| Pails, No. 1, 2-hoop |      | 1 55 |      | 1 55    |
| “ “ 3-hoop           |      | 1 70 |      | 1 70    |
| “ half grained       |      | 1 40 |      | 1 40    |
| “ quarter, jam       |      | 90   | 1 08 | 90 1 08 |
| “ candy, and covers  | 2 25 | 2 65 | 2 25 | 2 65    |
| Tubs, No. 0          |      | 8 50 |      | 8 50    |
| “ “ 1                |      | 7 00 |      | 7 00    |
| “ “ 2                |      | 6 00 |      | 6 00    |
| “ “ 3                |      | 5 00 |      | 5 00    |



This light, we claim, produces a steady incandescent light double the value of ordinary, and consumes less oil (Canadian preferred). Requires stuffing only once in two months—does not smoke—chimneys need no wiping. Positively without smell. Why? Because our automatic battery produces an electric current from the chemicals of the oil which carbonizes the wick, thus the above results. Less explosive. Will fit any lamp. Sells at sight.  
 Manufactured by  
 Electric Petroleum  
 Light Co.,  
 - - - Toronto.

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

If you drink whisky, drink it good.

# DEWAR'S WHISKY

IS Good Whisky!!!

## THE STANDARD STOVE POLISH FOR THE WORLD.

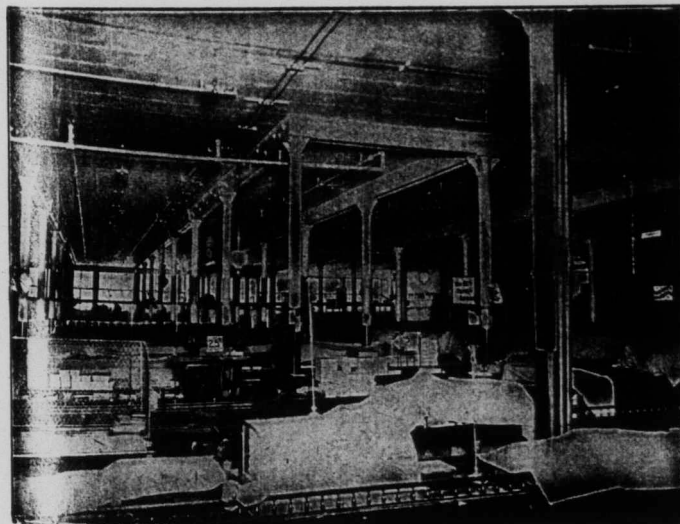
### Tiger Stove Polish.

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.

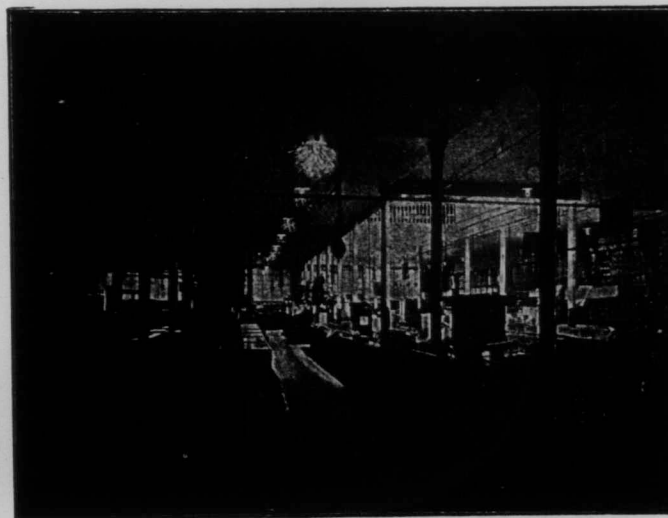


## DARK DAYS ARE COMING —AND— YOUR STORE IS GLOOMY.

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 FAD.

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.

ited

|                   |        |
|-------------------|--------|
| Manitoba and B.C. | 16 3/4 |
|                   | 17 3/4 |
|                   | 19 3/4 |
|                   | 40     |
|                   | 40     |
|                   | 50     |
|                   | 40     |
|                   | 24     |
|                   | 40     |
|                   | 30     |
|                   | 35     |
|                   | 40     |
|                   | 1 55   |
|                   | 1 70   |
|                   | 1 40   |
|                   | 1 08   |
|                   | 2 65   |
|                   | 8 50   |
|                   | 7 00   |
|                   | 8 00   |
|                   | 5 00   |



**HORSES LIKE DAVE HARUM'S.**

“**D**AVE” HARUM says: “The golden rule in horse tradin’ is to do unto others as others would do unto you, and to do it first,” but there is sometimes a later reckoning.

Away back in the forties, Mr. Crosby, of the Elm Vale farm, in North Andover, had an extensive establishment there, with a large number of fine horses, and in the old days “Ben” Thurston, who lived in Lowell, used to come down and try speed with Mr. Crosby, who, at that time, owned fast horses, says a writer in The Springfield Republican. In the winter the track was transferred to the ice on the Merrimac river, and many is the race they had down as far as Haverhill and return.

One of the side speculations with Mr. Crosby was a large grocery store, which he had established south of what is now Lawrence. Mr. Crosby was quite a horse fancier and enjoyed a trade. Mr. Bean, a prominent liveryman of North Andover, also did something in the same line. Mr. Crosby and Mr. Bean had a horse trade one day in which Bean got terribly worsted, but he kept his peace and for three years regularly drove up to Mr. Crosby’s store and purchased his groceries, never once mentioning his horse trade, and Crosby imagined that possibly he had traded off the horse without finding out his imperfections, and so it was apparently forgotten on both sides.

One day Mr. Bean drove up with his wife in a light wagon to Crosby’s store for his weekly groceries. As he drove up Crosby was sitting out on the platform in front of his store. Bean passed into the store and gave his order for groceries. Crosby sat looking at Bean’s horse and said:

“Bean, that horse of yours will match one that I have down on the farm; I’d like to buy him.”

Bean said: “No, that’s a horse I bought two or three years ago for my wife, and I don’t propose to sell him. When I find anything that suits my wife I stop right there.”

Crosby walked around the horse, and the more he looked at him the more he thought what an admirable match it would be for his horse down at the farm, so he kept bantering Bean for a trade.

“No,” said Bean, “all I want is a heavy horse for a big team that I’ve got. If I could find just the right horse for that I might be induced to swap.”

“Well,” said Crosby, “I’ve got just the thing; the big bay stallion that Tilly drives in my store team is just the thing you want.”

Bean allowed that that was about what he wanted, but he didn’t know that his wife

would be willing to have him trade his horse. His wife continued sitting in the wagon during the time, so that there was no opportunity to exercise the horse.

Finally, Crosby stumped Bean to name a price for the horse, and so Bean told his wife that if she would consent to let him trade the horse he would give her a fine sorrel one he had, and, after a time, she reluctantly consented.

“Well,” said Bean, “if wife’s willin’, I’ll swap for \$50. I can get my wife another horse jest as good, and the big horse will suit me on my team.

Nothing had been said about the soundness of either horse. Finally, after more chaffing, Crosby offered to split the difference, making it \$37.50, and Bean accepted the offer, and the writer set to work to change the horses.

As the big grey horse was hitched into Bean’s wagon, the groceries had been put in, and Bean very quickly turned toward home. In fact, he turned so quickly that Crosby began to think he had been caught, and he said to the writer:

“Hitch that horse into the store wagon, drive him ’round the barn, and see what the matter is,” which I did. When I came back to the store Crosby said:

“Well, what’s the matter with him?”

“Well,” I said, “the hind part don’t seem to connect with the forward part—don’t appear to be any backbone; the forward part goes ahead and the hind part swings around.”

Crosby says: “Caught! The old trade is balanced now. Take the horse down to the farm if you can get him there, and bring up another horse to use at the store.”

I hitched him to the light wagon and started for the North Andover farm. When I crossed the Shawsheen river I found the horse, was liable to fall, and, walking alongside the horse, with one hand on his hip, I was able to keep him up until I got to the top of the hill. There was a three-cornered lot at the top of the hill which belonged to Crosby. I opened the bars and turned the horse in. He laid down on the grass and never got up.

I went over to the farm, picked up a new horse for the store, and got back to South Lawrence.

There never was a word mentioned by either party concerning the horse trade, but Bean didn’t come up to Lawrence to buy any more groceries. The old account was settled.—N. E. Grocer.

Mr. Percy Eby, of The Eby, Blain Co., Limited, has returned from a pleasant trip through Manitoba.

**CALIFORNIAN RAISIN CROP.**

In 1872 California produced 50,000 lb. of raisins, says an exchange. Five years later the crop was 640,000 lb.; more than doubling two years later, and again doubling in 1883, when it reached 2,800,000 lb.; in 1885 it was over three times greater than two years before, or 9,400,000 lb., and by 1888 had again doubled, trebled in 1889, and was four times more in 1890 than five years previous. In another three years it more than doubled, and the next year—1894—reached its highest point, or 103,000,000 lb. The present crop is estimated at little over one-half the yield in 1894, and 14,000,000 lb. lighter than in 1898, when it reached 70,000,000 lb. The falling off in production is due to unfavorable crop conditions and not to reduced area.

Mr. O. Cuthbertson, grocer, Queensville, Ont., was in Toronto this week on business.



He says I'm a red-headed, freckled-faced, little-brained, bow-legged, little sawed-off runt. As if I really was.



## WE HAVE BEEN TELLING YOU

for several weeks what **EZE** will do. Now we will tell you what it won't do. It isn't intended to clean pots, pans, dishes or sinks; neither is it for cleaning knives, brass or other metals.

It is a perfectly harmless compound, and it

**JUST WASHES CLOTHES  
WITHOUT RUBBING.**

**EZE Manufacturing Co.**

**COMPOUND.**

ORDER THROUGH YOUR WHOLESALER.

46 Front St East, TORONTO.

### MANHOOD BETTER THAN MONEY.

THE following, from a United States exchange, is about as applicable in this country as it seems to be across the border :

"The desire to get everything as cheap as possible is a characteristic of many of our countrymen. It is certainly wrong to be extravagant, and it is necessary to use due diligence to avoid being cheated. But to spend valuable time higgling over a penny, and to become biased in favor of an article merely by the element of cheapness, is evidence of great weakness. Not the poor only, but many rich people, have fallen into this error. We hear an unreasonable demand for cheap teachers, cheap preachers, cheap newspapers and cheap books from many quarters.

"To use due diligence to procure needful supplies at a fair price is a duty, but to forget that beyond a certain limit cheapness is to be discarded is not wise. The inconsistent spectacle is often witnessed of men, who demand fair prices for their own wares, seeking to procure what they need from others at ruinously low figures. The man who is loud in his demand for fair wages is often seen passing by the honest tailor who sells clothing at a fair price, and purchasing of a cheap tradesman who has come into the community to undersell regular business men.

"There are three ways in which one may undersell those who carry on an honest business. He may sell so low that he cannot live, wind up his establishment, and leave his creditors to carry his losses. This is dishonest. He may also oppress the toilers in his factory by giving them starvation wages, in order that he may sell at unreasonably low prices. This is worse than dishonest. There is a third way. He may palm off an inferior article on his customers and persuade them that it is genuine. This is the most common method. Such enterprises ought not to be patronized by honest

men. He is a public benefactor who conducts an honest business, and considers integrity more valuable than wealth, and he is wise who cheerfully pays the full value of every purchase, knowing that manhood is worth more than money."

### TRADE CHAT.

ON Friday last, W. H. Elliott's general store and the post office at New Sarum was entered by thieves. Ingress was effected by prying the front door open with a long rasp, and a large quantity of underwear and hardware was taken. The tills were also broken open, but contained nothing but coppers. A large watch-dog was left in the store by Mr. Elliott, but it was found tied and gagged.

It is proposed to establish a butter board in connection with the cheese board at Peterboro', Ont.

The Nova Scotia Packing Co., Limited, Middleton, N.S., which recently erected a pork-packing factory in that town are offering to sell out.

A large catch of halibut is reported on the British Columbian coast. Nearly 100,000 lb. were sent in two days from Vancouver to Boston and New York.

The first shipment of fattened-chickens was sent to the British markets from the Government Illustration Station at Bondville, Que., a few days ago. They were sent from Montreal to Liverpool in cold storage. The fattening experiments were entirely successful.

"They say marriage is a failure."

"There's a great difference."

"Why?"

"In marriage the wife takes the husband's name, and in a failure the husband takes the wife's name."

One of the most gratifying signs of progress in the Canadian Northwest is the great increase in sales of land this year. One company reports its September sales double

that for the same month last year, and the railway land sales, largely farming lands, show large increases over previous years. Most of the sales are to actual settlers, and every settler that goes into the Northwest means an increase in the demand for staple goods from the East.

Being caught short of supplies is about as bad as being caught short of money, says an exchange. Both conditions are decidedly unpleasant, yet can often be avoided by ordinary foresight and carefulness. Stocking up against a rainy day is a maxim that applies to goods as well as to dollars, while it also has a fitting reference to timely preparations for selling goods and receiving additional dollars.

### SELF-CONTROL IS VALUABLE.

If you have had a row with a salesman or some other necessary evil, don't take it up to your next customer and unload, says The Retail Grocers' Advocate. She is likely to resent your manner, and she usually has a very effective way of resenting things.

Self control is the most valuable possession that any man can have who deals with the public. Cultivate it.

### 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 "Canadian Grocer" (44) Montreal and Toronto.

## 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. (44)

### CROP.

150,000 lb.  
Five years  
more than  
gain double-  
800,000 lb.;  
greater than  
lb., and by  
ed in 1889,  
more than five  
ree years it  
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nt, or 103,  
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1898, when it  
falling off in  
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Queensville,  
on business.



bled-faced, rille-  
ved-off runt As

## TRADE IN OTHER COUNTRIES THAN OUR OWN.

THE 216 bbls. Malaga and Almeria grapes representing small lots brought by several recent steamers sold to-day at auction at \$4.50 for the best down to \$2.12½ for the poorest.—New York Journal of Commerce, October 6.

### TEAS IN NEW YORK.

A waiting market continued to be experienced. The volume of line business transacted was of only very moderate proportions, as both local and out-of-town buyers were slow in placing new orders, preferring to hold and await developments. Despite, however, the falling-off in the demand the past few days, the undertone held firm, as there has been no development in the general situation to discourage sellers, and they held firm for full-quoted prices. Advices from abroad continued to report firm markets. The market for invoices was quiet and unchanged.—New York Journal of Commerce, October 10.

### CANNED GOODS IN THE UNITED STATES.

As we anticipated in the early part of the season, there is a greater interchange, so to call it, of packs in the canned goods market this year than we have ever before heard of. It is probable that even New York State packers will have to call largely on their Western brothers in the industry to supply the deficiency in corn. Just as Maryland is to-day supplying the deficiency of the West in tomatoes, as California is supplying the lack of peaches in Maryland, and as it would seem that Wisconsin is supplying the deficiencies of Baltimore in peas. \* \* \* Although interest still concentrates on tomatoes, because of the pressing needs of Western packers to fill their quota of future contracts, this developing condition will direct attention to peas and corn to an extent that will somewhat divert attention from tomatoes, until possibly the close of the year. Tomatoes have, however, advanced about 2½ to 5c. above last week's quotation; all reasonable hopes of a continuation of the packing into October are about dissipated, and although the weather is becoming warmer than in September, the vines are so seriously injured by the night frosts that they cannot be counted upon for even a small increase of the percentage of the packing; in fact, most of the tomatoes coming to market now are half green, and even at that prices are considerably advanced.—The Trade, Baltimore, M.D.

### CANNED SALMON IN LONDON.

The demand for salmon in flat and tall tins continues on a moderate scale, but prices are well maintained, there being no

pressure to sell in any direction. Half-pound tins have been eagerly inquired for, and there has been a larger business passing at full prices than for some time past.—Grocers' Journal, September 30.

### CALIFORNIAN RAISINS.

Speaking of new Californian raisins The Trade Journal, of San Francisco, says: "As is known, about 10 per cent. of the crop is on the outside. The packers recently obtained permission to buy these raisins and pool them. They found that they tied up too much money, as they would be paid in instalments, like growers. The association decided to pay the packers for raisins thus purchased as soon as they sell the goods. This is to relieve the market from the competition of these outside raisins at reduced prices."

### KINGSTON GROCERS' PICNIC.

THE long-looked-for picnic of the retail grocers of Kingston came off at the fair grounds there on October 4, and was one of the most successful things of its kind ever held in that city, according to The Daily Times. Upwards of 2,000 people witnessed the sports, amid strains of music from the 14th and City bands. The rain kept off for nearly the whole of the performance, which was the most amusing entertainment one could wish for. There were some rather speedy heats in the running and open bicycle races, but the rest of the events were funny in the extreme. Following is a complete list of the events and prize-winners:

Baseball match, Grocers vs. Gardeners.—The Grocers won by 7 to 6.

Quarter-mile dash, open to grocers' employes, 18 years and under.—Moxley, H. Smith, G. Smith, N. Melver.

Half-mile bicycle race, open to grocers only, handicap if required.—H. Robertson, P. A. Haffner, T. R. Carnovsky, Dan Cooper.

Half-mile running race, open to grocers' employes.—R. Robinson, G. Singleton, Ernie McRae, J. Colback.

One hundred yards' dash, open to young ladies—each lady keeps the Jelly Powder she picks up.—Sarah Stansbury, Ida Shaw, Edith Salsbury, E. Fokes.

One mile trotting race, best two in three, open to horses driven regularly in the wagon for the last three months.—Corkey, Wilkinson, Crawford, Lemmon.

One mile bicycle race, open, handicap if necessary.—Robinson, Powell, Taylor.

Comfort Soap race, 8 prizes.—Mrs. Smith, Mrs. Spooner, Mrs. McDonald, Mrs. Connors, Mrs. Fitzgerald, Mrs. Dawson, Mrs. Conling, Mrs. Lawlor.

Two-mile running horse race, open to horses driven regularly in the wagon for the last three months.—Corkey, Gilbert, Murphy, Crawford.

Half-mile bicycle race, open to policemen and firemen.—Shannon, Stratford, Sands, Burns.

Quarter-mile footrace, open to firemen, policemen and "A" Battery men.—Shannon, Newlin, Burns, Stratford.

One mile trotting race, second heat.—Corkey, Wilkinson, Keene, Lemmon.

One hundred yards' dash, open to all grocers.—Murphy, Corkey, McLean, Shaw.

Half-mile dash, open to all wholesale employes.—Singleton, Coldback, Davy, Godwin.

One mile trot, single heat, open to farmers, carters, cabmen, milkmen, butchers and gardeners, for green horses that have not won money.—Lyons, Sowards, W. Reid, M. Hughes.

Half-mile bicycle race, open to grocer's clerks.—O. Knott, R. Gage, J. Holland, R. Robinson.

One mile running race, single heat, open to all green horses.—Keene, Purdy, Joyce, Brannigan.

One hundred yards' dash, open to retail clerks.—Cooper, Roddy, R. Robinson, M. Porter.

High jump, open to grocers' delivery horses.—Carson, Corkey, Glover.

Hop, step and jump, open to grocers and employes.—G. Cooper, H. Lee, R. Douglas, J. Davy.

Tug-of-war, for nine men, retail vs. wholesale.—Retail.

One mile trotting race, third heat.—Gilbert, Gould, Murphy, Crawford.

Official's race, 100 yards.—H. Robertson, Smith, D. H. McRae.

Best turnout.—Henderson, P. Haffner, Starr & Sutcliffe.

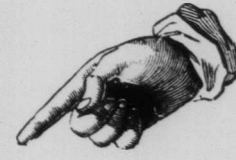
Secretary Gilbert was ill and unable to attend the picnic. He was greatly missed by his fellow tradesmen.

### WORRY NOT ABOUT SALARIES.

"What salaries are paid in different business callings is a question often asked by young men, and one which seems to enter into their deliberations as a qualifying factor as to whether they shall enter certain trades or professions," writes Edward Bok, in the September Ladies' Home Journal. "I never could quite see the point of this, nor the reason for it. What are the salaries which are paid to others, to you or to me? They signify nothing. If the highest salary paid to the foremost man in a certain profession is \$10,000 a year, what does it prove or signify? There is no obstacle to someone else going into that same profession and earning \$25,000. The first step in going into business is to find out not which special line is most profitable, but which line you are most interested in and are best fitted for. Then drive ahead, and the salary will take care of itself. When a young man thinks too much of his salary, it is pretty good proof that he is not of very superior make. Ability commands income. But you must start with ability, not with salary."

### THE MAIL-ORDER BUSINESS.

It is estimated that one-tenth of the population, or seven millions of people, buy, more or less, through the mails. The amount of mail-order business in the country is simply astonishing. We believe we can name 50 concerns in Chicago that do a combined mail-order business of \$1,000,000 a week, and Chicago is but one city.—Boyce's Hustler.



# EDDY'S

House, Horse, Scrub <sup>AND</sup> 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

**HULL.**

**MONTREAL.**

**TORONTO.**

Quebec,

Hamilton,

Kingston,

London,

St. John, N.B.,

Halifax,

Winnipeg,

Victoria,

Vancouver,

St. John's, Nfld.

### HOW TO PREVENT FROSTY WINDOWS.

THAT the show window is a valuable aid to the merchant is attested, not only by the costly character of its construction in modern stores, but also by the large expense regularly incurred for window-dressing, which has attained almost the dignity of a profession, and is undeniably an art. The display attracts popular attention and creates an interest in the minds of possible customers. Anything that obscures it in the least from the ready view of the public is, therefore, in the merchant's eye, an evil. One such evil is frequent in the winter season, when the best efforts of the window-dresser are brought to naught by the steaming or frosting of the show windows. Correspondents of this magazine, writing from many points, and especially those writing from northern sections, complain of the annoyance which they experience from this.

The cause of steam or frost gathering upon the glass in a window is extremely simple, and even in apartments warmed by presumably dry air the phenomenon may occur, if people, animals, plants, or any vapor-exhaling substances occupy it. Atoms of vapor multiply in the air in such a case, and are carried by its currents against the surface of the glass, the low temperature of which condenses them into infinitesimal drops of moisture; these being either congealed immediately, or coalescing flow downward over the glass, freezing gradually; in the latter case producing the effect so frequently to be seen, of the heaviest layer of frost on the lowest part of the window pane. Back of all this there exists a condition, which may be described by stating that the temperature inside the apartment is not sufficiently high to repel the pressure of the cold outside atmosphere upon the glass. In other words, if the penetrative power of the heat, inside, were greater than that of the cold, outside, the glass would become warm instead of cold, and would not act as a condenser for the vapor striking it.

It would thus appear that the solution of either one of two problems would obviate the evil of steam or frost on the window. One of these problems is how best to prevent vapor being carried against the glass. The other is how best to maintain such a temperature on the surface of the glass as to prevent it from becoming a condenser of vapor. In some of the large stores in Greater New York the practical solution of both problems has been undertaken by shutting off the show-windows completely by means of a casing, in some instances air-tight. The space thus shut out from the main store, besides being kept free from the vapor-carrying atmosphere of the place, is

warmed by dry air to a degree sufficient to maintain between the atmosphere and the surface of the glass an equilibrium of temperature sufficient to leave undisturbed any particles of vapor present. This system has proven very successful. It might be modified by the construction of windows with double plates of glass, having an hermetically sealed space between them. This would make the use of heat unnecessary. The use of double windows on dwelling houses in winter is familiar, especially in the colder parts of the country, the extra windows being made in a single sash covering the window frame completely on the outside, and leaving a space of several inches between itself and the ordinary windows. These double windows are designed primarily to assist in keeping the house warm, but the plan serves also to keep the glass free from frosting.

Steam and frost are successfully kept off windows in some of the large New York stores by the radiation of heat from the sill of the casement. It might be an excellent idea to keep a forced current of dry heated air playing upward against the glass in sufficient volume to dissipate the atoms of vapor carried against the surface. This appears to be a more perfect way, and a surer one, in the case of windows exposed to all the effects of the inside atmosphere, than the method sometimes recommended, of coating the window with some transparent water-repelling substance, dissolved in alcohol, and left on the glass by evaporation of the spirit.

The entire subject is one well worthy the study of practical minded men in mercantile life, and with the hints here given it is possible that some simple and inexpensive method for curing the evil treated of may be devised. These columns are open for the publication of any good ideas or suggestions that may be made, and our correspondents may go into the whole subject of the proper construction of frost-proof windows, if they will.—Haberdasher.

#### NEW STORES STARTING.

W. T. Bridgeman is starting a crockery store in Ottawa.

J. H. Woolliams has opened a grocery store in Vancouver.

W. J. Spackman is opening a grocery store in St. Thomas, Ont.

The Anderson Produce Co., Winnipeg, has opened a branch at Brandon, Man.

Bechard & Legare have started as wholesale grocers and general agents in Quebec.

Henry L. Salmon, wholesale and retail tobacconist, Victoria, has opened a branch at Vancouver.

# Empire Smoking Tobacco



Ask your wholesaler for a sample caddy of

**EMPIRE**

at

**36 cents.**

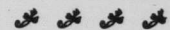
5, 10 and 15 cent Plugs

**Big Plugs**

FOR

**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.**

# What Better Investment was Ever Offered You?

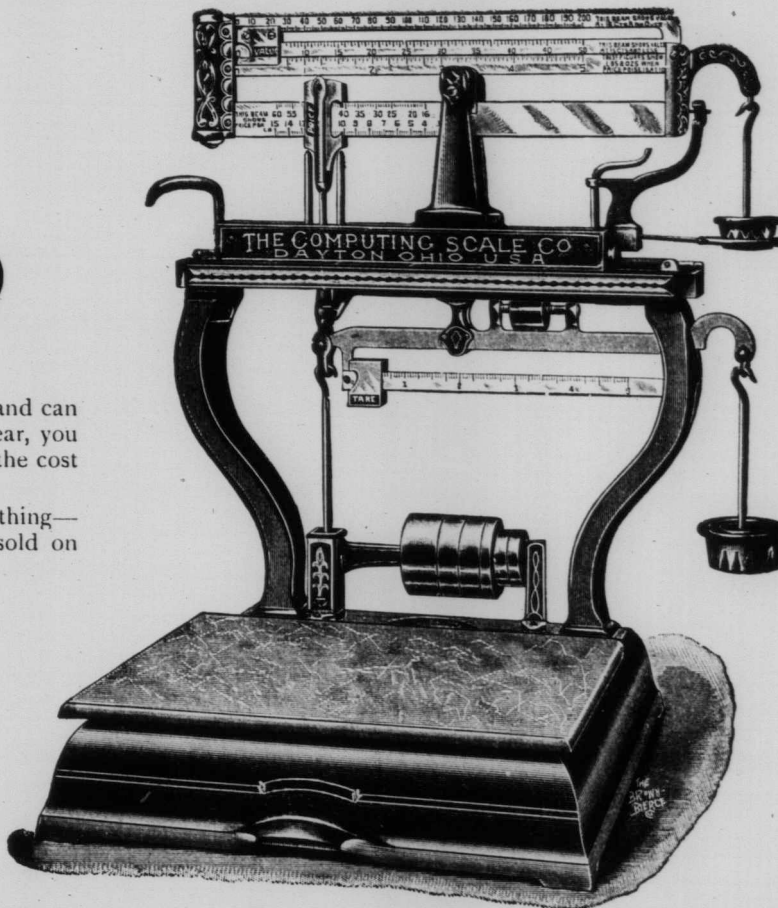
If you have 50 weighings each day, and can save 1/2 cent on each weighing for one year, you actually save \$78.00 or \$3.00 more than the cost of our finest scale.

We assert that our scales cost you nothing—they pay for themselves. Our scales are sold on easy monthly payments.

DROP US A POSTAL.

**THE COMPUTING SCALE CO.**  
DAYTON, OHIO., U.S.A.

or MONEY-WEIGHT SCALE CO., 47 State Street, Chicago, Ill.; MONEY-WEIGHT SCALE CO., 142 Chambers St., New York, N.Y., Sole Distributors; James A. Hossack, Dist. Agt., 1662 Notre Dame St., Montreal, Que.; L. A. Davidson, Dist. Agt., 104 King St., W., Toronto, Ont.



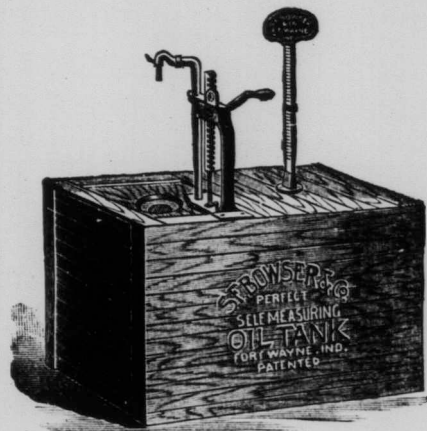
## Most Excellent Coffee



A pure, high-grade berry at a popular price.

Trial Order Solicited.

## Do You Buy Oil



First Floor Tank.

- In quantity in order to "get a price"?
- Do you let it lie in leaky barrels until it is sold?
- Do you wonder where your profits go?
- Do you know you are not making a profit?
- Do you know you are simply trading money for oil and vice versa?
- Do you know there is no money in this for you?
- Do you know there is a way to handle oil with profit?
- Do you know that that way is to have a tank big enough and "tight" enough to hold your oil shipment when received, and thus prevent waste.
- Do you know that Bowser Three Measure Self Measuring Oil Tanks are "tight" tanks and built of any desired capacity?
- Do you know you can have your tank in the cellar and your pump on your store floor?
- Do you know that Bowser tanks measure an Imperial gallon, half-gallon or quart at a stroke and put the oil into customer's can without spilling a drop?

- Do you know it will fill a five-gallon can in twenty-five seconds?
- Do you know the Dial Discharge Register registers the transaction?
- Do you know that Bowser Tanks are made of Galvanized Steel and Bowser Pumps of Brass?
- Do you know a Bowser Tank will pay for itself in a comparatively short time?
- Do you know it will cost you only one cent to hear the rest of this story?
- Do you know it has cost us several dollars to tell you this much of it and that we are telling it to 50,000 others this week?
- Do you know we would like to have your address and are wondering if you will send it to us and if you will send it to-day?

**S. F. BOWSER & CO.**

Factory: Fort Wayne, Ind., U.S.A.

P.O. Box 564, TORONTO, ONT.

**MANITOBA MARKETS.**

WINNIPEG, October 9, 1899.

**T**HRESHING has been, and is being, pushed forward with great rapidity. The weather has been fine and almost warm enough for August. There have been a few prairie fires, but none of serious extent, the chief damage being to hay. The men who are through threshing are desiring rain for fall ploughing, but it is safe to say that the bulk of the farming community want fine weather for another week at least. The deliveries of wheat for the week have been much heavier than last, and many of the elevators are badly congested owing to a shortage of cars. The old story in that respect, as there never has been enough cars to move Manitoba's crop at the right moment. A great deal of the wheat has come into the elevators to be held for higher prices. The country market has been peculiar and erratic. While the general wheat market has declined at a number of points in Manitoba, the prices have been going up by leaps and bounds. Boissevain and Neepawa have been good instances of this. At the latter point 65c. was paid for wheat which was really only worth 54c. The millers are responsible for this state of things, and elevators are shy of buying where such figures obtain. The wheat market, as a whole, is weaker than it was last week. On Saturday the market stood as follows: 15c. rate of freight—No. 1 hard, 56c.; No. 2 hard, 53c.; No. 3 hard, 48c. 16 and 17c. rate of freight—No. 1 hard, 54c.; No. 2 hard, 51c.; No. 3 hard, 46c. 18 and 19c. rate of freight—No. 1 hard, 53c.; No. 2 hard, 50c.; No. 3 hard, 45c. 20 and 21c. rate of freight—No. 1 hard, 52c.; No. 2 hard, 49c.; No. 3 hard, 44c. Cash wheat afloat Fort William, 69¾c. The grade is being well maintained, and although No. 3 hard is quoted, very little has been seen this season. Up to date the bulk of the crop has gone No. 1 hard.

**OATS**—Rolled oats have again dropped 5c., and 80's are quoted at \$1.70. The quality of the new meal is very fine.

**BEANS**—White beans are very scarce and prime mediums are now quoted at \$1.45 to \$1.50, and difficult to obtain at those figures.

**FLOUR**—The flour market has remained unchanged at last week's figures. Business is very active and prices are very firm. A further advance is anticipated.

**FEED**—The situation has remained practically the same. One large milling company quoting bran \$10.50, and shorts \$12.50, and the others \$1 per ton advance on these figures.

**BUTTER**—The market is firm and fairly active. Creamery, September made, in large packages, is worth 22c. at factories,

while 23 to 24c. is being paid for fresh creamery in small and fancy packages. Dairy butter is in good demand. That is, strictly fresh made sweet dairy carefully put up. This article is worth 16c. delivered at Winnipeg, when in prime condition. There is little or no market for inferior grades. Mining camps and lumber camps are beginning to get estimates on winter supplies and it is noticeable that in nearly every case the estimates call not for dairy butter but for "best creamery." The make in Manitoba at the present time is very limited.

**CHEESE**—The market is firm but there is not much doing; in fact there is little to buy. Several cars of Ontario cheese have been brought by Winnipeg houses for their Vancouver and Victoria branches, but so far no Ontario has appeared on this market. The present quotation is 11½ to 12c., but 12c. has been paid for practically all purchases this week.

**EGGS**—Eggs grow scarcer, and strictly fresh laid retail at 30c. This makes the housewife shudder when she thinks of January prices. The supply is small. Dealers are offering 16 and 17c. at Winnipeg. One car of Ontario eggs was being sold in Winnipeg on Saturday, and several cars have gone through to Coast branches of Winnipeg houses.

**CANNED GOODS**—Corn is now known to be all in the hands of Baker & Wright. The crop is hardly half a one, and there is no possibility of lower prices. Many Winnipeg houses are still quoting \$2.25, but it would be practically impossible to lay it down here now and sell for that figure; \$2.40 per case is the lowest that would pay handling. The Eastern houses who bought before the agreement was made, and who offered goods on this market at figures below what wholesalers here could buy at, seem to have largely withdrawn. Tomatoes are firm, but not as high as was anticipated and the pack seems to be a fair one. From \$2.20 to \$2.25 appears to be the quotation here. Canned beans are not to be had. One wholesale man, just returned from the East, reports that he could not get factories to offer on even 10-case lots.

**CANNED FRUITS**—All the pack of strawberries is bought up, and this fruit will be scarce and high. Prices now are firm at \$3.25 per case. Practically the same may be said of raspberries, which are quoted at \$3. Peaches are plentiful and of good quality. Quotations here are \$3.75 to \$4. Pears are also plentiful at \$3.45 per case.

**EVAPORATED FRUITS**—The market on all lines of evaporated fruits continues firm with signs of advancement. Apricots, 16 to 16½c.; red and yellow nectarines, 14c.; peeled peaches, 16c.; unpeeled, 12c.; red and yellow pitted plums, 14c.; silver

prunes, 10c.; raspberries, 20c.; pitted cherries, 18c.; prunes, 5½ to 10c., according to size and quality.

**RAISINS**—Californian raisins are so high that the sale on this market will be small. They are fully 2c. in advance of Mediterranean fruit. Currants are 1c. per lb. higher than last year. Prices range from 5¾ to 6c. with 1c. extra for cleaned fruit.

**SUGAR**—Is firm, and though it has advanced during the week the advance of raw sugar in New York will no doubt have its effect here almost immediately.

**COFFEE**—Market continues very dull and slow, with Rios at 9½ to 10c. The dullness is chiefly attributed to overproduction.

**TEAS**—Are very firm and show a tendency to advance.

**JAMS**—1899 jams are now offering freely at 60c. for 7-lb. pails in crates of six. The lines chiefly quoted are raspberry, apricot, plum, red currant, black currant, strawberry, gooseberry, and peach.

**OYSTERS**—There is quite a brisk demand for oysters. Standards are quoted at \$1.90 per gal., and selects at \$2.25.

**COD FISH**—Catch of 1899 in bricks, 7½c.

**GREEN FRUITS**—Plums, pears and peaches are practically out of the market, though a few lines are still shown at nominal figures. Grapes are very firm, and the supply is not equal to the requirements of the trade here. Concords, 30c.; Niagara, 35c.; Rogers, 40c. Winter apples are now arriving and the present quotation is \$3.65. Late fall varieties are quoted at \$3.25. The fall apples have not been very satisfactory from a keeping standpoint. Cape Cod cranberries \$7.50 per bbl. with a good demand. Spanish onions are billed to arrive early in the week and will sell at \$1.25 per crate. Sweet potatoes, \$5 per bbl. Lemons and oranges are without change.

**CRANBERRIES AND BOGS.**

Cranberries in Halifax are selling at the wide margin of from \$3 to \$6 per barrel. The \$3 berries were touched with the frost, and, while good enough for immediate use, will not keep. A. H. Riordan has a bonanza in a small cranberry bog near the mile board, Annapolis. The bog contains but ⅓ of an acre, and from it this year Mr. Riordan picked 43½ barrels, which he sold at \$6 per barrel. William Duffus, of the city, recently sold a cranberry bog which he owned on the Margaret's Bay road to Geoffrey Morrow and Mr. Jones for \$1,000.—Herald, Halifax.

The C.P.R. has 6,500 grain cars on its western division; 3,000 are for wheat traffic.

James Baker, of J. & W. Baker, fish dealers and general merchants, Cape Cove, Que., is dead.

THE . . .

# Watson, Foster Company

Limited

Manufacturers of  
all grades of  
WALL PAPERS

## Montreal, Canada.



The Factory Producing the Most Modern and Artistic  
Paper Hangings on the Continent.

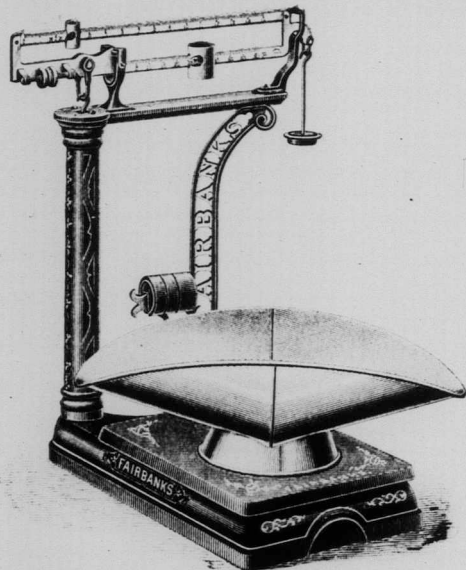
Have you made your selection of Wall Papers for season 1899-1900? If not, now is the time to inspect our more-than-ever popular line. Our representatives are now on the road, and will have much pleasure in calling on you and showing you our new samples. The frequent introduction of up-to-date novelties, 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 assortment embraces the kind of papers you should have to hold your best trade and increase the volume of your business.

- OUR {
- HEAVY 21-INCH PAPERS in Flats, Plain Varnish Golds, and Embossed Varnish Golds
  - INGRAINS—Most Fashionable Shades, with twelve handsome, remarkably rich matched Friezes
  - EMBOSSD PULP EFFECTS—the newest specialty out

Will accomplish the above results for you.

**Note.**---Freight equalized with Toronto for towns West of Belleville and West and North of Toronto.





# FAIRBANKS SCALES

## NEW STYLES.

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

## THE FAIRBANKS CO.

749 CRAIG STREET,

MONTREAL.

### BUSINESS CHANGES.

#### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A SECOND and final dividend has been declared, payable on October 23, by the estate of Mercier & Wake, (late) grocers, Montreal.

Mrs. J. Bte. Dion, grocer, Quebec, is offering 50c. on the dollar.

Butler Bros., tobacconists, Toronto, are offering to compromise.

Victor Marcil, grocer, Montreal, has assigned to L. A. Delorme.

Wm. Belanger, grocer, Maidstone, Ont., has assigned to Joseph H. Carson.

A. H. Wood & Co., cigar manufacturers, Montreal, have consented to assign.

J. N. Fontaine, general merchant, Papineauville, Que., has assigned to Kent & Turcotte.

Albert A. Copp, general merchant, etc., Baie Verte, N.B., has compromised at 35c. on the dollar.

Alex. Henderson, general merchant, Shawbridge, Quebec, has assigned to W. Barclay Stephens.

A meeting of the creditors of James Rodgers, grocer and confectioner, St. John, N.B., has been held.

James Rogers, grocer and confectioner, St. John, N.B., has compromised at 10c. cash and 15c. in six months.

A statement of the affairs of J. A. Turcotte & Co., wholesale and retail grocers, etc., Quebec, is being prepared.

A first dividend has been declared, payable October 23, by the estate of Herman Lefkowitz (late) general merchant, Riviere a Pierre, Que.

#### SALES MADE AND PENDING.

Chas. D. Franklin, fruit dealer, etc., Kingston, has sold out.

C. M. Newans & Co., grocers, London, are advertising their business for sale.

The effects of Thomas Griffin, grocer,

Quebec, are advertised to be sold by bailiff's sale on October 16.

Mrs. Jackson, grocer, Victoria, is selling out by auction.

W. T. Nugent, general merchant, Belmont, Ont., has sold out.

E. Beaulieu, flour miller, Bonfield, Ont., is advertising his business for sale.

The stock of E. W. Pack, general merchant, Hartney, Man., has been sold at 62 $\frac{3}{4}$ c. to J. R. Anderson.

Tenders are asked for the stock of Stanislas Richardson, dealer in confectionery, Maisonneuve, Que.

The book debts, etc., of the estate of Simon P. Grunin, general merchant, Springfield, N.S., are advertised for sale by tender.

The stock of L. N. Bourgeois & Co., general merchants, Danville, Que., has been sold at 59 $\frac{3}{4}$ c. on the dollar, and their book debts at 49c. on the dollar.

The stock of J. N. Duguay & Co., general merchants, etc., La Baie, Que., has been sold at 70c. on the dollar, and their book accounts at 50c. on the dollar to Mrs. J. N. Duguay.

#### PARTNERSHIPS FORMED AND DISSOLVED.

Stephen Harvey, grocer, etc., Winnipeg, has admitted Ernest Harvey.

Partnership has been registered by Beaudion & Frere, cigar manufacturers, Montreal.

Octave and John A. Aubin have registered partnership as general merchants under the style of A. Aubin & Co., Hudson, Que.

#### CHANGES.

John H. Birch, grocer, Belmont, Ont., has sold out to Allan Barr.

R. W. Allen, grocer, Kingston, Ont., has sold out to R. Edwards.

Mrs. W. H. Sclater has started business as confectioner in Ottawa.

Provost Bros., grocers and liquor dealers, Ottawa, are adding stoves.

J. A. Cole, general merchant, Rodney, Ont., has been succeeded by Geo. Whitton.

A. E. Booth & Co., wholesale fish dealers,

Chicago, Toronto, etc., have bought out The Ontario Fish Co., Kingston, Ont.

A. Grant, flour and feed dealer, Virden, Man., has sold out to A. Madill.

Adelaide Dark, grocer, Komoka, Ont., has been succeeded by —. Bishop.

G. W. Heard, grocer, London, Ont., has been succeeded by C. J. McCormick.

Geo. Whitton, general merchant, Fingal, Ont., has removed to Rodney, Ont.

James Freeborn, grocer, etc., Morden, Man., has sold out to James Blair.

Annie Hockley, grocer, Wabash, Ont., has been succeeded by W. L. Ross.

Beaty & Co., fruit and provision dealers, Victoria, have removed to Vancouver.

Peter McIntyre, fruit dealer, Hamilton, has been succeeded by Arch McIntyre.

W. L. Ross, general merchant, Croton, Ont., has been succeeded by —. Bigham.

James Zavitz, general merchant, Poplar Hill, Ont., has been succeeded by Ephraim Zavitz.

Alex. B. Rattray has registered as proprietor of Rattray Bros., grocers, etc., Montreal.

John Hoolihan has registered as proprietor of The Canadian Fruit Exchange Co., Montreal.

Mrs. Richard J. Duckett has registered as proprietress of The Duckett Provision Co., Montreal.

Walter C. Cook has registered as proprietor of E. C. Gengee & Co., fruit dealers, etc., Montreal.

John Barry & Co., grocers and hotel-keepers, Petrolea, Ont., have sold their hotel to John A. Johnson.

#### FIRES.

Melbourne Scott, general merchant, and A. W. Baird, grocer, Sussex, N.B., have been burned out.

E. Parris & Co., general merchant, Brooklyn, B.C., are reported to have been burned out.

#### DEATHS.

C. R. Sharp, tobacconist, etc., Thomas, Ont., is dead.

S. T. Barnes, of Barnes & Padgett, grocers, etc., Toronto Junction, Ont., is dead.

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# AS TO... Mustard

YOUR CUSTOMERS want the best,  
YOU cannot afford to handle any line but  
the best,  
and, being wise in your generation,

## You Sell the Best

# THAT IS Keen's

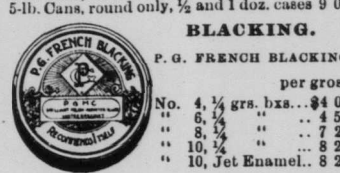
### Current Market Quotations for Proprietary Articles

Oct. 12, 1899.  
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports as a matter of news, whether manufacturers request it or not.

| BAKING POWDER.                                 |                 |
|--|-----------------|
| PURE GOLD.                                     |                 |
| 3 oz. cans, 4 and 6 doz. in case               | 95              |
| 4 oz. cans, 4 and 6 doz. in case               | 95              |
| 6 oz. cans, 2 and 4 doz. in case               | 1 40            |
| 8 oz. cans, 2 and 4 doz. in case               | 1 80            |
| 12 oz. cans, 2 and 4 doz. in case              | 2 70            |
| 16 oz. cans, 2 and 4 doz. in case              | 3 60            |
| 2 1/2 lb. cans, 1 and 2 doz. in case           | 9 00            |
| 1 lb. cans, 1 doz. in case                     | 14 40           |
| 5 lb. cans, 1 doz. in case                     | 18 00           |
| Cook's Friend—                                 |                 |
| size 1, in 2 and 4 doz. boxes                  | \$ 2 40         |
| size 10, in 4 doz. boxes                       | 2 10            |
| size 2, in 6 "                                 | 80              |
| size 12, in 6 "                                | 70              |
| size 3, in 4 "                                 | 45              |
| round tins, 3 doz. in case                     | 3 00            |
| oz. tins, 3 " "                                | 2 40            |
| oz. tins, 4 " "                                | 1 10            |
| lb. tins, 1/2 " "                              | 14 00           |
| Diamond—                                       |                 |
| W. H. GILLARD & CO                             |                 |
| 1 lb. tins, 2 doz. in case                     | per doz. 2 00   |
| 1 lb. tins, 3 " "                              | 1 25            |
| 1 lb. tins, 4 " "                              | 0 75            |
| THE F. F. DALLEY CO.                           |                 |
| Silver Cream, 1/4 lb. tins, 4 to 6 doz. cases  | per doz. \$0 75 |
| English Cream, 1/2 lb. tins, 4 to 6 doz. cases | 1 25            |
| 1 lb. tins, 2 to 4 doz. cases                  | 2 00            |
| Kitchen Queen, 1/4 lb. tins, 4 to 6 doz. cases | 0 55            |
| 1 lb. tins, 4 to 6 doz. cases                  | 0 80            |
| 1 lb. tins, 2 to 4 doz. cases                  |                 |

| English Cream, glass tumblers                         | 0 75           |
|---|----------------|
| 1/2 lb. jellies                                       | 1 25           |
| 1 1/2 lb. jellies                                     | 2 25           |
| 1 1/2 lb. Crown sealers                               | 2 25           |
| JERSEY CREAM BAKING POWDER.                           |                |
| 1/2 size, 5 doz. in case                              | 40             |
| 3/4 " " " "   | 75             |
| 1 " " " "   | 1 25           |
| 1 " " " "   | 2 25           |
| SNOW DRIFT BAKING POWDER.                             |                |
| 1/2 lb. tins, 4 doz. in case                          | per doz. \$ 75 |
| 1 " " " "   | 1 20           |
| 1 " " " "   | 2 00           |
| 3 " " " "   | 6 50           |
| 5 " " " "   | 10 00          |
| 10 lb. boxes  | per lb. 18     |
| 35 lb. pails  | 18             |
| WHITE SWAN BAKING POWDER.                             |                |
| 1/2 lb. tins, 3 doz. in case                          | per doz. 0 80  |
| 1 " " " "   | 1 20           |
| 1 " " " "   | 2 00           |
| 3 " " " "   | 2 00           |
| 5 " " " "   | 9 00           |
| CANADA MFG. CO.                                       |                |
| Queen Baking Powder, 1/2 lb. tins                     | 1 20           |
| 1 lb. tins  | 2 15           |
| OCEAN WAVE BAKING POWDER.                             |                |
| No. 10, 5-ounce Cans, round or square, 4 doz. in case | \$0 75         |
| 1/2 lb. Cans, round only 3 doz. in case               | 1 20           |
| 14-oz. Cans, round only 2 doz. in case                | 1 80           |
| 16-oz. Cans, round only 2 doz. in case                | 2 00           |
| 3-lb. Cans, round only, 1/2 and 1 doz. cases          | 5 75           |
| 5-lb. Cans, round only, 1/2 and 1 doz. cases          | 9 00           |

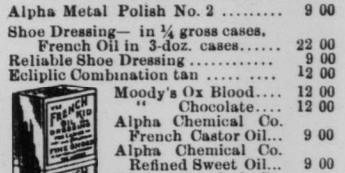
| BLACKING.                              |        |
|--|--------|
| P. G. FRENCH BLACKING                  |        |
| No. 4, 1/4 grs. bxs.                   | \$4 00 |
| " 6, 1/4 " "                           | 4 50   |
| " 8, 1/4 " "                           | 7 25   |
| " 10, 1/4 " "                          | 8 25   |
| " 10, Jet Enamel                       | 8 25   |
| GARR & SONS.                           |        |
| No. 2-1/4 gross boxes                  | 2 70   |
| No. 4-1/4 gross boxes                  | 5 75   |
| No. 5-1/4 gross boxes                  | 8 00   |
| THE F. F. DALLEY CO.                   |        |
| English Army Blacking, 1/4 gross cases | \$9 00 |
| No. 2 Spanish " " "                    | 3 60   |
| No. 3 " " "                            | 4 50   |



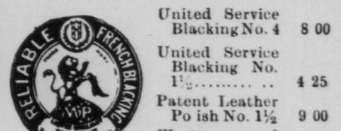
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| No. 5 Spanish Blacking, 1/4 gross cases  | 7 20 |
| No. 10 " " "                             | 9 00 |
| Yucan Oil Blacking, 1 doz. cases, liquid | 2 00 |
| New York Dressing, 1 doz. cases          | 0 75 |
| Spanish Satin Gloss, " " "               | 1 00 |
| Crescent Ladies' Dressing, 1 doz. cases  | 1 75 |
| Spanish Glycerine Oil Dressing           | 2 00 |



| STOVE POLISH—                        |                  |
|--------------------------------------|------------------|
| Quickshine Polish                    | per gross 9 00   |
| Electric Crown Paste                 | 8 00             |
| Electric Crown Lead Bar              | 7 80             |
| Patent Stove Polish—                 |                  |
| Sunlight Lead Bar 6's                | per gross \$2 25 |
| Packed in 1/2 gross cases            |                  |
| Sunlight Liquid, 1/2 gross cases     | 10 80            |
| Moody's Black Lead 3's               | 4 25             |
| 1/2 gross case                       |                  |
| Reliable Stove Pipe Varnish          | 14 40            |
| 1/4 gross cases, pressed top tins    |                  |
| Quickshine Pipe Varnish              | 12 00            |
| 1/4 gross cases, pressed top tins    |                  |
| Alpha Metal Polish No. 2             | 9 00             |
| Shoe Dressing— in 1/4 gross cases    |                  |
| French Oil in 3-doz. cases           | 22 00            |
| Reliable Shoe Dressing               | 9 00             |
| Ecliptic Combination tau             | 12 00            |
| Moody's Ox Blood                     | 12 00            |
| " Chocolate                          | 12 00            |
| Alpha Chemical Co. French Castor Oil | 9 00             |
| Alpha Chemical Co. Refined Sweet Oil | 9 00             |
| Alpha Chemical Co. Turpentine        | 7 80             |
| Moody's Non-Corrosive Inks           | 4 50             |



|                                   |      |
|-----------------------------------|------|
| Shoe Blacking— in 1/4 gross cases |      |
| Reliable French Blacking No. 5    | 9 00 |
| " " " " No. 2                     | 4 50 |



| BIRD SEEDS                               |          |
|--|----------|
| THE F. F. DALLEY CO.                     |          |
| Dalley's Spanish Bird Seed, 40 lb. cases | 0 06     |
| Dalley's Bird Seed, 40 lb. cases         | 0 06 1/2 |
| NICHOLSON & BROCK.                       |          |
| Brock's Bird Seed                        | 0 07     |
| Norwich Bird Seed                        | 0 06     |
| Maple Leaf Bird Seed                     | 0 05     |
| Bird sea-gravel, 10c. pkts., 24 in case  | 0 06     |
| 5c. " " " " 48 " "                       | 0 03     |

| BLUE.                             |                |
|-----------------------------------|----------------|
| KEEN'S OXFORD.                    |                |
| Per lb.                           | per lb. \$0 17 |
| In 10 box lots or case            | 0 16           |
| Reckitt's Square Blue, 12-lb. box | 0 17           |
| Reckitt's Square Blue, 5 box lots | 0 16           |

| BLACK LEAD.  |      |
|--|------|
| Reckitt's, per box   | 1 15 |
| Box contains either 1 gro., 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro., 4 oz. |      |

| CORN BROOMS                  |               |
|------------------------------|---------------|
| BOECKH BROS & COMPANY        |               |
| Bamboo Handles, A, 4 strings | doz. net 3 25 |
| " " " " B, 4 strings         | 3 05          |
| " " " " C, 3 strings         | 2 90          |
| " " " " D, 3 strings         | 2 70          |
| " " " " E, 3 strings         | 2 45          |
| " " " " G, 3 strings         | 2 15          |
| " " " " I, 3 strings         | 1 70          |

| CHEWING GUM.  |                |
|---|----------------|
| ADAMS & SONS CO.                                    |                |
| Tutti Frutti, 36 5c. bars                           | per box \$1 20 |
| " " (in cream pitcher) 36 5c. bars                  | 1 20           |
| " " (in sugar bowl) 36 5c. bars                     | 1 25           |
| " " (in glass jar) 115 5c. pkgs.                    | 3 75           |
| Pepsin Tutti Frutti (in glass jar) 115 5c. packages | 3 75           |
| Pepsin Tutti Frutti, 23 5c. packages                | 0 75           |
| Round Pepsin, 30 5c. packages                       | 1 00           |
| Cash Register, 390 5c. bars and pkgs.               | 15 00          |
| Cash Box, 160 5c. bars                              | 6 00           |

# "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 and packages          | 6 00 |
| Variety Gum (with book in each box)                        | 1 00 |
| 150 lc. pieces   |      |
| Banner Gum (English or French wrappers) 115 lc. piece      |      |
| Flirtation Gum (English or French wrappers) 115 lc. pieces | 2 20 |
| Mexican Fruit, 36 5c. bars                                 | 0 90 |
| Sappota, 150 lc. pieces                                    | 0 75 |
| Orange Sappota, 150 lc. pieces                             | 0 75 |
| Black Jack, 115 lc. pieces                                 | 0 75 |
| Red Rose, 115 lc. pieces                                   | 0 75 |
| Magic Trick (English or French wrappers) 115 lc. pieces    | 0 75 |

**BISCUITS.**

PEEK, FREAN & CO.

|                    |                            |
|--------------------|----------------------------|
| Metropolitan mixed | 40 lb. tins 10c.           |
| Florence Wafers    | 8 lb. tins 36c.            |
| Venice Wafers      | 8 lb. tins 36c.            |
| Florence Wafers    | Small tins \$3.70 per doz. |

**CHOCOLATES & COCOAS.**

|                                      |             |             |
|--------------------------------------|-------------|-------------|
| Cocoa—                               | EPFESS.     | per lb.     |
| Case of 14 lbs. each                 |             | 0 35        |
| Smaller quantities                   |             | 0 37½       |
| CADBURY'S.                           |             |             |
| Frank Magor & Co., Agents.           |             | per doz.    |
| Cocoa essence, 3 oz. packages        |             | \$1 65      |
| Mexican chocolate, ¼ and ½ lb. pkgs. |             | 0 40        |
| Rock Chocolate, loose                |             | 0 40        |
| 1-lb. tins                           |             | 0 42½       |
| Nibs, 11-lb. tins                    |             | 0 35        |
| TODHUNTER, MITCHELL & CO.'S.         |             |             |
| Chocolate—                           |             | per lb.     |
| French, ¼ s.—6 and 12 lbs.           |             | 0 30        |
| Caracas, ¼ s.—6 and 12 lbs.          |             | 0 35        |
| Premium, ¼ s.—6 and 12 lbs.          |             | 0 30        |
| Sante, ¼ s.—6 and 12 lbs.            |             | 0 26        |
| Diamond, ¼ s.—6 and 12 lbs.          |             | 0 22        |
| Sticks, gross boxes, each            |             | 1 00        |
| Cocoa—                               |             | per lb.     |
| Homeopathic, ¼ s., 8 and 14 lbs.     |             | 0 30        |
| Pearl                                |             | 0 25        |
| London Pearl                         | 12 and 18 " | 0 22        |
| Rock                                 | " " "       | 0 30        |
| Bulk in boxes                        |             | 0 18        |
| Royal Cocoa Essence, packages        |             | per doz. 40 |

|                                       |  |              |
|---------------------------------------|--|--------------|
| FRY'S.                                |  |              |
| Chocolate—                            |  | per lb.      |
| Caracas, ¼ s., 6-lb. boxes            |  | 0 42         |
| Vanilla, ¼ s.                         |  | 0 42         |
| "Gold Medal" Sweet, ¼ s., 6 lb. boxes |  | 0 29         |
| Pure, unsweetened, ¼ s., 6 lb. boxes  |  | 0 42         |
| Fry's "Diamond", ¼ s., 14 lb. boxes   |  | 0 24         |
| Fry's "Monogram", ¼ s., 14 lb. boxes  |  | 0 24         |
| Cocoa—                                |  | per doz.     |
| Concentrated, ¼ s., 1 doz. in box     |  | 2 40         |
| ¼ s.                                  |  | 4 50         |
| 1 lbs.                                |  | 8 25         |
| Homeopathic, ¼ s., 14 lb. boxes       |  |              |
| ¼ lbs. 12 lb. boxes                   |  |              |
| WALTER BAKER & CO.                    |  |              |
| Cocoa, ¼ s.                           |  | 0 52         |
| Premium Chocolate, ¼ s.               |  | 0 45         |
| Webb's Cocoa Powder, ¼ s.             |  | 0 30         |
| JOHN P. MOTT & CO.'S.                 |  |              |
| R. S. McIndoe Agent, Toronto.         |  |              |
| Mott's Broma                          |  | per lb. 0 30 |
| Mott's Prepared Cocoa                 |  | 0 28         |
| Mott's Homeopathic Cocoa (¼ s.)       |  | 0 32         |
| Mott's Breakfast Cocoa (in tins)      |  | 0 40         |
| Mott's No. 1 Chocolate                |  | 0 30         |
| Mott's Breakfast Chocolate            |  | 0 28         |
| Mott's Caracas Chocolate              |  | 0 40         |
| Mott's Diamond Chocolate              |  | 0 23         |
| Mott's French-Can. Chocolate          |  | 0 18         |
| Mott's Navy or Cooking Chocolate      |  | 0 28         |
| Mott's Cocoa Nibs                     |  | 0 35         |
| Mott's Cocoa Shells                   |  | 0 05         |
| Vanilla Sticks, per gross             |  | 0 90         |
| Mott's Confectionery Chocolate        |  | 0 21         |
| Mott's Sweet Chocolate Liquors        |  | 0 19         |

|  |  |        |
|--|--|--------|
| COWAN COCOA AND CHOCOLATE CO.                                |  |        |
| Hygienic Cocoa, ¼ lb. tins, per doz.                         |  | \$3 75 |
| Cocoa Essence, ½ lb. tins, per doz.                          |  | 2 25   |
| Soluble Cocoa, No. 1 bulk, per lb.                           |  | 0 20   |
| Diamond Chocolate, 12 lb. boxes,                             |  |        |
| ¼ lb. cake, per lb.  |  | 0 25   |
| Royal Navy Chocolate, 12 lb. boxes,                          |  |        |
| ¼ lb. cake, per lb.  |  | 0 30   |
| Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb. |  | 0 35   |
| COCOANUT.  |  |        |
| STANDARD COCOANUT MILLS.                                     |  |        |
| Feather strips   |  | 18 21  |
| Cream shredded   |  | 17 20  |
| Standard   |  | 15 18  |
| Macaroon   |  | 15 17  |
| Desiccated   |  | 14 16  |
| Shavings, in packages  |  | 16 18  |
| Cream shredded, ¼ lbs.                                       |  | 28 29  |
| ½ lbs.   |  | 29     |

**CHEESE.**



|                                |          |
|--------------------------------|----------|
| MacLaren's Imperial—           | Per doz. |
| Large size jars                | \$8 25   |
| Medium size jars               | 4 50     |
| Small size jars                | 2 40     |
| Individual size jars           | 1 00     |
| Imperial Cheese Silver Holder— |          |
| Large size                     | 18 00    |
| Medium size                    | 15 00    |
| Small size                     | 12 00    |

**COFFEE.**

|                              |  |       |
|------------------------------|--|-------|
| JAMES TURNER & CO.           |  |       |
| Mecca                        |  | 0 32  |
| Damascus                     |  | 0 28  |
| Cairo                        |  | 0 20  |
| Sirdar                       |  | 0 17  |
| Old Dutch Rio                |  | 0 12½ |
| TODHUNTER, MITCHELL & CO.'S. |  |       |
| Excelsior Blend              |  | 0 32  |
| Jersey                       |  | 0 29  |
| Rajah                        |  | 0 20  |
| Old Government Java          |  | 0 28  |
| Maracaibo                    |  | 0 18  |
| West India                   |  | 0 16  |
| Rio, choice                  |  | 0 12  |

**CLOTHES PINS.**

|  |  |      |
|--|--|------|
| ROCKH BROS. & CO.                                    |  |      |
| Clothes Pins (full count), 5 gross in case, per case |  | 0 65 |
| 4 doz. packages (12 to a case)                       |  | 0 75 |
| doz. packages (12 to a case)                         |  | 1 00 |

**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   |
| Crown Brand (Greig Mfg. Co.)—                             |  |  |        |
| 1 oz. Bottle, per doz.                                    |  |  | 0 90   |
| 2 " " " "   |  |  | 1 50   |
| 2½ " " " "  |  |  | 2 00   |
| 4 " " " "   |  |  | 3 00   |
| 8 " Bottle  |  |  | 6 00   |
| 4 " Glass Stop'r  |  |  | 4 00   |
| 8 " " " "   |  |  | 6 00   |

**P. G. FLAVORING EXTRACTS**

|                           |        |
|---------------------------|--------|
| 8 oz. Glass Stopper bott. | \$6 00 |
| 4 oz. " "                 | 4 00   |
| 8 oz. Plain bottles       | 5 00   |
| 4 oz. " "                 | 3 00   |
| 2½ oz. Cabinet bottles    | 2 00   |
| 2 oz. Bottles             | 1 50   |
| 1 oz. " "                 | 1 20   |
| Per gallon                | 7 00   |
| Per pound                 | 1 00   |

**FOOD.**

|                               |  |               |
|-------------------------------|--|---------------|
| ROBINSON'S BARLEY AND GROATS. |  |               |
| Patent Barley, ½ lb. tins     |  | per doz. 1 25 |
| " " 1 lb. tins                |  | 2 25          |
| " " ½ lb. tins                |  | 1 25          |
| " " 1 lb. tins                |  | 2 25          |

**DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.**

|  |      |
|--|------|
| 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. cases | 1 20 |
| CANADA MFG. CO.                                      |      |
| "Star" Self-Raising Flour, 3-lb. pkgs                | 1 00 |
| " " 6-lb. " "  | 1 50 |
| Flexman " 3-lb. " "                                  | 1 00 |
| " " 6-lb. " "  | 1 50 |

**GELATINES.**

|                   |  |    |
|-------------------|--|----|
| COX'S.            |  |    |
| 4's or quart size |  | 10 |
| or 2 quart size   |  | 20 |

**RECKITT'S Blue and Black Lead** { ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

**E. T. STURDEE**  
 Mercantile Broker,  
 Manufacturers' Agent,  
 T. JOHN, N.E. Etc., Etc.  
 Wholesale trade only.

**"Daisy Fruit"**

is a great seller. It is a good Fruit Biscuit at a low price. You should have a barrel at least. Samples and prices on application.

**THE HOME CAKE CO.**  
 GUELPH, ONT.



**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 out; every wholesale house carries all sizes of packages.

**JOHN DWIGHT & CO.**  
 TORONTO AND MONTREAL.

**PAILS** "suitable for"

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.

Sole Agents:  
**BOECKH BROS. & COMPANY**  
 Toronto, Ont.

**WHEAT MARROW**

SATISFYING FULLY, RECUPERATING QUICKLY,  
 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.

**MONSOON**

INDO-CEYLON TEA.

Package teas have practically made the selling of all black tea in bulk, a thing of the past.

There must be a reason for all this, and that reason is that the public are so much better served by the packet, and the grocer has finally seen that handling the packet pays him better: Because there is no loss in weight; he does not have to carry a large stock; there is no possibility of it going off like the bulk, and many other reasons.

At the same time there are packets and packets.

Monsoon is the one to please your customers, and enable you to hold your trade.

**THE MONSOON TEA CO.**  
 Toronto and Montreal.

**MONSOON**

INDO-CEYLON TEA.

per doz

|                 |        |
|-----------------|--------|
| lots, 2 1/2 oz. | \$2 00 |
| 1 oz. bottles   | 0 75   |
| s. 2 oz. bot.   | 1 25   |
| Co.—            |        |
| le, per doz.    | 0 90   |
| " " "           | 1 50   |
| " " "           | 2 00   |
| " " "           | 3 00   |
| le " "          | 6 00   |
| s Stop'r " "    | 4 00   |
| " " "           | 6 00   |

RING EXTRACTS

|             |        |
|-------------|--------|
| opper bott. | \$6 00 |
| " " "       | 4 00   |
| stiles      | 5 00   |
| " " "       | 3 00   |
| t bottles   | 2 00   |
| " " "       | 1 50   |
| " " "       | 1 20   |
| " " "       | 7 00   |
| " " "       | 1 00   |

AND GROATS

|          |      |
|----------|------|
| per doz. | 1 25 |
| " " "    | 2 25 |
| " " "    | 1 25 |
| " " "    | 2 25 |

ENIO SELF-RISING

|             |      |
|-------------|------|
| per doz.    | 1 20 |
| 1 doz. case | 1 20 |
| 1 case      | 1 20 |
| 1 doz case  | 1 20 |
| 3 doz. case | 1 20 |
| 2 lb. pack  | 1 20 |
| g. co.      |      |
| 3-lb. pkgs  | 1 20 |
| 6-lb. " "   | 2 50 |
| 3-lb. " "   | 1 50 |
| 6-lb. " "   | 3 00 |

NES.

|    |  |
|----|--|
| 10 |  |
| 20 |  |

**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.

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YOUR  
 SATISFACTION

INDURATED FIBRE WARE.

Table listing various fibre ware items such as Star Standard, Milk, Round-bottomed fire pail, Tubs, Fibre Butter Tubs, Nests of 3, Keelers, Milk Pans, Wash Basins, Handy Dish, Water Closet Tanks, Dish Pan, Barrel Covers, and Railroad or Factory Pails.

JAMS AND JELLIES.

Table listing various jams and jellies including Orange Marmalade, Clear Jelly Marmalade, Strawberry W. F. Jam, Raspberry, Apricot, Black Currant, Other Jams, and Red Currant Jelly.



Table listing P. G. Jelly Powder and P. G. Icings, including Raspberry, Strawberry, Orange, and Chocolate varieties.

Table listing T. Upton & Co. products including 1-lb. glass jars, 5-lb. tin pails, 7-lb. wood pails, 14-lb. wood pails, and 30-lb. pails.

LICORICE.

Table listing various licorice products including 5-lb. boxes, Ringed 5 lb. boxes, Acme Pellets, and Purity Licorice.

MINCE MEAT.

Table listing mince meat products including Wethey's Condensed and Nicholson's.

MUSTARD.

Table listing various mustard products including D. S. F., In Jars, F. D., and French Mustard.

Table listing Crown Brand (Greig Mfg. Co.) products including Pony size, Small Med., Medium, Large, and Spoon.

Table listing The F. F. Dalley Co. products including Dalley's Mustard, Dalley's Superfine Durham Mustard, Jersey Butter Color, Celery Salt, and Curry Powder.

ORANGE MARMALADE.

Table listing orange marmalade products including 1-lb. glass jars, Silver Pan, and Silver in case.

PICKLES---STEPHENS'

Table listing various pickle products including Patent stoppers and Corked.

SODA.-C BRAND



Case of 1 lb. (containing 60 pkgs.), per box, \$3.00. Case of 1/2 lb. (containing 120 pkgs.), per box, \$3.00.

SOAP.

John Taylor & Co. Eclipse (Twin-bar), per box, \$4.00. Freight prepaid 5 box lots. Special discount for larger quantities.



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.



1 box and less than 5 boxes and upward, 4 00. Freight prepaid on 5 box lots.



Maypole Soap, colors black, 5 boxes and upward, \$4.00. Maypole Soap, \$4.50 per gross, \$10.20. Ortol Soap, per gross, \$10.20.

Gloriola Soap, per gross, 12 00. Straw Hat Polish, per gross, 10 20.

STARCH.

Table listing various starch products including Laundry Starches, Canada Laundry, Silver Gloss, Edwards' Silver Gloss, Benson's Satin, Benson's Enamel, Culinary Starch, and Rice Starch.

THE F. F. DALLEY CO. Boston-Laundry, 40 pkgs. to box, per package, 0 07 1/2. Culinary-Toledo Corn Starch, 40 pkgs. to box, per lb. 6 1/2 c.



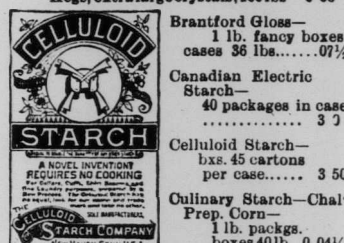
KINGSFORD'S OSWEGO STARCH.



SILVER (40-lb. boxes, 1-lb. pkgs., 0 08. GLOSS (6-lb. boxes, sliding covers (12-lb. boxes each crate) 0 08 1/2. PURE (40-lb. boxes 1-lb. pack, 0 07. 48-lb. 16 3-lb. boxes, 0 07. For puddings, custards, etc. OSWEGO 40-lb. boxes, 1-lb. CORN STARCH, packages, 0 07 1/2.

ONTARIO 38-lb. to 45-lb. boxes, STARCH 6 bundles, 0 06. STARCH Silver Gloss, 0 7 1/2. BARRELS Pure, 0 6 1/2.

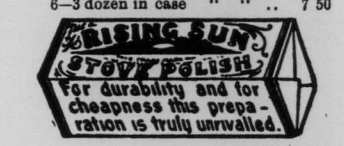
THE BRANTFORD STARCH CO., LTD. Laundry Starches, Canada Laundry, Acme Gloss, Finest Quality White Laundry, 3 lb. canisters, 4 lb. canisters, Bbls., Kegs., Lily White Gloss, 1 lb. fancy cartons, 6 lb. trunk, 8 in case, 6 lb. trunk, lock and key, 8 in case, 6 lb. enamelled tin, 8 in case, Kegs, extra large crystals, 100 lbs.



Brantford Gloss-1 lb. fancy boxes cases 36 lbs., 07 1/2. Canadian Electric Starch-40 packages in case, 3 7. Celluloid Starch-bxs. 45 cartons per case, 3 50. Culinary Starch-Chal. Prep. Corn-1 lb. pkgs., boxes 40 lb., 0 04 1/2. No. 1 Pure Prepared Corn-1 lb. pkgs., boxes 40 lbs., 0 06.



No. 4-3 dozen in case (net cash), \$4 50. 6-3 dozen in case, 7 50.



Rising Sun, 6-oz. cakes, 1/2-gross bxs., \$8 50. Rising Sun, 3-oz. cakes, gross bxs., 4 50. Sun Paste, 10c. size, 1/4 gross boxes, 10 00. Sun Paste, 5c. size, 1/4 gross boxes, 5 00.



Tiger Stove Polish, 1/4 gross boxes, large, per gross, \$7.20; small, per gross, \$4.50.

Stovepipe Varnish, 4 oz. bottles, 1 00. Empire, (slide box), 1 25. Boston Brunswick Black, 8 oz. bot's., 1 75.



SILVERINE. No. 4 5c. size, 2 00. No. 5 5c. size, 2 00. No. 6 5c. size, 2 00.

TEAS

Table listing various tea products including SALADA CEYLON TEA, Brown Label, Green Label, Blue Label, Red Label, and Gold Label.



Cases, each 60 1-lb., 0 35. 60 1/2-lb., 0 35. 120 1/2-lb., 0 35.



Ceylon Tea, in 1-lb. and 1/2-lb. lead package black or mixed, 0 19. Black Label, 1-lb., retail at 25c., 0 20. Blue Label, retail at 30c., 0 22. Green Label, 40c., 0 28. Red Label, 50c., 0 35. Orange Label, retail at 60c., 0 42. Cold Label, 80c., 0 55. Terms, 3 per cent. off 30 days.

CROWN BRAND. (Ceylon in lead packages) Wholesale Retail. Red Label, 1-lb. and 1/2-lb., 0 35. Blue Label, 1-lb. and 1/2-lb., 0 38. Green Label, 1-lb., 0 18. Green Label, 1/2-lb., 0 19. Japan 1's, 0 19.



Blue Label, 1's, 0 18 1/2. Blue Label, 1/2's, 0 19. Orange Label, 1's and 1/2's, 0 21. Brown Label, 1's and 1/2's, 0 25. Green Label, 1's and 1/2's, 0 30. Red Label, 1/2's, 0 35.

TOBACCOES. EMPIRE TOBACCO CO. Sun King-Empire, 3's, 4's and 9's, 0 36. Royal Oak, 2 x 3, Solace, 8s., 0 52. Something Good, rough and ready, 7s Louise, 2 x 3, 14s., 0 54. Chewing Currency 1 3/4 oz. bars, spaced 9s. (10% to the lb.), 0 39. Patriot, 2 x 6, Navy 5s., 0 41. Old Fox, Narrow 12s., 0 41. Free Trade, 8s., 0 41. Snowshoe, 10 1/2 oz. bars, spaced 8s. (12 to the lb.), 0 44. Snowshoe, pound bars, spaced 8s., 0 44.

WOOL SOAP. SWIFT & CO., CHICAGO. Wool soap, 100 10-oz. bars to box, \$7 75. Wool soap, 100 6-oz. bars to box, 4 75.

WOODENWARE.

Table listing various woodenware products including Washboards, Matches, Telegraph, Telephone, Tiger, Empire, Safety, Parlor, Victoria, Little Comet, and Flamers.

BOECKH BROS. & COMPANY. Washboards, Leader Globe, Improved Globe, Standard Globe, Solid Back Globe, Jubilee (perforated), Crown, F.O.B. Toronto. Matches, Kodak, per case (10 gross in case), 8.

THE CANADIAN GROCER

THE MOST NUTRITIOUS COCOA.

**EPPS'S**

GRATEFUL  
COMFORTING

**COCOA**

In labelled tins.

SPECIAL AGENTS 14 lb. Boxes.

For the entire Dominion, **G. E. COLSON & SON,**  
Montreal. In Nova Scotia, E. S. Adams, Halifax.  
In Manitoba Buchanan & Gordon, Winnipeg.

**Refrigerators**

BUY  
**EUREKA**

it is the best.

WHY?

1st. 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 can be obtained in catalogue which is free.

Address,

**Eureka Refrigerator Co.**

This cut represents No. 12.

54 Noble St., Toronto

...The  
**Special Number**  
of...  
...The  
**Canadian Grocer**

will be out, sharp on time, Friday, Oct. 20. Last day for receiving copy for change of advertisements, or for new advertising, Saturday, Oct. 14. If any of our advertisers or subscribers has a friend who would be interested in seeing a copy of this splendid number, we will be pleased to send one on receipt of name and address.

**The MacLean Publishing Co., Limited** MONTREAL and TORONTO

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

**COX'S GELATINE** Always Trustworthy  
ESTABLISHED 1795.

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**D. MASSON & CO.,** Montreal.  
**ARTHUR F. TIPPET & CO.,**  
Toronto, St. John, N.B., and Montreal.

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Reserve Fund.....1,500,000

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**GRIMBLE'S** English Malt  
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Lawn  
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Children's Delight, Satisfying to all, Perfectly Safe, Very Strong, Most Restful and Invigorating.

ORDER NOW.

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HAMILTON, ONT.

McLAREN'S



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

TEAS  
MALADA CEYLON.  
Wholesale. Retail  
..... 0 20 25  
..... 0 21 25  
..... 0 22 30  
..... 0 30 40  
..... 0 36 50  
..... 0 44 50  
net.  
packages.  
  
LAL'S  
PURE  
AN TEA  
ABSOLUTELY PURE  
TURED ON THE  
OR INDIA.  
..... 0 35  
..... 0 35  
..... 0 36  
  
A  
TEA  
  
1/2-lb lead package  
red.  
at 25c..... 0 19  
..... 0 20  
..... 0 22  
..... 0 28  
..... 0 35  
..... 0 42  
off 30 days.  
0 55  
AND.  
packages  
Wholesale Retail  
... 0 35 0 50  
... 0 28 0 40  
... 0 18 0 25  
... 0 19 0 25  
... 0 19 0 25  
  
ELLA CEYLON, 1 lb  
AND 1/2'S PKGS.  
..... 0 18 1/2 0 25  
..... 0 19 0 25  
..... 0 21 0 30  
..... 0 28 0 40  
..... 0 30 0 40  
..... 0 35 0 50  
..... 0 40 0 60  
  
COS.  
COO CO.  
..... 0 36  
..... 0 52  
nd ready, 7s 0 53  
..... 0 54  
  
spaced 9s,  
..... 0 39  
..... 0 41  
..... 0 44  
spaced 8s,  
..... 0 44  
aced 6s..... 0 44  
  
DAP.  
CHICAGO.  
to box..... \$7 75  
to box .... 4 75  
  
WARE.  
ODY CO. per doz  
..... 1 40  
..... 1 60  
..... 1 70  
..... 1 80  
..... 1 90  
he..... 1 70  
lobe..... 1 80  
lex..... 2 00  
5-Case Single  
Lots. Case  
..... \$3 40 \$5 70  
..... 3 30 3 30  
..... 3 20 3 40  
..... 3 50 3 70  
..... 2 25 2 50  
..... 2 75 2 80  
..... 1 30 1 40  
..... 1 50 1 60  
..... 2 50 2 60  
..... 2 00 2 20  
..... 2 25 2 40  
..... 3 20 3 40  
  
MPANY. Per doz  
be..... 1 40  
lobe..... 1 60  
lobe..... 1 80  
lobe..... 1 90  
rforated)..... 2 00  
onto..... 2 20  
ase (10 gross 0 8

# Specials for Fall Trade

New Patterns in . . .  
**DINNER WARE**

New Patterns in . . .  
**TOILET WARE**

New Patterns in . . .  
**CHINA TEA SETS**

JARDINIÈRES, BERRY SETS  
GERMAN CHINA FANCY GOODS  
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TORONTO

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SURE  
ENOUGH

Only about  
two months and  
a half more until  
Christmas--none  
too early to think  
about the wants

of your customers for the holiday season. Every-  
one has mince meat for Xmas, and, of course,  
want the best. Wethey's fills the bill every time.

ORDER NOW.

## J. H. WETHEY,

Sole Manufacturer,

ST. CATHARINES.

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PICKLES, SAUCES, MALT VINEGAR  
JAMS and CONDIMENTS  
KIPPERED HERRINGS in Tomato or Shrimp Sauce.

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