

THE CANADIAN GROCER

VOL. XI

TORONTO AND MONTREAL, OCTOBER 22, 1897.

No. 43

QUALITY..

When a salesman talks price to you

Ask him about QUALITY

When he talks quantity . . .

Ask him about QUALITY

When he talks merit to you . . .

Ask him about QUALITY

That's the

STRONG POINT

in

Colman's Mustard

More Cobble-stones



SEE YOU GET THE GENUINE.

than diamonds in the world. There are many cheeses, but only one perfect one. That perfect one is

MacLaren's "IMPERIAL,"

and is so well known, not only in Canada but in foreign parts, that it is sought for by dealers all over the world.

Our Package and Holder are being IMITATED as closely as possible, within the limits of the law.

Our Trade Mark cannot be Imitated.

A. F. MacLAREN & CO. - Toronto, Canada

Pressed Beef...



This is just the thing for your fall trade. Like all other goods of the **White Label** brand, it is made from carefully selected stock and is guaranteed to keep in any climate.

All our cans are soldered on the outside without the use of acids, thereby doing away with all criticism as to their formation.

Agents:

J. L. Watt & Scott, Toronto.

Watt, Scott & Goodacre, Montreal.

George De Forest & Sons, St. John, N.B.

Or
ARMOUR PACKING CO. - Kansas City
U. S. A.

ANTOINE SOLARI'S



SULTANAS

ANTOINE SOLARI'S



FIGS

Antoine Solari

HEAD OFFICES:

GRAND VEZIR HAN,

SMYRNA

Importer and Exporter of

**DRIED FRUIT, SMYRNA FIGS
and SULTANA RAISINS.**

All orders executed at lowest prices.

Agent for Toronto:

E. FIELDING

34 Yonge Street,

TORONTO

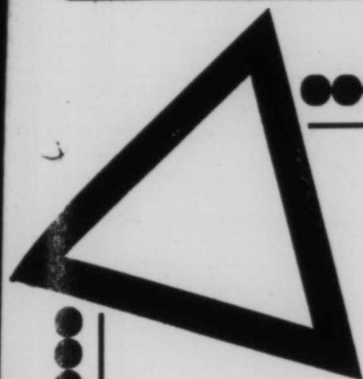
PUREST AND BEST

WINDSOR SALT

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

THE

WINDSOR SALT CO. Limited, Windsor, Ont.



An Entering Wedge

for more
business — the wedge of high quality. Three sharp points for success — three sharp suggestions follow.

Bi-Carb. Soda

matchless in the evenness of the grade and its great strength.

98 ⁵⁰/₁₀₀ pure Bi-Carbonate of Soda. Made by the United Alkali Company of Great Britain. Absolutely

"Hand in Hand Brand"

Cocoas Chocolates

Diamond Chocolate. Household necessities—household economizers. Pure beyond question.

200 medals and awards for superiority over all other makes. Concentrated Cocoa—

Fry's

Macaroni

Russian wheat. Delicate — tender — best, because no other is quite so good. The highest quality bears this name, "P. Codou," on the package.

The genuine—made in Marseilles, and made only from

Codou's

Sold by the leading wholesalers.

Agents :

A. P. Tippet & Co.
Montreal and Toronto.

F. H. Tippet & Co.
St. John.

FRUIT VINEGAR

I have pure Fruit Vinegar five years old, of choice quality, at a right price. Only a limited quantity of this age left. Place your order before it is all closed out. Write for samples and price. . .

R. J. GRAHAM

BELLEVILLE, ONT.

BOOKS FOR THE RETAILER

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

Pitfalls of the Dry Goods Trade

Three pithy papers dealing with Credits, Honesty, Clerks, Expenses, Over-buying, Profit, Capital, etc., etc.

Buying, Selling and Handling of Teas

Three valuable articles full of ideas and suggestions for grocery men.

Causes of Failure in the Hardware Trade

and how avoided. Three comprehensive prize essays reprinted from **HARDWARE AND METAL**.

Necessary Books for a Retailer

By a practical accountant. This treatise deals with systems of bookkeeping and checking calculated to reduce mistakes and omissions, etc., etc., to a minimum. A most useful book for any retailer.

Any one of the above mailed for . . . **10 cents**

New Customs Tariff

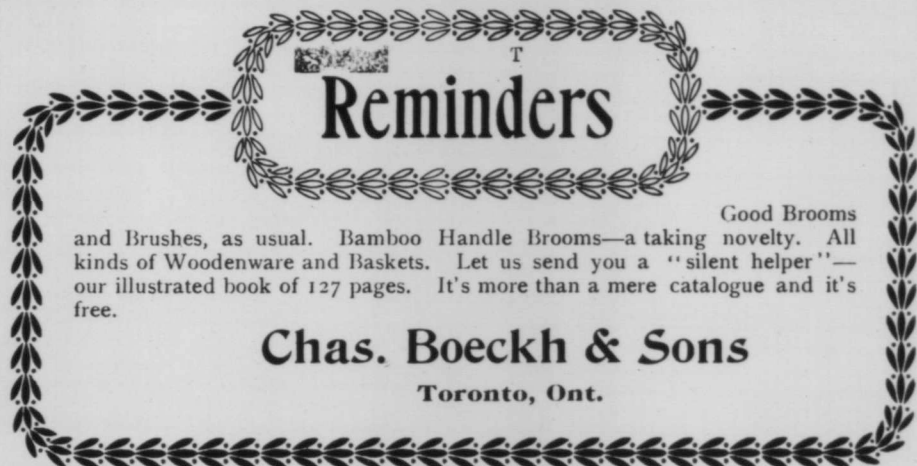
Alphabetically arranged and revised and corrected from the official copy as assented to by the Governor General, June, 29, 1897, including the old Tariff by way of comparison. Also comparative rates of the Dingley and Wilson (United States) Tariffs. **15 cents.**

Credits, Collections and their Management

a most complete and comprehensive work of great importance to any business man. — **\$1.50.**

Address:

The MacLean Publishing Co. Limited
TORONTO and MONTREAL



Reminders

and Brushes, as usual. Bamboo Handle Brooms—a taking novelty. All kinds of Woodenware and Baskets. Let us send you a "silent helper"—our illustrated book of 127 pages. It's more than a mere catalogue and it's free.

Chas. Boeckh & Sons
Toronto, Ont.

DISTINGUISHED....

from other brands by its **purity and excellence.**

RICE'S PURE SALT

"THE SALT OF THE EARTH."

Every package guaranteed to give highest satisfaction.

SOLE MANUFACTURERS

The NORTH AMERICAN CHEMICAL CO. Limited
GODERICH, ONT.

BOSTON LAUNDRY STARCH

Made expressly for private family laundry work.

This Starch gives the linen that much-sought-for polish which laundrymen call the domestic finish, which is more refined looking than the Chinese glass finish which most of the laundries give, by using steel polishers.

Try a sample case, and you will be pleased with the results. Forty packages in a case.

SOLD BY

THE F. F. DALLEY CO. Limited

Hamilton, Can.



“To gild refined gold,

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

ARE YOU SUPPLIED WITH 5 CASE LOTS?

The E. B. Eddy Company, Limited

HULL, QUE.

61 Latour St - - - MONTREAL
38 Front St. West - - - TORONTO

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



Japan Teas

of A 1 Quality are Scarce.

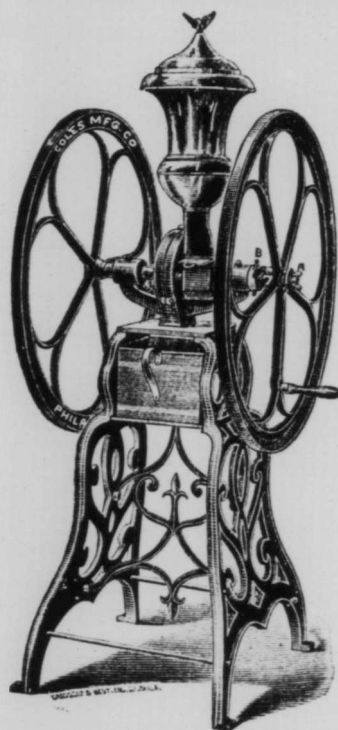
The market is high, and, from present indications, will be higher. We bought at an advantageous time and have a wide range of choice, early picked teas. Just the right kind of style and draw to make trade and profit for you.

To Retail at 25 and 40c.

We offer lines that it will be difficult to match. You are judge of your own requirements. Drop us a card for samples, we will leave the result with you.



W. H. Gillard & Co. Wholesalers Only **Hamilton**



Grocers!

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

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

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

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

Coles Manufacturing Co.
PHILADELPHIA, PENN'A.

Notice...

The fire at our Broom Factory on 4th inst., having totally destroyed our stock of Brooms and Whisks, will delay the execution of orders from four to six weeks. We would respectfully ask such of our customers who cannot wait that length of time to order as **lightly as possible** in the meantime. Every effort is being made to have **new machinery** in operation at the earliest possible moment, and as the **equipment** of the factory will be the **most modern** that can be procured, we will shortly be in a better position than ever to meet the requirements of the trade. Outside of **Brooms and Whisks** the fire has **not interfered** in the slightest with the various other branches of our business.

The H. A. Nelson & Sons Co.
Limited
MONTREAL AND TORONTO

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

THE CANADIAN GROCER

Vol. XI. (Published Weekly)

TORONTO AND MONTREAL, OCTOBER 22, 1897

(\$2.00 per Year) No. 43

YOUR OVERDUE ACCOUNT.

THE following from the pages of The International Confectioner, of Chicago, is applicable also to Canada. You may have been one of that unhappy number of dealers who, on the first day of the current month, received a statement from some manufacturer or jobber with a foot-note remarking that "\$— of your account is overdue—please remit." This importuning for a remittance may have varied from this form; it may have been less politely worded; it may have been importuned in some more urgent tone; but at any rate you were reminded that some of your bills were overdue, and your creditor desired your prompt attention to the fact.

What did you do about it? What are you going to do about it? It is probably a more momentous epoch in your business career than you have regarded it.

Following up the questions it thus opened out, The Keystone proceeds as follows: We will not here discuss the question of loss in your not availing yourself of the advantages of the cash discount, even if you would have been compelled to make a loan for the purpose of discounting the bill; we will not debate that business proposition herein—for it may be the bill was net, without any cash discount, payable at a specified time. For the purposes of our argument, and to simplify the question—to remove all extraneous propositions—we will assume that the bill was "net," subject to no discount for prompt payment, and payable at a time stated on the bill. What, then, should have been your programme?

In the first place you should not have given the creditor the opportunity to remind you that the bill was overdue. When you found that the bill was overdue, when you found that the date of the maturity of the bill was near at hand, and you were unprovided with funds to meet it, you should

have notified the creditor of the doubtful prospect, with such explanation of your circumstances as might extenuate your failure to conform to the terms on the bill—whether the reasons given are dull trade, poor collections, unexpected expense, or whatever they may be. You should state the facts honestly, so that the creditor could determine for himself whether the extenuating circumstances which you relate are of a character to cause him to revise his former estimate of the "credit risk" in your case; and you should tell him before the bill is due that you would be unable to meet it promptly, so that he might have time to make other provision to meet his own payments, in case he had been depending upon your payment to meet his own outstandings. Again, he is entitled to your explanation and apology, because it is fair to assume that the terms given you are the best he can afford; consequently, if the bill is not paid when due, he is the loser, in the accrued interest on the amount of the bill, for every day that payment is deferred after its maturity. He is deprived of that fractional part of the legitimate profit contemplated at the time of the sale. You unsettle his forecasts and estimates; you disturb his plan. The explanation and apology are the least you can offer in restitution.

So far, as to your duty to your creditor: what is your duty to yourself?

As to your own interests in the matter, there is no ground for debate. It is perfectly reasonable to assume that if the creditor has cause of complaint against you for failure in your duty to him, he will be influenced by that grievance in his subsequent transactions with you. Your credit with him has suffered a permanent impairment—slight, maybe, but none the less real, and subject to the constant menace of further impairment from the corroborating

testimony for which he will now make inquiry among your other creditors. You do not know how cordially and constantly these manufacturers and jobbers exchange their experiences relating to you—how, whatever the keenness of their trade rivalries, they broadly recognize the value of confidential comparison of their "credit risks." Jones cannot be "slow" with a New York house and Chicago not be soon aware of it; or be doubtful in Boston and secure in Philadelphia or St. Louis; or be suspected in Cincinnati and respected in Attleboro. The science of credit is being more nearly perfected daily.

You may be one of those careless merchants who have abundant means and feel that your actual credit cannot be seriously impaired by "slowness." Very well—but you will suffer by your "slowness" in other ways, all the same. You will not get the "close" prices which the man who pays promptly, or on the exact date specified, will secure; you will not get the "scarce" items in the time of shortages of goods in the market; you will pay the tax on the extra time, which the creditor assumes you will take as usual, in some form or other; you will cheat yourself with the confident belief that you are on the "ground floor" of prices, but you do not occupy that comfortable abiding place. He only gets the best who gives the best in exchange. "Net profit" is the gauge of ultimate liberality on the part of creditors, the world over.

What are you going to do about your overdue account? Ignore it, until the creditor reminds you of it a second time? Let it go until he draws on you for the amount? Refuse the draft, "roast" the creditor in an impertinent letter, and finally pay with reluctance after he has threatened suit! You must do better for him—you must do far better for yourself.

Your duty to him requires, and your self-

FIGS

IN STORE

Extra Choice "5 Star" Eleme.
 " " "4 Star" "
 " " "3 Star" "
 "Glove Box" 1 lb. "
 "Choice" 14 oz. "
 Taps of Finest Comadre

WRITE US.

THE DAVIDSON & HAY, LIMITED Wholesale Grocers Toronto

interest should suggest, this better way: Write him in advance of the maturity of the bill that you regret you will be unable to meet it in full—or in part; offer to pay the interest (to which he is of right entitled) from its maturity until (name a date) when you can meet it; offer to give a note, if he can use it; and wait in confident expectation of a considerate reply. Do this only after you have strained every possible effort to raise the money; make any reasonable sacrifice to provide means of payment; do the very best you can, before you decide that the payment must be deferred.

Above all things, do not be induced to divert the cash which you have accumulated toward the payment of the bill to a "spot cash" purchase from another house. Forego the advantages of the cash purchase, unless you have obtained his consent to an extension, after relating the circumstances. Thus will you square your business conscience, and thus only can you hope to be true to a right sense of duty.

A HINT FOR STOREKEEPERS.

A lesson which many a small storekeeper may learn to his advantage is that within the limits of his resources the same system and methods which prevail in the large store should be used by him. His window may be small and old-fashioned, but it should be as carefully trimmed as though it were of plate glass and larger than the front of his store. His stock may be limited and cheap, but for these very reasons unusual effort to arrange it tastefully should be made. He doesn't have a thousand dollars a day for advertising, nor a specialist to write his ads.; therefore, he should be all the more careful to make what little he does spend for publicity go just as far and be just as effective as possible. The very reasons which are oftenest urged by small dealers in excuse for their lack of intelligent and progressive methods are those which most convincingly prove the necessity of such methods.—Trade Magazine.

ATLANTIC COAST FISHERIES.

The fishing season on the American coast is very near its close and even under the most favorable conditions it can last but a few weeks longer; most of the vessels have already hauled up, as they have been meeting with such little success that it has not paid them to remain out. The catch to date by the New England fleet has been less than 9,000 bbls., while up to the same date last year it was 52,000 bbls. This year's record is said to be the smallest ever known. The receipts from Canadian points the past week have shown a marked falling off from the previous week, and advices from that section state that the catch has stopped and that practically all the mackerel that have been cured have come forward. The catch in Ireland continues light as compared with the last few years and the price of the raw fish has advanced, owing to the continued large demand for fresh fish in Ireland. Philadelphia has been the most favored port this fall as to the receipts of Irish mackerel, more having arrived there than at all the other ports of entry combined. The market being so bare of mackerel of No. 2 size, the receipts from Ireland have been promptly cleaned up on arrival of each steamer. There has been no accumulation of stock so far, and as the arrivals will probably not be in excess of the demand, a firm market is looked for in the future.—N. Y. Journal of Commerce.

GROWERS HOLD THE KEY.

In reviewing the raisin situation on the Coast The California Fruit Grower of Oct. 9th says: "Growers hold the key to the situation and are taking care of the raisins and the market as best they can. The packing houses are being operated in a limited way on early orders and a few sweatbox goods are being purchased at 3 to 3½c. to fill the few orders that are coming to hand. Growers generally are holding for 3½c. in the sweatbox, although a few

sales are reported on the basis of 3, 4¼ and 5c. for two, three and four crown, in 50-pound boxes, respectively. It is claimed that these prices simply cover packing charges for 3¼c. sweatbox goods. The low-priced raisins sold early in the season are being distributed and answer nicely the purpose of demoralizing the market. Growers are evidently determined to prevent it possible the market from going lower, and at a meeting held in Fresno on Saturday last they very generally agreed to a plan of stemming and packing their loose raisins in 50-pound boxes, placing them in warehouses and accepting a loan from the local banks of 2, 2½ and 3c. per pound on two, three and four crown goods respectively. Packers are carrying a few raisins for which they paid 3¼ to 3½c. in the sweatbox, and they are evidently waiting for the trade to take hold."

A NOVEL DEPARTURE.

A credit bureau of a somewhat novel character has been established in Chicago, according to one of the papers there. It has been started "for the benefit of people of small means who desire to open an account at the department stores, where they can find everything of use in housekeeping or for clothing themselves. Of course, this bureau is not open to people who cannot give ample security in the way of names or reference, and even have the indorsement of some person of known credit, but, their credit once established, they can go to any store and buy anything they fancy, and have it all kept in one combination account at the bureau. Many people might perhaps have an account with one store, if it was a small one, but to be able to buy at any store on credit gives them the benefit of all the bargain sales, which is an object to everybody." The bureau obtains its patrons by advertising for them in the following fashion:

WANTED—Names of responsible people who would like to open an account in the department stores.
 WANTED—Clients who are working on a salary and would like to buy on credit or borrow any sum of money on short time.
 WANTED—Honest people to buy goods on weekly installments.

Quick Shipment

is a necessity in business to-day. We are the "QUICK SHIPPERS"—
Try us. We are hearing from dozens of merchants every day.
 Let us hear from you if you wish to compete.

LUCAS, STEELE & BRISTOL
Wholesale Grocers, HAMILTON

If you want something

that will make money and customers for you, buy only our
 Coffees, imported and blended under our personal supervision.

**THE MECCA
 DAMASCUS
 CAIRO BLENDS**

Put up in Barrels, Half Barrels, 100-lb., 50-lb. and 2-lb. tins.

JAMES TURNER & CO. - HAMILTON

A Sample Order

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

5 CASES

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

New Goods Now in Store

SALMON { Horseshoe Brand
Mayflower " " " " " "
Harlock " " " " " "

VALENCIA RAISINS { ARGUIMBAU'S
Fine Off-Stalk and Selected.

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

THOS. KINNEAR & CO.

WHOLESALE GROCERS
49 FRONT STREET EAST

TORONTO

CANADIAN FRUIT IN LONDON.

A CABLE despatch to The Toronto Globe, under date of October 18, says:

"The shipments of Canadian fruit sent by refrigerator service, while arriving here in fair shape, have not been delivered so far in that state of excellence that is to be desired, although fair sales have been made and there is an eager curiosity on the part of buyers to see just what manner of table fruit Canada can send here.

"On the arrival of the great shipment at Bristol, Mr. W. T. Crandall, agent of the Canadian Department of Agriculture, was on hand to receive it, and by the courtesy of the Bristol and the railway officials secured speedy transit to London, where the day after arrival at Bristol the cargo was disposed of by auction at Covent Garden at fair prices.

"The condition of this cargo was not such as had been expected, however, the fruit being a little over-ripe. Mr. Crandall, who is wonderfully in earnest, set to work to discover what there was lacking in the Canadian methods of packing and shipping which made this undesirable result possible, when California fruit, which had travelled by rail seven days before the ocean voyage, had been delivered at Covent Garden in excellent shape.

"It was found that in the first place the Canadian packages, while handsome and attractive, lacked sufficient ventilation. In addition they were too heavy, which induced careless handling on account of the weight, thus jolting the fruit, and were also unnecessarily expensive. In packing in the refrigerator compartments they were put in solidly, and each compartment filled to its utmost capacity, in some cases even butter, etc., being put into the same compartment as the fruit, when there was not enough fruit to fill it. Then again, by the records kept it was found that the temperature of the refrigerator compartments had

not been kept at an even degree during the voyage, and in some cases not nearly low enough, the original temperature having been raised considerably by the heat in the packages of fruit as they were packed on board ship.

"It was found that, in packing the California fruits at New York, between the crates of fruit and the walls cleats were placed to give free air space all around, and that between the crates also on all sides these cleats were placed, thus giving free circulation around each crate. The compartments were not filled to their utmost capacity either, and so upon arrival the California fruit was in the best of condition, although naturally it has not the keeping qualities of the Canadian fruit.

"After thorough investigation, Mr. Crandall reported the result of his discoveries to Prof. Robertson in Canada, and no doubt changes will be made at once in the methods of packing, both in the crates themselves and in the system on which the refrigerator compartments are filled. It is naturally hard to arrive at exactly the proper methods of handling this new and much hoped for trade, but with the thoroughness and perseverance the Canadian officials are showing the shippers may be certain that their trade here will very soon be established firmly, with a pleasing tendency to grow."

A GROCER FINED.

The Sherbrooke Gazette says: "Hilaire Pineault, who keeps a corner-grocery in the south end of the city, was up before Judge Mulvena on Tuesday, on a charge of infringing the Quebec License Act by keeping intoxicating liquor at his place of business. The beverage complained of was that commonly known as hop bitter ale, and advertised as non-intoxicating. The case occupied upwards of two days, principally consumed in the cross-examination of the analyst, who proved that the beverage contained 3¼ per cent. of alcohol. A fine of \$50 or thirty days was imposed."

THE CURRANT RETENTION LAW.

A despatch has been received with reference to the law, passed in 1895, and renewed in 1896, authorizing the retention of 15 per cent. of the currant crop. The amount retained was handed to the Government in lieu of taxation, and after having been so treated as to make it unfit for eating, was to be sold for distilling or similar purposes. This year the passing of a similar law has been demanded by currant-growers. As, however, the Chamber is not sitting, and a measure of this kind cannot be imposed by royal decree, the Minister of Finance, in order to meet the wishes of growers, has issued a circular dated the 10th-22nd August to the Custom-house authorities, by which they are instructed not to permit the export of currants unless the exporter deposits, in cash, a sum equivalent to 15 per cent. of the value of the amount exported; the value of the currants being calculated to 150 ds. (£3 9s. 9d.) per 1,000 lbs. When the Chamber meets and the Bill of Retention has been voted, the exporters will be entitled, within 30 days from the passing of the law, to withdraw their cash deposit, giving, instead, currants to the requisite amount. If not withdrawn within 30 days the exporter will be liable to the Treasury for the difference between the conventional price of 150 ds. per 1,000 lbs and the highest price at which the currants sold between the 28th August and the day on which the 30 days' delay expires. It is worth noting that the law of 1895 calculated the price of currants at 90 ds. (£2 1s. 3d.) per 1,000 lbs., whereas the present circular calculates it at 150 ds. (£3 9s. 9d.).—Imperial Institute Journal.

JAMAICA ORANGES.

The crop of Jamaica oranges is several weeks later than usual, but what is lacking in quantity is said to be more than made up in quality. The higher rate of duty is expected to keep out the trash, which in past seasons has had such a demoralizing influence upon the spot market.

The Words
"PAN DRIED"
 are our
 Registered
 Trade Mark.

We have in hand direct proofs that some grocers are using the words "Pan Dried" on printed matter, referring to Rolled Oats other than Tillson's Pan Dried.

The words "Pan Dried" are registered as our Trade Mark.

We propose to protect the consumer and ourselves in every instance where these words "Pan Dried" are unlawfully used. No better proof is wanting that the Brand is popular—that consumers recognize its value—that it makes sales everywhere.

The Tillson Company, Limited
 Tilsonburg, Ont.

SEPTEMBER'S TEA TRADE.

McMeekin & Co., of London, England, in their report of September's tea trade say: Indian.—The offerings at public auction were 198,000 packages, against 185,000 packages in the same month of 1896. The quality generally was of a useful character, and considering the heavy quantities to be dealt with the market showed great steadiness. Common and undesirable liquoring teas were in rather slack demand during the month, but at the close they went off more readily. Some high quotations were realized for specially fine lots from Darjeeling and Assam. The average of public sale prices was 9d. per lb., against 10¼d. per lb. for the corresponding month of last year.

The imports were 21,135,000 lbs., and the deliveries 10,162,000 lbs., leaving in stock on 30th September 36,775,000 lbs.

The yield in India still looks backward,

and to the end of September was probably short of that up to the same time in 1896, and revised estimates have been freely circulated showing a probable deficiency over the year in comparison. It must be remembered, however, that estates have frequently pulled up vigorously towards the close of the season, and any estimates now sent out should be regarded with great caution. On the other hand, a considerable expansion is shown in the figures, both for home consumption and export.

Ceylon.—The offerings at public auction were 91,000 packages, against 92,000 in the same month of 1896. The teas went easily right through the month with improving prices for all classes, partly because of the generally improved quality of the offerings.

The average of public sale prices was 8d. per lb., against 8½d. for the corresponding month of last year.

The imports were 6,867,000 lbs. and the deliveries 8,937,000 lbs., leaving in stock on Sept 30, 22,646,000 lbs.

Three thousand five hundred packages of Java teas sold at steady rates and attracted good competition. In China teas there was little doing, but rates for common teas showed a hardened tendency.

A WINNIPEG TEA FIRM.

Sutherland & Campbell, of Winnipeg, tea packers and wholesale grocers, are meeting with great success in the sale of their "Royal Shield" blend of teas. These goods are particularly suited to the hard water of Manitoba, and are put up in attractive packages of ½-lb., 1-lb., 3-lb. and 5-lb. canisters. The representative of THE CANADIAN GROCER recently spent a pleasant week traveling in Southern Manitoba with Mr. James Lant, who represents this firm.

Cool Weather---

Chills down your back ---
 A cup of good coffee ---

---Comfort

"GOLDEN CROWN"—is unequalled.
 "RECEPTION"—in milk pails
 "JUBILEE"—with souvenir spoon } Best Selling Brands in Canada.

Have we
 your order ?

PURE GOLD MFG. CO.
 Toronto

Rev. 27/4/98





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

THAT IS WHAT

Enameline

The Modern **STOVE POLISH**

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

SITUATION IN CLOVES.

THE GROCERS' JOURNAL, of London, Eng., in an article on the clove situation, says: "It will be remembered that when the slavery regulations in Zanzibar were first agreed upon and it was settled to inhibit entirely the trafficking in flesh and also forbid the holding of any slaves after a certain date, we indicated an inevitable rise in the product of the only industry in the island, though it was not certain how long stocks would take to replete and hasten the event. The price was then about 2½ d., low enough to attract the attention of the speculator, and, moreover, the conditions favorable for a rise were eminently better than when Colonel North made his unsuccessful raid on the spice market. It is difficult to get Arabs to combine for any purpose save fighting. They are apt to look with suspicion on attempts of outsiders to regulate their trade; and the chief difficulty to be encountered by a syndicate endeavoring to control the export was the liability of needy Shamba owners to plunge their produce at any moment. But the stars in their courses have fought for Sisera, and the omens point to the syndicate which is bulling cloves making money by their courage in fighting the battle from the first. When the price last week reached 3d., quite a flutter agitated the circles where for so long the spectacle of almost stationary prices has been watched, for between 2½ d. and 2 15-16d. the spice has ranged for a considerable period, but 3½ d. is a greater rise, and there be those who say this is only the beginning of much greater things.

"What is the position now? It is a most interesting one. Manumission has come into force. The erstwhile slaves want to taste what the sweets of freedom, of which they have heard so much, consist of; and, so rapidly march events now in the mighty continent, long given over to savagery, that the opportunity comes, as it were, unasked. The Mombassa Railway cannot be built without labor, and the freed slaves are just the men to fill the void. It is new work.

They have gladly exchanged their old jobs for the new, refusing wages offered them to stay; and the cloves have been to a large extent left to drop off the trees. This must show itself in the exports, and already the statistical position is stronger than it has been for years. Imports this year are slightly in excess of last year, amounting to some 19,000 bales Zanzibar against 17,440, the total, including Penang and Amboyna, showing 19,741 bales and packages up to the second week of September, against 18,616 in 1896; yet stocks have not increased, but have, on the contrary, decreased, amounting to 77,506 bales Zanzibar, against 83,582 last year, the total import being 9,000 packages behind the 1896 figures. This is the more remarkable, having regard to the fact that imports in 1895 to the same date were remarkably heavy, being 52,983 packages. Some of this may have been taken off the market and held speculatively, and a quantity may likewise be held in Zanzibar by the controlling syndicate for a like purpose. But even so, it is unlikely the status quo ante in the clove gardens will be restored for some time, as it will be long ere the manumitted slaves settle down to work again and production goes ahead once more. Nobody will be hurt if prices do move up a little, and unless rates be raised too rapidly there will not be much damage done, though a handsome profit will accrue to the manipulators."

Many merchants instruct their employees to pay particularly careful attention to young children who may be sent to the store. The little ones are very sensitive and will notice the cheerful, smiling face and the apparent anxiety to please and wait on them, and they are glad to go to such a store again.

A preacher was holding forth to a wearied congregation when he noticed a boy in the gallery pelting the people with chestnuts. The clergyman was about to rebuke him when the youngster bawled out at the top of his voice, "You mind your preaching and I'll keep the folks awake."

THE TURNING OF THE WORM.

The driver of the ice wagon was surprised to see the occupant of the house sitting on the front doorstep as he drove up. As soon as the wagon stopped the householder was at the curbstone with his eyes fixed on the scales. The ice man paid no attention to him, but, after weighing a small chunk, started toward the house with it.

"Hold on," said the customer, "I'll take that in."

"You needn't bother."

"But I know just where to put it."

"All right. But you want to be quick, for it's a warm day, and we'll have to deliver the stuff in sponges if we let it stay out in the sun much longer."

The customer seized the tongs and disappeared. In a little while he came out of the house, and, seating himself on the doorstep, began to whistle.

"Well! well!" shouted the ice man. "I can't stay here till next winter."

"Are you waiting for anything?" inquired the customer, blandly.

"Of course, I'm waiting for something. I want my tongs."

"What tongs?"

"The tongs you just used to carry the ice in."

"Oh! I'm sorry; but I don't care to lend them."

"Well, whose tongs do you think they are?"

"Mine."

"Maybe you've gone down town unbeknown to anybody and bought out the ice company with all its furniture," was the sarcastic rejoinder.

"No. But I bought those tongs. I pay you so much a pound for your commodity, don't I?"

"Yes."

"Well, I noticed that the tongs were weighed in with the rest, and I'm not going to pay you for tongs at so much a pound and then not get them. I have been taking ice from you for the last three months, and that makes at least ninety pairs of tongs still due me. If you have any proposition ready, to trade off ice for tongs, I'm willing to listen to it."—Washington Star.

Why buy moth-eaten



BRANDS of

VALENCIA RAISINS

when you can procure THE VERY BEST—

J. MAYANS GRUSTAN and JUAN FERCHEN

MODERN, UP-TO-DATE

unsurpassed quality of Fine Off-stalk, Selected and Four-Crown Layers at much lower prices? These brands are now on the market, and they are equal to any—inferior to none.

SALMON

Now is the time to buy. The market in British Columbia is stiffer, and at present prices they are cheaper than dried apples at 2½c. or wheat at 50c. . . .

CANNED GOODS

If you want to please your customers, ask for

Red Cross Brand



PORT HOPE PRESERVING AND CANNING COMPANY



LIGHTBOUND, RALSTON & CO.

IMPORTERS AND COMMISSION MERCHANTS

Montreal Toronto London Victoria, B.C.
Dawson City, Klondike

Samples of Gold Nuggets on Payment

Our Fall Importations

— OF —

DRIED FRUITS



The bulk of which are already sold.

VALENCIA RAISINS

10,000 boxes Alameda Fine Off-Stalk	◆	3,000 boxes J. Mayans Grustan Selected
1,000 boxes Aranda Fine Off-Stalk	◆	1,000 boxes J. D. Arguimbau Selected
6,500 boxes J. Mayans Grustan Fine Off-Stalk	◆	1,500 boxes J. Mayans Grustan 4-Cr. Layers
2,000 boxes J. D. Arguimbau Fine Off-Stalk	◆	500 boxes J. D. Arguimbau 4-Cr. Layers

CURRANTS

210 barrels Fine Provincials	◆	475 half-cases Fine Filiatras
100 half-barrels Fine Provincials	◆	460 half-cases Choice Filiatras
500 half-cases Fine Provincials	◆	200 half-cases Patras
160 barrels Filiatras	◆	250 half-cases Choice Vostizzas
100 half-barrels Filiatras	◆	100 half-cases Fancy Vostizzas
650 half-cases Filiatras		

MALAGA RAISINS

W. C. BEVAN & CO.

300 boxes Imperial London Layers	◆	300 ¼-boxes Extra Dessert Clusters
1,200 boxes Connoisseur Clusters	◆	150 boxes Royal Buckingham Clusters
200 ¼-boxes Connoisseur Clusters	◆	100 ¼-boxes Royal Buckingham Clusters
		50 boxes Imperial Russian Clusters

300 boxes Imperial London Layers
1,200 boxes Connoisseur Clusters
600 ¼-boxes Connoisseur Clusters
200 boxes Extra Dessert Clusters



300 ¼-boxes Extra Dessert Clusters
150 boxes Royal Buckingham Clusters
100 ¼-boxes Royal Buckingham Clusters
50 Boxes Imperial Russian Clusters

M. CAMPUZANO

300 boxes 3-crown Empire Dehesa Clusters
300 ¼-boxes 3-crown Empire Dehesa Clusters
25 boxes 4-crown Royal Dehesa Clusters



300 boxes Choice Loose Muscatels, 50-lbs.
200 boxes Fancy Loose Muscatels, 50-lbs.

SULTANA RAISINS

750 boxes "Extra" Antoine Solari



250 boxes "Choicest" Antoine Solari

- NUTS -

200 bales Sicily Filberts
125 bales Pure Mayette Grenoble Walnuts
200 bags Tarragona Almonds



150 boxes Bevan's Bull Brand Valencia Shelled Almonds
50 boxes Campuzano's 2-crown Valencia Shelled Almonds

- PRUNES -

1,000 half-cases Dufour's French, 100's, 27½-lbs.
500 cases Ostrich Brand, Bosnia, G 104's, 55-lbs.

- FIGS -

500 bags Natural Figs, 56-lbs.

PEELS, ELEME FIGS, HALLOWEE DATES, CALIFORNIA PRUNES.

In connection with the above list, our purchases were made in every instance before the advance. We are giving all our customers an opportunity to purchase their Fall supplies before altering our prices. A cable from Smyrna quotes Choicest Sultanas advanced seven shillings per cwt. since our purchase was made.

HUDON, HEBERT & CIE., MONTREAL

OUR SHIPMENTS OF DRIED FRUITS ARE NOW ARRIVING . . .

Remember that we are sellers.
A card of enquiry will give you prices.

H. P. ECKARDT & CO.

Wholesale Grocers

TORONTO

AMONG THE RETAILERS.

Coffee Roaster.

Caldwell & Hodgins, 250 Queen street west, have built for themselves one of the largest and best paying coffee and tea trades of the city. The reason for this, they explain, is that they cater to the trade of only such people as desire and are willing to pay for the best quality of goods. To illustrate to their customers the fact that their coffee is of the best quality, they import their coffee unroasted and roast it themselves on an imported coffee-roaster. This machine stands in the front of their shop, is about six feet high and is of such construction that a customer can see the full process of roasting. As the roasting only takes about twenty minutes, and three or four roasts a week are sufficient, the expense is light, and is more than made up by the difference between the price of the roasted and the unroasted article.

Canned Goods Windows.

This week seems to be the week for canned goods, and many retailers have expended their efforts to make a good showing in their windows, or in front of their shops. As a consequence there are a multitude of windows worthy of remark. Yet two stand out in my mind as a degree or so ahead of the rest. Brown Bros., 486

Queen street west, have a magnificent display of honey, canned goods, jams, catsup, Worcester sauce and pickles, arranged in symmetrical order at the back of their window. The Rossin House Grocery, corner King and York streets, has a fine display of peas, corn and tomatoes in the corner window. Boxes of peas and corn are built in a large pyramid in the centre of the window, and surmounted by single cans of tomatoes. Smaller pyramids are arranged around the larger one, and the floor is covered with the goods. In the central part of the pyramid is a neat card, "All this season's pack."

Saving Time.

There is an old saying that time is money. And to a man in business it is a fact, as was illustrated to me by looking into some of the time-saving methods of the Toronto grocers. I was sitting in the store of C. M. Webb, 273 Queen street west, when a customer came in for some flour.

"How much do you want?"

"Oh, about two or three pounds."

The clerk went to a shelf, handed out a package already tied up, the customer paid him and departed. The whole transaction occupied less than three minutes.

On enquiry I was informed that the firm is in the habit of having sugar, starches, currants, washing soda, in fact, everything

possible, tied up in suitable packages during the quiet business hours, thus saving customers' time and their own.

The saving of the firm's time is such that on a Saturday evening two clerks can do as much work as four were in the habit of doing under the old system of wrapping up goods as ordered.

This is not a new idea in Toronto by any means, many of the leading retailers having followed this system for some years to their profit.

THE RAMBLER.

GROCERY DEBTS.

The Retail Grocers' Association of Cincinnati is making efforts to obtain legislation favorable to the business men of the state. At its first regular fall meeting the association, according to an exchange, decided upon the first of a series of measures that it desires to have presented to the Legislature. It will demand that the state exemption law be so amended that when a man who contracts a debt for groceries and other commodities while out of work, shall, when he secures work, be required to pay not less than 10 per cent. of his weekly wages toward liquidating such indebtedness.

During the past three years of hard times, it is said, many persons have run up large grocery bills while out of work, and then, when again employed, took advantage of the exemption law to evade payment of these debts.

THE CANADIAN GROCER

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

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and
Trade Newspaper Publishers

TORONTO: 26 Front St. W. Telephone 2148.
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CANADA AND HER PROSPECTS.

CANADA'S greatest need is population. We are blessed with a wealth of forest, of fisheries, and of field. Our mining possibilities are enormous, while with a system of inland navigation we have been richly endowed. But population has to be brought in.

At present the area of Canada is 3,456,383 square miles, the largest of all the British colonies, but the head of population to each of these square miles is only 1.4, or about the smallest of any British colony. The last official estimate of the population of the Dominion places it at 5,083,424.

Before a man can be induced to emigrate from his native land he must be assured that there is some tangible reason for his so doing: He must be assured it will pay him; and not only that it will pay him, but that the general conditions of the country are inviting.

There are two chief causes why Canada in the past has not received as large a proportion of the immigrants which have left the Motherland and other European countries. The first is misconceptions regarding the climate of the Dominion and the second is due to the want of proper methods in presenting Canada to the world.

Canada has been looked upon by a great many people in Europe as a section of the North Pole, encircled with icebergs and covered with snow. A greater mistake was never made. Canada experiences some cold weather during the winter, but it is rarely cold enough to be unpleasant to a healthy man or woman.

If there was no other evidence of the favorable climatic conditions of Canada

the variety and quality of the fruit the country produces is ample proof on that point.

But the outside world is gradually being seized of the facts concerning Canada, and as they get the knowledge we shall get the population.

The year 1897 has been to Canada probably the most auspicious since Confederation. Never before was she advertised as much, and never before were her resources as much revealed.

Knowledge of her cereal and fruit producing capabilities, and evidences of the enormous richness and vastness of her mineral resources has been disseminated all over the civilized globe. Then the prominence Canada assumed during the Jubilee celebration caused her nationality to blaze forth with such brightness that it was seen not only throughout the Empire, but foreign nations caught well-defined glimpses of it. And within the last few days its financial condition has been brought into strong and favorable relief (1) by the report of the Grand Trunk Railway, and (2) by the success with which the Canadian loan was floated in London.

With Canada's reputation high abroad, and good times upon us at home, the outlook is most encouraging. Canada has turned a lane in her history.

When a man boasts of the superior brand of his honesty see to it that your pockets are buttoned up.

U. S. EXPORTING PEPPER.

The steamer Lahn, which sailed last Tuesday from New York for Bremen, carried 100 tons of pepper for Hamburg, and an enquiry for another hundred tons is now in the New York market.

This is not altogether looked upon as the opening of trade in this article with Europe, but is a result of a low market in New York, prices ranging there about $\frac{3}{4}$ of a cent lower per pound than in London, and as the loading and discharging expenses are the same from London as from New York, the freight difference is not noticeable.

An enquiry from Hamburg for 1,000 bales of cloves is also due to the same cause.

A HINT TO BUSINESS MEN.

THE municipal reform advocates of New York in bringing out Seth Low for the mayoralty have set an example which business men and men solicitous for good municipal government in Canada would do well to follow.

The man who is championing the cause of good municipal government in New York was selected for that purpose not merely because of his moral standing, but because to moral rectitude he has added superior business qualifications.

It is said that whatever some people touch turns to gold; but it has been proved beyond all peradventure that whatever Seth Low has touched has turned out to be a business success.

He had a college education, but he subsequently received a sound business training, and it is the education he received in the latter respect that has given him the reputation he possesses to-day; a reputation that is continental in its extent.

In a few months the electors in Canada will be called upon to choose men for mayorships, reeveships and councilships for cities, towns, villages and townships. Between this and that time the business men of the country should roll upon themselves the burden of searching out men of practical business experience to fill the various offices.

Municipalities, like mercantile institutions, should be managed on business principles. We know that at present this is the exception and not the rule. And it is because it is so that mismanagement is rife and taxation burdensome.

The business men are, to a great extent, responsible for this state of affairs. Very few take as live a personal interest in local municipal matters as they should, and fewer still are willing to allow the duties appertaining to the mayoralty, reeveship, aldermanship or councilship to be rolled upon them. And they are getting their reward in municipal mismanagement, and its accompanying evils.

The only surprise is that matters are not worse, for if a business was conducted with the same persistent absence of ordinary business instinct as are the affairs of the average municipality its life would be short indeed.

NEW METHOD OF SENDING FRUIT TO ENGLAND.

SOME interesting experimental shipments of Canadian fruit to the British market are being made by Mr. Alexander Jardine, of the Pure Gold Manufacturing Co., Toronto.

Mr. Jardine is interested in a bed of sphagnum peat, or what is commonly known as peat moss, a feature of which is its peculiar absorbent qualities when dry. And the idea was conceived that this moss, dried and ground fine, would be a suitable substance in which to pack green fruit for shipment across the Atlantic. Accordingly, Mr. Jardine gathered some pears and tomatoes from his own garden in Dovercourt, just outside Toronto's city limits, wrapped them in tissue paper and then packed them in the ground peat moss in cases.

The fruit was shipped by cold storage and arrived in London in excellent condition. The pears sold at twelve shillings and the tomatoes at nine shillings per case, netting a profit of about three shillings on the tomatoes and four shillings per case on the pears.

Following this Mr. Jardine sent another shipment of pears, which, on arrival in Montreal could not be given a place in the steamer, all the cold storage space being taken up. The fruit was kept a week in Montreal and shipped by the next steamer; and this week Mr. Jardine received a telegram stating that even it had arrived in excellent condition.

On Tuesday of this week a third shipment of fruit left Toronto for the London market. It consists of grapes and pears bought upon the Toronto market and put up in the same way as the other shipments. But instead of putting the fruit in cold storage the bold venture is being made of sending it as ordinary freight, Mr. Jardine believing that the moss alone will preserve the fruit.

The outcome of this last venture will be watched with a great deal of interest, for if it is demonstrated that green fruit packed in peat moss can be safely shipped across the Atlantic without being put in cold storage it will mean an enormous saving in freight.

Mr. Jardine has kept cherries in good condition for three months in the sphagnum moss, and he has strong hopes that

the shipment just sent forward will turn out well. It is to be hoped it will, for it will mean a great deal for Canada.

While bees may be strangers to idleness there are a good many men who are strangers to industry.

THOSE STEAMSHIP SUBSIDIES.

THE question of subsidies for carrying the Canadian mails across the Atlantic during the winter months is still undecided. In fact, it has become more complicated rather than otherwise.

The Government, it will be remembered, decided that no subsidies should be given to steamers which made United States and not Canadian ports their winter terminus. And tenders were invited under these conditions. A few days ago offers but not tenders were received from the Allan and Dominion Companies.

Their offer is to jointly give a partial service to St. John direct, but they maintain that the traffic is not such as to warrant their giving a weekly service as asked for by the Government. The very best, we are told, the companies will do is to provide a fortnightly service to St. John direct, and running each alternate week, as they do at present, to Portland, making Halifax a port of call.

The position the Government has taken is the right one. Canada has already too long contributed to the upbuilding of United States ports. But whether they can maintain it and still be serving the best interests of the country is another matter.

The people of Canada are, as far as we know, unanimously in favor of subsidies being granted only to such line or lines as will agree to make a port in this country the terminal port. And only upon the ground of expediency should the Government even compromise on the position it has taken.

TIMES ARE BETTER.

"No doubt times are better," remarked a well-known Toronto wholesaler on Tuesday. "I am among the retail trade a great deal, and even those who are chronic pessimists are compelled to acknowledge that business is improving. And those," he concluded, "who have good stocks on hand are particularly happy, values having appreciated since they bought."

REJECTED TEAS FOR CANADA.

AS a result of the inspection law which went into force in the United States a few months ago large quantities of teas have been rejected, all of which will be destroyed unless exported from the country within a certain period.

Canada being the nearest country, it is quite natural that an effort will be made to find therein a market for as much of this tea as possible. In fact we understand some has already been brought in.

Owing to the faulty character of the inspection law a great deal of the tea rejected is of first-class Indian and Ceylon descriptions; but a great deal of it has, no doubt, been righteously rejected. It is for this righteously rejected tea that the Customs authorities should be on the lookout.

We must confess that we have not much faith in the Canadian law governing the inspection of teas. It is not a tea man's test; it is a chemist's test. The only proper way to test tea is in the cup, as every tea expert tests it.

Let the Government appoint practical tea experts in place of the chemists and THE CANADIAN GROCER will guarantee that teas which are unfit for human consumption will be kept out of the country.

NEW CALIFORNIA PRUNES.

The first shipment of new season's California prunes reached the Toronto market this week. It came direct from the Coast.

The quality of the fruit is excellent, and better than a year ago, but prices are higher.

The prices which the wholesale houses are quoting are as follows: 40-50's, 9½ to 10½c. per lb.; 50-60's, 8½ to 9c.; 70-80's, 7½ to 8c.; 90-100's, 6½ to 7c. per lb.

ENTERPRISING, AT ANY RATE.

Yukon mining stocks are being pushed in far-off Japan. One company, whose head office is in Toronto, has a three-quarter column advertisement in The Japan Daily Advertiser, published in Yokohama, inserted by the agent for Japan and China who resides in Yokohama.

The company is to be commended for its enterprise, which reads a lesson to mercantile companies who are not as enterprising:

CURING THE TOBACCO CROP.

"METHODS of Curing Tobacco." is the title of a bulletin just prepared by Milton Whitney, chief of the division of soils of the United States Agricultural Department. The bulletin is considered especially appropriate just at this period, as the tobacco growers are nearly ready to cut, house and cure their crops. Missouri raises large quantities of tobacco of the heavier grades and as so much depends on the proper handling and curing of tobacco as to the grading and consequently the market value of this staple, these extracts from this bulletin will prove interesting to many. The process of curing these tobaccos is essentially as follows:

When ripe, the stalks are cut and split lengthwise and laid on the ground to wilt. They are then strung on sticks, four or six on a stick, and the sticks are hung on a low scaffold in the field. Within a week they are hauled into a well ventilated barn, hung in tiers and cured without the use of artificial heat. The process of curing must be gradual to produce a good and uniform color. This is regulated by the ventilator doors, according to the temperature and the humidity of the air. The crop can usually be cured in six weeks. The leaves are stripped from the stalk during the winter, graded as trash, lugs and bright, medium and dark leaf. These are tied into hands and bulked down for a short time, after which they are prized into hogsheads. The crop goes through a certain amount of fermentation in the bulk, and it must be examined occasionally to see that the temperature does not run too high. When it does, as seldom happens if the tobacco is in good condition when it is put down, the bulk is turned over and a new one built up.

In Virginia, however, there are districts where certain modified methods have been used to such an extent as to give character to the tobacco. These are local methods, however, and are not as prominently recognised now as they were a few years ago.

The bright yellow tobacco of Southern Virginia, North and South Carolina and East Tennessee is grown upon a certain type of very sandy soil. The planting is usually done from May 10 to June 10. The plant is topped to from eight to twelve leaves, depending upon the vigor of the plant and the character of the season. The more vigorous the plant and the wetter the season the more leaves can be left on to mature. The plant is regularly suckered every week if need be. There are various methods of harvesting the crop. Sometimes the entire stalk is cut, as with other tobaccos, usually only those which appear to be ripe being taken and the others

being left to mature further. At other times the leaves are picked off as they mature and the rest of the plant is allowed to ripen further.

The second method has a decided advantage from the fact that the leaves of a plant do not ripen at the same time. There is less waste, and the leaves are all gathered at about the same stage of maturity. The plant should be thoroughly ripe when cut in order to give the finest texture and the brightest color. If the whole plant is cut, it is spread onto a stick, or, if the leaves only are stripped as they ripen, they are strung on a string or wire and attached to a lath. The leaves are sorted to a certain extent in the field, keeping those of a uniform color and ripeness together as much as possible. When cut, the tobacco is carried at once to the barn, without exposure to the sun, or without allowing it to wilt or lie upon the ground.

The tobacco barns are tight, with flues running across a short distance from the ground and returning to the chimney, which is built next to the furnace. In early days barns were built of logs, with the cracks completely stopped with mud or clay so as to make them perfectly tight. The barns are usually small, averaging from 16 to 22 feet square and of about the same height to the plate. Frequently as many as 18 to 20 of these barns are built together on a plantation, but never closer than about 100 feet apart on account of the great danger from fire. There are quite a number of different barns and of different flues and of arrangements for distributing the heat, many of them patented and all of them described with more or less minuteness in tobacco literature.

The tobacco is hung in the barn in as fresh a state as possible and the firing immediately begins, so that the heat will ascend into the tobacco while the leaves are stiff and the heat can be equally distributed throughout the space. Three days are needed to cure a barn, and it takes from two to three cords of wood. It requires very careful judgment and careful observation to cure this bright tobacco properly. The least inattention or wrong move is liable to reduce a barn of the finest yellow tobacco to a very inferior grade. No definite rules can be given, but the information must be acquired through experience, preferably under the direction of some person who has acquired skill in the method.

When the fires are started a thermometer is hung on a level with the bottom leaves, and is carefully watched day and night, while at the same time the plants themselves are carefully and frequently inspected. The heat must be increased very gradually, but it must never on any account be checked.

It must never be so intense as to cause sweating. The first process in the curing is to maintain a temperature of 80 or 90 deg. until the leaf is yellowed properly. This requires from 18 to 36 hours, and must be very carefully managed. After the yellowing the heat is raised 5 or 10 deg. at a time and held at each stage for one or two hours, until it has attained a temperature of 115 or 120 deg., where it is held for several hours, until the leaf is thoroughly cured. After this the stalk has to be cured by raising the temperature to 160 to 175 deg. by stages of 5 to 10 deg. per hour, and keeping the temperature at this point until the stalk is thoroughly cured.

After the drying the barn is opened and the fires go out, and after 36 hours the leaf is usually in order for removal. It should not be exposed to very damp weather, as this is supposed to injure the color; but if the air outside is too dry, a little wet straw may be thrown over the flues in order to slightly moisten the atmosphere of the barn. The tobacco is then taken down and bulked on the sticks in piles. It is left in this way for several days to straighten out the leaves and improve the appearance. It is then rehung, being crowded very close to prevent injury as far as possible from atmospheric changes, or it may be bulked down permanently to keep it in order for stripping.

The leaves are stripped from the stem and tied into hands after being sorted into six or eight grades of wrappers, fillers and smokers. The tobacco is then bulked down and left for one or two months, when the color becomes fixed and the slight greenish tinge which was left on removal from the barn is removed. The color is then no longer subject to change. Much of the tobacco is carried loose to the warehouse and sold in the open market. Some of it is packed in small hogsheads and shipped.

It is said to be very necessary to grade the tobacco properly according to the character of the leaf and its color.

GERMANY WANTS CURRANTS.

It is reported from Greece that Germany is in the market for currants to be used in wine making, and that the primary market is likely to be influenced more or less according to the degree of the success of the new undertaking.

A most wonderful phenomenon has recently occurred at Boston, Lincolnshire, England. A poultry-keeper placed a hen on 15 double-yolked eggs and 29 chickens were the result. It is said that the hen's bewilderment at this extraordinary brood from such an ordinary number of eggs was very pronounced.

The Successful Retailer

is one who handles . . .

The Good Things, The Best Things, The Purest Things.

The Crown Extracts



are the best flavoring extracts on the market. They are absolutely pure and unadulterated. If you handle them they will help you get and hold the best trade in your locality. You will build up a regular line of trade in these extracts, for shrewd housewives who use them once will use no other. Write us about it.



ROBERT GREIG & CO., MONTREAL

Lorimer's Worcestershire Sauce ^{IS} Pure, Piquant, Appetising

CHEAP

It's the best value in Sauces ever offered.
Try a Sample Case—3 dozen or 6 dozen.

SOLE AGENTS FOR CANADA :--

Robert Greig & Co.

... MONTREAL

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, Oct. 21, 1897.
GROCERIES.

BUSINESS has flattened out this week somewhat compared with the past month or so. What may be termed the harvest trade is about satisfied and we are now between the seasons. At the same time, however, a fairly good volume of business is being done, and the outlook for trade continues bright. A feature of the situation is the continued firmness in values generally. The demand from retailers at the moment is chiefly for canned vegetables and foreign dried fruits. From first to second hands transactions in canned vegetables are light. Coffees are meeting with fair request, and wholesalers report a little improvement in the demand for tea. Syrups are in little better request at steady prices.

CANNED GOODS.

The canned vegetables situation has not changed materially during the week. There has not been much going in tomatoes from first hands, holders not being disposed to seek business, and wholesalers do not appear anxious to sell in large quantities. We hear of a transaction in a good round lot of tomatoes at 85c., which appears to be the ruling figure with the packers. Some packers are, however, asking 90c. The wholesale price ranges from 85 to 90c. Advices from the Coast in regard to salmon state that the feeling is a little stronger. We

quote as follows: Tomatoes, 85 to 90c.; corn, 65 to 85c.; peas, 85 to 87½c. for ordinary; sifted select, 90 to \$1; extra sifted, \$1.25 to \$1.40; beans, 65 to 80c.; peaches, \$2.25 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.90, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$1.75 to \$2.25; apples, 3's, 80 to 95c.; gallons, \$2 to \$2.25; salmon, "Horseshoe," \$1.25 in 5-case lots and \$1.30 in less quantities; other red salmon, \$1.20 upwards, according to quality and brand; cohoes, 95c. to \$1.10; canned mackerel, \$1.25 to \$1.30; lobsters, \$2.40 to \$2.50 for tall tins; 1-lb. flats, \$2.85 to \$2.95; ½-lb. flats, \$1.60 to \$1.70; Canadian canned beef, 1's, \$1.35 to \$1.40; 2's, \$2.35 to \$2.50; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

COFFEES.

Further shipments of Rio coffee have been received during the week, and there is a good demand for coffee of that description. In other kinds there is not much doing. Advices from Brazil report that the movement of the crop is large, and there is rather an unsettled feeling in consequence, while the European markets are easier. Jobbers quote green in bags: Rio, 9 to 12½c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 12½ to 18c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 16 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

Wholesalers report a little better enquiry for syrups, and a better trade than last year is expected on account of the lightness of the apple crop. Prices rule steady. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

There is a little movement to report. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

There is very little doing, refiners and wholesalers alike reporting business quiet. For the time of year, however, business is fair. The English market declined fractionally on beet sugar early in the week, and the New York market is dull. Licht's estimate of the yield of the present beet crop of Europe was issued a few days ago. It was slightly smaller than generally expected, being 4,925,000 tons, against his estimate of 4,960,000 tons last year and an actual crop of 4,915,759. Wholesalers' prices are unchanged, being as follows, subject to a discount of 1 per cent. 10 days: Granulated, 4 5-16c. for less than carload lots, and 4¼c. for carload lots; yellows, 3 9-16 to 3¾c. per lb.

NUTS.

Enquiries are beginning to come in for

Veneer Wood Pails

PINTS AND QUARTS

For handling Oysters,
Pickles, Lard, Jams,
Syrups, Paints, Oils,
etc., etc.

Try a crate (250).

WALTER WOODS & CO.
HAMILTON

DRINK :: :

:: Chocolate for Breakfast

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



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

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

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

Ask your grocer for Chocolat Menier

The world-renowned French Vanilla Chocolate.

Busy Week ?

Well, yes, rather. Repeat orders keep on the go all the time. Were it not for the fact that we are enthusiasts at our business, we should strike for shorter hours.

"SALADA"

CEYLON TEA

Leading the World's Tea Trade.

WHOLESALE AGENCIES . . .

25 Front Street East - - TORONTO
318 St. Paul Street - - MONTREAL
411 Cordova Street - - VANCOUVER, B.C.
15 Niagara Street - - BUFFALO, N.Y.
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P. C. LARKIN & CO.



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

SURPRISE SOAP

BRANCHES—

MONTREAL: Board of Trade Building.
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 WINNIPEG: E. W. Ashley.
 VICTORIA: La Patourel & Co.

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

quotations on nuts. Advices from the primary market state there is a probability of higher prices ruling on filberts when the demand sets in. Reports in regard to Tarragona almonds are also firmer. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 20 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

No special feature to note. We quote as follows: Standard "B," broken lots, 3¾c.; 1 to 5 sacks, 3¾c., and 5 sacks and over, 3¾c. per lb.; Japan, 5c.; Patna, 4¾ to 5¾c.; tapioca, 3¾ to 4½c.; sago, 3½ to 4½c.

SPICES.

There has been an active demand for cloves during the week, and some good round lots have changed hands. We hear of one transaction of 400 bales. Peppers are still firmly held. Cassia stocks are light and prices are still tending upward in the primary markets. We quote as follows: Pure Singapore black pepper, ground, 11c. in kegs, pails and boxes, and 13c. in 5-lb. cans; ditto, whole, 11 to

12c. per lb.; pure white pepper, ground, 18c. in kegs, pails and boxes and 20c. in 5-lb. cans; ditto, whole, 15 to 20c., according to quality; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 23 to 25c.; do. best, 28 to 30c. per lb.; allspice, 13 to 16c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

TEAS.

An improved demand for tea is reported by the wholesale houses, although, generally speaking, trade is on the quiet side. There is a fair demand for Indian and Ceylon teas, but that for Japan teas is limited. An increased enquiry is reported for China black teas, which are just now showing good value. The English market is firm on Indian and Ceylon teas. Brokers report some enquiry for Japan tea, but sellers are asking high prices and holding off. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

CURRENTS—Cables show that prices are

being well maintained. The demand is good and shipments ex Avlona are arriving. We quote: Filiatras, 6c. in barrels; 6½c. in half-barrels and 6¼c. in cases. Patras, 6½c. in barrels; 6¾c. in half-barrels, and 6¾ to 7c. in cases. Vostizzas, 7 to 8c. in cases.

VALENCIA RAISINS—Continue in good demand. The Bellona, the second direct steamer, left Denia on Monday last, 18th inst. We quote: New goods—Fine off-stalk, 5½ to 6c.; selected, 6¼ to 6¾c.

MALAGA RAISINS—The bulk of the orders for this market are on the Bellona, which vessel arrived at Malaga on Tuesday to load. Locally there is nothing new to note. We quote as follows: London layers, \$1.70 to \$1.90; black baskets, \$2.30 to \$2.50; blue baskets, \$2.50 to \$2.75; Connoisseur Clusters, \$2.40 to \$2.50; Dessert Clusters, \$3.60 to \$3.80; quarter flats, 75 to 90c.

FIGS—No particular feature to note. We quote: 4-crown, 10 to 11c.; 5-crown, 11 to 13c.; 7-crown, 13 to 14c.; 9-crown, 15 to 16c., natural figs, in bags, 4½ to 5c.

SULTANA RAISINS—The demand is particularly good for Sultana raisins at prices ranging from 9½ to 12½c. per lb.

CANDIED PEELS—The demand is beginning to pick up. We quote: Lemon, 11 to 13c.; orange, 12 to 14c.; citron, 17 to 20c.

PRUNES—The first shipment of new sea-

BUTTER AND EGGS

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

J. A. McLEAN,

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

CANADA'S CANNED FISH

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

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

JOHN SEALY

SAINT JOHN, N. B.

The Following Brands
Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS
OLD CHUM.
SEAL OF NORTH CAROLINA.
OLD GOLD.
CIGARETTES ————
RICHMOND STRAIGHT CUT.
SWEET CAPORAL.
ATHLETE. **DERBY.**

E. NICHOLSON

Successor to W. F. Henderson & Co.

**Wholesale Commission Merchants
and Brokers**

**Teas, Canned Goods, Molasses, Coffees,
Dried Fruits, Syrups, Spices, Starches,
Condensed Milk, Salmon, Bags, Beans,
Canned Meats, Smoked Meats, Lard, Oat
meal, Rice, Tapioca, Sago, etc. etc.**

Representing some of the leading houses in the world. Advances made against consignments. Storage—in Bond or Free. Wholesale Trade and Millers only supplied.

124 Princess Street, **Winnipeg, Man.**

Correspondence Invited.

ONIONS Spanish, in Crates
Domestic, in Bags

**Fancy Jersey
Sweet Potatoes**

Special

Have a few packages left

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

SEASON
1896

CLEMES BROS. - TORONTO

son's California prunes reached this market early this week direct from the Coast. All the wholesale houses shared in the shipment, and some business is transpiring. We quote: 40 to 50's, 9½ to 10c.; 50 to 60's, 8½ to 9c.; 70 to 80's, 7½ to 8c.; 90 to 100's, 6½ to 7c.

CALIFORNIA EVAPORATED FRUITS—As peaches are higher than apricots, it is expected that sales of the latter will be large this season. Prices are higher on the Coast for apricots.

GREEN FRUITS.

The first shipment of this season's, Jamaica oranges has arrived, and a shipment of Mexican oranges is expected this week. New layer figs have also arrived. Grapes have dropped off this week, but the growers say there are lots to come yet. Canadian and Cape Cod cranberries are now on the market. We quote: Lemons, fancy, \$4.50 to \$5; extra fancy Rhodi, \$5.50 to \$6. Cocoanuts, \$4.50 a sack and 60c. per doz. Mexican oranges, \$4.25 to \$4.50 per bbl.; Jamaica oranges, \$9 per bbl. Bananas, \$1 to \$1.50. New cabbage \$1 to \$1.25 per 100; peaches, 50 to 75c.; Cape Cod cranberries, \$7 to \$7.50 per bbl.; Canadian cranberries, \$5 per bbl.; quinces, 15 to 20c.; chestnuts, \$5 a bushel. Canadian apples, \$1.75 to \$2.50 per barrel and 25 to 35c. per basket; Spanish onions, \$1 per case, pickling onions, 75c. per basket; yellow Danvers, 80 to 85c. per bag of 80 lbs.; fall and winter, 35 to 60c.; celery, 25 to 30c. a dozen; grapes, 10-lb. Concords, 13c.; 10-lb. Niagaras, 15c. Concords, large baskets, 1 to 1½c. per lb.; Niagaras, large baskets, 1½ to 2c. per lb.; sweet potatoes, \$3.25 per bbl.

BUTTER AND CHEESE.

BUTTER—No material change in the state of the market. The receipts are not yet nearly up to the demand, especially in both creamery and best dairy grades. Many points which formerly shipped dairy butter are now buying dairy and creamery from Toronto dealers. Second grade dairy butter is still offered in abundant quantities. We quote: Dairy, best grade, 15 to 16c.; second grade, 10 to 12c.; creamery, early make, tubs, 17 to 18c.; late make, tubs, 18 to 19c.; prints, 19 to 20c.

CHEESE. — Lots still offering, causing market to weaken. Local quotations are 9½ to 10c., according to month's make.

SALT.

Trade is still brisk throughout the province. The local demand is also good. We

GROCERS IN B. C.

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

OKELL & MORRIS GOLD MEDAL BRANDS

Sold by every wholesale man in B. C.

RIVERSIDE CANNING WORKS

Wallaceburg, Ont.

Eagle Brand Tomatoes, Corn and Catsup

THE BEST IN THE MARKET.

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

W. J. BADDER, Prop.

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

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

**Rio, Santos, Maracaibo
and Mocha Coffees**

also have on hand full lines of

**Japan, Congou, Indian, Ceylon
and Gunpowder Teas**

Samples and particulars on application.
Wholesale supplied only.

W. H. Seyler & Co.

Brokers and Commission Merchants

Room 100, Board of Trade,

Toronto

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

English, German and French Goods a specialty.

Representing

J. Lewenz & Hauser Bros., London, Eng.—Teas.
Tellier, Rothwell & Co., Montreal—"Royal"
Black Lead and Blues.

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

German Gelatine Works, Hoechst am Main
Germany.

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

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

BUTTER
Market bare of good tubs and pails, which are in good demand at from 15 to 16 cents. Ship forward while fresh.

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

G.F. & J.GALT
42 SCOTT ST. TORONTO.

PACKERS
OF THE
CELEBRATED

BLUE RIBBON TEAS

FRUITS ARRIVING

AND IN STOCK

Fine Filiatara Currants—Bbls., half bbls., cases and half cases.
 Fine Campos Currants—Bbls., half bbls., cases and half cases.
 Fine Amalias Currants—Cases and half cases.
 Fine Vostizza Currants, Jupiter Brand—Cases and half cases.
 Recleaned Currants, Gem Brand—Cases and half cases.
 Recleaned Currants, Hercules Brand—Cases and half cases.
 Recleaned Currants, Hercules Brand—3, 2½ and 1 lb. packages.
 Recleaned Currants, Appollos Brand—Cases and half cases.
 Recleaned Currants, Epicure Brand—Cases and half cases.

PEELS.

Lemon, Orange, Citron—Gray's, Batger's and Crosse & Blackwell's.

RAISINS.

½ boxes Fine Select Arguimbau Pack.
 ¼ boxes Fine Select Arguimbau Pack.
 ½ boxes Fine Layers Arguimbau Pack.
 ¼ boxes Fine Layers Arguimbau Pack.
 ½ boxes Fine Select Trenor Pack.

FIGS.

Naturals—Bags, boxes and half boxes.
 Layers—1's, 5's, 10's, 16's, 20's and 28's.

Bought before the recent advance. Ask for prices.

T. B. ESCOTT & CO. Wholesale Grocers **London**

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

FISH.

The demand is still good, though dealers are better able to meet it this week than they were last week. We quote as follows: Pickerel, 6c. per lb.; pike, 5½c. per lb.; whitefish, 7c.; trout, 6½c.; perch, 3c. per lb., fresh herring, 3½c. per lb.; haddies, 7½c. per lb.; Labrador herring, \$3 to \$4 per bbl. and \$2.25 per half-bbl.; split herring, \$4.50 per bbl. and \$2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; fresh water herring (heads off), \$2.50 per keg; ciscoes, 75c. to \$1.

PROVISIONS.

There has been a slight reduction in the price of nearly all provisions. Trade in dry salted meats and barrel pork has been good, lard has been active, but smoked meats have moved slowly.

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

SMOKED MEATS—Breakfast bacon, 12 to 12½c.; rolls, 9½ to 10c.; hams, large, 10 to 11c.; medium, 11 to 11½c.; small, 11½ to 12c.; shoulder hams, 9 to 9½c.; backs, 12c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6¼c.; tubs, 6½c.; pails, 6¾c.

BARREL PORK—Canadian heavy mess,

The rarest morsels to be found
 Are manufactured in Owen Sound.
 They are "Graham Crackers" pure and grand,
 McLaughlan's name's on every brand.

J. McLAUHLAN & SONS,

Biscuit Manufacturers,

Owen Sound, Ont.



\$14 to \$14.50; Canadian short-cut, \$16; clear shoulder mess, \$13.50.

DRESSED HOGS—Most packers have commenced operations, the producers sending them forward in large quantities. We quote: \$5.75 to \$6 for heavy, and \$6 to \$6.25 for light hogs.

COUNTRY PRODUCE.

EGGS—The demand for eggs is good, some dealers having trouble to fill orders. We quote: 15 to 16c., and the second grade brings 10 to 12c.; pickled eggs, 12½ to 13½c.

POTATOES—The local demand is not as great as supply, and the market shows a tendency to weakness. We quote carload lots at 40c. and small lots on the market 45 to 50c. a bag.

HONEY—Not as much business has been done this year as last. The market is firm. We quote: Clover honey, 7c.; buckwheat, 5c.; light color, in 60-lb. tins, 6 to 6½c.; 5 and 10-lb. tins, 6½ to 7c.; comb, \$1.50 to \$1.75 per dozen.

POULTRY—There is a fair business going on now, though the season has not rightly opened up for some lines. We quote:

Geese, 5½c. per lb.; chickens, dressed, 25 to 50c.; alive, 35 to 45c.; ducks, 40 to 75c.; turkeys, 9 to 11c. per lb.

DRIED APPLES—The market is easy; prices unchanged. We quote: 4 to 4½c. per lb. f.o.b. point of shipment as the nominal price.

BEANS—Shipments are arriving. The idea as to price is 80c. for prime and 85c. for hand-picked at the point of shipment.

HIDES, SKINS AND WOOL.

HIDES—Market is steady, the demand being fair, and stocks pretty well cleared up. We quote: Cowhides—Dealers pay 8½c. for No. 1, 7½c. for No. 2, and 6½c. for No. 3. Steerhides—60 lbs. and up, 8½c. for No. 1, 7½c. for No. 2 and 6½c. for No. 3.

CALFSKINS—We quote: No. 1 veal, 8 lbs. and up, 10c. lb.; No. 2, 8c.; Dekins, from 30 to 35c.; culls, 15 to 20c. each.

SHEEPSKINS—We quote: Lambskins and pelts, 75 to 85c.

WOOL—Nothing doing in fleece wool: none on market. Pulled wools are fairly active. We quote super pulled wools at 21 to 22c.; extra at 22 to 23c.

WE ARE
PAYING
CASH
 FOR

DRIED
APPLES

W. B. BAYLEY & CO.
 EXPORT BROKERS

46 FRONT ST. E. **Toronto**

Mediterranean Fruits

FINEST IN THE MARKET

Figs } CHOICEST ERBEYLI LAYERS,
NATURAL, BAGS AND BOXES.

Malaga Raisins } ROYAL BUCKINGHAM CLUSTERS,
IMPERIAL CABINETS,
IMPERIAL LONDON LAYERS.

VALENCIA SHELLED ALMONDS
GRENOBLE WALNUTS

Our prices will interest buyers. WRITE US.

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

WHOLESALE IMPORTING AND
MANUFACTURING GROCERS

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—The market is quite firm. We quote: Winter wheat, 83c.; No. 2 red, 79 to 81c. at outside points; freights to Toronto are about 3 to 5c.; barley, 27 to 31c.; peas, 44 to 45c.; oats, 20 to 23c., Toronto freights, and No. 1 hard wheat is quoted at \$1, Toronto freights.

FLOUR—The market is in very good condition. We quote in carloads on track, Toronto: Manitoba patents, \$5.30; Manitoba strong bakers', \$4.90; Ontario patents, \$4.30 to \$4.60; straight roller, \$4.10 to \$4.25, Toronto freights.

BREAKFAST FOODS—Trade is very good and market is quite firm. We quote: Standard oatmeal and rolled oats, \$3.30 in bags and \$3.40 in bbls.; rolled wheat, \$2.75 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$3.25; pot barley, \$3.

SEEDS.

Alsike is somewhat dull and is quoted at from \$3 to \$4.50 per bushel, superior grades bringing higher figures. Red clover and timothy still move fairly well. We quote: Red clover, \$3 to \$3.25 per bushel. Timothy, machine threshed, \$1 to \$1.25, and choice unhulled brings a slightly higher figure.

PETROLEUM, ETC.

Trade in all lines is good, especially in

coal oil. Prices are unchanged. We quote in 1 to 10 bbl lots, imperial gallon, Toronto: Canadian, 14c.; carbon, safety, 16½c.; Canadian water white, 17c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Cranberries have begun to arrive.

Potatoes have fallen slightly in price.

The price of sheepskins has advanced 10c. all round.

Pickled eggs have advanced ½c. per dozen this week.

All grades of flour except Manitoba patents have fallen in price.

Shipments of new season's California prunes are on the market.

The Bellona, the second direct fruit steamer, left Denia on Monday.

Jamaica oranges are on the market, and Mexican are expected this week.

Since confidential orders on Bosnia prunes were executed prices have advanced fully one shilling per cwt.

A shipment of Antoine Solari's Sultana raisins, in tin boxes, are on the way to this market. The goods are of high grade.

QUEBEC MARKETS.

MONTREAL, Oct. 21, 1897.

GROCERIES.

A FAIR volume of business continues to be done in groceries, there being a good sorting up demand, and the markets generally are fairly active with few changes in values to note. In dried fruit the strong feeling noted last week for Valencia raisins continues and the recent advance is fully maintained and the prospects are that still higher prices will rule. Sugar is firm at last week's advance, and the spice market is active with prices tending higher.

SUGAR.

The sugar market is without any new feature of note. The advance in prices noted last week has been sustained and the demand from refiners for round lots is fair, while the wholesale trade report a good distributing business doing. We quote granulated at 4¼c. up to 10-bbl. lots and 4½c. for larger quantities, yellows, 3¾ to 3¾c., creams, 3¾ to 3¾c. and German granulated, 4c.

SYRUPS.

In syrups the feeling is very firm on account of the continued small supplies in first hands, and prices are quoted at 2¼ to 2½c. per lb.

MOLASSES.

This market continues quiet in a wholesale way, but a good jobbing trade is reported. Holders of large lots are very firm in their views, and 25c. for Barbadoes is the very inside figure that would be accepted for a round lot. We quote in a jobbing way: Barbadoes, 26c., and Porto Rico, 27½ to 28c.

RICE.

The demand for rice for the season is only fair, as buyers have ample stocks on hand. Advices are strong and prices rule firm. We quote: Crystal Japan, \$5; standard B, \$3.50 to \$3.75; Patna, \$5 to \$5.50; Carolina, \$6.75 to \$7.75; choice Burmah, \$4 to \$4.25, and Java kinds, \$4.25 to \$4.50.

SPICES.

There is a good jobbing demand for all lines of spices, and in sympathy with the excitement in primary markets values are firmly held. We quote as follows: Black pepper, 10 to 12c.; pure white, 13 to 17c., as to grade; pure Jamaica ginger, 20 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; allspice, 12 to 14c.; nutmegs, 50 to 90c.

COFFEES.

Business in coffee continues quiet, the demand being chiefly for small lots to fill actual wants at about steady prices. We quote: Maracaibo, 17 to 18c.; Rio, 11 to 12c.; Santos, 13 to 14c.; Mocha, 24 to 25c., and Java, 24 to 25c.

TEAS.

The situation of the tea market is unchanged from a week ago. In a wholesale way business is exceedingly quiet owing to the fact that buyers and sellers are apart in their views. The jobbing trade is fair, there being a better demand from country houses. We quote: Young Hysons, 14 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15½ to 21c. for mediums, and 28 to 40c. for high grades; Indians and Ceylons, 17 to 20c. for mediums, and 35 to 65c. for higher grades.

CANNED GOODS.

A fair amount of business continues to be done in this branch, and the market is moderately active and firm. We quote as follows: Tomatoes, 80 to 90c.; corn, 60 to 75c.; peas, 75c. to \$1.25; peaches, \$1.75 to \$1.90 for 2's; raspberries, \$1.50 to \$1.90; strawberries, \$1.75 to \$2, according to brand and quality; cherries, \$2.30; apples, 3's, 95c.; gallons, \$1.65 to \$1.75; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.25 to \$1.45; "Clover Leaf," \$1.25 to \$1.45;

"Lion," \$1.25 to \$1.40; Lowe Inlet, \$1.20, in tall tins; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.30; lobsters, \$11 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

DRIED FRUIT.

There is no change in currants. The demand for fresh stock ex the second steamer is good. We quote: Patras, in cases, 6 to 6¼c.; Filatras, bbls., 5¾c.; ½-bbls., 5½c., and cases, 5¾c.; Provincials, 5c. in bbls., 5¾c. in cases and 5½c. in ½-cases.

The market for Valencia raisins is exceedingly firm, and the advance in Denia noted last week has been fully maintained, with prospects of still higher prices. Locally values are unchanged at 4½c. for off-stalk, 4¾ to 5c. for fine off-stalk, 5¾ to 6c. for selected, and 6¾ to 7c. for 4-crown layers.

NUTS.

A fair jobbing trade is doing in nuts, and some orders for new shelled walnuts have been placed on the basis of 16 to 17c. here. We quote: Grenoble walnuts firm at 11 to 12c.; do. shelled, 20c; Brazils, 11c.; almonds, 10 to 10½c.; do shelled, 17 to 18c.; filberts, 8½ to 9c.; peanuts, 7 to 9c.; pecans, 9 to 10c.

DRIED APPLES.

The market for dried apples is quiet and prices are unchanged at 3 to 4c., with evaporated at 6c.

APPLES.

The tone of the market for green apples is very strong, and higher prices are anticipated. The demand for winter fruit is good, and an active trade is reported at \$3.50 to \$4 per bbl.

COUNTRY PRODUCE.

EGGS—There was some demand from foreign buyers for pickled eggs to-day, and several sales were made, including one lot of 500 cases for shipment to Liverpool, at a price equal to 13½c. per dozen here. There is little or no enquiry for new laid stock on account of the high prices ruling at present

in this market. The local demand for small lots to fill actual wants continues fair and prices rule steady at 16½c. per dozen for single cases. We quote: New laid, 15 to 15½c.; choice candled, 12 to 13c., and culls, 10 to 10½c. per dozen in round lots.

BEANS—The demand for beans is chiefly for small lots and the market is quiet, but prices are sustained at 80 to 90c. for primes, and at 95c. to \$1 for choice hand-picked per bushel.

HONEY—Business in honey is slow for the season, which is due to the mild weather. We quote: Clover comb, 10 to 11c.; bright extracted, 7½ to 8½c.; and dark, 5 to 5½c.

POULTRY—Owing to the mild weather the feeling in the poultry market was weaker and prices are generally lower. We quote: Turkeys, 9c.; chickens, 6c.; ducks, 9c.; and geese, 5c. per lb.

GAME—The receipts of partridges are increasing, and although the demand for such is good prices have a downward tendency, sales of firsts being made to-day at 60c. and seconds at 40c. per brace, which figures show a decline of 10 to 15c. per brace since Friday.

POTATOES—The market for potatoes is quiet and prices are unchanged at 45 to 50c. per bag in car lots.

PROVISIONS.

A fair jobbing trade continues to be done in provisions, and the market is without any material change to note. We quote: Canadian pork, \$15 to \$16 per bbl.; pure Canadian lard, in pails, at 7½ to 8c., and compound refined at 5½ to 5¾c. per lb.; hams, 12 to 14c., and bacon, 12 to 13c. per lb.

FLOUR AND MEAL.

The export demand for Manitoba grades of flour was duplicated again on Tuesday, but millers in some cases stated that owing to the scarcity of ocean freight at present to Scotland ports it checked business, and no further sales were made. There was also some enquiry from London and it is expected that business will result in a day or two.

ENAMELLED MEASURES

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

GOVERNMENT STAMPED



Superior

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

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER

Refusing Orders

Cottams Seed is never sold direct to bird-keepers. We refuse hundreds of dollars' worth of orders every year to make the trade go through the grocer. The loss of immediate profit, we calculate, will eventually be made up by the increased loyalty of grocers to Cottams Seed. Six patents protect its health—and song—giving properties.

Cottams Seed is sold by all wholesalers.

"Brand Your Goods,"

and see that each Package leaves your establishment carefully addressed. Send to us for "Address Stencils," Stencil and other Brands.

The Hamilton Stamp and Stencil Works,
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DAWSON & CO.

FRUIT, PRODUCE AND
COMMISSION MERCHANTS,
32 WEST MARKET STREET
TORONTO.

FRUIT

Large quantities are now being handled by

MCWILLIAM & EVERIST
WHOLESALE COMMISSION MERCHANTS
25 and 27 Church street,
TORONTO, ONT.

Consignments promptly and carefully handled.
All orders receive our best attention.

Telephones:—Office, 645. Fruit Market, 2746.

HAMS ROLLS SHOULDERS

**BREAKFAST
BACON** All New Stock
Perfection in cure

F. W. FEARMAN - HAMILTON

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

The demand from local buyers continues good, a fairly active trade is reported at steady prices. We quote: Winter wheat patents, \$4.65 to \$4.90; straight rollers, old wheat, \$4.40 to \$4.50; straight roller, new, \$4.20 to \$4.30; bags, \$2.10 to \$2.25; best Manitoba strong bakers', \$5 to \$5.25; second do., \$4.50 to \$4.75, and low grades, \$2.65 to \$2.90; Hungarian patents, \$5.40 to \$5.65.

There was no change in the meal market. The enquiry for rolled oats is fair, of which the offerings are light and prices firm. We quote: Rolled oats, \$3.40 to \$3.50 per barrel, and \$1.65 to \$1.70 per bag; standard meal, \$3.30 per barrel and \$1.60 per bag.

The demand for grain is good, both from local and country buyers, and the market is active and firm. Ontario bran sold at \$11, and shorts at \$12 per ton in bulk; Manitoba bran, bags included, at \$11.50 and shorts at \$12.50 per ton.

BALED HAY.

There is no change in the situation of the hay market, prices being steady with a fair demand. No. 1 sold at \$11 to \$11.50, and No. 2 at \$9 to \$10 per ton, in car lots on track.

CHEESE AND BUTTER.

CHEESE—The cheese market is rather firmer to-day, the decline inducing some demand from shippers. We hear of transactions on spot at 9c. for strictly finest of Quebec makes. In this connection 6,000 boxes were offered at the wharf this morning, and sold at 8½¢ to 8¾¢, subject to warehouse inspection. Private cables indicate nothing new in the situation and the public cable is unchanged. We quote: Finest Ontario Septembers, 9½¢; finest Townships Septembers, 9¼¢; finest Quebec cheese, 8¾¢.

BUTTER—The butter market is unchanged, sellers' ideas being too high. The only business doing is on local account, which has no bearing on the export situation. Creamery butter is firmly held at quotations. We quote: Finest creamery, 18½¢ to 18¾¢; seconds, 18 to 18¼¢; dairy butter, 14½¢ to 15¢.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Oct. 18, 1897.

THERE are quieter times in wholesale grocery lines than are appreciated by the dealers. While there is a good steady business doing at this season, the volume of trade should be larger. Collections are not as good as they should be.

HUGH WALKER & SON

Wholesale Commission Merchants

GUELPH, ONT.

WINE Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.
\$2.50 per case; 80c. gallon.
THE AMHERSTBURG VINTAGE CO. Amherstburg, Ont.

BROCK'S BIRD SEED

is the standard by which all good bird seeds are judged. To say it is equal to "Brock's" is the highest praise that can be bestowed. 1-lb. ½-lb. pkts. All wholesalers. See you get it.



NICHOLSON & BROCK - TORONTO

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

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

EGGS AND BUTTER

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

THE WM. RYAN CO. LIMITED

70 and 72 Front St. East. TORONTO

S. K. MOYER,

COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST.,
TORONTO, ONT.

Our Sales of

SMOKED HAMS

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

D. GUNN, BROS. & CO.

Pork Packers and Commission Merchants,
TORONTO, ONT.

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

While a fair share of paper is promptly met, there is enough returned unpaid to make it unpleasant for the business men. Even city retailers are in many cases slow in payment of accounts. Potatoes are being quite freely received; they bring good figures. In rice, the English, which has supplied the market for some time, is again giving place to the Canadian cleaned. Spices show upward movement, as does tapioca. Markets are hardly as firm as last week. Hops have again advanced and higher prices are looked for. The demand here is light and does not show any increase. Prospects for increased export business from St. John during the coming winter continue to improve.

OIL—There is no change in price of burning oil. Demand is good. A schooner with a cargo of American oil for the Fredericton trade went up the river this week. Lubricating oil continues in light demand. In cod oil, the demand for which has been very light and the price of which has been very low, there is an improved feeling, and prices are quoted about 2c. higher. We quote: Best American burning oil, 17½ to 18½c.; Canadian water white, 16 to 17c.; Canadian, prime, 14 to 15c.; cod oil, 23 to 26c.

SALT—There is a good demand. The arrivals, which have been expected for some time, are not yet to hand. Some via steamer will be sure to arrive this week. Stocks as yet have been ample for all needs. In Canadian salt there are no changes to note. There is continued steady sale. We quote: Coarse, 47 to 50c.; Liverpool factory-filled, 85c. to \$1; Canadian fine, 90c. to \$1 per bag.; 5-lb. bags, in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.50 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.; rock salt, \$5 to \$6 per ton.

CANNED GOODS—These lines still have continued attention, and even at the increased prices asked by canners, small jobbing orders are being taken, chiefly from buyers who lost the chance of the low prices early in the season. Most dealers are making large profits in canned goods—better than for years. Quotations show quite a range. Many say they have a good demand at the highest figure. In canned fruits, new goods are being received. Prices will be about as last year. Spot peaches are scarce. Apples show advanced prices, and packers do not offer at all freely. A further advance is looked for. New oysters are quoted. Demand here is light. Salmon, while a good many of last season's at the high price are carried over, some low prices are heard. We quote: Corn, 65 to 75c.; peas, 75

to 90c.; tomatoes, \$1 to \$1.10; gallon apples, \$2.10 to \$2.25; corned beef, Canadian, \$2.40 to \$2.50; American, 2-lb. tins, \$2.60 to \$2.70; 1-lb. tins, \$1.40 to \$1.60; oysters, 2's, \$2.10 to \$2.20; 1's, \$1.40 to \$1.50; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.75 to \$1.85; American, 3's, \$2 to \$2.25; pineapple, \$2.50 to \$2.75; salmon, \$1.15 to \$1.20; lobsters, \$2.50 to \$2.60; haddies, \$1.05 to \$1.15; clams, \$5 for 4 doz.; chowder, \$2.50 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

GREEN FRUIT—The interest during the week has been in Canadian grapes. The market has been overstocked, and they have been offered at very low prices. Peaches have been quoted low, but have fared better than grapes. The pears to hand are poor. Quite a quantity of Ontario tomatoes continue to arrive. In oranges the market is quite bare, but West India fruit is expected this week. Lemons show fair sale at even prices. Bog cranberries hold firm and prices are likely to continue well above last year's figures. In apples prices keep higher. Arrivals from Nova Scotia are very much smaller than usual; a great difference from last year. Even crab-apples, which last year were almost given away, are scarce and high. A few Ontario apples are here, and enquiries are being made for Ontario winter fruit. There is quite a good demand for sweet potatoes. We quote: Lemons, \$5 to \$5.25; oranges, \$4 to \$4.50; Gravenstein apples, \$3 to \$4; other kinds, \$2 to \$3; bananas, \$1.50 to \$2; pears, 50 to 60c. per basket; grapes, 18 to 20c.; peaches, 50 to 60c.; Malaga grapes, \$5; native bog cranberries, \$4 to \$5; per bbl.; Cape Cod cranberries, \$7 per bbl.; sweet potatoes, \$3.25 to \$3.50 per bbl.; tomatoes, 30 to 35c. per basket.

DRIED FRUIT—Our dealers are very slow to catch on to low quotations when offered early in the season. They are bears in the market and look for lower prices, often later in the season waking up to the fact that they have lost the chance of a good profit. In some cases this was the way in canned goods. It was so with Valencia raisins, and California fruit, also with peels. Valencia raisins are the only new dried fruit yet to hand. There is a steady sale at full figures. California raisins are now about 1c. above last year's prices, at which most of the stock was bought, though later they were the same price as now. Coast prices are about ½c. below the highest figure, but are not as low as at first offered. Two-crown are easy, but it is doubtful if there is much change in 3-crown; 4-crown goods are firm, and London layers tend higher. They will cost more than Malaga Londons and have small sale here. Quite a few seeded are

sold direct from the Coast. Currants are very scarce and new are anxiously looked for. Peels are scarce and many dealers are as yet short bought. Prunes will range higher this year than last. Evaporated apples are paying holders a good profit, but stocks are light. New are high and tending higher. Dried are scarce. We quote onions lower, but the market is firmer. We quote: Valencias, 5½ to 6c.; California L. M. 3-crown, 7 to 7¼c.; London layers, \$1.75 to \$2; currants, cases, 5¾ to 6c.; bbls., 5¼ to 5½c.; cartoons, cleaned, 7¾ to 8c.; bulk, cleaned, 6½ to 7c., prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples, 3½ to 4c.; evaporated apples, 6½ to 7½c.; onions, \$2.15 to \$2.25 per bbl.; cocoanuts, \$3 to \$3.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 7¾ to 8c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.; new Valencias, layers, 6½ to 7c.

SUGAR—A fair demand only is to be noted. Refineries have made new terms, allowing an extra 1 per cent. discount on lots of 250 barrels or over. They are finding more demand here as the large stock that was here is getting worked off. We quote: Granulated, 4½ to 4¾c.; yellows, 3¾ to 3¼c.; Paris lump, 5½ to 5¾c.; powdered, 5¼ to 5½c.

MOLASSES—Another small cargo of Porto

FANCY ♦♦ **MOUNT ROYAL MILLS**
INDIA BRIGHT
JAVA
ROYAL
JAPAN GLACE
POLISHED
IMPERIAL SEETA
IMPERIAL GLACE
D. W. ROSS CO. **RICES**
Agents





We Control

the best dairies in the highlands of eastern Nova Scotia
Special attention is given to feeding, stabling, care of
milk, etc., etc., and only the best milk is used.

Canada Milk Condensing Co., Limited,
Antigonish, N. S.



The Club Coffee
Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a *good thing*? Write
Ewing, Herron & Co.
Coffee and Spices
Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. Once Tried Always Used.

BALFOUR & CO., HAMILTON

Do you sell Sterling Pickles ?

If you do your customers get a thoroughly good pickle at a low price.

ONIONS, CAULIFLOWER, CUCUMBERS, MIXED, CHOW.

All in neat bottles suitable for family trade.

Write for prices to

T. A. LYTTLE & CO.
Vinegar Manufacturers, TORONTO

**Currants
Valencias
Sultanas**

Every grade now in store at bottom prices.

WARREN BROS. & CO.
TORONTO.

**Extra Choice
Hams Bacon
Pure Lard
Mess Pork**

PARK, BLACKWELL & CO. Limited
Pork and Beef Packers,
TORONTO

CURRANTS

"Crescent" in cases.
"Fine Filiatra" (our quality.)
Barrels, 1/2 Barrels and 1/2 Cases.
Provincial (1/2 cases.)
Another large shipment now in store.

PERKINS, INCE & Co.
TORONTO.

THE ORIGINAL
**"London
Pearl"
Cocoa**

EXQUISITE
**"French"
Chocolate**
In quarter pounds.

Todhunter, Mitchell & Co.
Manufacturers
TORONTO

BUY
**Ivory Bar
Soap**

THE BEST MADE

Rico is to hand this week. This makes about one thousand more casks than it was expected earlier would be here. Still the market is not overstocked. Other grades are in light supply and the market had very little Porto Rico here before. Barbadoes is held firmer for best. A little old is still here that could be bought low. New Orleans is now on the market. Prices are higher. We quote: Barbadoes, 23 to 25c.; Porto Rico, 28 to 30c.; New Orleans, barrels, 28 to 30c.; Antigua, 22 to 23c.; syrup, 36 to 38c.; St. Croix, 20 to 22c.; Demerara, 33 to 34c.

DAIRY PRODUCE—Market seems dull. Butter is still dull. Very little sale for creamery, as buyers will not give the price. In eggs, sale is slow. Quite a quantity of held stock is offered and that affects the market. The local demand for cheese all through the season has been light. Fair stocks are held here, and prices are hardly as firm. Stock in the province unsold is not large, and little, if any, decline is looked for. We quote: Dairy butter, 15 to 17c.; creamery, 19 to 20c.; prints, 20 to 22c.; cheese, 10 to 10½c.; eggs, 13 to 13½c.

FISH—There have been a good many pickled herring arriving this week, and prices of bay herring are rather lower, though a good steady demand is expected. Shelburne and Canso are not turning out as well this season. Smoked herring are coming to hand, much better quality than last year; smaller, brighter fish, and not as salt. Some were shipped to Scotland this week. For that trade they are repacked into larger boxes. Boneless fish trade is now active, and prices are now about as last year, though the fish in the first place are higher. Dry cod fish hold their price. Pollock is higher. We quote: Large cod, \$3.35 to \$3.50; medium, \$3.15 to \$3.25; pollock, \$1.35 to \$1.50; bay herring, \$1.40 to \$1.50 per half-bbl.; smoked, new, 7½ to 8c.; shad, half-bbl., \$4.50 to \$5; boneless, 2½ to 4c.; cod, 6 to 6½c.; Shelburne, bbls., \$2.75; half-bbls., \$1.85 to \$1.90; Canso, \$5 to \$5.25 per bbl.; do. half-bbl., \$2.75 to \$3; wolves, \$2.25 to \$2.50 half-bbl.

PROVISIONS—There is a firmer market, but in clear pork there is still enough old here to keep the price down. Mess pork is light stock, and firm. Plate beef tends higher. Supplies are at present coming from Boston. In hams, American still have the advantage in price, but our local cured for retail trade are preferred. Lard is still moving up, although a good stock is held. We quote: Clear pork, \$14.50 to \$15.50; mess, \$13 to \$14; plate beef, \$13.50 to \$14; hams, 12 to 13c.; rolls,

9½ to 10c.; pure lard, 7¾ to 8c.; compound, 6½ to 6¾c.

FLOUR, FEED AND MEAL—In flour, trade is rather quiet with prices easy. Oatmeal shows no change. A further advance not looked for at present. Oats show quite a range. New Brunswick oats are now freely offered. They are lower than Ontario, the latter being preferred. Cornmeal is rather lower again. There is a good demand. In feed, prices are still high and it is difficult to get. Buyers are rather advised to postpone buying. Beans are easy and stocks ample. Hay is quiet. We quote as follows: Manitoba flour, \$5.75 to \$5.80; best Ontario, \$4.90 to \$5; medium, \$4.75 to \$4.80; oatmeal, \$3.65 to \$3.70; cornmeal, \$2 to \$2.05; middlings, car lots, in bulk, \$16 to \$16.50; bran, do, \$14.50 to \$15; hand-picked beans, \$1.20 to \$1.25; prime, \$1 to \$1.10; oats, 34 to 36c.; hay, \$11.50 to \$12.50; barley, \$3.15 to \$3.25; round peas, \$1.25; split peas, \$3.25 to \$3.30; yellow eye beans, \$1.75.

ST. JOHN NOTES.

A cargo of 343 pkgs. of Porto Rico molasses arrived this week from Fajardo.

C. & E. Macmichael have added Burnham's clam bouillon and Burnham's Hasty Jellycon to their stock.

A. H. Calhoun, late of Fowler & Calhoun, cornmeal millers here, is about to start a cornmeal mill in Wolfville, N.C.

The fire in Windsor, N.S., one of the large and progressive towns of the province, on the night of the 16th, destroyed about seven-eighths of the town, including the business portion. Upwards of 3,000 people are homeless. St. John, Halifax and other places were prompt with aid, but the winter season is near at hand and much will be needed during the next few months to prevent actual suffering. Western friends will no doubt do their part.

Notwithstanding the very low freights on flour, etc., from Ontario to Nova Scotia points, which allow this class of goods to be landed there at a lower rate than to St. John, large quantities of these goods still go to Nova Scotia points via Boston by schooner, which is what the low rates were intended to check. The following show the shipments in that way for a week, which was only an average one: 150 bbls. flour, 25 bbls. cornmeal, to Meteghan, per schooner Windsor Packet; 8,000 bushels corn, 350 bags bran, to Halifax, per schooner Neva; 455 bbls. flour, 300 bags oats, 150 bbls. rolled oats, 300 bbls. cornmeal, to Windsor, per schooner Marguerite; 100 bbls. flour, 40 bags mill feed, 45 bags oats, 44,891 feet pine plank, to Dorchester via Grand Manan, per schooner Glenora; 125 bbls. cornmeal,

to Windsor, per schooner Grace Rice; 300 bbls. flour, 625 bbls. cornmeal, to Five Islands, N.S., per schooner Ava; 150 bbls. flour, 325 bbls. cornmeal, to Tusket, per schooner Sandolphon; 150 bbls. flour, 125 bbls. cornmeal, to Belleveau Cove, per schooner Mercedes.

MANITOBA MARKETS.

WINNIPEG, Oct. 18, 1897.

WITH regard to wheat, the markets in the country are very erratic, caused, no doubt, by small deliveries and the feeling of uncertainty as to what will be done. This makes people so anxious for wheat that some have paid a higher price for it than they can get. The great difficulty, however, is the scarcity of cars. Many of the elevators are full to the roof. The sample still continues excellent. A general price is 76c. on an 18c. freight rate. The light deliveries are caused now, not so much by eagerness on the part of farmers to hold for higher figures, but because they are busy fall ploughing and will not deliver more wheat until the roads freeze up. Business is brisk in all lines of food stuffs and groceries, and some changes of interest are noted in the different lines.

BUTTER—The situation here remains unchanged. A few factories are still making and are holding for 21c., which by experts is considered rather foolish, as the prices for creamery have been speculative all summer and are not likely to go higher, as most of the dealers have secured all the stock they want; but creamery butter is a very good seller at 20c. Dairy is just where it was last week.

EGGS—Market firm. Demand and supply just about equal at present. Dealers are paying 15c. and selling at 16 to 17c. Retail price is 25c. for a first-class article.

CURED MEATS—This market is very peculiar, possibly due to insufficiency of stock coming here, or from too high a price being paid to compete with American goods. Large quantities of the latter are being imported. Prices run about as follows: Breakfast bacon, backs, 10½ to 11c.; do., bellies, 12 to 12½c.; short spiced rolls, 9 to 10c.; hams, 16-lb. average, 11½c.; small shoulders, 9c.; dry salt, short clear, 8¼ to 8½c.

EVAPORATED FRUITS—Prunes are now on the market, and are in good demand, with prices about the same as last year. In fact, all kinds of evaporated fruits are in good demand. This may be attributed to the high price of apples. Evaporated apples, from jobbing houses, are 10 to 10½c. per lb. Dried apples are not offering freely, and it will in all probability be February or March before a reasonable price can be secured. There is no doubt

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WILLIAMS BROS. & CHARBONNEAU'S PICKLES

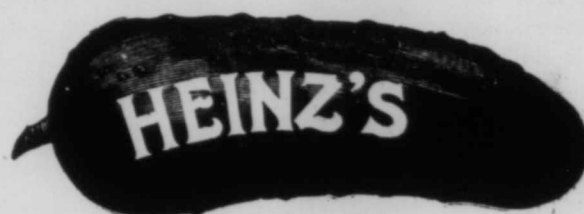
EAST INDIA PICKLES
FANCY SWEET MIXED
FANCY SPICED CHOW
FANCY SPICED MIXED
FANCY SWEET GHERKINS
FANCY SPICED ONIONS
FANCY SPICED GHERKINS
MRS. JONES CATSUP

½ pints and pints.

The **BEST VALUE** offering.

Ask your wholesaler.

A. E. RICHARDS & CO. Agents, HAMILTON



Pickles.

NEW CROP of Heinz Tomato Products now ready for the Trade.

TOMATO KETCHUP
TOMATO CHUTNEY
TOMATO SOUP
BAKED BEANS with Tomato Sauce

For sale by _____

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

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

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



that owing to the high price of green apples and raisins all classes of California evaporated fruits will be ready sellers on this market for some time to come.

CURRENTS—In barrels are on the market at 6½c., and in cases at 7 and 7½c.

RAISINS—Valencias, fine off-stalk, \$1.70 to \$1.75 per box, according to brand; layer raisins, \$2. California raisins are behind importations of Malaga blue fruit. One house has already received Connoisseur clusters, extra dessert and fancy Buckingham clusters.

CANNED GOODS—Tomatoes still continue high and hard to obtain at reasonable figures. Eastern packers claim that their pack will not be heavy, in fact many of the factories are declining to fill contracts. Some of the buyers, however, are skeptical as to this report, thinking it just possible that the very fine fall in Ontario may have caused more of these goods to be put up than packers are willing to allow. Nevertheless, the fact remains that tomatoes are going to be high. Present prices are quoted at \$2.20 for first pack, \$2.10 for ordinary. Corn is without material change. It is evident that a sufficient quantity has been packed to meet the demand. New corn is freely quoted at \$1.50 to \$1.60 per case. Pears and peaches are cheap this year for good packs compared with former seasons.

Crop seems to have been large and fine. Prices will not be settled for a few days yet. There seems little doubt that peas are a short pack and prices will be high. Beans, wax and string, supply good and prices about the same as last year at \$1.65 to \$1.75 per case.

RICE—Market firm and steady. The crop in Japan was reported as very large, but owing to a typhoon it is now doubtful what percentage of it will be realized. China rice is selling freely at about the usual price, 4¼ to 5c. per lb.

SYRUPS—Market is very firm, owing to the fact that it is hard to obtain a bright article from Montreal refiners at prices to compete with the American glucose. Heavy sales have been arranged with American houses within the last few days, and they are now quoting for fancy bright stuff 3c. lb.

NUTS—New Tarragona almonds have arrived and prices are low when compared with Valencia stock. It is believed that we have never had soft shell Tarragona almonds delivered in Winnipeg at the price quoted to-day—11 to 11½c. per lb. New Grenoble walnuts will arrive about the middle of November; the quality is unquestionably fine and prices about the same as last year. New filberts are not yet in, but they are expected daily. There is no change in Brazils, pecans or Virginia peanuts.

COFFEE—Rios are a little easier, there being a decline of about 1c. per lb. since last week. Mochas and Javas unchanged.

TOBACCOS—Market is in a peculiar position. Macdonald has advanced 3c., but Tuckett's prices remain unchanged. This may possibly lead to a change and something new within the next few days.

SALT—Nothing new in this product, except the rumor of a possible advance.

CEREALS—This market is very firm, with no indications of a decline.

LONG-SUFFERING MERCHANTS.

Editor GROCER.—Some little time ago it was impossible to get either jars or information from the manufacturers; consequently both farmers and consumers were great sufferers. Plenty could have been procured in the States, but retailers were afraid to bring them in for fear of heavy home supplies being dumped on the market. To-day the country wants syrup, but what is offering is poor stuff. No good table syrup obtainable and no variety. How long are manufacturers to have the "whip-handle?"

MIXED PICKLES.

A despatch from Vancouver, B.C., says that during the quarter just closed the value of exports to the United States from Vancouver Consular District amounted to \$702,906. Of this sum \$217,226 was matte, \$311,403 galena, \$94,508 bullion. Shipments of lumber and fish have fallen off.



BUY THESE GOODS

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



For sale by all leading Wholesale Grocers.

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

LONDON RETAIL GROCERS.

THE London Retail Grocers' Association held its regular monthly meeting on Oct. 12, with Mr. F. Harley, president, in the chair.

The chairman of the Finance Committee, re picnic, reported that there was an account presented to him for some work done on the park and the account should be either paid or thrown out. It was ordered that the account be paid.

Mr. Branton, treasurer, reported that he had not prepared a detailed statement of the finances in connection with the picnic.

A communication from Hamilton association was read requesting co-operation in an effort to obtain a change in the present Act whereby civil service employees' salaries are exempt from garnishee.

This question has received considerable attention in the London association for several years past; in fact, the agitation for a change of the Act received its impetus from this association some three years ago, and the members are pleased to note that the several associations throughout the Dominion are taking the question up.

The secretary was instructed to reply to the communication from Hamilton association, informing them that London association are heartily in sympathy with the movement, and will do all in its power to assist in obtaining a change in the Act.

The question was asked as to the practice of the members regarding imperfect fruit jars returned by customers. Several of the members replied that in many cases they had found it policy to exchange, but that there is considerable loss in doing so.

The imperfections complained of were in the top of the jar, it not being evenly ground down, and when the rubbers are put on they do not make the jar air-tight.

The members could not suggest any redress, except to return them to the wholesale firms or manufacturers, as the case may be. It was thought that the manufacturers'

attention should be called to the matter, but as the season is now about over no action was taken.

After a pleasant chat on the state of trade generally and the advance in the price of canned goods in particular, the meeting adjourned, the remark being made that such discussions or talks on live questions would benefit the trade, and more of it would do good and probably bring out some of the members who do not attend the meetings as they should. The next meeting will be held on Nov. 9.

E. SUTTON,
Secretary.

TWO STORES CONTRASTED.

ONE day last week the writer was riding along Market street in West Philadelphia when his attention was attracted by two retail grocery stores, one on the southwest corner of a certain square and the other on the southeast corner. These two stores embodied two as distinctly different types as it is possible to imagine. One was the branch store of a prominent Market street house, and the other a branch of a concern whose importance seems so great in its own eyes that it finds it necessary to use the names of both large oceans in describing itself.

The store which was the branch of the Market street store glittered with handsome lights, clean glasses and attractive displays. The windows were scrupulously clean, and the front was tinted in some dark, inconspicuous color. The glimpse of the store's interior afforded by the large windows disclosed the most modern appointments, the utmost cleanliness and the quintessence of up-to-dateness in every respect. It was an ideal high-grade grocery store.

The other store—the branch of the two oceans concern—was the very antipodes of this in every respect. The front was painted in a glaring red, and across it ran a row of dingy gas lights. The windows were small, none too clean, and gave but

an imperfect view of the interior. From what one could see of the inside appointments, the manager's idea of good advertising runs largely to large gaudy posters, bearing signs in red paint or ink, exploiting the gigantic bargains which had been perpetrated "for that day only."

These two stores, though on opposite corners, probably do not conflict with each other to the slightest degree. The class of people attracted by one would have absolutely no use for the other. They are as wide apart as the classes of people whose trade they respectively draw.

The moral of this is that a grocery store which attempts to be so cosmopolitan in its character as to please everybody, is seldom, if ever, a success. The better classes demand a little more daintiness in the appointments, a different class of goods, a more exclusive service. The masses care nothing for these; what they are after is low prices.

The moral of this is that the grocer should deliberately select the class of people he expects and desires to reach, and should carefully aim at this class in all of his business acts. And it is well to bear in mind that if you aim for the better class you will get a certain proportion of the lower class, while if you aim at the latter you will probably get none of the better.—Grocery World.

FEDERAL FRUIT INSPECTOR.

The Montreal Grocers' Association have already secured 1,700 signatures of city grocers to the petition which they will present to Parliament, asking for the appointment of a Federal fruit inspector. The signatures comprise the names of nearly all the prominent fruit dealers in the city. The association has also decided to ask the Government to make the salaries of civil servants attachable, the same as the salaries of other members of the community. In this demand the Montreal grocers will be joined by delegations from Toronto, London, Ottawa, Kingston, and other cities.

Arrived

Solari's Finest	"4 Stars"	Figs	10-lb.	boxes
do.	Fine	"3 Stars"	" 10	" "
do.	Choice	"6 Stars"	" 10	" "
do.	Choice	"6 Stars"	" 20	" "
do.	Fine	"3 Stars"	" 14-oz.	" "
do.	Fine	"3 Stars"	" 10-oz.	" "
do.	Good	"Quality"	" 10 and 20-lb.	boxes
do.	do.	do.	"	in bags

Fine "Filiatras" Currants

in barrel, ½ barrel, ½ case.

Solari's Choicest	Sultana	Raisins
do.	Choice	do. do.
do.	Extra	do. do.
do.	Finest	do. do.

ROGERS' Fine	Off-Stalk	Valencia	Raisins
do.	Finest Selected	do.	do.
do.	Finest Ondora	Layer	Raisins

OUR PRICES HAVE BEEN CUT AS CLOSE AS POSSIBLE.

We have Bargains in Japan and other grades of Teas

Write for Samples and Prices.

LAPORTE, MARTIN & CIE.

MONTREAL.

HINTS TO BUYERS.

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

TKINNEAR & CO. have in stock shipments of currants, consisting of fine Filiatras in cases and half-cases, and "Excelsior" Vostizzas.

H. P. Eckardt & Co. are offering great values in green Rio coffee.

Eleme figs in 10-lb. 4-row boxes are in store with T. Kinnear & Co.

Stephens' pickles, patent stopper, are in stock with the Davidson & Hay, Limited.

See Laporte, Martin & Cie's advertisement. There may be something you want.

H. P. Eckardt & Co. are offering extra fine value in Ceylon and Indian teas at 12c. per lb.

California prunes, 60-70's to 90-100's, have been received by the Eby, Blain Co., Limited.

H. P. Eckardt & Co. have received another shipment of Barataria shrimps in 1-lb. tins.

Laporte, Martin & Cie have received a consignment of fine figs, which they offer at close figures.

"Circle" tea books can be had on application to Lucas, Steele & Bristol by buyers of this brand.

Dawson & Co. have the first arrival of Jamaica oranges of this season. They are good and sweet.

The Davidson & Hay, Limited, report a shipment of sardines in tomato sauce to hand this week.

Dawson & Co. report special demand for apples. Holders might do well to communicate with them.

Grenoble walnuts and Valencia shelled almonds have just come to hand with the Eby, Blain Co., Limited.

"We have a complete stock of herrings and codfish at bottom figures," say the Davidson & Hay, Limited.

Rutherford, Marshall & Co. report that they need a large amount of first-class butter to supply immediate wants.

George Foster & Sons report that they are now in a position to ship all back orders for "Golden Leaf" Japan tea.

"Royal" salad dressing is in store with Lucas, Steele & Bristol. When looking for choice Roquefort cheese write them.

Lucas, Steele & Bristol: "Yes, our 'Something Sweet' in 2-lb. cans is pleasing every one. When required we pack

our 'Tiger' and 'Bargain' molasses in 25 and 38-lb. pails."

Just to hand, George Foster & Sons, another car of "Atlas Brand" molasses, an extra fine sample at low prices.

The Eby, Blain Co., Limited, have in store fine, extra and choicest Sultanas, claimed to be the very finest goods packed.

A full assortment of Jergen's heliotrope, vegetine and assorted toilet soaps is in stock with the Eby, Blain Co., Limited.

T. Kinnear & Co. are in receipt of a shipment of new season's California prunes, consisting of 40-50's, 50-60's, 70-80's, 90-100's.

A full line of Burnham's preparations—clam bouillon, clam chowder and beef, iron and wine—is in store with the Eby, Blain Co., Limited.

The Eby, Blain Co., Limited, report heavy sales for syrups and molasses during the current month, special values proving the attraction.

The Davidson & Hay, Limited, received a shipment this week of Naples oblong filberts. These are particularly fine filberts and are selling off well.

Now in stock at George Foster & Son's, Brantford, new Eleme figs in 12 and 28-lb. boxes; Arguimbau's Valencia raisins in all grades, also new currants.

The Eby, Blain Co., Limited, report increasing sales for domestic kippered herrings—considered by some buyers as equal to the imported article.

D. Gunn, Bros. & Co. have been receiving orders for creamery and dairy butter from points which formerly were in the habit of shipping butter.

W. H. Gillard & Co. are offering a wide range of Japan teas, high and medium grades, which, considering the advanced market, should interest buyers.

D. Gunn, Bros. & Co. are figuring on a largely increased trade in pickled eggs during coming months. The quality this season of this line of eggs is unsurpassed.

All grades of Valencia, Malaga, Sultana, and California raisins can be had from Laporte, Martin & Cie. They are receiving large quantities and their prices are low.

Half-bbls. choice sockeye salmon are now arriving with Lucas, Steele & Bristol. Their "Empire" brand of 1-lb. cans is handsomely packed—the "Old Flag" looks well.

H. P. Eckardt & Co. now have Griffin & Skelley's evaporated peaches and apricots in 1-lb. packages, which saves greatly in weighing out; also French prunes, all sizes, in 25-lb. boxes.

W. H. Gillard & Co. have some exceptionally fine jams and jellies in stock, in 7,

14 and 30-lb. pails. These goods, while of Canadian manufacture, compare favorably with any imported, and the price considerably lower.

"We have an unsurpassed assortment of figs, comprising 1-lb. and 2-lb. glove boxes, 5's, 8's, 10's, 12's, 25's, 45's and 50's, finest Erbeyli layers imported from the best Smyrna growers, which we quote exceptionally close. We have also Naturals in 25-lb. boxes and 60-lb. bags, Comadres in taps and 'Diova' Turkey figs in 35-lb. boxes for those who require lower priced goods," say the Eby, Blain Co., Limited.

CALLED HIS FRIENDS TO THE OPENING.

Mr. Geo. S. Winter, grocer, Brantford, Ont., has had erected for his use one of the best equipped retail establishments in Western Ontario, including a very fine basement, which latter adds much to the general convenience of the establishment.

The Brantford Courier says: Mr. Winter has been in the grocery business in Brantford for the past eleven years and has had the pleasant satisfaction of seeing his business each year grow steadily larger. This is largely owing to the general excellence of his goods and the excellent service rendered. His stock of fancy groceries is probably the largest in Brantford to-day. Two wagons are used in delivering, and orders are called for and delivered each morning, with the exception of Saturday, to all parts of the city. With the more modern new premises and improved facilities for serving his customers this business will no doubt show the same substantial growth in the future that it has in the past.

To open his new store to the public, Mr. Winter held a reception on Thursday, Friday and Saturday last week, inviting the residents of Brantford and vicinity to see the new store and its equipment, and to partake of his best tea or coffee and biscuits. The reception was a great success, as Mr. Winter's enterprise well merited.



**The Monkey
Went up a Tree**

and threw down a lot of Cocoanuts for shipment to Montreal to supply the fastidious taste of the best families in Canada with pure fresh made

WHITE MOSS COCOANUT

to be manufactured under the supervision of an expert of many years experience. Ask your jobber, or write us for samples.

Canadian Coconut Co.
MONTREAL

HE IS A TEA EXPERT.

MR. ROBERT D. ROSS, manager of the "Kolona" tea department of the Eby, Blain Co., Limited, has severed his connection with that company and assumed the management of "Monsoon" tea.

"Mr. Ross," remarked a well-known broker to THE CANADIAN GROCER, "has a particularly good knowledge of the requirements of the tea trade in Canada. We brokers consider him one of the best judges of tea on the street."

Package teas and tea blending Mr. Ross has made a specialty of, and during his career as a tea man he has been with such firms as the Salada Tea Co. and the Eby, Blain Co., Limited, to say nothing of his experience behind the retail counter.

Mr. Ross is a young man, and he has a bright future before him in the particular occupation in which he is engaged.

Prior to his departure, Mr. Ross was presented by his fellow employes in the Eby, Blain Co., Limited, with a handsome signet ring. He is evidently popular, as well as an expert tea man.

GROCERS AND MILLERS AGREE.

The millers and grocers of Grand Rapids, Mich., have got together in a common-sense agreement and are helping one another. The agreement is reciprocal and both sides profit by it. The grocers were caused much trouble by price-cutters, so the retailers' association pushes the sale of home-made flour and the millers refuse to supply flour to dealers who cut the established price. This is equitable and helps to keep the flour trade in a healthy condition, as well as to encourage the use of home-made flour. Price-cutting wars are of no advantage to the grocer, and the miller

often loses a large book account as the direct result of it, hence both parties to the agreement are interested in the maintenance of prices.—American Miller.

CANADIAN FLOUR IN THE WEST INDIES.

Our excellent contemporary, THE CANADIAN GROCER, gets wrathful over the report of the Canadian agent at Trinidad to the Dominion Government to the effect that Canadian brands of flour have been driven out of the island by United States flour, not because of superior quality, but by cheaper freight rates. It says Trinidad's imports of flour are not large, only between six and seven hundred thousand dollars' worth annually, but it wants the freight rates straightened out. The rate from Halifax is 30 cents, and from United States ports 25 cents, which seems a very small discrimination considering the difference in distance. And it seems only a question of a short time when even the United States Atlantic ports will have to abdicate much of their trade with the West Indies, Central and South America in favor of the Gulf cities. And this will be exactly for the same reason as prevents Halifax from exporting flour thither now. It is a question of proximity.—American Miller, Chicago.

LATE TRADE NEWS.

W. H. McCutcheon, grocer, London, has compromised at 50c.

Wintermute & Co., general store, Cayuga, have assigned to F. W. Wintermute.

The stock of Abbott Bros., Queen street east, Toronto, has been sold for \$600.

Frank Kaiser has purchased George J. Smith's grocery and liquor business at the corner of Bold and Caroline streets, Hamilton.

TRADE CHAT.

MR. MCKEE, store-keeper of Orton, owns a hen which is in the big egg laying business. Her latest production is a double egg, one inside of the other, and both perfectly formed. Mr. McKee, on finding the egg, broke it to see if it had a double yoke, and discovered the other egg inside.

In addition to the American withdrawals the Bank of England has lost sovereigns for shipment to Egypt recently.

Peter Clark & Co., Sarnia, are having a granolithic walk laid in front of their grocery store, which when completed will add much to the appearance of both the premises and the street.

A mysterious disappearance is that of Mrs. Elizabeth Ballard, who kept a grocery store in Windsor. On June 22 she left home to join her three children in London, and has not been seen since.

EUROPEAN CATFISH.

A large member of the catfish family is found in some European rivers, and it is a formidable beast. The Germans call it "wels," but do not eat it.

The Bohemians have a proverb, "Every fish has another for prey;" the wels (Silurus) has them all. Harper's Round Table says that it is the largest fresh water fish found in the rivers of Europe, except the sturgeon; it often reaches five or six feet in length. It destroys many aquatic birds, and we are assured that it does not spare the human species. On the 3rd of July, 1700, a peasant took one near Thorn that had an infant entire in its stomach. They tell in Hungary of children and young girls being devoured on going to draw water; and they even relate that on the frontiers of Turkey a poor fisherman took one that had in its stomach the body of a woman, her purse full of gold, and a ring. The fish is even reputed to have been taken sixteen feet long.

Distinguished...



from other brands by its **purity** and **excellence**.

RICE'S PURE SALT

"THE SALT OF THE EARTH."

Every package guaranteed to give highest satisfaction.

Sole Manufacturers

THE NORTH AMERICAN CHEMICAL CO. Limited

GODERICH, ONT.

HOW WORRY AFFECTS THE BRAIN.

MODERN science has brought to light nothing more curiously interesting than the fact that worry will kill. More remarkable still, it has been able to determine, from recent discoveries, just how worry does kill.

It is believed by many scientists who have followed most carefully the growth of the science of brain diseases, that scores of the deaths set down to other causes are due to worry, and that alone. The theory is a simple one—so simple that anyone can readily understand it. Briefly put, it amounts to this: Worry injures beyond repair certain cells of the brain; and the brain being the nutritive centre of the body, the other organs become gradually injured, and when some disease of these organs, or a combination of them, arises, death finally ensues.

Thus does worry kill. Insidiously, like many another disease, it creeps upon the brain in the form of a single, constant, never-lost idea; and, as the dropping of water over a period of years will wear a groove in a stone, so does worry gradually, imperceptibly, but no less surely, destroy the brain cells that lead all the rest—that are, so to speak, the commanding officers of mental power, health and motion.

Worry, to make the theory still stronger, is an irritant at certain points, which produces little harm if it comes at intervals or irregularly. Occasional worrying of the system the brain can cope with, but the iteration and reiteration of one idea of a disquieting sort the cells of the brain are not proof against. It is as if the skull were laid bare and the surface of the brain struck lightly with a hammer every few seconds, with mechanical precision, with never a sign of a let-up or the failure of a stroke.

Just in this way does the annoying idea, the maddening thought, that will not be done away with, strike or fall upon certain nerve cells, never ceasing, and week by week diminishing the vitality of these delicate organisms that are so minute that they can only be seen under the microscope.—Pharmaceutical Products.

WHY SWEAR AT ALL?

Washington and Beecher never swore but once, and Thomas Jefferson and U. S. Grant never swore. The Japanese and Indians have no oaths in their language. The North American Review once gave expression to the following: "The fierceness of men's profanity is in inverse ratio of the affluence of their ideas. The profanest men within the circle of your acquaintance

are all afflicted with a chronic weakness of intellect. The utterance of an oath, though it may prevent a vacuum in sound, is no indication of sense. It requires no genius to swear." If this were known of all Americans henceforth there would not be any profanity outside our insane asylums. In his "Norwood" Beecher gives utterance to the following needed lesson: "There is much pious swearing. A bold man means swear, and says it. A timid man means swear, but says 'gracious.' All interjections are swearing—a kind of latent oaths. Legion is the name of methods used for breaking men of their profanity." Soldiers of our colonial days received for every oath 25 lashes. P. T. Barnum was cured of this habit by having to pay a fine of \$20.

SARCASTIC.

"Whereas, The crop of wheat in the United States is said to be unusually large; and

"Whereas, The price of wheat has been advanced by the money power; be it

"Resolved, That the condition of the farmer can never be improved by large crops or large returns for the same due to the iniquitous machinations and manipulations of Wall street; and

"Resolved, That we view with alarm and denounce with indignation the alleged increase in the production of wheat and the demand for the same; and

"Resolved, That the alleged foreign demand for wheat is indubitably an artificial crisis produced by the Rothschilds; and

"Resolved, That the wheat crop and the price of wheat cannot be increased or made normal by natural and honest means until the free coinage of silver and the ratio of 16 to 1 has stimulated nature, boomed prices and relieved the downtrodden farmer from the clutch of the usurer and the money shark.

"Resolved, That in the present condition of things, large crops and large prices for the same are an outrage and a curse, and a distinct insult to the Popocrats and Populists"—New York Sun.

A BROOKLYN SODA WATER SIGN.

"In the borough of Brooklyn the other day," said a Manhattan Islander, "I saw standing on the sidewalk, in front of a drug store, a sign that read like this:

.....
: TRY OUR ORANGE PHOSPHATE. :
: IT IS SODA-LIGHTFUL. :
: :

"I did not try the orange phosphate, but if it is as good as the sign I am satisfied it is good enough."—New York Sun.

SEEDLESS FRUITS.

More important, probably, than eliminating the thorns on trees and bushes is the extermination of objectionable seeds. The seeds of oranges, grapes, apples, pears and similar fruits are no longer absolutely necessary for the production of plants and trees. Nature slowly and grudgingly relinquishes her right to mature seeds—the secret that she has guarded so carefully for perpetuating many of her choicest species. Before horticulture was reduced to a science most plants depended upon the seeds for their existence, but in these modern days, when budded and grafted stock give more satisfaction than seedlings, they are superfluous to a degree. We might not be able to get along without any seeds, for seedling stock must continue to be raised so long as fruit trees are in demand, but, as all choice stock is budded or grafted, the seeds of our leading varieties of oranges, grapes and apples could be easily dispensed with.—Lippincott's.

PRINCE EDWARD ISLAND POTATOES.

Our St. John, N.B., correspondent writes: "The present price for potatoes is causing large quantities to be brought to market. In Shediac dealers are buying freely at \$1 per barrel. One buyer took in 2,000 barrels in one day. Contrary to reports from many other places, the potato crop on Prince Edward Island is an average one, and the quality particularly good. This is the more appreciated as good returns are expected, the American market taking most of the stock. Of course, the high American duty will somewhat affect the price, but it will be largely paid by the consumer. Prices at present on the Island are ranging from 20 to 25c. per bushel."

ROYAL JUBILEE OIL

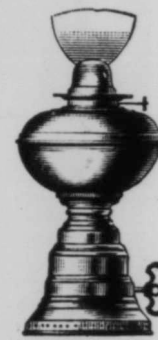
Is the Best Burning Oil in the Market.

ROYAL OIL COMPANY

SOLE MANUFACTURERS

Geo. Anderson, Manager.

Toronto



WANZER.

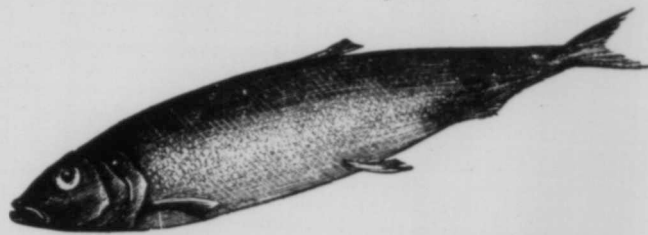
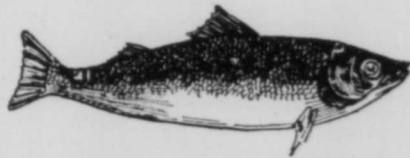
Improved Wanzer Lamp

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

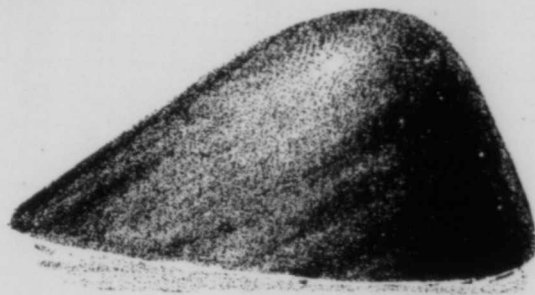
WANZER LAMP & MFG. CO.
HAMILTON.

Ceylon and Indian Teas

don't taste



fishy, like those of Japan—
nor are they suggestive of



dirt

and uncleanly methods of preparation like the teas of China.

CEYLON AND INDIAN TEAS

are always pure, clean, health-
ful, invigorating and satisfying.
Every merchant handling Cey-
lon and India teas finds his tea
trade improving.

*Do you sell Ceylon and India Teas?
If not, why not?*

**FOUND
AT
LAST**

THE ...

"PRAESERVO"

CASE

A
Perfect Cabinet
for

**RAISINS
PRUNES
CURRANTS
EVAPORATED
FRUITS
Etc., Etc.**

No shrinkage
No drying up
No loss in weight

Fruit kept
Moist and Fresh
always.



Height, 76 in.; width, 41 in.; depth, 28 in.

Write us for Descriptive Catalogue.

ARTHUR P. TIPPET & CO., MONTREAL

AN IRON WILL.

"I CAN'T! it is impossible!" said a lieutenant to Alexander, after failing to take a rock-crested fortress. "Be-gone!" thundered the great Macedonian; "there is nothing impossible to him who will try." And at the head of a phalanx he swept the foe from the stronghold.

"You can only half will," Suwarrow would say to people who failed. He preached willing as a system. "I don't know." "I can't," and "impossible" he would not listen to. "Learn!" "Do!" "Try!" he would exclaim.

Napoleon in Egypt visited those sick with the plague, to show that a man who is never afraid can vanquish that scourge. A will power like this is a strong tonic to the body, and it will stimulate to almost superhuman undertakings. Such a will has taken many men from apparent death-beds, and enabled them to perform wonderful deeds of valor.

Aaron Burr was dangerously sick when he joined Arnold in leading the expedition against Canada. General Wolfe, sick with fever, led his troops up the heights of Abraham, defeated Montcalm and compelled impregnable Quebec to surrender. But five days before he wrote home to England:

"My constitution is entirely ruined, and without the consolation of having rendered any considerable service to the state or without prospects of it."

After a sickness in which he lay a long time at death's door, Seneca said: "The thought of my father, who could not have sustained such a blow as my death, restrained me, and I commanded myself to live."

Prof. George Wilson, of Edinburgh University, was so fragile that no one thought he ever could amount to much; but he became a noted scholar in spite of discouragements which would have daunted most men of the strongest constitutions. Disaster, amputation of one foot, consumption, frightful hemorrhages—nothing could shake his imperious will. Death itself seemed to stand aghast before that mighty resolution, hesitating to take possession of the body after all else had fled.

At fifty-five years of age, Sir Walter Scott owed more than \$600,000. He determined that every dollar should be paid. This iron resolution gave confidence and inspiration to the other faculties and functions of the body and brain. Every nerve and fibre said, "the debt must be paid;"

every drop of blood caught the inspiration and rushed to the brain to add its weight of force to the power which wielded the pen. And the debt was paid. In his diary he wrote: "I have suffered terribly, and often wished that I could lie down and sleep without waking. But I will fight it out if I can." His imperious will worked on and on after it seemed that every other faculty had abandoned his mind.—Pushing to the front.

ROGOGESKI TEA.

Adulterated tea, which is being sold all over the continent, is described in a German medical paper. This preparation has long been known in Russia, where it is sold under the name of "rogogeski." It is made in the following way: "The manufacturers of this adulterate buy in the tea houses the residue of the tea pots—leaves which have already been used—and mix these leaves while still moist with other leaves and very little genuine tea. The mixture is heated with an addition of extract of caramel and campeche wood, in order to improve the color and the taste. The weight is also increased by the addition of sand or soil, and just before being dried, the leaves are rolled between the hands."

SULTANA RAISIN SITUATION.

THE following is extracted from The Journal de Smyrne, dated 28th ult. "Since the commencement of the present season the prices of Sultanas have been maintained firmly, and have given briskness to our market. The arrivals up to yesterday have risen to about 270,000 quintals, against 245,000 quintals for the corresponding period of last year.

"The actual stock is about 40,000 quintals, against 30,000 quintals in 1896. With regard to the prices, they have varied from 3¼ to 6 piastres per oke, according to quality, whilst in the past year it was from 1¾ to 4¾ per oke.

"It is curious to notice that, notwithstanding the heavy arrivals, and contrary to what usually happens in like circumstances, prices have been pushed up very high, to the profit of the cultivator. Is it so with the exporting merchants, who make sales for delivery? Some people explain the rise by the fact that the crop of this year will be less than that of last, over-calculated at 720,000 quintals. Others attribute it to speculations and 'bear' contracts. Now, in all probability the deficit, if there is one, will be some 50,000 quintals only, for one estimates that our crop will give, at a low figure, about 650,000 quintals. On the other hand, one very appreciable circumstance militates in favor of this year's crop, that is, that the drying process (la desiccation) was carried out under excellent conditions, whilst last year the rain spoilt it to a great extent; there is then ample compensation, the quality making up for the quantity even if we admit the deficit mentioned above.

"The consignments to England (London and Liverpool) have up to this day (September 28) been very important: they amount to 500,000 boxes or 120,000 quintals, against 260,000 boxes or 65,000 quintals for last year.

"No wonder, then, that these considerable arrivals upon the consumers' markets are producing a reaction that makes itself felt upon our market, and which will have later on very pronounced effects.

"However, one is able to ask if this congestion is reasonable, or if it does not contain for us factors of bitter miscalculation. Has prudence no longer a place in commercial transactions?"

A PURE FOOD EXPOSITION.

A syndicate has been formed which proposes to hold a pure food exposition in Toronto about the middle of November. The exposition, which will be similar to those held in Hamilton, Detroit, and other places lately, will include exhibits of cereals, coffees, teas, beef teas, etc., and a concert programme will be rendered in the evenings. The place will probably be the Mutual street Rink.

The **QUEEN CITY OIL CO., Ltd.**
SAMUEL ROGERS, President. TORONTO, ONT.
Importers of the very finest PRATT'S ASTRAL and



CAR LOADS OR LESS. — WRITE FOR PRICES.
Best Canadian Lamp Oil Made in Canada.

POTATOES AND APPLES

Wm. Hannah & Co.

TORONTO and MONTREAL

Board Trade Building. 14 St. Nicholas St.

We are always open to buy or sell car lots.
Write or Wire us for Prices.

Going to Retire?
Want to Sell Out?

If so, say so in THE CANADIAN GROCER.
It reaches the most likely buyers. Two cents a word each insertion.



J.M. Douglas
& Co. . .

Montreal

AGENTS

IF YOU HAVE NOT TRIED

"CEYLINDIA"

T

Let us send you a sample Chest with your next order.

A TRADE WINNER.

GEORGE FOSTER & SONS

BRANTFORD, ONT.



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

DO YOU?

WISH THUS TO BUILD
an advertisement
in the
CONTRACT-
RECORD,
TORONTO
will bring you
tenders from the
best contractors

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Limited., LONDON, N.W. ENG.

SALT

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

VERRET, STEWART & CO., Montreal - Quebec.



AN AUTOMATIC SELLING MACHINE . . .

To sell —

Adams'
Tutti Frutti

For full particulars, apply . . .

Globe Automatic Selling Co.

13 Jarvis Street. - TORONTO, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

PILON FRERES, (Narcissus Pilon, deceased) general merchant, Alexandria and South Casselman, Ont., are offering to compromise at 50c. on the dollar.

Edmond J. Martin, confectioner, Montreal, has assigned.

Louis C. Fortin, grocer and liquor dealer, Montreal, has assigned.

Israel Masse, general merchant, MacNider, Que., has assigned.

Hugh McDonald, general merchant, Mahon, N.S., has assigned.

Ernest Cloutier, general merchant, Notre Dame Du Lac, Que., has assigned.

W. A. Warren, fruit dealer, Rat Portage, Ont., has assigned to Frank Gardiner.

The Dawson Co., grocers, Regina, N.W.T., have assigned to G. T. Marsh.

Thomas Barrie, general merchant, Pembroke, Ont., has assigned to J. J. O'Meara.

T. J. Monahan, grocer, Arnprior, Ont., is offering to compromise at 20c. on the dollar.

Hessian & Devine, fruit dealers, etc., Halifax, are offering to compromise at 25c. on the dollar.

John E. Black, general merchant, Springfield, Ont., has assigned to C. B. Armstrong, London, Ont.

Henri Garon, general merchant, Causapscal, Que., is offering to compromise at 60c. on the dollar.

Pierre Dorias, general merchant, South Indian, Ont., is offering to compromise at 20c. on the dollar.

Favila Gourre, crockery and fancy goods dealer, St. Jerome, Que., has submitted a statement to his creditors.

A meeting of the creditors of Gonzague Gagnon, general merchant, Thurso, Que., was held on the 14th inst.

A meeting of the creditors of Michael Hayes, general merchant, Sheenboro, Que., will be held on the 27th inst.

The property belonging to the estate of F. G. Morris, late grocer, Halifax, is advertised for sale by sheriff order foreclosure.

Elizabeth A. Bond, grocer and fruit dealer, Orillia, Ont., has assigned to Wm. Grant, and a meeting of her creditors was held on the 19th inst.

W. H. Thomson, general merchant, Schreiber, Ont., has assigned to J. M. Austin, Chapleau, Ont., and meeting of creditors was held on the 21st inst.

PARTNERSHIPS FORMED AND DISSOLVED.
Pelletier & Cyr, general merchants, Windledge, N.B., have dissolved partnership.

James Reith & Co., grocers, Trail, B.C., have dissolved partnership; James Reith to continue.

A. L. Hibbard & Co., produce dealers,

DO YOU WISH to serve your customers with a strictly first-class

TOMATO SOUP ?

3's Handsomely labelled. Retail 25c.

If so, ask your **WHOLESALE HOUSE** for **Clark's**

Montreal, have dissolved, and Albert Lewis Hibbard and Thomas A. Chadburn have registered as proprietors under the style Hibbard, Chadburn & Co.

Delorme & Boudrias, tea and crockery merchants, Montreal, have dissolved partnership.

Craig & Taylor, Freetown, P.E.I., have dissolved partnership as general merchants. Bert Craig will continue.

Tancrede and Alfred Barsalou have registered as proprietors of the firm T. Barsalou & Cie, grocers, Montreal.

Laclance Trudeau and Joseph M. Duchene have registered as proprietors of the Somo Spice Mill Co., Montreal.

Mantius Bull and James A. Mitchell, Winnipeg, have formed a partnership under the firm name of The Royal Soap Co.

The firm Kidd & Co., general merchants, Athlone, Ont., have dissolved, C. J. Kidd retiring, and a new firm has been formed by Bridget, Joseph and William Kidd; style unchanged.

SALES MADE AND PENDING.

Ellen Rutter, grocer, London, Ont., has sold out to J. H. O'Neil & Co.

E. H. Suffel, general merchant, Vienna, Ont., has sold out to J. Pedlow.

T. Rayment & Co., grocers, Chatham, Ont., have sold out to Jas W. Graham.

The Atlas Canning Co., Steveston, B.C., have sold their cannery to Charles Nelson.

The assets of B. Damien & Co., grocers, Montreal, were sold by auction on the 19th inst.

The stock of J. O. Martel, confectioner, Quebec, has been sold at 65½c. on the dollar.

J. M. Thibaudeau & Cie., grocers, Quebec, have sold their stock at 75½c. on the dollar.

Wm. J. Stevenson, fruit dealer, etc., Dauphin, Man., has sold out to A. L. Bond.

St. Barthlemi L. Morand, general merchant, Farnham, Que., has sold out to Jacques Morand.

The stock of The John Eaton Co., Limited, Toronto, which was held in bond, will be sold by the liquidator.

Cote, Boivin & Co., general merchants, Chicoutimi, Que., have purchased the bankrupt stock of Alf. Duchene, Roberval, Que., at 65c. on the dollar.

The assets of A. J. Allaire, general merchant, St. Guillaume D'Upton, Que., were sold at auction on the 21st inst.

The assets of Wm. T. Costigan & Co., commission merchants, teas, etc., Montreal, are advertised for sale by tender.

Gagnon & Caron, St. Louis de Mile End, Que., have been appointed curators of the grocery business of J. A. Dupeas, and the assets are advertised to be sold at auction.

CHANGES.

John McCambridge has commenced business as a grocer in Iberville, Que.

A. M. Ellis has opened a dry goods and grocery business in Carberry, Man.

Massey, Knight & Co. are about to start a grocery business in Chatham, Ont.

H. M. Durkee, grocer, Otterville, Ont., has been succeeded by J. W. Secord.

Charles B. Kickusch has commenced a fruit, confectionery, etc., business in Winnipeg.

George Marsh, general merchant, Beulah, Man., is opening a branch store at Elkhorn, Man.

Philomene Denis has registered as proprietress of the grocery firm Vve. Isidore Voyer.

James Monteith, general merchant, Waverley, Ont., has been succeeded by F. H. Dale.

Arthur E. Fowler has registered as proprietor of the Excelsior Ceylon Tea Co., Montreal.

Alphonse Nadeau has commenced business as a general merchant at Lake Etchemin, Que.

John Inglis, grocer, has given up business in Barry's Bay, Ont., and left for Madawaska, Ont.

L. J. Godreau, general merchant, Abbotsford, Que., has registered as proprietor of the Monarch Blotting Co.

FIRES.

Nearly all the business men of Windsor, N.S., were burned out on the 17th inst.

L. C. Lowrie, general merchant, Bagot, Man., has been burned out. Loss, \$4,500; insurance, \$1,000.

J. F. McManus (estate of), general merchant and lumber miller, Bathurst, N.B., has suffered loss by fire; no insurance.

DEATHS.

Wm. P. Grace, of the firm of Grace

He couldn't remember

QUOTATION FROM LETTER RECEIVED FROM HAGERSVILLE, ONT.

"For more than 10 years, in fact, I cannot call to mind when we began to use your Coffees exclusively for our trade."

Chase & Sanborn

BOSTON MONTREAL CHICAGO

Bros., general merchants in Bouchette and Maniwaki, Que., is dead.

David Manne, grocer, Mount Vernon, Ont., is dead.

John Collins, general merchant, Little River, N.S., is dead.

Albert Fader, of Fader & Co., fish dealers, Halifax, is dead.

Alex. Acheson, general merchant, Rosenfeld, N.W.T., is dead.

CORRECTED THE CLERK'S ERROR.

A Dorchester woman tells me a good story of one of the grocermen of that classic suburb, according to Boston Traveler. She received a bill for two pounds of "psalmon." When the dealer came to collect his bill, Mrs. B. called his attention to the incorrect spelling of salmon. The dealer exclaimed: "That's the work of my new bookkeeper. I am ashamed to have such bills sent out. He's a good bookkeeper, but he'll have to learn to spell if he wants to work for me. Let me correct the word." Taking out a pencil, the dealer drew a couple of lines through the word and wrote above it "sammon." "There," he said, "I'll teach that bookkeeper how to spell that word or get rid of him."

A RETAIL ORGANIZATION.

The retail merchants of South Dakota have organized in an association. We have received a copy of the report of their meeting and the constitution and bylaws of the new body. The object of organization, as set forth by the opening address, is for the purpose of confining trade within the state to its proper channels and for reforming such abuses as exist in such ways as the association think best. The speakers, without exception, disapproved of endeavoring to secure legislation to hurt department or any other stores, all agreeing it to be a better plan to improve their own businesses by doing away with the exchange of goods for farm produce, by doing a larger, if not a total, cash business and by the education of the consumer to loyalty to home enterprises and to the fact that supply houses are not cheaper than the up-to-date retail store.

The association passed the following resolution: Resolved, that we recommend that merchants do not purchase any goods, wares or merchandise from any jobber, broker or manufacturer who may be known to sell or supply goods, wares or merchandise to "supply" and "catalogue" houses or to sell at retail.

The secretary, in his preface to the re-

port at this meeting, states that a bureau of information has been opened in the office of the secretary for the purpose of disseminating all knowledge helpful to the trade and invites all members to correspond freely with the bureau.

SALMON IN LONDON.

The market for salmon remains firm, but the demand for spot parcels shows the usual tendency to fall off at this time of the year. The inquiry for 1897 pack is brisk, and an extensive business has been done for arrival, it being generally thought that the present low prices may be considered practically safe. It is also natural to assume that with the reduced range of retail prices which must follow, the public will not be slow to recognise the wonderful value of canned salmon as compared with other goods, and that the consumption will, in consequence, be enormously increased. In reviewing the situation this latter point cannot be too strongly emphasized.—Produce Markets' Review.

"Yardsley donated a castor worth 97c. to the minister, and put a tag on it marked \$16." "Yes?" "Well, the parson took the article to Yardsley's store yesterday and traded it for dry goods. Yardsley's smile won't be able to be out again for six weeks." —Harper's Bazar.



WINN & HOLLAND
MONTREAL
SOLE AGENTS
FOR CANADA

BRUNNER, MOND & Co.'S
Bicarbonate of Soda
Soda Crystals
Concentrated Sal Soda
Caustic Soda
Bleaching Powder
Pure Alkali

**BEST IN
THE MARKET**

**PUREST THAT
CAN BE MADE**



Looking 'round . . .

for better Mince Meat will bring you back again just where you started. You won't find a better article in the world than

WETHEY'S CONDENSED MINCE MEAT

because it combines the purest and best meat, fruits and spices procurable. Nothing second rate is used.

J. H. Wethey, Mfr., St. Catharines, Ont.

CURRENT MARKET QUOTATIONS

Toronto, Oct. 21, 1897.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

PURE GOLD.	
5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2 1/2 lb. cans, 1 and 2 doz. in case.....	10 50
15 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4oz. cans, 4 and 6 doz. in case.....	1 25
10 cent can.....	0 90

Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	\$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	80
" 12, in 6 ".....	70
" 3, in 4 ".....	45
Pound 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.	1 20	
1/2 lb. tins, 3 ".....	"	90	
1/4 lb. tins, 4 ".....	"	60	

MAPLE LEAF BAKING POWDER.

1/2 lb. glass jars.....	\$1 25
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

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
1/2 lb. tins, 4 to 6 doz. cases.....	"	0 80
1 lb. tins, 2 to 4 doz. cases.....	"	1 15
English Cream, glass tumblers.....	"	0 75
1/2 lb. jellies.....	"	1 25
1 1/2 lb. Crown sealers.....	"	2 25

BLACKING.

P. G. FRENCH BLACKING.		per gross	
1/2 No. 4.....	"	\$4 00	
1/2 No. 6.....	"	4 50	
1/2 No. 8.....	"	7 25	
1/2 No. 10.....	"	8 25	

THE F. F. DALLEY CO.

English Army Blacking, 1/4 gross cases.....	\$9 00
No. 2 Spanish.....	3 60
No. 3 ".....	4 50
No. 5 ".....	7 20
No. 10 ".....	9 00
Yucan Oil Blacking, 1 doz. cases, liquid.....	2 00

per doz	
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
BERRY'S ENGLISH BLACKING.	
No. 1 Bronze Tins, per gross.....	\$ 2 60

No. 2 Bronze Tins, per gross.....	\$ 3 40
" 3 ".....	5 60
" 4 ".....	10 00
" 1 Enamelled Tins.....	2 50
" 2 ".....	3 75
" 3 ".....	4 00
" 4 ".....	4 50

THE ALPHA CHEMICAL CO.

Shoe Dressing—in 1/4 gross cases. Per Gross.....	\$ 22 00
French Oil in 3-doz. cases.....	\$ 22 00
Reliable Shoe Dressing.....	9 00
Ecliptic Combination.....	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—

Reliable French Blacking, No. 5.....	9 00
" No. 2.....	4 50
United Service Blacking No. 4.....	8 00
United Service Blacking No. 1 1/2.....	4 25
Patent Leather Polish No. 1 1/2.....	9 00
Waterproof Dubbin No. 4.....	9 00
Alpha Metal.....	9 00

Patent Stove Polish—

Sunlight Lead Bar.....	4 25
Packed in 1/2 gross cases.....	10 80
Sunlight Liquid, 1/2 gross cases.....	10 80
Moody's Black Lead.....	4 25
1/2 gross cases.....	15 00
Reliable Stove Pipe Varnish.....	15 00
1/2 gross cases.....	6-oz. bottles

Quickshine Pipe Varnish..... 12 0
1/2 gross cases, pressed top tins.

Stove Polish—

Quik's Fine Polish.....	00
Reliable Paste.....	6 00
Electric Crown Paste.....	8 00
Electric Crown Lead Bar.....	7 80

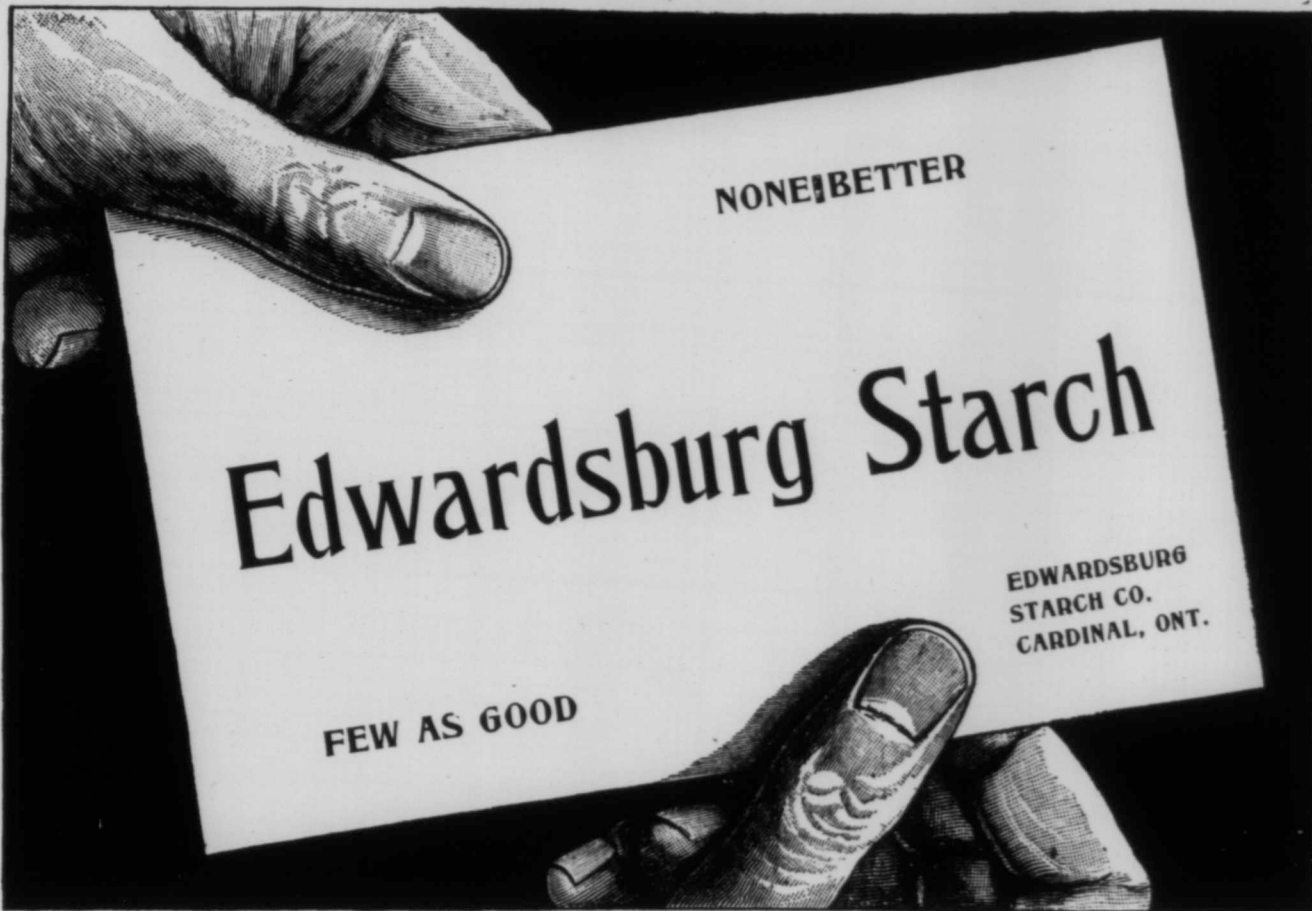
BLACK LEAD.

Dixon's Carburet of Iron Stove Polish, 70c doz..... Per gr 7 25



STOVE POLISH.

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



THE F. F. DALLEY CO.



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

Fnameline.



No. 4-3 dozen in case \$4 50
No. 6-3 dozen in case 7 25

BIRD SEEDS

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

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

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

CORN BROOMS

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

BLUE.

KEEN'S OXFORD. per lb.
1 lb. packets \$9 17
1/4 lb. " " 0 17
Reckitt's Square Blue, 12-lb. box..... 0 17
Reckitt's Square Blue, 5 box lots..... 0 16

CANNED GOODS. per doz.

Apples, 3's \$0 80 \$0 95
" gallons 2 00 2 25
Blackberries, 2's 1 40 1 70
Blueberries, 2's 0 75 0 85
Beans, 2's 0 65 0 95
Corn, 2's 0 70 0 85
Cherries, red pitted, 2's 1 75 2 25
Peas, 2's 0 82 0 85
" Sifted select 0 90 1 00
" Extra sifted 1 25 1 40
Pears, Bartlett, 2's 1 65 1 75
" " 3's 2 40 2 70
Pineapple, 2's 1 75 2 40
" 3's 2 50 2 60
Peaches, 2's 1 65 2 00
" 3's 2 25 3 00
Plums, Green Gages, 2's 1 55 1 80
" Lombard 1 40 1 70
" Danson Blue 1 10 1 40
Pumpkins, 3's 0 70 0 90
" gallons 2 10 2 25
Raspberries, 2's 1 50 1 80
Strawberries, 2's 1 65 1 95
Succotash, 2's 1 15 1 15
Tomatoes, 3's 0 85 0 90
Lobster, tails 2 40 2 70
" flats 2 85 3 00
Mackerel 1 20 1 30
Salmon, Sockeye, tails 1 20 1 30
" Horseshoe 1 25 1 30
" Cohoes 0 95 1 10
Sardines, Albert, 1/2's tins 0 13
" " 3/4's tins 0 20 0 21
" Sportamen, 1/4 genuine French high grade, key opener 0 12 1/2

Sardines, Sportsmen, 1/2's 0 21
Sardines, key opener, 1/2's 0 16 0 18 1/2
" " " " 3/4's 0 10 1/2 0 11
" " " " 1/2's 0 18 1/2 0 19
Sardines, other brands 9 1/2, 11 0 16 0 17
" P. & O., 1/2's tins 0 23 0 25
" " " " 3/4's 0 33 0 34
Sardines, Amer., 1/2's " 0 04 1/2 0 09
" " 3/4's " 0 09 0 11
50 tins, per 100, 1/4 size, cases 10 00 11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb. 1 10 1 15
Kippered Herring, 1-lb. 1 60 1 90
Herrings in Tomato Sauce..... 1 70 1 90
Herrings in Shrimp Sauce..... 2 00
Herrings in Anchovy Sauce..... 2 00
Herrings a la Sardine..... 2 40
Preserved Bloaters..... 1 85 1 90
Real Findon Haddock..... 1 85 1 90

CANNED MEATS.

(CANADIAN.)
Comp Corn Beef, 1-lb. cans.. \$1 30 \$1 35
" " 2 " " " 2 35 2 50
Comp Corn Beef 4-lb. can .. 8 25
" " " " 14 " " " 7 75 8 25
" " " " 15 " " " 15 00 16 00
Minced Callops 2 " " " 2 60
Lunch Tongue 1 " " " 3 40 3 50
" 2 " " " 6 00
English Brawn 2 " " " 2 75 2 80
Camb Sausage 1 " " " 4 00
" 2 " " " 4 00
Soups, assorted 1 " " " 1 50
" 2 " " " 2 25
Soups and Boull. 2 " " " 1 80
" 6 " " " 4 50

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb. 1 40 1 50
" 2 lb. 2 60 2 75
" 4 lb. 5 50 5 80
" 6 lb. 8 50 8 80
" 14 lb. 17 50 18 00
Roast Beef, 1 lb. 1 40 1 50
" 2 lb. 2 60 2 75
Luncheon Beef, 1 lb. 1 60 1 70
" 2 lb. 2 75 2 85
Brawn 1 lb. 1 30 1 40
" 2 lb. 2 35 2 50
" 6 lb. 6 60 6 80
" 14 lb. 14 50 15 00
Ox Tongue, 1 1/2 lb. 7 00 7 20
" 2 lb. 8 50 8 80
" 2 1/2 lb. 10 75 11 00

Lunch Tongue, 1 lb. 3 35 3 50
" 2 lb. 6 50 6 80
Chipped Beef, 1/2 lb. 1 60 1 70
" 1 lb. 2 65 2 80
Pigs' Feet, 1 lb. 1 65 1 75
" 2 lb. 2 45 2 60
Potted Meats, Tongue or Ham 1/2 lb. 70 75
Potted Meats, Tongue or Ham 1/2 lb. 1 20 1 25
Potted Deviled Ham or Tongue, 1/2 lb. 70 75
Potted Deviled Ham or Tongue, 1/2 lb. 1 20 1 25

WHITE LABEL.

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

Codfish.

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

CHEWING GUM.

ADAMS & SONS CO. per box
Tutti Frutti, 36 5c. bars \$1 20
" " (in cream pitcher) 36 5c. bars 1 20
" " (in sugar bowl) 36 5c. bars 1 25
" " (in glass jar) 115 5c. pkgs. 3 75
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, 300 5c. bars and pkgs. 15 00
Cash Box, 160 5c. bars 6 00
Tutti Frutti Show Case, 180 5c. bars and packages 6 50
Variety Gum (with book in each box) 150 1c. pieces 1 00
Banner Gum (English or French wrappers) 115 1c. pieces 0 75
Firtation Gum (English or French wrappers) 115 1c. pieces 0 65
Mexican Fruit, 36 5c. bars 1 20
Sappota, 150 1c. pieces 0 90
Orange Sappota, 150 1c. pieces 0 75
Black Jack, 115 1c. pieces 0 75
Red Rose, 115 1c. pieces 0 75
Magic Trick, (English or French wrappers) 115 1c. pieces 0 75

CHOCOLATES & COCOAS.

Cocoa—
Case of 14 lbs. each per lb. 0 35
Smaller quantities 0 37 1/2

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

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

THE "DIAMOND"
OIL BLACKING



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

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

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. ST. JAMES STREET MONTREAL

COWAN'S

Hygienic and Perfection and Cocoa Essence
Cocoas
Queen's Dessert Royal Navy and Perfection
Chocolates
Chocolate
Pink
White
Lemon Color
Icings
A child can ice a cake in three minutes.

Cowan's Famous Blend Coffee is perfection in strength and flavor

THE COWAN CO. LIMITED TORONTO

THE MOST NUTRITIOUS COCOA.

EPPS'S
GRATEFUL-COMFORTING
COCOA

In labelled Tins. 14 lb Boxes.

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

Butter Pots

GOOD FOR



HART BROS. & LAZIER

Stoneware Manufacturers,

Belleville, Ont.

Mail Orders promptly filled.



ASK FOR

MOTT'S



Always the Same.
The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St.

MONTREAL

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



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

CADBURY'S.		CHOCOLAT MENIER.		JOHN P. MOTT & CO.'S.	
Frank Magor & Co., Agents.	per doz	In 5 case	In 12 lot.	(R. S. McIndoe, Agent, Toronto.)	
Cocoa essence, 3 oz. packages	\$1 65	Vanilla—per lb.	\$ 0 32	Mott's Broma	per lb. 0 30
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40	Yellow wrapper,	\$ 0 34	Mott's Prepared Cocoa	0 28
Rock Chocolate, loose	0 40	Unsweetened—	0 35	Mott's Homeopathic Cocoa (1/4's)	0 32
" " 1-lb. tins	0 42 1/2	Blue Premium	0 37	Mott's Breakfast Cocoa (in tins)	0 45
Cocoa Nibs, 11-lb. tins	0 35		0 39	Mott's No. 1 Chocolate	0 30
TODHUNTER, MITCHELL & CO.'S.		Per case. Less than case		Mott's Breakfast Chocolate	0 28
Chocolate—	per lb.	Pastilles—		Mott's Caraccaa Chocolate	0 40
French, 1/4's—6 and 12 lbs.	0 30	Yellow wrapper, 108 bxs.	\$20 00	Mott's Diamond Chocolate	0 22
Caraccaa, 1/4's—6 and 12 lbs.	0 35	to the case	0 20	Mott's French-Can. Chocolate	0 18
Premium, 1/2's—6 and 12 lbs.	0 30	Croquettes—		Mott's Navy or Cooking Chocolate	0 27
Saute, 1/4's—6 and 12 lbs.	0 25	Yellow wrapper, 9 bxs. of	\$20 00	Mott's Cocoa Nibs	0 35
Diamond, 1/4's—6 and 12 lbs.	0 22	12 packages	0 20	Mott's Cocoa Shells	0 05
Sticks, gross boxes, each	1 00	FRY'S.		Vanilla Sticks, per gross	0 90
Cocoa—		Chocolate—	per lb.	Mott's Confectionery Chocolate	0 21
Homeopathic, 1/4's, 8 and 14 lbs.	0 30	Caraccaa, 1/4's, 6-lb. boxes	0 42	Mott's Sweet Chocolate Liquors	0 19
Pearl, " " " "	0 25	Vanilla, 1/4's, " " "	0 42	COWAN COCOA AND CHOCOLATE CO.	
London Pearl, 12 and 18 " " "	0 22	" Gold Medal " Sweet, 1/4's, 6 lb. bxs	0 29	Hygienic Cocoa, 1/4 lb. tins, per doz.	\$3 75
Rock " " " "	0 30	Pure, unsweetened, 1/4's, 6 lb. bxs.	0 42	Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Bulk, in boxes	0 18	Fry's "Diamond," 1/4's, 14 lb. bxs.	0 24	Soluble Cocoa, No. 1 bulk, per lb.	0 20
per doz.		Fry's "Monogram," 1/4's, 14 lb. bxs.	0 24	Diamond Chocolate, 12 lb. boxes,	0 22 1/2
Royal Cocoa Essence, packages	1 40	Cocoa—		1/2 lb. cake, per lb.	0 30
BENSCHORF'S ROYAL DUTCH COCOA.		Concentrated, 1/4's, 1 doz. in box.	2 40	Royal Navy Chocolate, 12 lb. boxes,	0 30
1/4 lb. tins, boxes 4 doz.	2 40	" " " " " "	4 50	Mexican Vanilla Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.	0 35
1/2 " " " " " "	4 50	" " " " " "	8 25	WALTER BAKER & CO.'S.	
1 " " " " " "	8 50	Homeopathic, 1/4's, 14 lb. boxes		Chocolate—	
Ralston Health Club, boxes 6 lbs.	45	" " " " " "		Premium No. 1 boxes 12 lbs. each	

CADBURY'S.		CHOCOLAT MENIER.		JOHN P. MOTT & CO.'S.	
Frank Magor & Co., Agents.	per doz	In 5 case	In 12 lot.	(R. S. McIndoe, Agent, Toronto.)	
Cocoa essence, 3 oz. packages	\$1 65	Vanilla—per lb.	\$ 0 32	Mott's Broma	per lb. 0 30
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40	Yellow wrapper,	\$ 0 34	Mott's Prepared Cocoa	0 28
Rock Chocolate, loose	0 40	Unsweetened—	0 35	Mott's Homeopathic Cocoa (1/4's)	0 32
" " 1-lb. tins	0 42 1/2	Blue Premium	0 37	Mott's Breakfast Cocoa (in tins)	0 45
Cocoa Nibs, 11-lb. tins	0 35		0 39	Mott's No. 1 Chocolate	0 30
TODHUNTER, MITCHELL & CO.'S.		Per case. Less than case		Mott's Breakfast Chocolate	0 28
Chocolate—	per lb.	Pastilles—		Mott's Caraccaa Chocolate	0 40
French, 1/4's—6 and 12 lbs.	0 30	Yellow wrapper, 108 bxs.	\$20 00	Mott's Diamond Chocolate	0 22
Caraccaa, 1/4's—6 and 12 lbs.	0 35	to the case	0 20	Mott's French-Can. Chocolate	0 18
Premium, 1/2's—6 and 12 lbs.	0 30	Croquettes—		Mott's Navy or Cooking Chocolate	0 27
Saute, 1/4's—6 and 12 lbs.	0 25	Yellow wrapper, 9 bxs. of	\$20 00	Mott's Cocoa Nibs	0 35
Diamond, 1/4's—6 and 12 lbs.	0 22	12 packages	0 20	Mott's Cocoa Shells	0 05
Sticks, gross boxes, each	1 00	FRY'S.		Vanilla Sticks, per gross	0 90
Cocoa—		Chocolate—	per lb.	Mott's Confectionery Chocolate	0 21
Homeopathic, 1/4's, 8 and 14 lbs.	0 30	Caraccaa, 1/4's, 6-lb. boxes	0 42	Mott's Sweet Chocolate Liquors	0 19
Pearl, " " " "	0 25	Vanilla, 1/4's, " " "	0 42	COWAN COCOA AND CHOCOLATE CO.	
London Pearl, 12 and 18 " " "	0 22	" Gold Medal " Sweet, 1/4's, 6 lb. bxs	0 29	Hygienic Cocoa, 1/4 lb. tins, per doz.	\$3 75
Rock " " " "	0 30	Pure, unsweetened, 1/4's, 6 lb. bxs.	0 42	Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Bulk, in boxes	0 18	Fry's "Diamond," 1/4's, 14 lb. bxs.	0 24	Soluble Cocoa, No. 1 bulk, per lb.	0 20
per doz.		Fry's "Monogram," 1/4's, 14 lb. bxs.	0 24	Diamond Chocolate, 12 lb. boxes,	0 22 1/2
Royal Cocoa Essence, packages	1 40	Cocoa—		1/2 lb. cake, per lb.	0 30
BENSCHORF'S ROYAL DUTCH COCOA.		Concentrated, 1/4's, 1 doz. in box.	2 40	Royal Navy Chocolate, 12 lb. boxes,	0 30
1/4 lb. tins, boxes 4 doz.	2 40	" " " " " "	4 50	Mexican Vanilla Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.	0 35
1/2 " " " " " "	4 50	" " " " " "	8 25	WALTER BAKER & CO.'S.	
1 " " " " " "	8 50	Homeopathic, 1/4's, 14 lb. boxes		Chocolate—	
Ralston Health Club, boxes 6 lbs.	45	" " " " " "		Premium No. 1 boxes 12 lbs. each	

CADBURY'S.		CHOCOLAT MENIER.		JOHN P. MOTT & CO.'S.	
Frank Magor & Co., Agents.	per doz	In 5 case	In 12 lot.	(R. S. McIndoe, Agent, Toronto.)	
Cocoa essence, 3 oz. packages	\$1 65	Vanilla—per lb.	\$ 0 32	Mott's Broma	per lb. 0 30
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40	Yellow wrapper,	\$ 0 34	Mott's Prepared Cocoa	0 28
Rock Chocolate, loose	0 40	Unsweetened—	0 35	Mott's Homeopathic Cocoa (1/4's)	0 32
" " 1-lb. tins	0 42 1/2	Blue Premium	0 37	Mott's Breakfast Cocoa (in tins)	0 45
Cocoa Nibs, 11-lb. tins	0 35		0 39	Mott's No. 1 Chocolate	0 30
TODHUNTER, MITCHELL & CO.'S.		Per case. Less than case		Mott's Breakfast Chocolate	0 28
Chocolate—	per lb.	Pastilles—		Mott's Caraccaa Chocolate	0 40
French, 1/4's—6 and 12 lbs.	0 30	Yellow wrapper, 108 bxs.	\$20 00	Mott's Diamond Chocolate	0 22
Caraccaa, 1/4's—6 and 12 lbs.	0 35	to the case	0 20	Mott's French-Can. Chocolate	0 18
Premium, 1/2's—6 and 12 lbs.	0 30	Croquettes—		Mott's Navy or Cooking Chocolate	0 27
Saute, 1/4's—6 and 12 lbs.	0 25	Yellow wrapper, 9 bxs. of	\$20 00	Mott's Cocoa Nibs	0 35
Diamond, 1/4's—6 and 12 lbs.	0 22	12 packages	0 20	Mott's Cocoa Shells	0 05
Sticks, gross boxes, each	1 00	FRY'S.		Vanilla Sticks, per gross	0 90
Cocoa—		Chocolate—	per lb.	Mott's Confectionery Chocolate	0 21
Homeopathic, 1/4's, 8 and 14 lbs.	0 30	Caraccaa, 1/4's, 6-lb. boxes	0 42	Mott's Sweet Chocolate Liquors	0 19
Pearl, " " " "	0 25	Vanilla, 1/4's, " " "	0 42	COWAN COCOA AND CHOCOLATE CO.	
London Pearl, 12 and 18 " " "	0 22	" Gold Medal " Sweet, 1/4's, 6 lb. bxs	0 29	Hygienic Cocoa, 1/4 lb. tins, per doz.	\$3 75
Rock " " " "	0 30	Pure, unsweetened, 1/4's, 6 lb. bxs.	0 42	Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Bulk, in boxes	0 18	Fry's "Diamond," 1/4's, 14 lb. bxs.	0 24	Soluble Cocoa, No. 1 bulk, per lb.	0 20
per doz.		Fry's "Monogram," 1/4's, 14 lb. bxs.	0 24	Diamond Chocolate, 12 lb. boxes,	0 22 1/2
Royal Cocoa Essence, packages	1 40	Cocoa—		1/2 lb. cake, per lb.	0 30
BENSCHORF'S ROYAL DUTCH COCOA.		Concentrated, 1/4's, 1 doz. in box.	2 40	Royal Navy Chocolate, 12 lb. boxes,	0 30
1/4 lb. tins, boxes 4 doz.	2 40	" " " " " "	4 50	Mexican Vanilla Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.	0 35
1/2 " " " " " "	4 50	" " " " " "	8 25	WALTER BAKER & CO.'S.	
1 " " " " " "	8 50	Homeopathic, 1/4's, 14 lb. boxes		Chocolate—	
Ralston Health Club, boxes 6 lbs.	45	" " " " " "		Premium No. 1 boxes 12 lbs. each	

CADBURY'S.		CHOCOLAT MENIER.		JOHN P. MOTT & CO.'S.	
Frank Magor & Co., Agents.	per doz	In 5 case	In 12 lot.	(R. S. McIndoe, Agent, Toronto.)	
Cocoa essence, 3 oz. packages	\$1 65	Vanilla—per lb.	\$ 0 32	Mott's Broma	per lb. 0 30
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40	Yellow wrapper,	\$ 0 34	Mott's Prepared Cocoa	0 28
Rock Chocolate, loose	0 40	Unsweetened—	0 35	Mott's Homeopathic Cocoa (1/4's)	0 32
" " 1-lb. tins	0 42 1/2	Blue Premium	0 37	Mott's Breakfast Cocoa (in tins)	0 45
Cocoa Nibs, 11-lb. tins	0 35		0 39	Mott's No. 1 Chocolate	0 30
TODHUNTER, MITCHELL & CO.'S.		Per case. Less than case		Mott's Breakfast Chocolate	0 28
Chocolate—	per lb.	Pastilles—		Mott's Caraccaa Chocolate	0 40
French, 1/4's—6 and 12 lbs.	0 30	Yellow wrapper, 108 bxs.	\$20 00	Mott's Diamond Chocolate	0 22
Caraccaa, 1/4's—6 and 12 lbs.	0 35	to the case	0 20	Mott's French-Can. Chocolate	0 18
Premium, 1/2's—6 and 12 lbs.	0 30	Croquettes—		Mott's Navy or Cooking Chocolate	0 27
Saute, 1/4's—6 and 12 lbs.	0 25	Yellow wrapper, 9 bxs. of	\$20 00	Mott's Cocoa Nibs	0 35
Diamond, 1/4's—6 and 12 lbs.	0 22	12 packages	0 20	Mott's Cocoa Shells	0 05
Sticks, gross boxes, each	1 00	FRY'S.		Vanilla Sticks, per gross	0 90
Cocoa—		Chocolate—	per lb.	Mott's Confectionery Chocolate	0 21
Homeopathic, 1/4's, 8 and 14 lbs.	0 30	Caraccaa, 1/4's, 6-lb. boxes	0 42	Mott's Sweet Chocolate Liquors	0 19
Pearl, " " " "	0 25	Vanilla, 1/4's, " " "	0 42	COWAN COCOA AND CHOCOLATE CO.	
London Pearl, 12 and 18 " " "	0 22	" Gold Medal " Sweet, 1/4's, 6 lb. bxs	0 29	Hygienic Cocoa, 1/4 lb. tins, per doz.	\$3 75
Rock " " " "	0 30	Pure, unsweetened, 1/4's, 6 lb. bxs.	0 42	Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Bulk, in boxes	0 18	Fry's "Diamond," 1/4's, 14 lb. bxs.	0 24	Soluble Cocoa, No. 1 bulk, per lb.	0 20
per doz.		Fry's "Monogram," 1/4's, 14 lb. bxs.	0 24	Diamond Chocolate, 12 lb. boxes,	0 22 1/2
Royal Cocoa Essence, packages	1 40	Cocoa—		1/2 lb. cake, per lb.	0 30
BENSCHORF'S ROYAL DUTCH COCOA.		Concentrated, 1/4's, 1 doz. in box.	2 40	Royal Navy Chocolate, 12 lb. boxes,	0 30
1/4 lb. tins, boxes 4 doz.	2 40	" " " " " "	4 50	Mexican Vanilla Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.	0 35
1/2 " " " " " "	4 50	" " " " " "	8 25	WALTER BAKER & CO.'S.	
1 " " " " " "	8 50	Homeopathic, 1/4's, 14 lb. boxes		Chocolate—	
Ralston Health Club, boxes 6 lbs.	45	" " " " " "		Premium No. 1 boxes 12 lbs. each	

CADBURY'S.		CHOCOLAT MENIER.		JOHN P. MOTT & CO.'S.	
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Cocoa essence, 3 oz. packages	\$1 65	Vanilla—per lb.	\$ 0 32	Mott's Broma	per lb. 0 30
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40	Yellow wrapper,	\$ 0 34	Mott's Prepared Cocoa	0 28
Rock Chocolate, loose	0 40	Unsweetened—	0 35	Mott's Homeopathic Cocoa (1/4's)	0 32
" " 1-lb. tins	0 42 1/2	Blue Premium	0 37	Mott's Breakfast Cocoa (in tins)	0 45
Cocoa Nibs, 11-lb. tins	0 35		0 39	Mott's No. 1 Chocolate	0 30
TODHUNTER, MITCHELL & CO.'S.		Per case. Less than case		Mott's Breakfast Chocolate	0 28
Chocolate—	per lb.	Pastilles—		Mott's Caraccaa Chocolate	0 40
French, 1/4's—6 and 12 lbs.	0 30	Yellow wrapper, 108 bxs.	\$20 00	Mott's Diamond Chocolate	0 22
Caraccaa, 1/4's—6 and 12 lbs.	0 35	to the case	0 20	Mott's French-Can. Chocolate	0 18
Premium, 1/2's—6 and 12 lbs.	0 30	Croquettes—		Mott's Navy or Cooking Chocolate	0 27
Saute, 1/4's—6 and 12 lbs.	0 25	Yellow wrapper, 9 bxs. of	\$20 00	Mott's Cocoa Nibs	0 35
Diamond, 1/4's—6 and 12 lbs.	0 22	12 packages	0 20	Mott's Cocoa Shells	0 05
Sticks, gross boxes, each	1 00	FRY'S.		Vanilla Sticks, per gross	0 90
Cocoa—		Chocolate—	per lb.	Mott's Confectionery Chocolate	0 21
Homeopathic, 1/4's, 8 and 14 lbs.	0 30	Caraccaa, 1/4's, 6-lb. boxes	0 42	Mott's Sweet Chocolate Liquors	0 19
Pearl, " " " "	0 25	Vanilla, 1/4's, " " "	0 42	COWAN COCOA AND CHOCOLATE CO.	
London Pearl, 12 and 18 " " "	0 22	" Gold Medal " Sweet, 1/4's, 6 lb. bxs	0 29	Hygienic Cocoa, 1/4 lb. tins, per doz.	\$3 75
Rock " " " "	0 30	Pure, unsweetened, 1/4's, 6 lb. bxs.	0 42	Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Bulk, in boxes					

To Our Grocery Friends.

In the short time that our **New No. 1 White 3-lb. Cartoon** has been placed before the Trade, we find that it is rapidly becoming a **Popular Package**, as evidenced by the very large demand for it, and we would strongly advise all **Up-To-Date Grocers** who require the finest quality of Starch contained in the newest and most attractive package to **consider this**. Be sure you get the **New No. 1 White 3-lb. Cartoon**.

THE BRANTFORD STARCH CO., Limited, - BRANTFORD, ONT.

For puddings, custards, etc.

ONTARIO } 38-lb. to 45-lb. boxes,	
STARCH } 6 bundles	0 06
STARCH IN } Silver Glose	0 07½
BARRELS } Pure	0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—

Canada Laundry, boxes of 40 lbs.	0 04¼
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs.	0 05
Bbls., 175 lbs.	0 04½
Kegs, 100 lbs.	0 04½

Lily White Glose—

Kegs, extralarge crystals, 100 lbs.	0 06
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
8 in crate 48 lbs	0 07

Brantford Glose—

1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 26 lbs.	0 09

Canadian Electric Starch—

40 packages in case	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs.	0 05
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06

SUGAR. per lb.

Granulated	04 5-16
Paris Lump, bbls. and 100-lb. boxes	0 05¼ 0 25½
" in 50 lb. boxes	0 05½ 0 05¼
Extra Ground, bbls. 1 cing.	0 05¼
Powdered, bbls	0 05¼
Very bright refined	0 03½
Bright Yellow	03 11-16
Dark Yellow	0 03½ 03 9-16
Demerara	0 03½ 0 03½

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	½ bbls.
Dark	per gallon. 0 23	0 25
Medium	0 28	0 35
Bright	0 32	0 42
Honey (com)	0 40	
" 2 gal. pails	1 00	
" 3 gal. pails	1 35	1 40

MOLASSES.

Barrels	0 23	0 35
Half-barrels	0 25	0 37

SOAP.

Babbitt's "1776" Soap Powder	3 50
------------------------------	------



Box Lot..... 4 20
Box Lot..... 4 10
Freight prepaid on 5 box lots.
BRANTFORD SOAP WORKS CO.



Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 120 in box; Twin Cake, 1¼ oz. each, 100 in box.
Quotations for "Ivory Bar" and other brands of soap furnished on application.

TEAS.

RAM LAL'S (lead packages)	
Cases, each 60 1-lb.	0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	0 35
" " 120 ½-lb.	0 36

BLACK. per lb. per lb.

Congou—	
Half Chests Kaisow, Mon-	0 12 0 60
ing, Paking	
Caddies, Paking, Kaisow	0 18 0 50

INDIAN.

Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchong	0 18	0 25

CEYLON.

Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong	0 17	0 35

CHINA GREENS.

Gunpowder—	
Cases, extra firsts	0 42 0 50
Half Chests, ordinary	0 22 0 38
Young Hyson—	
Cases, sifted, extra firsts	0 42 0 50
Cases, small leaf, firsts	0 35 0 40
Half Chests, ordinary	0 22 0 38
firsts	0 17 0 19
Half Chests, seconds	0 15 0 17
" " thirds	0 13 0 14
" " common	0 13 0 14
Young Hyson—	
Half Chests, firsts	0 28 0 32
" " seconds	0 16 0 19
Half Boxes, firsts	0 28 0 32
" " seconds	0 16 0 19

JAPAN.

Finest May pickings	0 38 0 40
Choice	0 32 0 36
Finest	0 28 0 30
Fine	0 25 0 27
Good medium	0 22 0 24
Medium	0 19 0 20
Good common	0 16 0 18
Common	0 13½ 0 15
Nagasaki, ½ chests Pekoe	0 16 0 22
" " Oolong	0 14 0 15
" " Gunpowder	0 16 0 19
" " Siftings	0 07½ 0 11

LIPTON'S TEAS.

No. 1 Ceylon, retailed at	0 50 0 35
No. 2 " "	0 40 0 28
No. 3 " "	0 30 0 22

All the above can be had mixed with Green Tea at same prices.

"SALADA" CEYLON. Wholesale Retail

Brown Label, 1s and ½s	0 20 0 25
Green Label, 1s and ½s	0 22 0 30



Blue Label, 1s and ½s and ¼s... 0 30 0 40
Red Label, 1s and ½s... 0 36 0 50
Gold Label, ½s... 0 44 0 60
Terms, 30 days net.

"KOLONA"
Ceylon Tea, in 1-lb. and ½-lb. lead packets, black or mixed.

Blue Label, retail at 30c	0 22
Green Label " 40c	0 28
Red Label " 50c	0 35

Orange Label, retail at 60c	0 42
Gold Label, " 80c	0 58
Terms, 3 per cent. off 30 days.	

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold	
Bar, 8's	0 73
Ingota, rough and ready, 8's	0 71
Laurel, 3's	0 68
Brier 8's	0 63
Index, 7's	0 60
Honeysuckle, 8's	0 73
Napoleon, 8's	0 67
Victoria, 16's	0 63
Prince of Wales, in caddies, 8's	0 65

WOODENWARE.

Pails, 2 hoop, clear, No. 1	per doz \$ 1 45
" 3 " " " "	1 60
" 2 " " " 2	1 40
" " " " 2	1 55
" " " " 2	1 40
Tubs, No. 0	8 00
" 1	6 50
" 2	5 50
" 3	4 50

THE E. B. EDDY CO.

Washboards, Planet	1 60
" XX	1 40
" X	1 25
" Special Globe	1 50

Matches—

5-Case Lots,	Single Case
Telegraph	\$3 00 \$3 20
Telephone	2 80 3 00
Parlor	1 30 1 40
Red Parlor	1 50 1 60
Safety, No. 1, wall box	1 40 1 50
" No. 2, slide box	2 80 2 90
" No. 3, capital	2 75 2 85
Flamers, slide boxes	2 25 2 35
" wax stems	3 20 3 30
Tiger	2 65 2 85

BRYANT & MAY.

Robert Greig & Co., Agents.	
No. 9 Safety, per gross	\$ 2 00
" 10 " "	1 10
" 2 Tiger, " "	5 00
" 4 " " "	2 00

Young & Smylie's

Newest... Specialty

MINT... PUFF-STRAPS

RECOGNIZING the great popularity of peppermint with the sweets-loving public, we are the first to introduce to the trade Pliable Licorice containing this flavor.

The delicious quality of our Pliable Licorice is well known; it is matchless in this respect as well as in its flavor and finish.

Our Triple Tunnel Tubes and Navy Plugs are great favorites also, and are made of the same material, although flavored differently.

We recommend all these goods as suitable for Summer Trade; they will please the most exacting taste as wholesome, smooth and palatable confections.

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

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

For sale by all Woodenware Dealers.

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No Chemicals are used in their manufactures.

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