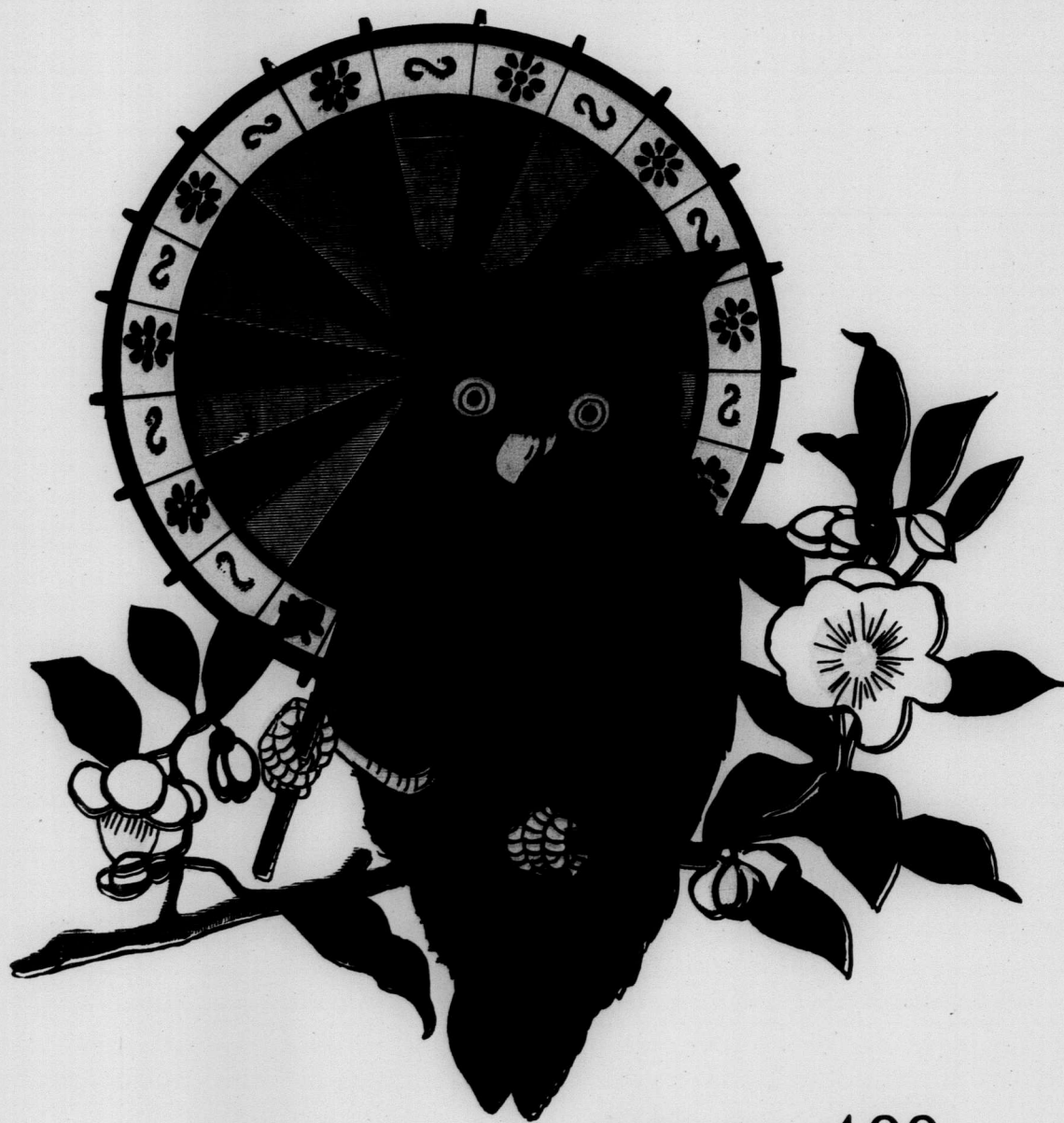


ISN'T HE FINE ?



OWL No. 100

SOME have owls who never sleep; they seldom live to an old age. This **Celebrated Owl** has done its sleeping before we secured him, and now he is the widest awake and the sweetest ever known; **he will live long after we are gone.**

Don't you recognize him? Why! His picture has been in hundreds of the finest stores in Canada and on thousands of packages of an extra fine Japan Tea. **The best ever sold for the money.**

For a picture of this **Celebrated Owl** and for samples of this fine Tea, apply to

L. CHAPUT, FILS & CIE, Montreal.

YES,

There are other Mustards, and some of them have a more or less pleasant flavor, but, if you wish a Mustard that will Draw Trade and satisfy your customers in every respect

Buy
Colman's

Think It Over !

You probably thought horse cars all right until you saw electric cars, and you will no doubt think other Mustards good enough for your trade.

Until you try
COLMAN'S




PALATE TICKLERS



GILLARD'S NEW PICKLE

Made from the choicest English Pickling Vinegar, and vegetables. Beyond a doubt, the most delicious pickle in the world. This is no idle boast, but is



Backed by 

10 Gold Medals

Awarded at the Great Pure Food Expositions held in England. A single trial convinces the most skeptical of its peculiar and delightful merits.

Packed 2 doz. in case. Single case lots, \$3.40.
5 case lots and over, \$3.30 per doz.

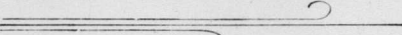


GILLARD'S NEW SAUCE

Distinct from all others in its superior flavor. Prepared only from the finest selected ingredients.

Barrel lots of 12 doz., \$1.75 per doz.
Single doz. lots, \$1.90.

Sold by all Wholesale Grocers in Canada.

Manufactured by 

GILLARD & CO.

LONDON, ENGLAND



A GOOD THING

FOR GROCERS

BOND'S



SOAP

THE MOST MARVELLOUS
CLEANSER AND

POLISHER IN THE
WORLD.

33 1/3 per cent. profit for grocers. A saving of 60 per cent. for their customers.

BOND'S SOAP

is a record breaker, has beaten all comers. IMAGINE GIVING YOUR CUSTOMERS 16 OUNCES of a perfect polishing and cleansing soap, that will not scratch

the silver, for 10 CENTS, AGAINST 10 OUNCES of a coarse, gritty soap that retails for 10 cents.

BOND'S SOAP makes Tin like Silver, Copper like Gold, Brass like glass, Paint New, Kitchen and Dairy Utensils Clean and Bright, Silver Beautiful, Bright parts of Cycles, Harness, and Machinery equal to new.

MAKES NO SCRATCHES.

MANUFACTURED
IN ENGLAND.

33 1/3 per cent.
for the retailer.

Note Prices ^{per} Weight

33 1/3 per cent.
for the retailer.

\$7.50 per case, containing 100 large 16-ounce Bars, to retail at 10 cents each
3.75 per case, containing 100 half 8-ounce Bars, to retail at 5 cents each

BOND'S SOAP is unexcelled for scouring stone steps and tiled pavements; for washing floors, linoleum, and paint; for **Removing Dirt and Grease** from everything.

It Will be a Pleasure for us to mail a sample to you. Note our Ads. in the daily papers.

Canadian Depot: No. 1 St. Helen St., MONTREAL.

Imperial Standard Scales.

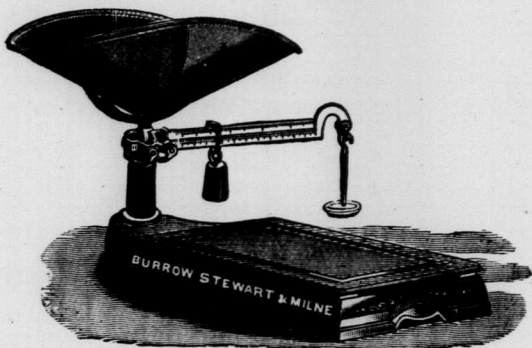
Accurate!
Reliable!
Durable!



PLATFORM SCALES

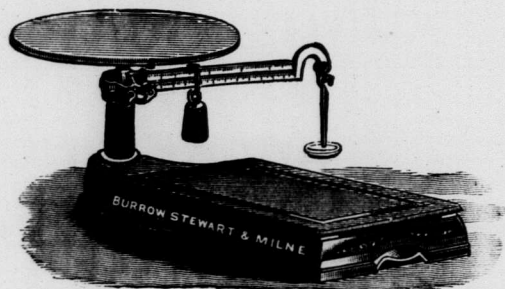
of all capacities
from . . .

300 lbs. to 2,500 lbs.

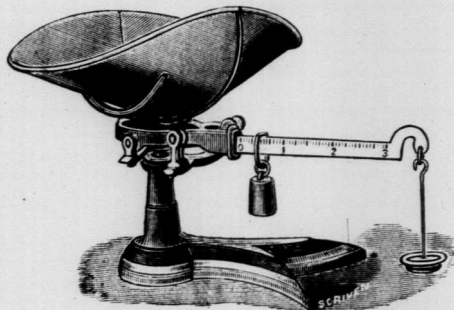


UNION SCALE WITH SCOOP.
Capacity, 240 lbs.

We make Scales
for
every purpose,
of all capacities,
from a
Letter Scale
to a
Great Railway
Track Scale
Weighing 100 tons.

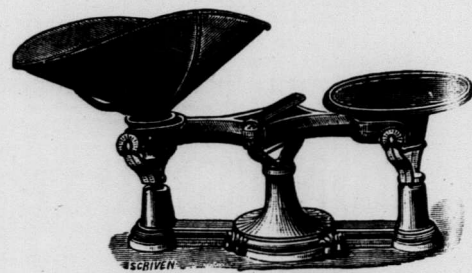


UNION MEAT SCALE.
Capacity, 240 lbs.



GROCERS' SCALE WITH SCOOP.
Capacity, 40 or 60 lbs.

Our name on any
Scale is
a sufficient
guarantee of
High Quality.



GROCERS' TRIP SCALE.
Capacity, 6, 10 or 17 lbs.

THE BURROW, STEWART AND MILNE CO.
HAMILTON, ONTARIO LIMITED

14 YEARS 14

OF FAITHFUL EFFORT HAS PLACED US IN THE FOREFRONT OF BUSINESS HOUSES IN THE DOMINION. THE BEST GROCERS BUY, AND THE BEST COOKS USE OUR BAKING POWDERS, COFFEES, EXTRACTS, SPICES, AND MUSTARDS. OUR LABELS ARE OUR GUARANTEE OF PURITY, AND WE INVITE GOVERNMENT ANALYSIS OF OUR GOODS.

THE SNOWDRIFT CO.

BRANTFORD, ONT.



1898 ❁ FALL TRADE ❁ 1898

We are now ready with our full line for this season's trade.

Banquet Lamps Hanging Lamps Hall Lamps
 Banquet Globes Night Lamps
 Lanterns Burners, Etc.

NEW LINES OF

Dinner, Tea and Toilet Ware

and a splendid range of German and Austrian

**FANCY GOODS, CHINA, BRIC-A-BRAC
 and NOVELTIES**

**PIGOT & BRYAN, ❁ LONDON,
 ONT.**

FAC SIMILE OF CASK LABEL.



PURNELL'S

**PURE
PLAIN and SPICED**

MALT VINEGARS

for Pickling, Table Use and Export.

Owing to the new preferential duties our prices in Canada
will now be very much reduced.

Brewery, Bristol, England.

Agents

St. John, N.B.—W. S. Clawson & Co.
Montreal—J. M. Kirk, Imperial Buildings, St. James St.
Toronto—J. Westren & Co., 61 Colborne St.
Hamilton—John W. Bickle & Greening.
Winnipeg—A. Strang & Co., Portage Avenue.
Vancouver, B.C.—C. E. Jarvis & Co., 101 Holland Block.
Halifax, N.S.—S. Peters & Co.
Charlottetown, P.E.I.—Horace Haszard.

LEA AND PERRINS'

Observe
that the
SIGNATURE

Lea & Perrins

Is now printed
in blue ink
diagonally
across the

OUTSIDE WRAPPER

Of every Bottle of the

Sold Wholesale by the Proprietors, Worcester;
Grosse & Blackwell, Limited, London;
and Export Oilmen generally,
RETAIL EVERYWHERE.

ORIGINAL . . .
WORCESTERSHIRE

SAUCE.

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

BRUNNER, MOND & Co.'S



Bicarbonate of Soda Soda Crystals

BEST IN
THE MARKET

Concentrated Sal Soda

Caustic Soda

Bleaching Powder

Pure Alkali

WINN & HOLLAND
MONTREAL
SOLE AGENTS
FOR CANADA

PUREST THAT
CAN BE MADE

Crosse & Blackwell

NEW
18



SEASON'S
98

Candied and Drained Peels

Now is the time for ordering for Fall shipment.

C. E. COLSON & SON, MONTREAL

THE SAUCIEST OF SAUCES.

PATERSON'S

ossesses a
eculiar
iquancy, and is more
generally used than other

SAUCES.

*Paterson's Wor'ster Sauce
is the best value on
the Market.*

PREPARED BY—

R. PATERSON & SONS, GLASGOW.

Manufacturers of the celebrated
"PATERSON'S CAMP COFFEE ESSENCE,"
and "PATERSON'S 'EUREKA' PICKLES."

Agents—

ROSE & LAFLAMME, MONTREAL.



Popular because
... It's Good.

That little sentence just describes

**White
Moss
Cocoanut**

Ladies are quick to appreciate
a dainty food, and "White Moss"
has taken them by storm. It is
moist, tender, and has a rich flavor
like the fresh nut, and makes de-
licious pastry and confectionery.

Your Customers want it.

Have you got it for them?



THE...
Canadian Cocoanut Co.

Wholesale Only.

--- MONTREAL

Headquarters for Extra Choice



**Hams, Bacon,
Mess Pork and Lard**

SAMPLE ORDERS SOLICITED

The Park, Blackwell Co.
LIMITED
TORONTO

GOVERNMENT INSPECTION OF FOOD.

The **St. Lawrence**
Sugar Refining Co.

MONTREAL. Limited

Laboratory of Inland Revenue,
Office of Official Analyst,

MONTREAL, April 8th, 1895.

"I hereby certify that I have drawn, by my own hand, ten samples of the **St. Lawrence Sugar Refining Co's Extra Standard Granulated Sugar**, indiscriminately taken from ten lots of about 150 bbls. each, I have analyzed same, and find them uniformly to contain :

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

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

Prof. of Chemistry and Pub. Analyst,
MONTREAL.



It is growing all the time in Canada—the demand—not the plant.



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CANADA'S SHORT ROUTE BETWEEN CONTINENTS.

Advantages of Situation Enjoyed by Canada—Her Sea Routes to Europe and Asia a Vital Feature of Her Expansion.

HAVE you ever considered what geography has done for Canada? By occupying the northern, instead of the middle or southern, zone of the North American continent, Canada owes to Nature certain priceless advantages—somewhat slowly utilized it is true—but becoming more and more evident as international trade by sea and land gets to be the determining factor in the modern relations of great countries.

It took generations to realize the real facts. The United States developed first, by reason of its being the oldest settled part of the continent by the English race. Population poured in there, and the resistless wave of emigration westward carried English civilization to the Pacific coast—but first in territory acquired by the United States. The first transcontinental railway was constructed across the plains and through the mountains to a harbor in the United States, whose outlet was Asia, Australia and the Islands of the Eastern Seas. Capital naturally poured in first to a country thus developed and thrown open to the world. By the year 1860 the United States had a long start. The native energy of its people did much; capital and settlers from abroad did more; the facilities already provided for expansion accomplished the rest.

Now, Canada began to wake up. From 1800 onward, at intervals, the thought had occurred to a few men here and there that a Britannic Union of the northern Provinces would result in a New Empire from the Atlantic to the Pacific. The obstacles were real and seemed unsurmountable. The great plains were the hunting grounds of the Hudson's Bay Company. It was not the duty or the interest of the company to tell the world that the region was more than the habitat of fur-bearing animals; that it had the soil, climate and resources which—by the labor of men—expand into a great country. The Rocky Mountains were (of course!) a natural impassable barrier. What could you do with Provinces separated by nature, supposed to have a somewhat forbidding climate and dwarfed in the eyes of Europe by the splendid development of the United States?

Still, the idea lingered in the minds of men. It found its way into politics, and was discussed as a sort of magnificent dream. As steam applied to transportation, and electricity to instant communication, came to the fore, Canadians were found to be foremost in utilizing these forces. Two Canadians, Samuel Cunard and Hugh Allan, were the pioneers of Atlantic steam navigation on a large scale. Gisborne, another

Canadian, projected and helped to lay the first Atlantic cable—the credit for which was afterwards claimed by the capitalists, who found the money. But the Canadian, Gisborne, was the pioneer.

Finally, a plan of union forced its way into Canadian politics. It fell, curiously enough, to the lot of two Scotsmen, one with the shrewd sense and mental strength of the Lowlander, the other with the courage and the imagination of the Highlander, to join forces and re-create in America for the English Crown, which both men served so loyally, a new Empire, to replace that which George III., and Shelburne, and Charles Fox had, in 1783, so stupidly and senselessly thrown away. When history comes to be written, the uniting of two men of strongly antagonistic interests, like George Brown and John A. Macdonald, to carry the Canadian Dominion into existence in 1867 will be related as a crucial episode in the annals of the Colonial Empire.

Since 1867—the date of the real beginning of Canada—the Intercolonial railway has been built from the Atlantic Coast into Central Canada, and the Canadian Pacific railway now spans the continent—these two lines providing a route by rail entirely through British-Canadian territory and connecting at both coasts with British fast steamship lines to Europe, Asia, and Australia.

In this way, Canada has become a highway of commerce between three other continents. Its midway position in this respect is now clearly demonstrated. It is the natural, because the shortest route, for

all quick freight, for passengers and for mails. While all-sea routes still give lower rates, owing to the cheapness of water carriage as compared with railways, and while this condition will continue for some time, the tendency is toward the short route. Time is, more and more, an object in modern commerce. No longer do staple products form to the producer the most profitable part of sea-borne freights. Perishable products are an important factor in foreign trade. Wherever agriculture is the chief occupation of a people, and the farmer is enough wideawake to seek markets abroad as well as at home for special lines, the geographical situation of the country is of vast import.

No one who consults a map of the world can fail to notice the Canadian advantage in point of situation—first, the Dominion's proximity to Europe; second, its nearer in-

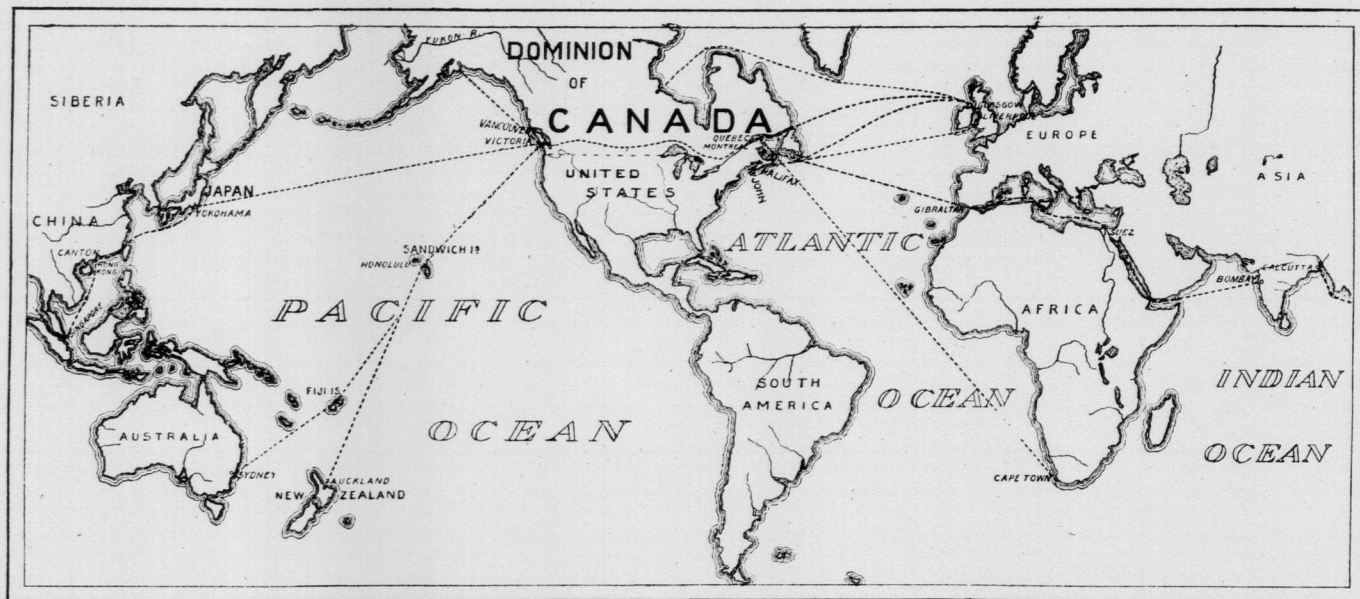
The fact that low freights might draw traffic to ports south of Canada is met by two conditions which must soon come into play: The Canadian Atlantic fast line, when it is in operation, will give a quicker and shorter sea and land voyage for travelers between the two continents than any other; the deepening of the Canadian canals, to be finished next year, will enable vessels to penetrate up the St. Lawrence into the interior of the continent, at the head of Lake Superior, 2,400 miles from the ocean. In truth, Canada is on the verge of revolutionizing freight rates and quick routes between this continent and Europe.

The possession of Vancouver Island, with its rich stores of coal, and the coast line of British Columbia, estimated, with bays and inlets, to be 7,000 miles long, are of great

11,994 miles, while the distance from Liverpool to Hong Kong via New York and San Francisco is 12,879 miles. The difference in favor of the Canadian route is thus over 800 miles, and this is further distinguished by the fact that navigators prefer, on account of the prevailing winds, the direct line towards Vancouver, even when the ultimate destination of the vessel is San Francisco. In the carrying trade of China, Japan and the farther east, these points are of consequence where a through route, partly sea and partly land, is employed.

Victoria is 4,320 miles from Yokohama, Japan, and 5,949 from Hong Kong, China. San Francisco is 4,750 miles from Yokohama and 6,379 miles from Hong Kong. At present, the steamers from Canadian ports are the fastest, which still more prominently augments the difference in favor of Canada.

In spite of the advanced development of



CANADA'S TRADE ROUTES AND MIDWAY POSITION BETWEEN THE CONTINENTS.

intermediate position between Europe and Asia; thirdly, its natural connection with Australia, enhanced by the political tie that binds them together. Consider what this means now, and what it portends. The clear outline map of Canada and the Continents, which accompanies this article, indicates the central idea—Canada as a convenient producing centre and highway of commerce. The Atlantic ports of the Canadian coast furnish the shortest ocean routes to Europe—Halifax and St. John are nearer Liverpool by a day's journey than New York and Boston. Quebec and Montreal enjoy a similar advantage. The comparison is instructive and apt to be overlooked:

Liverpool to Halifax.....	2,445 miles
“ “ St. John.....	2,721 “
“ “ Quebec.....	2,634 “
“ “ New York... ..	3,025 “
“ “ Boston.....	2,790 “

value to the Canadian Dominion. The Rockies, once thought to be impassable, are now crossed by the Canadian Pacific at an altitude of 5,300 feet above sea level, and the gradients are the easiest of all the trans-continental railways. The land connection with the Atlantic coast is, therefore, perfect and continuous by a well-constructed and equipped modern railway, the trains of which can, when advisable, break the record in flying across the continent. This was demonstrated when the Imperial authorities wished to test the Canadian route by land and sea between London and Hong Kong. The time of the journey via Canada beat that of the route through the Suez Canal.

Canada's Pacific Coast connections are, therefore, vital factors in the future of eastern trade. The distance from Liverpool to Hong Kong, via Halifax and Vancouver, is

the United States and the existence of its thriving shipping ports on the Pacific many years before any Canadian ports were in existence; in spite of the fact that Pacific Ocean trade done by Canada in her own name is a thing of yesterday, the commercial growth of the past five or six years is reassuring. In 1891, the imports and exports of British Columbia were valued at \$6,000,000 (£1,200,000). In 1897 the same trade had expanded to \$14,000,000 (£2,800,000). It must be borne in mind that Canada on the Pacific is a rich country—rich in timber, in fish, in coal, in gold and other metals. Besides the through trade which shorter distances secure to her, there is a local trade obtained by the possession of apparently limitless resources. Perhaps the most curious of all the beneficent gifts of nature to the Pacific region is that the coal deposits are of better steam-

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producing power than the coal areas south of the Canadian territory.

There is also the connection with Australia. The possibility of making commerce and travel between Canada and Australia, growing into proportions worthy of competing with other routes, was considered an idle dream not so many years ago. But, possessing the Canadian Pacific Railway and the shortest Atlantic route, Canada has been able to put in a plea both for through traffic and to set up a little trade of her own with the colonies under the Southern Cross. A small export trade, to Australia, of \$500,000 (£100,000), in 1891, had grown to one of \$1,500,000 (£300,000), in 1897, and if we had the results of the present year they would show the same health and expansion.

There is a monthly steamship service, for passengers, from Vancouver to Sydney, and the Englishman of to-day travels from London to Australia under his own flag, and in less time by taking the trip through Canada. From Halifax or St. John he must, of course, take the Intercolonial to do this, as the shortest line is through Maine.

The distance from Liverpool to Sydney, via Canada, is 12,800 miles so that whereas the traveler from Canada or the United States a few years ago would be apt to choose the Mediterranean voyage—longer and warmer—he has, to-day, first class lines of railways and steamships via Canada, and a shorter and cooler journey. These are a few of nature's gifts to the Dominion, only available since rivers have been spanned by bridges, mountains penetrated by railways and oceans provided with fast steamers. A short table of distances, at this point, is convenient :

Liverpool to St. John, N.B....	2,721 miles
St. John, N.B. to Vancouver, B.C. (C.P.R.)	3,387 "
Vancouver, B.C., to Sydney, N.S.W.....	6,780 "
	1,2888 "

The community of interest thus set up, when joined to political affiliation, is a powerful lever in modern life. "It is true," as Dr. George Parkin, C.M.G., has eloquently written, "that we cannot shorten space, but we can shorten time, and in point of time oceans now separate much less than they did 50 years ago. We cross the Atlantic with steamships in as many days as it once took weeks by sailing vessels. Britain and Australia are less than 30 days apart. This is not all. The telegraph wire stretches under the sea as well as over the land, and puts remote parts of the world in almost instant touch with each other. You can send a message from England to Canada or Australia and get an answer in a few hours, or even in a few minutes. It

is said that the sum of one thousand pounds is spent every day in paying for messages between Australia and Great Britain alone."

Here, again, Canada's midway position serves the union of Imperial forces and Imperial communications. At great cost land telegraph lines have been built from Nova Scotia to British Columbia, between 3,000 and 4,000 miles altogether on Canadian soil. The principal cable lines under the Atlantic land on Canadian soil.

It is now proposed that a Pacific cable from Vancouver to Australia shall be laid, thus completing the chain of all-British communication. The great importance of the cable was demonstrated during the recent Spanish-American war. Especially is this true of a Sea Empire with its naval forces and land possessions remotely separated by distance over the world from the central point. On the basis now being arranged, Canada would pay one-third the cost of the cable, Great Britain one-third, and the Australian colonies one-third.

The English poet pictured England as the weary Titan groaning under the yoke of empire. But Canada having built an ocean to ocean railway, having chartered fast steamships on three ocean routes—Europe to Canada, Asia to Canada, Australia to Canada—having shouldered all the cost of land telegraphs, and having agreed to pay one-third the cost of the last link in the globe-encircling British cable, may fairly claim to be sharing the burden.

Take another look at the outline map. The central position of Canada gives her the trade routes. The naval stations at Halifax and Victoria, each with adjacent coal fields, the land and cable communications constitute her an indispensable link in the British Empire. But there is more than that. Canada, with her timber, coal, and iron, is a shipbuilding country. Possessing rich fisheries on both oceans, she has a large population of seafaring men. In other words, she has the potentiality, as well as the partial position of a maritime power.

Its shipping is even now of consequence. The tonnage of Canadian vessels trading all over the world is 779,135, and the number of vessels 7,279. The tonnage of all sea-going shipping entered and cleared at Canadian ports is about 12,000,000 registered tonnage a year. Not merely, therefore, by reason of geographical situation, but by maritime strength, does the Dominion look forward with confidence to the next five years. C.

Lady—"Are you sure this is Ceylon tea?"

Assistant—"Yes, madam. Mr. Ceylon's name is on every packet."—Answers.

CHEERFULNESS AND LONGEVITY.

GOLDSMITH says that one of the happiest persons he ever saw was a slave in the fortifications at Flanders—a man with but one leg, deformed, and chained. He was condemned to slavery for life, and had to work from dawn till dark, yet he seemed to see only the bright side of everything. He laughed and sang, and appeared the happiest man in the garrison.

"It is from these enthusiastic fellows," says an admirer, "that you hear—what they fully believe, bless them!—that all countries are beautiful, all dinners grand, all pictures superb, all mountains high, all women beautiful. When such a one has come back from his country trip, after a hard year's work, he has always found the cosiest of nooks, the cheapest houses, the best of landladies, the finest views, and the best dinners. But with the other the case is indeed altered. He has always been robbed, he has positively seen nothing, his landlady was a harpy, his bedroom was unhealthy, and the mutton was so tough that he could not get his teeth through it.

A gentleman in Minneapolis owned a business block which was completely gutted by fire. The misfortune produced a melancholy that boded ill for his mind. In vain his friends tried to cheer him. Nothing could dispel the impenetrable gloom. He was away from home when the disaster occurred, and received the following letter from his little seven-year-old daughter :

Dear Papa,—I went down to see your store that was burned, and it looks very pretty all covered with ice. Love and kisses from
LILIAN.

The father smiled as he read; and the man who had contemplated jumping from the train laughed aloud. The spell that had overshadowed him was at last broken by this ray of sunshine.

A cheerful man is pre-eminently a useful man. He does not cramp his mind, nor take half views of men and things. He knows that there is much misery, but that misery need not be the rule of life. He sees that in every state people may be cheerful; the lambs skip, birds sing and fly joyously, puppies play, kittens are full of joyance, the whole air full of careering and rejoicing insects; that everywhere the good outbalances the bad, and that every evil has its compensating balm.

You must take joy with you, or you will not find it, even in heaven. He who hoards his joys to make them more is like the man who said: "I will keep my grain from mice and birds, and neither the ground nor the mill shall have it. What fools are they who throw away upon the earth whole handfuls."—Pushing to the Front.

MY FIRST EXPERIENCE AS A CLERK.

BY MARCUS.



SUPPOSE there have been in the experience of every business man episodes which have impressed themselves on his memory so vividly that time seems to deepen rather than deface the pictures they have resolved themselves into in the mind's eye.

One of the incidents in my life, which seems to have in such manner impregnated itself into my remembrance, was an epoch in my life. It was my first experience of business—of commercial life.

I was about fourteen years of age at the time, and lived in an eastern Ontario country town. My father had died some months before, leaving my mother with more children to bring up than means with which to do it. As I was the eldest of these children I considered myself the man of the house, and, beside doing the customary chores, was ever on the lookout for a chance to earn a little cash.

As there were not a few young fellows in the town just as eager as myself to earn a few cents, I felt as if I had struck a bonanza, one Friday evening in August, when a clerk from one of the large general stores in the town called at our house, and asked if I would like a job the following day. I "jumped" at the offer, and was told to be at the shop at 8 o'clock sharp.

To say I went to bed happy that night would be but to tell half the truth, for, before I went to sleep, I had pictured how I should work so well that I would secure a regular job, and had seen myself rise step by step till I owned the store, and also the fine house, carriage, horse, etc., which contributed so much to the splendor of the merchant for whom I was to work. I did not forget, either, to anticipate the pleasure of driving the aforesaid horse in the delivery of parcels the following day.

Alas! my fond hopes and anticipations were destined to be ruthlessly dashed to the ground, even more suddenly than is the usual lot of such, for the first information I received at the shop was given by one of the clerks somewhat as follows:

"I suppose you intend to have some fun driving our fine horse?"

"Well, rather; do you think—?"

"No, I don't think, but I know that the horse is going to take Mrs. A., (the merchant's wife), and the kids to the lake to-day, and you are to be the horse yourself."

I confess this was a shock to me, but I was slightly conceited about my powers of endurance in the walking line, so I suc-

ceeded pretty well in hiding my disappointment.

My first duties were to help sweep out; then, with another clerk, I was sent to the "back store" where we arranged boxes, butter tubs and crocks, egg-cases, baskets, etc., for the day.

We were then engaged in filling the sugar drawers when one of the older clerks called me, and sent me off with a couple of small parcels, which were wanted "in a hurry."

By the time I returned business was in full swing, and I got out the "push-cart" and commenced operations.

At each load I could carry orders for from six to a dozen families, and considerable care was taken in the arrangement of the loads to deliver all by the shortest, quickest routes.

Up till half-past eleven the orders came in thick and fast, and, as nearly all were wanted before dinner, I had to cover a good deal of ground on the run. The novelty of the work and the natural exuberance of my youth kept me in good spirits, and, when dinner-time arrived, I had a good appetite, and enjoyed my dinner immensely.

After dinner, there were only a few parcels until about three o'clock, and I, during that time, helped to fill orders, carry sugar, count eggs, etc., ad infinitum.

Shortly after three o'clock I had a good load ready, and resumed my tramp, keeping up a good, brisk walk until six o'clock, when I was allowed an hour for supper.

By this time, I was willing to confess myself tired, and, after a hasty supper, I went upstairs to my room to rest. That I was fatigued is attested by the fact that I fell asleep, and would likely have continued to sleep, had not my mother awakened me and told me that my time was up.

It was a mystery to me, when I got back, to find that there were two good loads awaiting me. Feeling somewhat freshened, I delivered these loads at a fast walk, returning with the empty cart at a run.

About nine o'clock, my feet began to get sore and raw, and my spirits were oozing out of my body almost as fast as the perspiration was oozing from my forehead. How I wished for ten o'clock, the hour I counted on as closing time!

About a quarter to ten the clerks were making preparations for closing, and I innocently asked:

"Are there any more parcels?"

"A few for the west ward," was my answer, but it was accompanied by a laugh from some of the clerks that caused my heart to sink very, very deep. When I returned from delivering this load the blinds

were down, and I was silently rejoicing that my day's labors were over, when the proprietor and one of the clerks came out. The merchant was in a hurry, and turning to the clerk said: "Albert, give Marcus the parcels for Mrs. Brown and Mrs. Andrews; then you can lock up the store." This made me slightly blue, but I was all indigo when he proceeded: "Then you had better wait till he comes back, and help him load up for the east ward." Then, with a "good-night, boys," he was off.

The clerk asked me if I was tired, and on my replying with an emphatic affirmative, he quietly told me to never mind Mrs. Andrews' and Mrs. Brown's parcels; he would take them himself.

I have felt grateful at various times for kindnesses great and small; but I do not remember any time when a deeper, more passionate rush of gratitude flowed through my veins than did at that moment.

By this time it was half-past ten; streets were being rapidly deserted, and, looking over the list of houses I had to visit, I found the farthest were over a mile off. Each step was a burden and a pain, and I left thoroughly sick of the whole business.

I reached home as the town clock was striking the quarter hour after midnight.

My mother was on the front steps waiting for me, and, inside, was a nice little supper and a kettle of hot water. The former was tempting, but I made a rush for a lounge, and lay full length on it, in order to relieve my feet.

But, soon the use of the hot water in the kettle was manifested. My boots were taken off, and I was told to sit up and bathe my feet.

Do you know what such relief as I experienced means? If you don't, it would be useless for me to endeavor to describe it to you. Suffice it to say that in half an hour I had finished a good supper and was in bed and asleep.

I had made no arrangement about salary, but the merchant was respected by all as a good, prosperous and honest man. About ten o'clock Monday morning I found him and asked for my money. He went to the till, and taking therefrom a great, big, shiny 25 cent piece, he handed it to me, and turned to attend to a lady customer.

You will remember I said I did the work of the merchant's horse. A friend, to whom I mentioned the occurrence, boldly told me I did the work of an ass. But I must say, on behalf of the merchant, that in later dealings with him I never found him penurious or unkind to his employes or customers; this one incident I now ascribe to thoughtlessness, though my feelings were different that Monday morning.

TEA ADULTERATION AND ITS DETECTION.

THE teas of commerce are subject to three principal forms of adulteration, viz.: Facing or coloring with deleterious compounds in order to enhance their appearance, mixing with spurious and spent or once used leaves, with the object of increasing their bulk, and sanding or adulterating with mineral matter to add to their weight.

Of the various forms of adulteration practised in China and Japan, the facing or artificial coloring of low-grade green teas is perhaps the most prevalent and glaring, the material used for the purpose being usually composed of Prussian blue, China clay, gypsum, turmeric and indigo.

The process of coloring green teas, as outlined by Joseph M. Walsh, in his book, "Tea Blending as a Fine Art," is performed by placing a portion of the Prussian blue in a large bowl and crushing it into a fine powder. A small quantity of gypsum is then added, and the two substances ground and mixed together in the proportions of one part blue to four parts of the gypsum, both making in combination a light blue preparation, in which state it is applied to the leaves during the last process of firing. One ounce of this coloring matter will face or color from 15 to 20 pounds of tea leaves, imparting to them a dull leaden-blue color and a greasy appearance, readily detected in the hand.

When green or Japan teas are heavily coated in this manner it may be readily recognized by their heavy leaden-blue color and oily greasy appearance in the hand; or, better still, by placing a small sample of the leaves on a piece of glass and allowing them to rest there for some minutes, then, on removing them, the coloring matter, if any, will be found adhering to the glass, and its nature, whether Prussian blue, indigo or soapstone, detected by the aid of a small microscope. But, when only lightly colored, the best method is to put the leaves

in a cup or glass and pour boiling water on them, stirring them up well meantime and then straining the infusion through a thin muslin cloth, and the coloring matter will be found deposited in the cloth or forming a sediment at the bottom or sides of the vessel into which they are strained.

What are known to the trade as "made teas," that is, teas artificially manufactured from leaves once used, or tea dust, and a preparation of gum or glue to hold them

the vessel, pasty in nature, the coloring matter adhering to the bottom or sides of the cup or glass.

Another form of adulteration, practised principally in China, is the admixture of spurious or foreign leaves obtained from other plants, such as the willow, plum, ash and what is known in trade as Ankoï tea. Such spurious or foreign leaves in a tea are best detected by their botanical character.

When infused and unfolded, the true or genuine tea leaf is of a lighter green color, the looping of the principal veinings being also very characteristic, while the spurious leaves are of a dark greenish-yellow color and very irregular in form when examined under the same conditions.

Sand and other mineral substances, such as iron and steel filings, are also frequently introduced into tea with the object of adding to its weight, and are easiest detected by powdering a small quantity of leaves and spreading the powder out on a piece of glass and then applying an ordinary magnet to the dust, so that if a quantity of the particles gravitate and adhere to the magnet the tea is undoubtedly adulterated in this form.

All adulterations and fabrications in general may be best detected by the following simple but effectual method: By putting a small sample of the tea leaves in a wine-glass or thin goblet and pouring in clear, cold water on them, and then stirring up or shaking well for a few minutes so that the tea, if pure, will only slightly color the water, but, if adulterated

in any form, a dark, muddy looking liquor is quickly yielded, which, if next boiled and allowed to stand until cold, will, if spurious leaves are contained, become very bitter to the taste and almost transparent as it cools, while, if the sample is composed of pure tea only, it will be dark in color and pleasing in flavor under the same conditions.

The different methods given above are all simple, and the tests can be made by any person without any expense whatever.



"THE QUEEN, GOD BLESS HER."

This is an interesting reminiscence of Her Majesty's Jubilee in London last year. When the royal procession marched up Ludgate Hill, and into St. Paul's Churchyard, stopping in front of the Great Cathedral for the open air service, His Royal Highness the Prince of Wales advanced to address a word to the Queen. The kindly face of the Queen broke into a smile. At that instant a photographic snap shot reproduced the royal smile. The picture is probably the only one ever secured of the Queen smiling. THE GROCER produces it for the first time in this country.

❖ BUSINESS AND ITS MANAGEMENT. ❖

FOUNDATIONS OF SUCCESS.

BY M. O.

SUCCESS in business pre-supposes certain qualities in the merchant himself. Rules for conducting a business are practical and suggestive. But, unless the merchant applies the rules with some knowledge of the principles that ought to govern his general policy in trade matters, he is just as liable to make a mess of it as not. Systematic inspection of every branch of the business, or correct bookkeeping, important as these are, will not alone result in success. There must, in addition, be a comprehensive grasp of the proper methods, and what these are I wish, as briefly as possible, to outline from my experience as a merchant. Not that any one man, even during a long experience, masters perfectly the principles of sound business. But he possesses this advantage: He has tested the value of certain maxims and he knows which are most important.

I. First, I would put Integrity as the foundation stone of Business Management. This is not a sermon, and I merely deal with the matter from the business, not the moral standpoint. It pays every hour of the day to have a good reputation, to be trusted by the customer and employe alike, to become a sort of court of appeal whose decisions shall inspire confidence and be accepted as final. When there is a dispute about an account, or a promise made or any other detail, it is good for a business to be managed by a man whose word is taken, who is known not to be tricky, and whose good faith will not be questioned even should there be a misunderstanding on the subject involved. Then, in connection with the firm's credit, it is of great value to have a high reputation. In buying goods, in asking an extension (if necessary), in soliciting some privilege, reputation tells continually. The idea that other people will rob you if you are not ready to rob first, is not based on business experience. It is a diseased notion. The unfairness of competitors is a fruitful source of loss and trouble, but it is rather an exception than a rule to find a competitor breaking an understanding or violating some good rule to your injury. Supposing it proves impossible to maintain an understanding with the merchants of your own city or locality, proceed on honest lines yourself, regardless of their policy, and in the long run it will pay. This was true during the years I was in trade, and not-

withstanding all one hears now, I believe the average honesty of merchants is just as high as it used to be. We must not judge by exceptional cases. In the office, therefore, as in the store, I would say fair play and square dealing every time. Even the least departure from this rule lands you in unexpected difficulties. You need not be taken in, because you are honest. That is weakness. Honesty does not involve hesitation, doubt, fear and lack of promptness. Honesty is strength, and its fruits are quick decisions, readiness for emergency and longheadedness.

II. Secondly, what may be called System in Management should be steadfastly maintained. Everyone professes to be systematic in these days, but I mean that the manager of a business should be both the master and the servant of his own system. He cannot expect employes, when his back is turned, to obey rules he openly violates. In the matter of punctuality, the hour of opening, either for office or store, should be fixed, and, unless the manager has his deputy to act for him, he should always be on hand promptly. Just last week I noticed a case in point. The head of a large Montreal house was spending Sunday at a summer resort, and rose at half-past four on Monday morning so as to catch the first train into town. He said the staff expected him to be there promptly at nine o'clock to give certain orders and to supervise the letters. A later train would have delayed him half an hour. The habit which prompted him to do this was part of a good system practised during a long career. Punctuality extends into many different parts of the business: Into the matter of notes due, appointments made, deliveries of goods, etc. If the merchant is known to be particular in fulfilling all his engagements, others who deal with him will recognize this and try and respond. Even customers will not complain of a rule affecting them, when they feel that others are also bound by it. The effect on employes is remarkable. A young clerk consciously models his conduct, while on duty, upon that of his employer. In this connection, it may be said briefly that as regards the use of liquor and tobacco the invariable practice should be: Total abstinence during business hours. Neatness in dress is indispensable. These, and a number of other details, are necessary parts in the make-up of a sound business manager.

Memory is almost a necessity in business. Where a man feels that he may forget, and his duties are many, he is apt to keep a note book. For young merchants, a better rule is to discipline the memory by doing one thing at a time, and by carefully fixing the thoughts in the mind beforehand. There is also the question of temper. An energetic and high spirited man will naturally develop irritability. But control of temper is always the wisest habit of business. Even when justly incensed, the head of a concern who keeps his temper is master of the situation. He will then not decide hastily, or perform some act which brings injurious consequences. Nearly half an individual's mistakes in business can be traced to decisions reached in agitation or ill-temper.

III. Then, there is the end in view. The manager who does not keep before him a fixed permanent object to be attained will not succeed. We are not in business for a week, but for a life's success, and every important matter should be decided with an eye to the consequences a year or two years hence. This is usually called building up a business. It is hardly worth a man's while to keep at work unless to make a permanency of it. This is where the personal qualities tell. No matter how large or how small the business is, the same rules apply: Civility, integrity, punctuality and so forth. Then, if at the end of a year you can only figure out your personal living expenses as the profit, you can still say that the volume of trade added, the number of new customers and the experience gained are all parts of capital. Special efforts may be necessary, often, to secure or hold a customer. These efforts pay. No system, however detailed, can provide beforehand for them. Each case must be dealt with, according to circumstances, as it arises. But this proves the value of the merchant's conduct and disposition. There is no reason why you should be on bad terms with any one in your locality. Someone has tried to rob you, as you think. Be on your guard, but do not let him know what you think, and do not waste time saying disagreeable things to him.

IV. Without forestalling future articles in this series, a word or two must be said on the Financial side of the business. The tendency in many quarters is towards the cash basis, and, allowing for special cases in particular localities, that is the best basis

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MONTREAL

Lack of capital is by far the most general cause of failures. If a merchant, intending to embark in business, or to double his business, lacks capital he had better not start. There are always contingencies ahead which you cannot exactly foresee. It may be national depression, or a failure of local crops, or the heavy embarrassment of some large corporation, or a disastrous fire. To meet this condition some reserve financial strength is required. When debts are good, but cannot be collected peremptorily without loss of custom, how can a merchant meet his payments? The cash system, therefore, tides him over difficulties of this kind. Besides that, the discount is a large item, and, as the volume of trade increases, it becomes more important. The cash merchant is appreciated by the firms he buys from. He can, if necessary, quote closer prices and clear out lines at cost without loss. But there are exceptions to any general rule. A merchant may be so placed that he deems it too radical a departure to change from credit to cash. Then, every merchant should shape, slowly, if necessary, his policy toward a cash basis. That should be the goal. The opportunity will come, if one is on the watch for it.

Akin to the financial basis of the business is what may be termed the Financial Policy of it. I was in trade for some time before fully comprehending the value of conducting the office routine satisfactorily to others besides myself. To meet paper due not only builds up credit; it does the merchant himself good. But, if a little time is required, correspondence of a frank and friendly kind, beforehand, is wise. Do not over-promise in financial matters. Better to perform more than you promise, and do this systematically until your reputation is established as a man whose word, as the saying goes, is as good as his bond. As little talk as possible about your financial moves, even when successful, is advisable. If the other person to the deal wants to talk, let him, but the merchant who keeps his own counsel is respected. The man who talks is distrusted. People do not believe boasters. By wearing a pleasant countenance to the world, neither revealing worries nor successes, the merchant shows himself a good business man. Assuming, then, that obligations are always met, or arrangements made respecting them beforehand, there is the question of insurance of stock against fire. Never neglect that. The precautions taken in one store do not provide for every accident. Many a successful business has been crippled or ruined by fire, which started, perhaps, a block away. The man whose stock is meagrely insured or not insured at all, is on the edge of a precipice. A fire may give

him a ten years' set back. It is folly to be uninsured at any season of the year.

V. In handling the staff, so as to secure cooperation from every member of it, no pains should be spared. Their help is a factor, and their behavior has much to do with the success of a business. Many times, when the manager is not at hand to observe, they might offend a customer quite unconsciously, or omit some duty simply because its discharge had not been specially assigned to them. The system of management, therefore, should provide for each clerk knowing his or her duty and being told also the exact limits of his or her authority. Even in a small store, with a limited staff, provision should be made for the manager's absence. He cannot always be on hand. There should be no friction when he is not. A conflict of authority, in this case, ought to be avoided. Any clerk, down to the messenger boy, is entitled to polite treatment and consideration from the chief. If he does not deserve this much, then he should not be employed at all. I need not lay stress on the importance of harmony in any concern. Keeping one man who competes with another in energy and zeal—that is, playing off one employe against another—is a poor expedient. Better have two who work together. Never encourage tale-bearing or suspicion by as much as a look of enquiry. In the case of partners, separation is better than a quarrel. To maintain friendly relations, the principle of give and take is the only practicable method. This should be applied to every difficulty that turns up, as it is the most convenient and sensible rule by which to abide. One of the partners, or a trusted bookkeeper, should make the writing of all the business letters of the firm his special care and study. Time is not wasted in having this branch of the business well looked after. People often do business with a man they never see. He is judged by his letters to a considerable extent. In no particular is promptness more necessary than in replies to letters. If the circumstances make replying awkward, a brief, noncommittal answer is better than none.

VI. Successful management involves keeping an eye on the Future to a certain extent. A well-balanced mind will not regard future contingencies as possible calamities. In a courageous way he keeps looking forward to dealing with future possibilities which may not be all satisfactory or all unsatisfactory. But it is prudent to be prepared for whatever may happen, and the laying of plans which can be altered to suit the conditions as they actually arise is not time wasted. While awaiting future contin-

gencies, the good business man will carefully regulate his domestic expenditures in accordance with the activity or dulness of trade. Frugality, if not carried to extremes, is a safe course. By knowing each month how business is going, the merchant can decide how far he is justified in maintaining the existing scale of expenditure. Especially where it is the habit to charge purchases for the household to personal account, should a careful watch be kept, in order that the limit is not overstepped. If curtailment in personal expenses appears inevitable, let it be done thoroughly and without hesitation, and no domestic consideration should be allowed to intervene. A season of economy does no harm.

VII. The merchant may declare that much of what I say is so obvious, that he carries out all these rules now. Is that really so? The experience of most business men is exactly the reverse, and violation of some of these foundation principles of business is a common thing. It should be said, in conclusion, that Canadian business, during the past five years, up, indeed, to the beginning of the present year, has been carried on under exceptionally difficult circumstances. There has been a lack of expansion both in population and trade, and a severity of competition, which have tried the pluck and resources of the most experienced men. Better times have dawned. There is a spirit aboard which points to far more active trade. When a man is getting a good profit, and he finds the people around him in a more hopeful mood, he can more easily practise sound business principles, so, when he is struggling along with poor prospects ahead, it is hard to bear in mind all the sage advice that is poured into his ears.

MEETING DRAFTS.

BY K. B.

Scarcely anything is there that can so cast discredit upon the business management of a mercantile house as carelessness in regard to the meeting of drafts; and, yet, carelessness in this respect is by no means uncommon.

Times there are when financial circumstances make it impossible for the person on whom the draft is made to meet it. But circumstances are never such as to warrant the draft being ignored without explanation whatsoever being given to the drawer thereof. Yet, this is sometimes done. And not all the sinners in this respect are men financially unable to meet their obligations.

Time and again have complaints been heard regarding this bad species of business management of men of large capital.

There are, for instance, men who notwithstanding they have plenty of money

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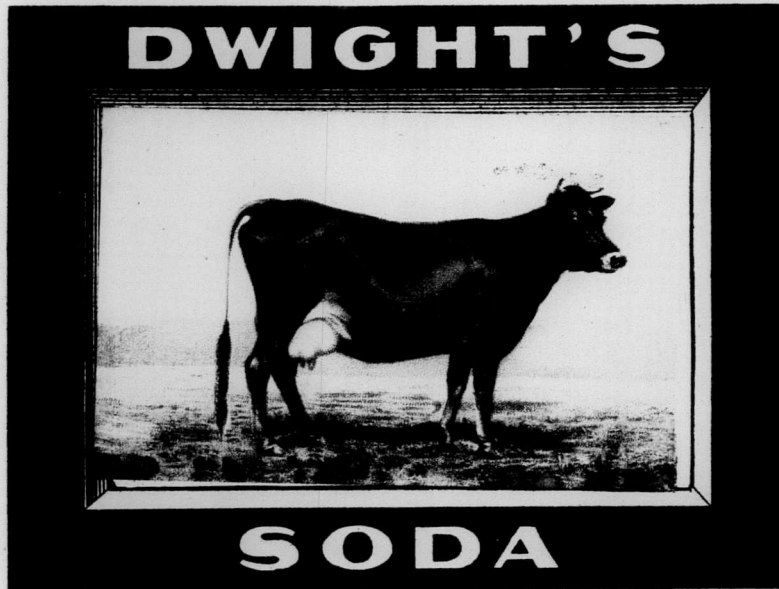
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meet drafts when they come due, neglect to do so, and then when they do liquidate them claim the discounts which they were only entitled to at maturity of the draft.

PROMPT DELIVERY OF GOODS.

BY LEW.

Prompt delivery of goods is inseparable from good business management, whether the business be wholesale or retail.

There are times when circumstances over which the merchant has no control are such that it is impossible for him to deliver goods with promptness; but, occasionally, even these circumstances would not have been in the way had he exercised ordinary foresight.

For instance, the particular goods wanted are not in stock, but they would have been had there been a proper method in vogue for keeping stock.

If goods are not in stock it is better to get them, if possible, from a fellow merchant, even if by so doing the profit is lost, for it is wiser at times to lose a profit than offend a customer.

Promptness in the delivery of goods demands system, whatever the size or nature of the business may be.

There are merchants in Canada who have reduced the delivery of goods to a science, with the result that their customers not only know they will get their order promptly filled, but they know even the hour the goods will be in their possession. And these merchants are doing a successful and increasing business.

Others there are who are noted more for their lack of promptness than their exercise of it. I know of retailers who repeatedly fail to deliver goods in time. Goods wanted for the noonday meal are not delivered until late in the afternoon, or, until so close to noon that they are too late for the purpose for which they were required.

A successful business can be no more built up on these lines than can a wall be erected while some one persists in removing the foundation stones. It is unnatural.

If you cannot deliver an order at the time it is wanted, say so. But be sure you cannot. Inconvenience should not be a sufficient excuse, but it is made to do duty for one, nevertheless.

While system is so necessary to the prompt delivery of goods, it is possible that system may be so overdone as to produce the very same effects that want of it does. For example: A merchant fixes certain hours during the day for the delivery of goods to his customers. One day an order comes in with the request that it be delivered at a certain hour, which is not the particular hour fixed for such purpose.

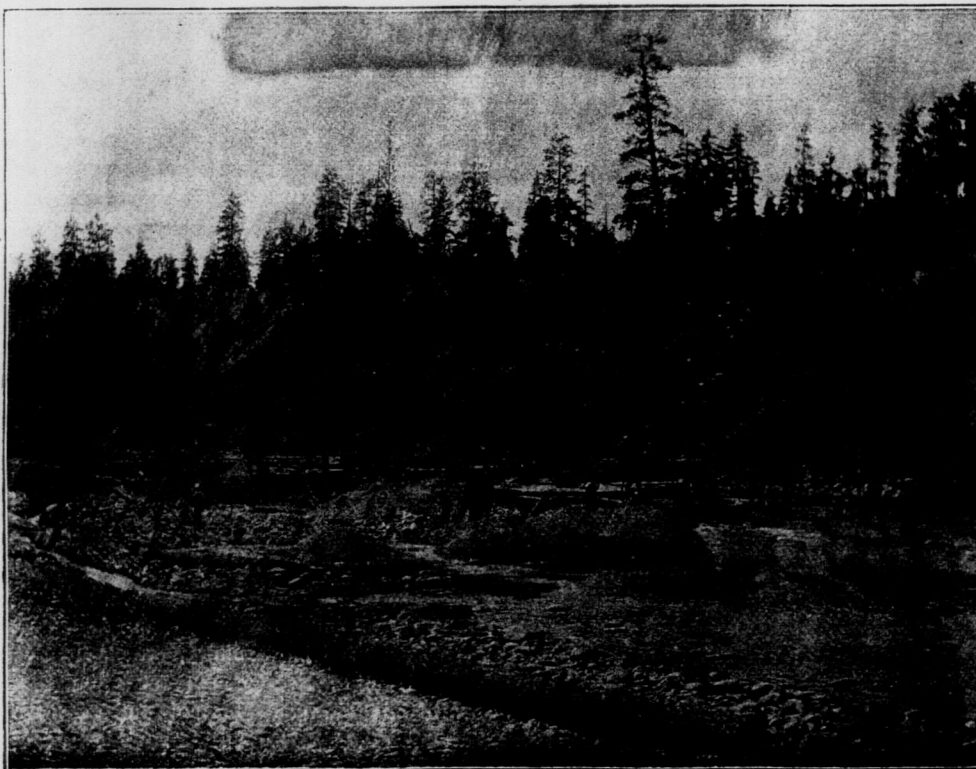
"I am sorry," says this merchant, "but I can't send the goods at the time you specify. Our delivery hour for your locality

stationery a store uses is not the most important thing in business management; but it is important, nevertheless. And he is unwise who does not recognize it.

Bad stationery gives one, as a rule, a bad impression of the merchant who uses it. And some of the stationery used is bad indeed. Occasionally, an order is written and sent to the wholesale house on a piece of crumpled yellow wrapping paper. We have, at present, such an order, which was received by a well-known jobber, and trouble was not even taken to cut the piece of paper in question. It was torn off, and was triangular in shape.

No matter how small the business, its letter and note heads should have the name of the merchant or style of the firm printed thereon. The plea of expense cannot, with reason, be advanced for not having it done. The low price of printing dissipates any such plea.

Every store must have stationery, and stationery which is printed costs but a trifle more than that which is plain. To say nothing of the poor opinion that is avoided by having letter and note heads printed, there is the advertising property, which is no small thing, and is at least worth the difference between the cost



A STREAM IN THE KLONDYKE.

of printed and plain paper. Get figures from your local printer and be convinced.

When getting your letter and note heads printed, see that they are put up in pads. Stationery prepared in this way is much more convenient and is certainly more tidy, to say nothing of being less wasteful.

Then, do not waste your stationery for memo-making purposes. You can make memos on wrapping or any other kind of paper just as well as upon ordinary letter or note heads.

It is not necessary to have elaborate and expensive stationery unless you can afford it. The chief thing is to have it fair in quality and well printed, and everyone who is worthy of being called a merchant can afford this.

It is not necessary to have elaborate and expensive stationery unless you can afford it. The chief thing is to have it fair in quality and well printed, and everyone who is worthy of being called a merchant can afford this.

STORE STATIONERY.

BY OMAR.

You cannot always tell a man by his coat. Neither can you always form a correct opinion of a store by its stationery. But you very often can. The character of the

SCIENCE IS WITH US!

There's no "Ifs," "Ands" or "Buts" about it.

RICE'S PURE SALT IS ALL SALT

Read what The American Journal of Health says about it in its issue, 15th July, 1898:

WISDOM IN FOOD SELECTION.

SCARCELY a day passes that the editorial department of this journal is not confronted with fresh proof that those responsible for the catering for the family table rely largely upon the guidance of the hygienic writer. The grave importance of the proper selection of food products is becoming deeply impressed upon the housekeeper. The labor, time and space in its columns which The American Journal of Health constantly devotes to the subject of food selection receives, we find, the fullest appreciation from its readers. * * * * Good health and pure food are almost synonymous terms—no man, woman or child ever was or ever will be healthy if they are careless about the food they eat. They need, too, a constant reminder of this truth.

And, as the public perpetually needs this reminder, we perpetually investigate on its behalf, and have just concluded our examination into the claims of "Rice's Pure Salt," offered by The North American Chemical Company, Limited, Goderich, Ont., Canada. As in every similar instance, our mode of ascertaining the facts about this product has included the tests which we have repeatedly referred to

in previous articles. We have thus secured a result which leaves no uncertainty, and are able to report that this product is distinguished by the highest percentage of nutritive quality. That it is notably pure and can be used with entire satisfaction.

Such is the verdict we pronounce for the benefit of the readers of The American Journal of Health, whom we are so frequently obliged to warn against inferior food products of all kinds. "Rice's Pure Salt" is an article eminently desirable for the most careful and conscientious housekeeper's use; we have demonstrated this fact so unmistakably in the course of our examination that we desire to impress it on all who read this article. * * * * Purity which has been proved, wholesomeness that cannot be doubted, the nutrition that can be derived from its use, are all qualities found in a marked degree in "Rice's Pure Salt."

When we can say so much after a food product has undergone analysis in our test kitchens at the hands of scientific experts, and everything has been done to render its examination thorough, "Rice's Pure Salt" has received the strongest endorsement it is in the hygienist's or the physician's power to bestow.

A. W. GRAY, M.D.

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Goderich, Ont.

PREFERENTIAL COUNTRIES AND THEIR TRADE.

A BRIEF reference to the situation, population, area and trade of the countries within the British Empire, to which Canada has recently accorded preferential tariff treatment, might not be uninteresting to some of the readers of THE CANADIAN GROCER. Of course, no one needs to be told anything about Great Britain. We are all more or less conversant with statistics relating to its area, population, etc. But while the other parts of the Empire, now enjoying the preferential tariff, are dealt with a reference to the United Kingdom can scarcely be avoided.

The area of Great Britain is 121,411 square miles, and the population 39,500,000. The public revenue is £103,950,000, and the expenditure £101,477,000. Public debt is £641,062,131. The imports in 1897 were £456,311,786, and the exports of home produce £234,081,429. The United Kingdom has 9,107 ships, with a gross tonnage of 12,403,400. Taking the whole Empire, the number of ships is 11,237, and the gross tonnage 13,482,876. Compared with the number of ships of all nations, the British Empire has nearly 40 per cent. of the whole, and, of the gross tonnage, 50 per cent. of the whole.

The Bermudas are a group of islands in the North Atlantic, twenty miles square, with a population of 17,500. Their chief products are early vegetables, bulbs, and arrowroot. On account of the smallness of this colony, foreigners are not allowed to be naturalized or possess land. The imports are £304,893, the exports £101,163 and the revenue £34,356. The Bermuda Islands were acquired by Great Britain in 1609.

The Bahamas are a chain of islands 600 miles in length, lying between the south-east corner of Cuba and the coast of Florida. Their area is 5,794 square miles. Twenty islands of the group are inhabited, but there are besides 3,000 islets and rocks. The chief island politically is New Providence, the capital of which is Nassau, 12,000 population, a favorite winter resort. The total population of the Bahama Islands is 51,000. Much valuable timber is produced, and a good many cattle are raised. The chief exports are sponges, turtles, pineapples, oranges, hemp, and cotton. The imports are £194,774 and exports £139,000. Revenue is £65,126. The Bahamas have been British since 1783.

Jamaica is the largest of the British West India Islands. It lies 90 miles south of Cuba, and is 144 miles long by 49 wide. The area is 4,200 square miles, and population, according to the census of 1894,

672,762. Kingston, with a population of 48,500, is the capital. The principal exports of the country are sugar, rum, pineapples and various fruits, coffee and dyewoods. The imports are valued at £2,315,680, and the exports at £1,894,793. The public revenue is £821,653, and the expenditure £844,060. The public debt is £2,174,029. Jamaica became British in 1655. Turks and Caicos Islands have been annexed to Jamaica, and Grand and Little Cayman are dependencies. Turks and Caicos Islands became British in 1783. With these two islands the population of Jamaica is 697,859 and the area 4,429 square miles.

Jamaica, aside from its importance to Canada as a customer, is of more than ordinary interest to the people of this country from the movements which have been made in that island to have it made a part of the Dominion of Canada politically. The last movement of the kind was inaugurated, it will be remembered, only a few weeks ago.

Antigua, meaning ancient, was given its name by Columbus. Its area is 108 square miles and its population is 37,000. The capital, St. John, has a population of 10,000. The island is productive in spite of the drought which it sometimes experiences. Its chief products are sugar and pineapples. St. Christopher has a population of 7,000. Nevis is 50 square miles with a population of 13,087, and its capital is Charlestown. The island is simply a cone-shaped mountain surrounded by a margin of low land.

Dominica is 291 square miles, with a population of 26,841. Roseau, the capital, has a population of 4,500. Sugar, cacao, lime juice, coffee, fruits and spices are the chief products of the island. The island has great possibilities, but, in spite of this, trade is gradually declining.

The area of Montserrat is 32 square miles, and the population, 11,762. Plymouth is the capital. The chief exports are sugar and limes.

The Virgin Islands are an archipelago in the West Indies lying immediately to the east of Puerto Rico. Some of the islands belong to Spain, some to Denmark, and those under the British flag are Tortola, Virgin, Gorda and Anegada.

The Leeward Islands were federated in 1871, and consist, all told, of 704 square miles, with a population of 129,760. The imports are £414,283, and the exports, £288,345. The revenue is £119,083, and the expenditure, £165,996.

Grenada, one of the Windward Islands,

is the largest in the group, and is the residence of the Governor. Its area is 133 square miles. St. George, with a population of 4,919, is the capital. Sugar, rum, cacao, cotton, coffee, fruits, spices and turtles are the chief products of the island.

St. Vincent, another of the Windward Islands, is 132 square miles, with a population of 42,000. Kingston, with 4,847 population, is the capital. Its chief products are sugar, molasses, rum and arrowroot, while its fisheries are abundantly productive.

St. Lucia is still another of the Windward Islands. It has an area of 240 square miles, and a population of 46,000. Castries, the capital, has one of the best harbors in the West Indies. The whites are mostly French creoles, and the law is based on French codes. The chief products are sugar, logwood, cocoa, tobacco and spices.

The combined area of the Windward Islands, is 528 square miles and the population 146,800. The imports are £395,449 and the exports £381,056. The revenue is £132,491 and the expenditure £150,164.

Barbados, geographically, is part of the Windward group, but politically it is not. Its area is 166 square miles and its population 225,000. Bridgetown is the capital. The island is of coral formation and rises in a succession of limestone and coral terraces to a height of 1,104 feet. The chief exports are sugar and its products. The island has been British since 1625. The imports of Barbados are valued at £1,048,887 and the exports at £758,228. The revenue is £177,032 and the expenditure £184,020.

Trinidad is separated from the mainland of Venezuela by the Gulf of Paria. The products are sugar, cacao, asphalt, coconuts and fibre. Trinidad became British in 1797, and Tobago, which politically became a part of the island in 1889, has been under the British flag since 1763. The population of Trinidad is 248,404, and of Tobago, 20,000, while the area of the respective countries is 1,754 and 114 miles. The joint imports of the two islands are £2,463,525, and the exports, £2,165,820. The revenue is £618,332, and the expenditure, £594,462.

British Guiana is the only possession of Great Britain on the South American mainland. The area is 109,000 square miles and the population 283,000. Exports are chiefly sugar, gums, molasses and gold. Imports, £1,443,543; exports, £1,769,500.

New South Wales, which became British in 1788, is 310,700 square miles and has a population of 1,277,870. The imports are £15,992,415, and the exports, £21,934,700. The staple export is wool to the amount of £10,000,000 per annum. Sydney, with a population of 361,240, is the capital.

Where Do You Purchase Your Groceries?

From the old established firm

WHITEHEAD & TURNER

Wholesale Grocers



QUEBEC

ARMEDA CEYLON TEA HAS THE FLAVOR

A. H. CANNING & CO., TORONTO

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WINDOW DRESSING HINTS FOR GROCERS.

NECESSITY OF WINDOW DISPLAYS.

BY W. L. E.

EVERY merchant should be more or less conversant with the art of window dressing. If he is not, he is about as much crippled as a man is who is minus a limb. Window dressing is no sinecure. It is as much the part of the business-doing paraphernalia of a retail store as buying and selling goods or keeping books.

There was a time when the displaying of goods was not necessary, because there were no windows in which to make displays. Neither was it necessary to keep day book or ledger, for a notched stick or a piece of chalk and a board sufficed to keep a record of the goods sold on credit.

But we have store windows now, just as we have elaborate systems of bookkeeping. And store windows to be filled with goods properly arranged.

The window display is one of two modern adjuncts to business without which men cannot successfully do business to-day. The other modern adjunct, it is almost needless to say, is advertising.

It may be possible that a merchant can keep in business without paying any attention whatsoever to the arrangement of goods in his window. So it is possible that a man, heavily weighted with clothing and boots, may safely swim a wide and swift river. But the odds are against both. And one thing is certain: The merchant who devotes proper attention to the displaying of his wares in his window will find it easier to resist the forces of nature with which every man who would succeed in life will have to contend.

When people buy, it is, as a rule, from either one or two reasons: They buy from necessity or because a desire has, in some way or other, been created for it. The chief end of the window display is to create that desire in people who pass the store.

The fact that the window is to create a desire for goods implies that the display should not be bewildering. Some merchants appear to think that the more they can get into their window the better. Never was greater mistake made. If everyone had the time and inclination to stand before the window, notebook in hand, and make a memo., there might be some reason for crowding the displays. But most people have neither the time nor the inclination for such things. The average man and woman

merely glance at a window as they pass by. If there is anything striking, they stop. If there is not, they go on.

Often the most striking display is obtained from one line of goods. It seldom, if ever, is by a multitude of goods.

One of the first essentials to a well-dressed window is that the display shall be composed of seasonable goods. It is no use displaying Christmas goods in midsummer, or midsummer goods at Christmas. Next to the character of the goods is the manner of their arrangement. With the exercise of a little originality and artistic taste, the most common-place articles can be made the most uncommon of displays. No prescribed rule can be laid down for the guidance of window dressers. Indeed, if it were possible, and everyone followed it, there would be no uniqueness, and thus would be defeated one of the very objects of window dressing.

The more a man does his own designing, the more likely is the display to possess that oddness and attractiveness which is so much to be desired.

While it is much to be desired that there should be in every store a clerk who is specially fitted to arrange the window displays, yet, it is a good thing to induce all the clerks in the store to take an interest in the matter. In pursuance of this, let there be, in spare moments, conferences with the clerks, where the ideas of each member can be advanced and discussed. The results could not be any other than beneficial to the window display, and instructive to the clerks.

In displaying a Christmas window, do not forget the children. If anyone has a mortgage on the Christmas season it is the children, and he who dresses his window with that thought in mind is wise. If there are two windows in the store one might be reserved for the solid staples and the other for the luxuries and such little knick-knacks and devices as delight children and set their tongues going.

A few suggestions, which the trade can work out, may not be inappropriate.

In Canada, just now, an alliance between Great Britain and the United States, and the question of closer trade relations between Canada and the United States, are matters which are attracting a great deal of attention. They are, therefore, subjects which the storekeeper can draw upon for window dressing ideas.

For instance, over a nicely arranged display of any kind of goods, might be artistic-

ally hung the Union Jack and the Stars and Stripes, while placed in a favorable position might be a card with appropriate wording, such as: "These two flags never floated over better goods. Try them and be convinced." A few price tickets scattered among the goods would help increase the value of the display.

Another idea which might be worked out is to dress up a couple of boys to represent John Bull and Uncle Sam respectively, the one being short and stout and the other tall and thin. Place them in the window now and then during the day, seated at a table sipping tea or partaking of some other commodity, to their evident satisfaction, which you may have in your store. Ticketing should here be done extolling the merits of your tea, or whatever it may be.

An archery target with an arrow in the bullseye can be turned to good account for drawing attention to your prices. You can have a display of canned goods or anything else for that matter, and, suspended to the arrow, there could be a card with some such device as this: "As this arrow hit the bullseye, so our prices (or goods) hit the mark. See for yourself."

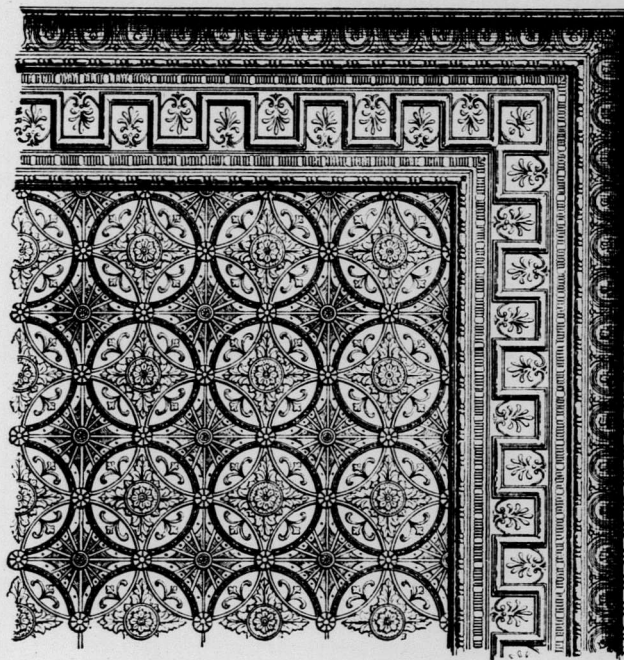
Package goods, such as canned goods, soap, cereals, tea, etc., can be used for building up pretty designs representing castles, fortresses, etc. Tickets referring to the strength and quality of the goods should be placed in suitable positions. "Brownies," or any other figures, storming the walls would increase the attractiveness of the display. If a toy cannon of moderate proportions could be procured and utilized it would be a good thing. It will please the children, and the children will talk.

A mirror might occasionally be put in the window among the goods, and so arranged that it would catch the face of passers-by, while on a ticket, placed where it would not be overlooked, might be some words of invitation, such, for example, as "This mirror shows you your face. Come inside and we will show you our ooc. blank."

An attractive display in the summer camping season can be made by producing a camping scene in the window. A few yards of cheap cotton will make a tent, and a few sods of grass will make a neat line sward. A sheet of glass sunk below the surface of the grass and edged around with sand and gravel to form a shore, will improve the display. On the surface of the glass a boat or so might be placed. Completed in these particulars, the next thing is to bring into prominence the goods in stock which are suitable for the season.

For the deer-hunting season a miniature log house or, that not being procurable, a tent, set in forest surroundings, is attractive.

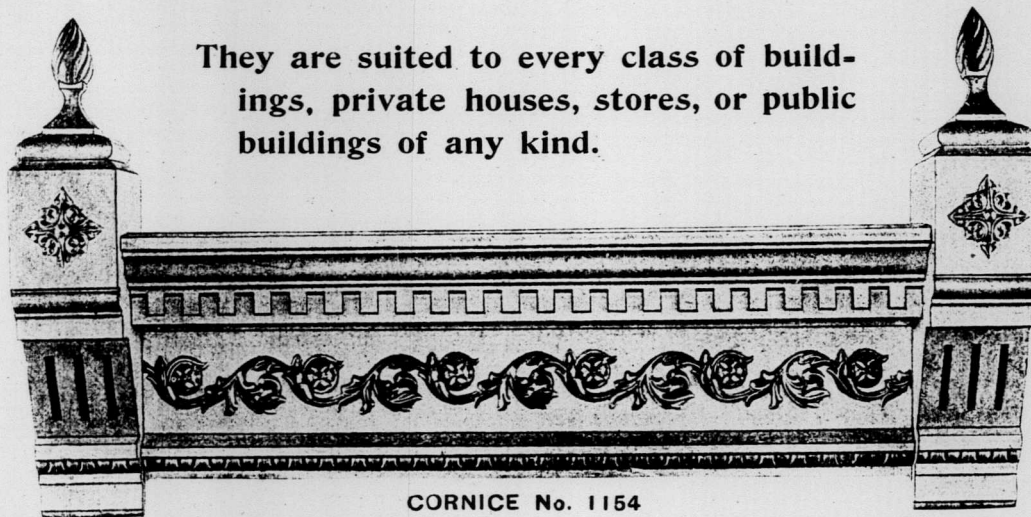
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**INTERIOR
 DECORATION**
 and
**EXTERIOR
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You can't find anything more Hand-
 some, Durable and Economical in
 the end than our famous

Metallic Ceilings and Metallic Cornices

They are suited to every class of build-
 ings, private houses, stores, or public
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CORNICE No. 1154

Our **Metallic Ceilings** are permanently beautiful. Offering a fireproof, hygienic and artistic finish that is highly valued by all practical people.

Our **Metallic Cornices** are quickly applied, and are in popular use for new buildings or improving old ones. We make any shape, pattern or size desired.

Why not send for our new catalogue if you're interested in building, and read full information about these reliable lines?

Metallic Roofing Co., Limited

1180 King St. West, TORONTO

Have the house or tent in the middle of the window. Lay a few sods of grass and sprinkle leaves and a few acorns about, while in the background a few pine trees irregularly set might be placed. It is well to have a few game bags and firearms in evidence, as well as hunters' food supplies.

The illustration shows a crockery window in an Ottawa dry goods store, and, while this display may be too extensive for a great many merchants, yet it is so pretty and striking that we reproduce, with the hope that it may serve as a guide to arranging a display less pretentious. The background is set out 3 feet from the wall

and covered in white, with a border and trimmings of purple. There are 3 archways. Between the pillars, on each side of centre arch, are mirrors. One of them made taking the picture difficult by reflecting the girder in front of the window. In the centre archway hangs a basket of flowers, vines, etc., but the reflection from the street lamp was so strong that it is hardly noticeable.

In the side archways are pillars, on top of which are rosebushes in jardinières, but the shadows are very heavy there and they do not show up. It was impossible to get a better picture under the circumstances. The color harmony, as everyone who saw the window says, was perfect, and, altogether, the display was a beauty and proved "a boom" in chinaware sales. The different lines were well ticketed, which is an important thing in a display of this kind.

This window, while not designed for a grocery or general store window, will, doubtless, assist grocers and general merchants in arranging a window which will be compatible with their possibilities.

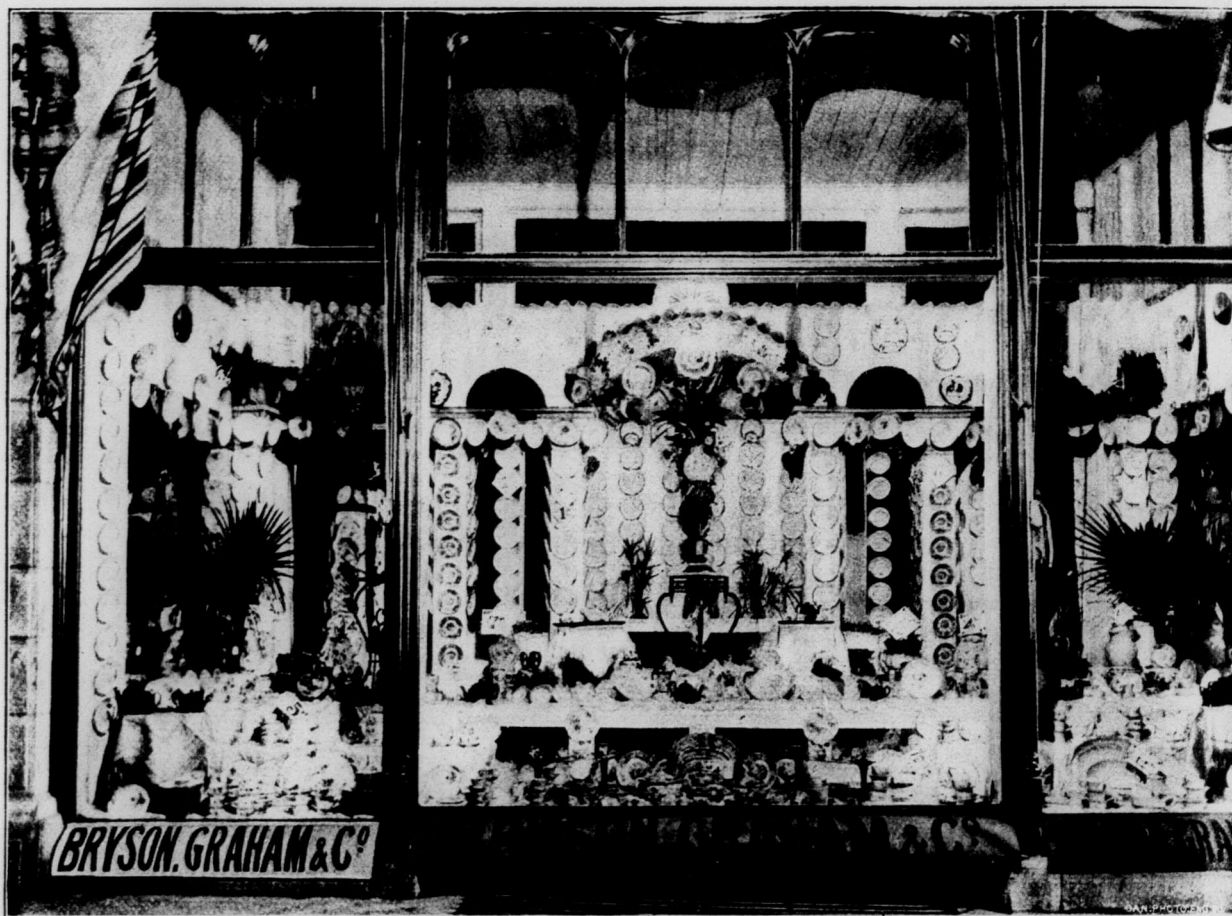
SUMMER WINDOW DISPLAYS.

BY D. M.

The summer season is generally considered a poor season for displaying general groceries, and it is within the mark to say that during the past summer three out of four of the grocers of Toronto have had fruit displayed in their windows throughout the entire season. Many dealers who take pride in having a really bright window in the cooler weather do not take these pains in the summer time for the reason that flies can make the freshest, neatest display look old and shop-worn in a few days. It has been found, too, that enclosed window

weekly a good display of general groceries. As the weather becomes cooler, and fruit is offered in smaller variety, it is especially advisable to have general groceries displayed.

A fine display can be made of flour bags. One method is to arrange them in centre of the window in a pile about five feet in circumference, with the titles of the bags all facing the outside; above this, make a similar pile three feet in circumference, and, on this, put three bags, with a cap-stone of the best flour that can be secured. At each side of the window might be arranged as large a variety of breakfast foods, etc., as is found advisable to carry. In front, and to the



A DISPLAY OF CROCKERYWARE.

spaces, i.e., window spaces having a glass partition at the back dividing the window from the store, are too hot in the summer for many classes of goods. Some grocers replace during the hot months the glass partition with a mosquito netting, which, while keeping out the flies, allows a constant current of air to circulate through the window space. With this netting it is possible to keep a constant variety of displays in the window throughout the summer. Fruit is not the only article suitable. In fact, if a merchant is not prepared to go into the fruit business as extensively, if he is not prepared to meet the competition in fruit of his neighbor, it would be better to arrange

right of the central pile, a table or stand, low enough not to hide the display behind it, might be arranged, with some flour spilled loose in a kneading trough, with the necessary adjuncts to flour for baking, such as sugar, butter, milk, extracts, etc., close by. To the left of the central pile, a display of bread, biscuits, etc., might be arranged. But don't arrange these other goods unless they are really first-class. A neat card should be placed in a prominent place, stating that everything necessary to make the best goods in the country could be supplied within.

In connection with this, country merchants should remember that it would be

J. MATHEWSON
W. MATHEWSON

ESTABLISHED 1834.

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J. A. MATHEWSON, Jr.

J. A. MATHEWSON & CO.

Importers and Wholesale Grocers.

202 MCGILL STREET,

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MANUFACTURERS OF
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Winter Wheat Flours

BRANDS

Edelweis, High Patent
May Blossom, Family Flour

SAMPLES AND PRICES ON
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G. H. BOULTON, Pres.

W. J. McCORMACK, Sec'y-Treas.

Toronto Fruit Vinegar Co.,

Limited

STOUFFVILLE, ONT.

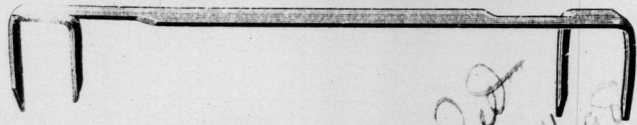
Toronto Office, 180 Victoria St.

Manufacturers of

“CRESCENT” BRAND,
REFINED FRUIT VINEGAR
AND OTHER TABLE DELICACIES,
PICKLES, SAUCES,
CATSUP, Etc.

Telephone, 1787.

Pail Clasps



ALSO

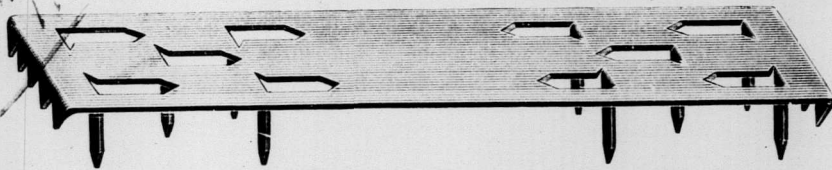
Patent Strapping
for Cases

DRY CARD FOR
SAMPLES AND PRICES
TO

Clutch Nails

FOR

Strengthening Corners of Cases..



J. W. WARMINTON, 207 St. James St., Montreal, SELLING AGENT
..... FOR CANADA

hard to get a better advertisement than to have it known that the flour, etc., in the bread which took first prize at the county, or even township, fair, was supplied by them to the victorious housewife.

Another display which would attract much attention is provisions, if enough are carried in stock to make a good showing. A novel display of these goods can be made. Arrange a background of cheese or cheese boxes, with two cut cheese, one fresh and the other old, in the foreground. At either side of the window, a display of hams, bacon, canned meats, etc., should be made.

It is not difficult to make an attractive display of soap. Pyramids, arches, and buildings of various designs can be built by the aid of this article.

It is advisable, however, when staple goods, such as soaps, canned goods, etc., are displayed, that some novelty should be introduced, and that attention should be directed from this novelty to the goods displayed by means of a skilfully-worded card.

The fact should not be lost sight of that a store window has a money value. Its worth, however, depends entirely on the use made of it for advertising the wares sold therein. If it be dressed in a style that attracts little or no attention, its value is slight, but if it be decorated from week to week, so as to win more or less attention continually, its worth is difficult to estimate.

This being so, is it advisable to allow posters, dodgers, etc., of picnics, excursions, or concerts to absorb the interest of passers-by, by pasting or hanging them in the most prominent parts of the window? Surely not. If it be considered good policy to hang these posters, etc., up, they should be hung in a position where they will not detract from a display of your own wares.

HELP THE WINDOW DRESSER.

There ought to be, remarks an exchange, a general interest throughout the store, in the window dresser's work. All the ideas and helps which can possibly be furnished should be given him to digest and select from in finally deciding upon what the store shall be represented by in its display.

Never lose sight of the fact that newness in merchandise, and the new uses of merchandise, should always predominate in the display of goods.

A WINDOW FOR NEW GOODS.

One of the best purposes to which a window can be devoted, remarks an exchange, is that of using it to proclaim that you are in advance of your competitors in securing new lines for the various seasons. When you get a new stock of an attractive line—no matter what—see that a portion of it is made to form an exhibit.

CHAT WITH A WINDOW EXPERT.

BY W. A. R.

Montreal is not particularly noted for its window displays, but, for all that, there are men in the trade, in the city, who know how to dress a window, and for this reason such opinion is worth including here as having a bearing on the subject. One of the men I chatted with on the subject, was Alex. D. Fraser, of Fraser, Viger & Co., the big dealers on St. James street. Mr. Fraser has been in the business a long while and has some good, plain, common-sense ideas on this matter of window dressing. He considers it an important adjunct to the successful conduct of business, but, at the same time, holds that it has to be accompanied by other details. For instance, a window may furnish an attractive display, but, if the interior of the store presents the appearance of neglect, a great deal of its effect is nullified.

"The first essential to a proper grocery window," said Mr. Fraser, "is cleanliness. The contents may be attractively arranged, but, if the window is not clean, all the taste in the world devoted to the display of goods will not make an attractive window.

"On account of this all important essential, I consider that a window should be dressed according to the season. By this, I mean that goods applicable to a winter display are entirely unsuitable in summer or warm weeks of the fall. Naturally, flies are bound to be around a grocery store in the warm weather, all the fans or contrivances to the contrary, and, if there are goods in the window that draws them, my first essential, cleanliness, is impossible. For this reason, during the summer months, I select goods that can be shown in packages with an attractive label. Take my own window just now. I have a line of seasonable table delicacies such as preserved new crop plums, corn and other vegetables and fruit, put up in liquor, in glass jars specially for display purposes. With them a neat window can be arranged with the goods that I especially wish to push at this season.

"This is another point that should be borne in mind. Always dress your window with such goods as you want to sell at the time, and make your window correspond with your advertisements in the press. Then, don't fill your window with a whole lot of goods. Take one line and show it for a few days. If you have too many goods in the window, the chances are that no single line will attract notice, and so the whole intention of the window dressing will be lost.

"Three or four days is quite long enough to let a window stand. For a longer period the eternal sameness will be bound to strike the eye and create the impression that your stock is small, and a poorly assorted one.

"In the winter months, staples, such as tea and sugar, can be used to advantage, for then there are no flies to be thought of. If you are moving any special line of these, put them in the window, with some neat but plain signs calling attention to the prices at which they are sold, and your window will be a valuable help to your salesmen inside the store.

"In conclusion, I would again repeat the importance of preventing the slightest appearance of dirt, and also the complete alteration of your design at reasonably short intervals, say, every four or five days, or perhaps twice a week would not be too often."

WINDOW SHOW CARDS.

In all decorative work, such as window dressing and interior displays, there is not a more important accessory than the show card, says a writer in *Dry Goods Economist*. Your window may be trimmed in the most artistic manner, but if the cards used are poorly worded and crudely executed half the charm is destroyed.

Cardboard is cheap, and to use fresh, clean cards freely for all displays would add greatly to their appearance. They make a display more cheerful and more impressive.

The size and style of card to be used depend entirely on the article and the way it is displayed. While some believe in a conventional style, others resort to variety in shape, size and color.

The plain white card with black lettering is generally used, but the colored effects are becoming more popular every day.

One of the most popular styles at present is a gray coral, mounted on a white mat; a white lettering is usual, with black for shading, and a line of bright red drawn under any word needing emphasis. Black and brown cards make up handsomely in this style. All shades of cardboard are used, but pink, blue, green, buff and rich red are given the preference. For general use the mat idea is too expensive, but for an occasional exclusive trim they lend a catchy effect.

One of the latest novelties in cards for window exhibits is mounted on a wood frame. It has a narrow border of white paint about $\frac{1}{4}$ inch wide, and parallel to this, at a distance of about two inches, runs a design of straight lines and scrollwork executed with white paint. Some part of the scroll work around the corners are filled in with a darker shade of paint, which harmonizes with the shade of the cardboard. In the dark spaces a few irregular shaped chips of mother-of-pearl are glued, which produce an iridescent effect.

James Brodie & Co.

MANUFACTURERS, IMPORTERS AND
WHOLESALE DEALERS IN



Boots
Shoes
and
Rubbers



The only strictly . . .
Wholesale Shoe House
in the city of

Quebec

A large, complete and
well assorted stock in all
lines is continually kept
on hand.

SOLE AGENTS in the city for the celebrated

"Maple Leaf" and "Columbia" RUBBERS

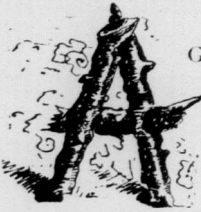
. . . THE BEST IN THE MARKET . . .

Correspondence solicited. We always have bargains to offer in special lines, which should interest live shoemen.

113 Mountain Hill.

51 Notre Dame Street.

RETAIL ADVERTISING METHODS.



BY D. E.

A GREAT deal has been written about the benefits of advertising, and, no doubt, this will continue as long as newspapers are printed. The fact still remains that a great many business men cannot see the advantage to be derived from using printer's ink.

Some storekeepers who advertise complain that they do not receive any benefit from doing so. If they would only look at the matter in the proper light they would see the injustice that they do the local papers.

A certain person sees some line of goods that is advertised in a local paper. He goes to that store and buys a certain quantity, but never says anything about having seen it advertised. The customer being satisfied with what he has purchased at the store becomes a regular customer of this merchant. This is the indirect benefit from that advertisement, but, in nine cases out of ten, the storekeeper does not credit the newspaper with any of this business.

Then, advertising is just the same as the travelers sent out by wholesale houses. If six travelers call on you in, say, the grocery line, every week, you give orders to some of them. After a while two of them drop out; there is a certainty that their houses won't get any of the orders, which will be divided up between the men who call on you. It is exactly the same as advertising.

Say there are six storekeepers advertising in the local paper. The custom will be divided between them. If two of them drop out, it is a thousand to one that the four who continue advertising are going to get by far the largest percentage of the trade that was formerly divided with the six stores.

A great deal of money is wasted in the style of advertising adopted by a great many stores. Pick up some of the local papers, and you will find enough matter crowded into a half column, which, if the advertiser wanted to get the full benefit thereof, should have placed it in at least a two column space. When you put an advertisement in the paper, don't mention everything you have in the store. Make a specialty of one or two lines, and you will be surprised at the demand there will be for these lines. This is the secret of successful advertising.

Then, change your advertisement every week. It will pay you to do so. Some storekeepers say: "Oh, that same thing will do for the next month; I haven't got time to write up another ad." He might just as well say: "Oh, I had my dinner

yesterday, I don't need any more for another month." One would be just as reasonable as the other. If you want that advertisement to do its work, and do it properly, you have got to "feed" it, just the same as you do any other machine.

A great deal of money is spent in circulars, etc, and, while they may be the means of catching an odd customer, there is not the slightest doubt that the local paper is the proper medium for the merchant. When people come to town they know just about everything they intend buying; they don't take time to read the circular thrust into their hands. This is easily proved by the number you see lying around the street, not fifty yards from the spot where they are given out.

With newspaper advertising the result is different. After the day's work is over, the whole family, as a rule, peruse the columns of the local paper, and, if there are a few grown-up daughters in the house, the merchant who has advertised some "Special Bargains in Dress Goods" is sure to have a call from some members of the family.

In reading over the different advertisements they pick out the different places where such lines are offered as they want. So make it a point to have your ad. act as the "sign post," directing them to your store.

Storekeeper, stick to your local paper, just as the shoemaker is urged to stick to his last.

TRUTHFUL ADVERTISING.

Advertisements represent goods. The more accurately they represent them, the better advertisements they are. Advertising which misrepresents, either by exaggeration or by inadequacy, is bad advertising.

The nearer an advertisement can get to the plain, naked truth, the more likely it is to be profitable. Newspapermen understand that unreliability in the matter of news is worse than no news at all. Advertisers are learning the same lesson. They have been long in learning it, and the tuition has been very expensive.—Ad.-Writer.

WHEN AN "AD." IS MOST POTENT.

An ad. is not always the most potent in the selling season, when everybody is busy and trade is usually active, but rather between seasons and in dull times, when buyers are constantly looking about them for the very best that is obtainable for the money, when they buy, if at all, with extreme care, and when they are mapping out

the business campaign for the coming season. They have the time at such periods as these, and they take it to consult business announcements in the expectation of receiving hints that will introduce them to a good stroke in the time of activity; that will enable them to buy to better advantage, or teach them how they may improve their product for the expected busy season.—Cycle Age.

LOCAL ADVERTISING.

A good local newspaper beats the world as an advertising medium. A hand bill attracts attention by accident. The newspaper carries your message to an eager, waiting audience, goes into the homes, takes a seat in the family circle and talks to every member, besides right to the hundreds of others who paid their money for that kind of entertainment. They love the old family newspaper and read it with implicit confidence. Nothing equals a good, live, local newspaper when it comes to reaching the intelligent class of people who are able to buy goods. The fence, tree and barn door advertisement is but a corpse that can only be looked upon by a few neighbors who chance to go near it. Such ads. as these are a disgrace to a good, live, legitimate business, and emblems of the old "moss-backer" who don't actually appreciate up-to-date principles. Whenever you find a town of this class, we will show you a first-class town for silent meditation and secret prayer. Since man is a part of nature, so is a good advertisement a part of good business.—Pilgrim's Progress.

INNOCENTLY FUNNY "ADS."

Curiously worded advertisements that are funny without intent are more common in the London papers, it would seem, than they are in New York publications. An English periodical offered a prize the other day for the best collection of such announcements, and the following is the result: "A lady wants to sell her piano, as she is going abroad in a strong iron frame." "Furnished apartments suitable for gentleman with folding doors." "Wanted, a room by two gentleman about 30 feet long and 20 feet broad." "Lost, a collie dog by a man on Saturday answering to Jim with a brass collar around his neck and muzzle." "A boy wanted who can open oysters with references." "Bulldog for sale; will eat anything, very fond of children." "Wanted, an organist and a boy to blow the same." "Wanted, a boy to be partly behind the counter." "Lost, near Highgate archway, an umbrella belonging to a gentleman with a bent rib and a bone hundle." "To be disposed of, a mail phaeton, the property of a gentleman with a movable headpiece as good as new."—New York World.

D^R. E. D. MOORE'S ORIGINAL PREPARATIONS

**COCOA and MILK
CHOCOLATE and MILK
COFFEE and MILK**

ESTABLISHED 1840.

As supplied to Her Majesty's Army and Navy, and all the leading expeditions. Especially chosen for the BRITISH ANTARCTIC EXPEDITION, recently fitted out from London, and several expeditions to KLONDYKE. Suitable for miners and colonists. Packed in 1-lb. and ½-lb. tins.

WORKS: LITTLEWORTH, NEWPORT SALOP, ENGLAND.
EXPORT: C. & E. MORTON, GROSSE & BLACKWELL, ETC., LONDON.

SYMINGTON'S
Pea Flour

PATENT
HIGH PRESSURE
STEAM PREPARED

FOR SOUPS, THICKENINGS, GRAVIES, ETC.

Sold in 1-lb. tins.

SYMINGTON'S PEA SOUP

Seasoned and flavoured. Contains **LIEBIG'S EXTRACT OF MEAT**. Only requires boiling a few minutes. Contains all the ingredients necessary for a DISH OF NOURISHING SOUP. Most suitable for travellers, mining encampments and COLONISTS.

MOST SUSTAINING and EASILY CARRIED.

PACKED IN ½-LB. TINS.

SYMINGTON'S EGYPTIAN FOOD

For invalids and persons of weak digestion—as used at Smedley's Hydropathic Establishment, Matlock. Sold in 1-lb. tins.

Manufacturers | **W. SYMINGTON & CO.**
Established 1827 | Bowden Steam Mills, Market Harborough.

EXPORT AGENTS: C. & E. MORTON, LONDON.

THE HOME OF

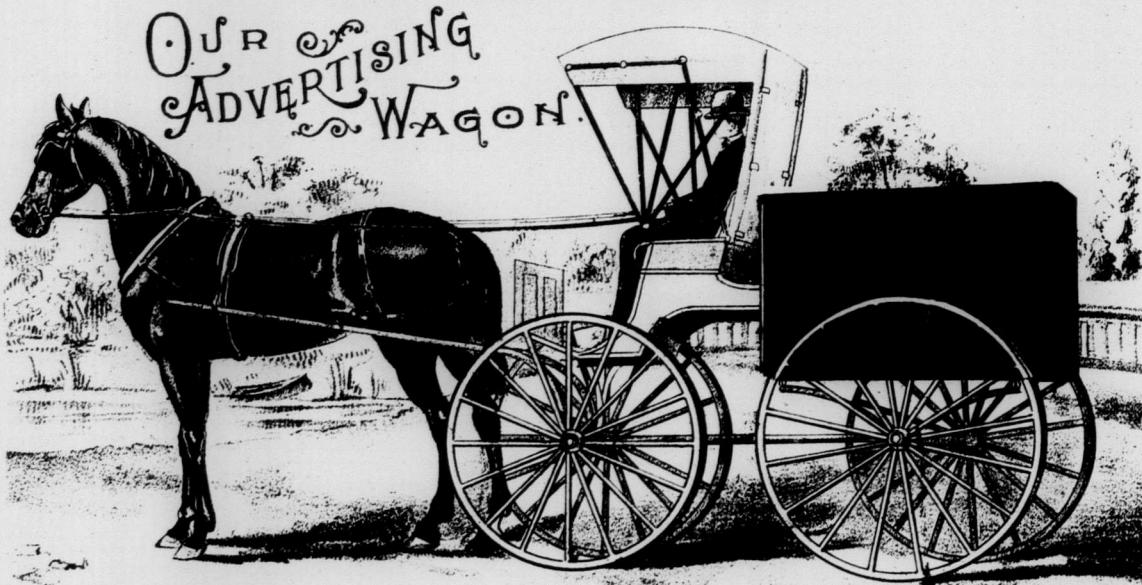
RICHARDS



IT'S
THE
BEST

IT'S
THE
BEST

SOAP



Representative Salesmen:

TORONTO - A. Hutchinson, 16 Sylvan Ave.
 HAMILTON - Ed. Morwick, 13 Charles St.
 VICTORIA, B.C. - J. A. Clearhue
 WINNIPEG, MAN. - Chas. Grundy

HALIFAX, N.S. - O. Newman
 MONTREAL, QUE. - J. L. McIntyre, 146 St. James St.
 LONDON, ONT. - Frank Friendship
 GANANOQUE, ONT. - Ed. DeWolfe
 ST. JOHN'S, NFLD. - Jno. Cowan

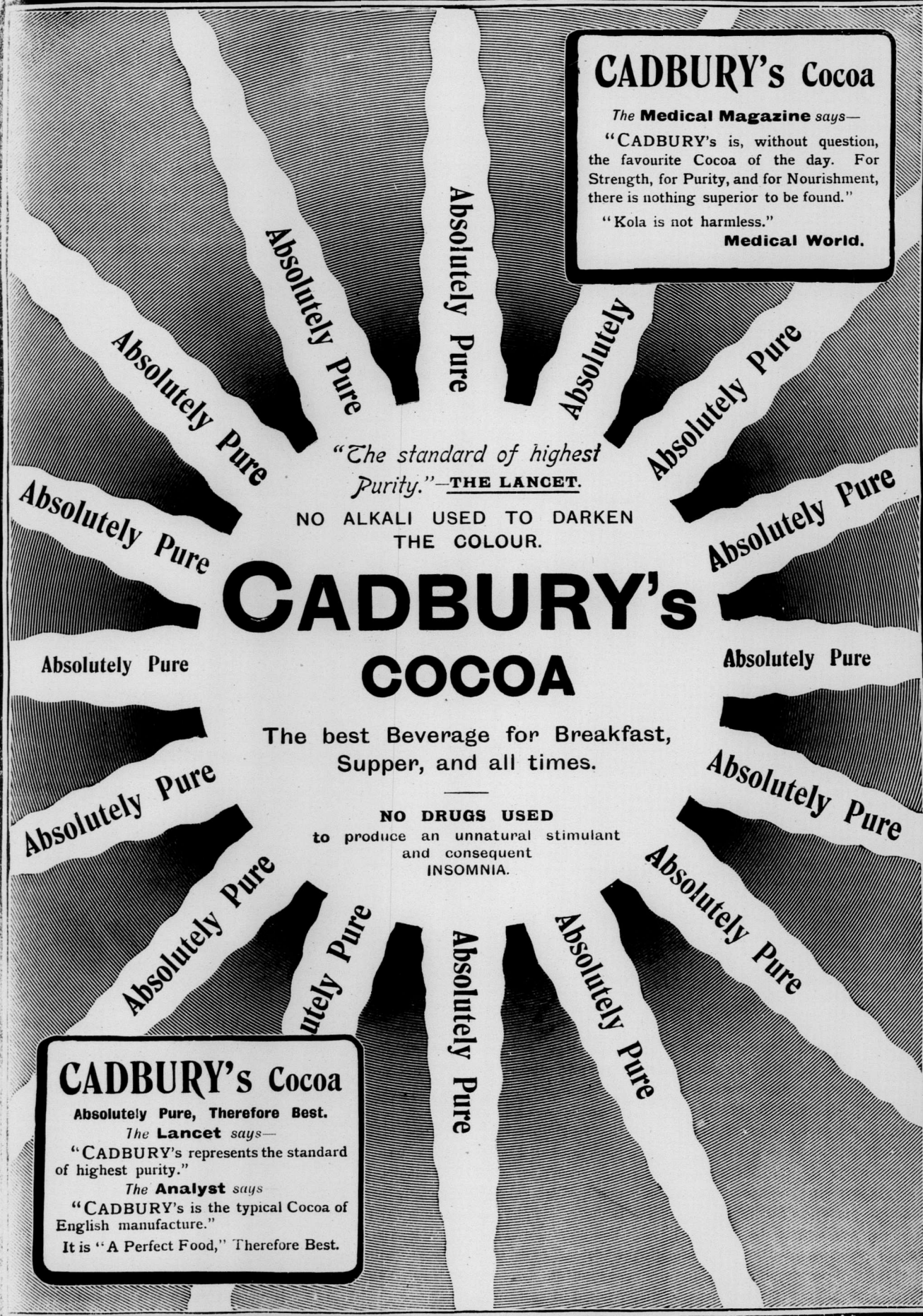
CADBURY'S Cocoa

The Medical Magazine says—

"CADBURY'S is, without question, the favourite Cocoa of the day. For Strength, for Purity, and for Nourishment, there is nothing superior to be found."

"Kola is not harmless."

Medical World.



"The standard of highest Purity."—THE LANCET.

NO ALKALI USED TO DARKEN THE COLOUR.

CADBURY'S COCOA

The best Beverage for Breakfast, Supper, and all times.

NO DRUGS USED to produce an unnatural stimulant and consequent INSOMNIA.

CADBURY'S Cocoa

Absolutely Pure, Therefore Best.

The Lancet says—

"CADBURY'S represents the standard of highest purity."

The Analyst says

"CADBURY'S is the typical Cocoa of English manufacture."

It is "A Perfect Food," Therefore Best.

Agents: Messrs. FRANK MAGOR & CO., 16 St. John Street - - MONTREAL.

TEA, ITS VARIOUS DESCRIPTIONS AND PECULIARITIES.

BY W. G. A. LAMBE.

THE following articles on tea, were originally commenced to oblige a friend, who was anxious to learn something about tea. The editor of THE CANADIAN GROCER happening into my office whilst I was writing requested permission to publish them. I quite appreciate that in many ways they are incomplete, but, so far as they go, I believe them to be correct, and they may prove of interest to some.

CHINA BLACKS.

Are divided into two chief classes, viz., Black-leaf teas shipped from Hankow, and Red-leaf teas from Foochow. The former come from the Northern Districts and the latter from the Southern Districts.

The chief characteristic of Black-leaf teas is their generally good cup quality; whilst red leaf teas are usually of much better make than Black-leaves, but have not the quality.

Black-leaves comprise Ning-chows, Kintucks, Oopacks and Oonams. They usually grade in the above order as to quality. The bulk of the finer sorts go to Russia. Only a very insignificant quantity comes to this country. The make, i.e., the appearance, of the finer teas is often no better than that of the lower grades. In this country, all black leaves are commonly known as Monings.

Of late years, teas from the Oonfa District (Oonams), have been growing in popularity, especially in Russia. These teas draw a much stronger liquor than Ning-chows, and their popularity shows the gradual change in taste in Russia, from the thin Pekoe-flavored teas which used to be preferred, but which are now giving way to the stronger liquoring kinds.

Keemuns, the nearest approach to Ceylon tea of any grown in China, are now largely taken for Russia.

Hankow is now practically the market for northern China teas. Only the remains of the first crop, and a small portion of the second and third crops, find their way to Shanghai, which is the market for green teas. The port of Hankow is situated about 600 to 700 miles up the Yang-tse-Kiang river, and enjoys the privilege of being one of the hottest places on earth. It is a busy spot from early in May to the end of July, and there is, perhaps, more work got through there in these three months than in any other branch of commerce in other parts of the world.

To show the changes which have taken

place in this same tea trade, whereas, ten years ago, the river at Hankow was occupied by a long line of British steamers, all to be filled "choke full" of tea for London, today, British interests are represented by one steamer, which has great difficulty in getting a full cargo. On the other hand, Russian buyers are able to fill six large steamers of the Russian volunteer fleet for Odessa.

Brick tea is now becoming a very important industry, the Russians having enormous manufactories at Hankow, the amount of tea sent away in this form being nearly equal to the quantity of whole leaf shipped.

In old days, the very finest of the Northern teas used to be sent to Russia by caravan, hence the idea that prevails, that caravan teas are still the best quality. Of late years, only the common grades are sent overland. It takes about one year for a tea to get from Hankow to, say, Moscow, by the overland route. The railway when built, will change all this. Some expect it to be finished in two years, but reliable authorities say the Great Siberian Railway lacks some 2,200 miles of completion, and 1905 is the date set for same.

The reason that China teas are unpopular in some parts of the world is, principally, because so many of them are tarry in flavor. This unpleasant flavor is acquired, as a rule, during firing.

China teas are fired in baskets, usually over charcoal fuel, which, if used at all damp, imparts a tarry, or smoky flavor to the teas. In some of the poorer districts of China the natives are unable to afford proper fuel, and have recourse to dried grass and general rubbish, which quite spoils the tea during the firing process.

Red-leaves are usually described as Kaisow sorts divided into the following kinds: Souchongs, Soomoos, Kaisows, Chingwoos, Paklums, Panyongs, Paklings, and a few minor districts.

Chingwoos and Panyongs, as a whole, are the best liquoring of the red leaves. Paklums and Paklings are the best style, or appearance, of all China blacks, but lack cup quality, Paklings especially being particularly insipid and wanting in character. The latter are invariably packed in caddies, whilst all other China blacks (with the exception of Cantons or New makes), are packed in half-chests.

Paklums, Panyongs and Paklings, are often described as Pekoe Congous.

Souchongs at one time used to be the best teas produced in Foochow, and were wont to fetch the highest price in London. Germany now takes the bulk of the Souchong crop, the finest teas still realizing very high prices.

During the last two years, a company has been formed in Foochow for the purpose of making China teas on the most approved Ceylon methods. They have built a good factory, fitted with latest machinery, with an experienced European in charge. The teas they have produced have been very well made as regards leaf only; the flavor has not improved at all.

CEYLONS AND INDIANS.

The above two kinds may, perhaps, be described in the same paper.

The essential difference between Ceylons and Indians, on the one hand, and China blacks on the other, is the greater pungency and higher flavor of the former over China teas. This may be attributed chiefly to the soil in which the plants are grown. Secondly, to the difference in preparation. Indians and Ceylons are higher fermented, which changes the chemical character and makes the liquor more astringent. In preparing China blacks, the leaf is rolled by hand. In Ceylons and Indians, the leaf is rolled by machinery.

The different methods of drying the leaf have also a good deal to do with the strength and flavor of the liquor. In China, the tea is dried by the sun, which, at the same time, robs the leaf of a good deal of its flavor. In Ceylon, the withering is always done in the factory, under cover, with the leaf spread out on long shelves, called "tats," with a good draught blowing through them, and the temperature kept as even as possible. After the teas have been fired, they are put into the machine sifter, which sorts them out into the following grades: Souchong and Congou, Pekoe Souchongs, Pekoes, Broken Pekoes, and Dust. The Flowery Pekoes, Orange Pekoes, and Broken Orange Pekoes are generally obtained by hand-sifting from the Pekoes and Broken Pekoes.

The name of the Gardens of Ceylons and Indians is legion. The most popular Ceylons come from the Newera Eliya district. It may be taken as a general principle that the higher the elevation at which Ceylon teas are grown, the better will be the flavor.

A Woman's Gratitude

is worth having—and keeping. She trades at the store that seems to have her interests at heart, and gladly pays that store a profit. A woman dyes to save money—her economy helps you to **make** money with those absolutely fast, very brilliant, English Home Dyes that won't crock or wash out—that dye an even color throughout, and last (but best), that wash and dye at one operation.

*Maypole Soap
Dyes.*

A. P. Tippet & Co., General Ag'ts for Canada
Montreal.

The Family's Thanks

make a grocer's store popular—the "popular store" wins trade and profit. The Kipperred Herrings and Herrings in Tomato Sauce, put up by Moir, Wilson & Co., of Aberdeen, Scotland, are justly famous for their delicacy and flavor and "toothsomeness." The Herring are rich, and have a depth of body that distinguishes them as Scotch Herring of the highest quality. "The family's thanks" come naturally to the grocer who sells . . .

*Moir, Wilson & Co's
Kipperred Herrings.*

A. P. Tippet & Co., General Ag'ts, Montreal.

Some of the gardens in Newera Ehiya are at an altitude of over 5,000 feet. Perhaps the four most popular gardens in Ceylon are Pedro and Monkwood, sold in Colombo, and Norwood and St. Leonard's, sold in London. The best Indians come from the Darjeeling district. Roughly described, Indian teas are of thick, heavy astringent liquor, caused by the soil and high fermentation in curing. Ceylons are more delicate, as a class, than Indians. In the case of Indian teas, the late pickings, i.e., the leaf which is picked late in the season, are, as a

As a rule, the light, tippy teas (thin, and without much sap) are obtained from the young shoots, after pruning. After a field has been pruned, the bushes produce very poor teas for some time. In order to obtain a big yield, it has been the fashion, of late years, to prune heavily—say, every two years, instead of every three or four, as previously. This produces a big yield, but the quality of the tea suffers in consequence. The best leaf is obtained from a bush that has not been pruned for some time.

Rain falling, after dry weather, brings on

rollers, from which it is taken out in a moist and juicy condition, and spread out on trays for fermentation. Finally, the tea is fired, and put into large bins, until enough has been collected to make a "break."

CHINA GREENS.

Are known in this country as Young Hysons, Hysons, Gunpowders, Imperials, and Twankies; divided into two chief classes, viz., Country teas and Pingsuey sorts.

The unfired leaf of any district can be



A GROUP OF SINGALESE TEA PICKERS, AT EASE.

rule, the best liquoring teas of the season, and the finer qualities of these late-picked teas are called autumnal flavored teas. This is in striking contrast with teas grown in China and Japan, for, in the latter countries, teas of the first crop are invariably the best liquoring in their respective countries.

Unlike India, the Ceylon crop practically goes on all the year round, but, perhaps, the best tea comes down from about September to December, but the autumnal flavor is not apparent with Ceylons as with Indians, probably because the climate in Ceylon remains at a practically even temperature.

a very quick flush, and then planters have such a rush of leaf coming into their factories at once, and not having time or space to prepare it all properly, teas are often sent away carelessly rolled or sorted, and under-fired.

The method of preparation of a Ceylon tea is, roughly, as follows: When the leaf is brought into the factory by the coolies, it is first spread out on long canvas shelves, called tats. This is the withering process; one cannot give particulars as to the length of time this withering takes, as it depends on the weather, etc. It is then put into the

made into either Gunpowder or Young Hyson, etc., according to the way the grower rolls the green leaf. The green leaf is rolled by hand.

In China, Country teas are graded as follows:

Extra Gunpowder (or Pin-heads).

Number One Gunpowder.

" Two "

" Three "

" One Imperial.

" Two "

Foongmees.

Cheongmees.

Confederation Life Association

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The UNCONDITIONAL ACCUMULATIVE POLICY issued by this Association is absolutely free from conditions from date of issue, and guarantees EXTENDED INSURANCE or a PAID-UP POLICY after two years, or a Cash Value after five years.

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Sowmees.

First Young Hysons.

Second " "

Third " "

Pingsueys are graded in China as follows :

Extra Gunpowder (or Pin-heads).

Number One Gunpowder.

" Two "

" Three "

" One Imperial.

" Two "

First Young Hysons.

Second " "

Country teas comprise :

Moyunes, dark, toasty, liquor.

Tienkais, generally pale liquor.

Fychows, generally dark smoky liquor, and some other less important divisions.

On the London market, Moyunes bring the highest prices, but in Canada there is a preference given usually to Tienkais on account of the paleness of the liquor of latter. This preference for pale liquor has, no doubt, originated by buyers confounding the dark liquor of true Moyunes with the dark liquor of Fychow sorts.

Fychow teas have the poorest cup quality of Country teas, having usually what is best described as a smoky flavor; another objectionable character often found in Fychow sorts is a metallic taste termed "brassy."

Green teas kept in the original packages for a great length of time become what is called "boxy."

Pingsueys are generally highly colored, good style, but of very poor cup quality. Classed with Pingsueys are teas called Cantons, in error. In many cases, the liquor of Pingsueys has a disagreeable and oily flavor, owing to the coloring matter used. The Pingsueys from the Hoochow country are the better liquoring teas.

JAPANS.

Japan teas may be roughly divided into three classes: Yokohama leaf, Kobe leaf and Nagasakis, but Nagasakis form a very small part of the whole.

The chief district in the Yokohama teas is the Hacheoji district. These teas are very fine quality, and little or none of them ever reach this market, being practically all shipped to the United States. They are of small leaf, very similar to Kobe teas. The balance of the Yohohama leaf teas are generally of flat leaf. The finest teas from all Japan come from the Hacheoji district.

The chief district in Kobe teas is the Yamashiro district. Kobe teas, as a class, are of better style than Yokohama teas, but, the latter are, on the other hand, superior in cup quality, grade for grade.

Nagasaki teas are of very indifferent cup quality, dark liquor, and usually highly fired. Teas from this district are generally

curly in the dry leaf, and about half the crop is made into Japan Gunpowders.

In Japan teas, as a whole, the earlier the leaf is picked in the season, the better the quality, and the early pickings are paler and more flavory in the liquor than second-crop teas. Second-crop teas have darker liquor, and are also thicker and have more body in the cup. They are usually of better style, the firers being able to produce better style from the second crop.

Amongst Japan teas may sometimes be found a spurious leaf, usually called "cabbage," not discernible in the dry leaf, but giving a rank and offensive flavor to the liquor whenever it occurs. This so-called "cabbage" is really the leaf of a *Convolvulus*, which climbs over and about the tea plants, and occasionally a leaf of it is accidentally picked and cured with the tea leaves proper. It occurs more frequently in some districts than in others.

The preparation of Japans differs from that practised in China, in so far that the Japanese farmers pick the leaf and only partially fire it, packing it in large china vases, in which it is brought down and sold, in its half-fired state, to the large tea-firing and shipping-houses at the coast, where the firing is completed by the European, American and Japanese shippers in their own premises, with Japanese labor. These Japanese are paid every night. The average pay for Japanese labor, in these tea-firing houses, is 15c., silver, per day, equal to about 8c. in Canadian currency.

OOLONGS.

In addition to the above kinds, we have to notice Formosa Oolongs, lightly fermented and slightly scented teas, grown on the island of that name; there is a large trade done in these in the United States. A smaller quantity of Oolongs are grown in China. Practically, the whole of the Oolong crop goes to the United States.

SCENTED ORANGE PEKOES AND CAPERS

Scented Orange Pekoes and Capers, from China, are a class of teas very little used in Canada to-day—poor stuff, as a rule, with nothing to recommend them except, like the dude, their perfume.

INDIAN GREENS.

In passing, we must notice Indian Greens, almost unknown to the consumer here, unfermented teas of dark color in the dry leaf, but drawing a pale liquor, usually of splendid quality, uncommonly like fine, astringent Japans in the cup.

UNITED STATES TEAS.

The growing of teas has been attempted in the United States, but the industry is not likely to amount to anything of consequence.

A BAKER'S DOZEN.

"A BAKER'S dozen" is an expression familiar enough, but the question of its origin has seldom been raised. There is a curious little story, says *The Boston Traveler*, which goes with the familiar expression, and it probably contains about as much truth as any legend. Yet, there must have been a source, and perhaps this is it.

Away back in the 17th century Albany, N.Y., was nothing but a Dutch settlement, and among its inhabitants was a baker with a long string of Dutch names ending with Van Amsterdam. He was a genius in his way, and many of our toothsome cakes, like those filled with caraway seeds, were original with him, and it was scarcely to be wondered that his fame as a baker increased from year to year, and his savings in the same proportion. He had one fault, however, for which he paid dearly—he was stingy.

One wild, stormy New Year's eve as he was following the good old custom of watching the New Year in, and incidentally considering his profits for the past 12 months, there was a sharp rapping at the door, and, when it was opened, in blew a little old woman who demanded a dozen New Year's cookies. Twelve were counted out to her, but she set up a howl of protest, demanding another, which the close-fisted Dutchman refused her. An altercation resulted in the expulsion of the old woman, who carried the baker's luck with her.

His misfortunes began the very next day. Nothing went exactly right. His yeast soured, his bakings burned, and all sorts of mysterious things happened, yet, he remained as stingy as ever. The little old woman paid him another visit, and went away in a rage because he refused to allow her 13 cakes for a dozen. Worse ills befell him, and it was only after his wife became deaf, his children fell ill, and his business died, that he became broken in spirit, that the little old woman took that time for a third and last visit.

Humbly he acceded to her request for 13 cakes, and immediately prosperity came back to him, and his competitors were obliged to adopt 13 for a dozen. And this is why 13 is the baker's lucky number to-day, however unlucky it may prove to others.

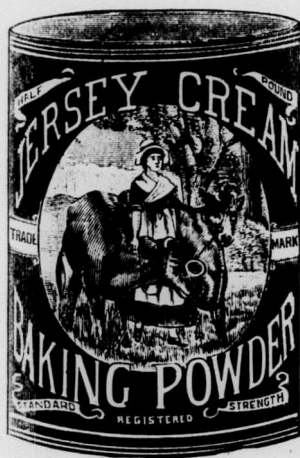
BOASTFUL ADVERTISING.

There are still many inaccuracies in advertisements, remarks an exchange. There is still much exaggeration. The frequent use of superlatives is a matter of habit, and will take some time to get out of it. Each of a half a dozen stores in one town claims to be "the best and cheapest." This is preposterous on the face of it.

We Want to see Every Canadian Grocer Prosper

and shall do our part to assist those who patronize us by selling goods on which they will make good margins, give satisfaction, and draw trade.

YOU CAN DEPEND UPON GETTING GOOD VALUES WHEN YOU ORDER :



**Jersey Cream Baking Powder,
Lumsden's Pure Cream of Tartar Baking
Powder,
Standard Baking Powder,
Standard Teas in one pound tins,
English Breakfast, Perfection, and
Mattee Wattee Blends in bulk,
Our 18c. Blend in Whole Coffee,
Glasgow and Maravalla Blends in bulk,
Albert Brand in one pound tins,
Cream Shredded Cocoanut, and
Feather Strip Cocoanut.**

Order
by
Mail or
from
our
Travellers

We guarantee quality of all above goods.

LUMSDEN BROS.

45 Colborne Street,
TORONTO

84 McNab Street,
HAMILTON

CROCKERY IN THE GROCERY STORE.



THESE days of heavy expenses and small profits make it necessary that business men should grasp every opportunity of increasing the aggregate amount of business transacted within their stores. This is an age of specialists. We see this on every hand, and

not less in the commercial than in the professional world. This fact does not, however, narrow the limit of the successful grocer's trade to general groceries. It has been clearly manifested that he is the right person to sell fruit. In many instances a fish and meat department has been opened in conjunction with a grocery store, with results eminently satisfactory, thus proving that all which is used on the table should be sold by the grocer.

While not belonging to the same class, crockery and glassware are in a class so near akin to groceries that the opinion is, with good reason, gaining ground that crockery should be sold by the grocers.

Noting the development of this opinion, a representative of THE CANADIAN GROCER called on Mr. John Gowans, of Gowans, Kent & Co., wholesale crockery and glassware dealers, Toronto, and asked him if he considered crockery and glassware suitable for the grocers to handle.

"That depends," replied Mr. Gowans, "on the size of the place in which the grocer does his business. In a large town or a small city, I believe the grocer has better facilities for selling these goods than either the general merchant or the straight crockery dealer. He has an advantage over the general merchant in that not having such a variety of goods to show he can display the crockery to the best advantage. His advantage over the straight crockery dealer lies in the fact that, while he can display his crockery fully as well as the crockery dealer, the large number of people continually coming in to buy groceries are brought into close contact with the crockery, and are easily made acquainted with any novelties or new designs introduced."

"Has the grocer who sells crockery, etc., any advantage over the grocer who does not?"

"Yes. Here again he has an advantage, and an important one. Crockery, as a rule, is attractive; groceries, as a rule, are

not; consequently, crockery is of great use to the merchant in decorating his windows or his shelves. Again, groceries are, as a rule, costly compared with their bulk; crockery is more bulky than expensive, consequently there is much less expense in filling a store's shelving, etc., with crockery and groceries than there is in filling the same shelves with groceries alone. Then, as there is a good percentage of profit on crockery, etc., as there is small loss entailed in its sale, and as one line of goods helps to sell the other, the grocer who keeps crockery has an undoubted advantage over his competitors who do not."

"What is the best way to commence dealing in crockery? Should one start small and work up a trade, or should one commence with a full range of goods from the start?"

"Where the capital of the grocer permits the latter policy is the better. It is good policy to open up with a full range of staple goods, and a choice variety of novelties. It would also be advisable starting to make a special display, to advertise, and in every way make known that one was commencing to handle these goods. Crockery and glassware are possibly more susceptible to good advertising than any other class of goods."

"Is it good policy to stock up with the best quality of goods?"

"No, except in very few cases. In nearly every case the best plan is to secure goods of moderate price, yet attractively designed and decorated, especially of dinner sets, chamber sets, etc. In French and German novelties, glassware, lamps, etc., it might be advisable to carry some goods of high price and excellent quality, but the bulk of this stock should also be such as to meet the popular demand, to suit the average purse."

"How much would it cost to lay in a stock of crockery and glassware sufficient to meet the requirements of a grocery in a large town?"

"That would depend on the merchant's capital, his store, the possibilities of the trade that may be done, and on many other considerations. From \$400 to \$750 would be sufficient for almost any business in a good town."

"When is the best time of the year to commence carrying these goods?"

"The Fall is always a suitable season to open out, but, as the Christmas season is the time when most goods are sold, any time between now and December should prove a good time for such commencement."

From the foregoing it is at once seen that wholesale crockery dealers consider grocers

the proper medium for the sale of crockery. To get the views of a retail grocer who for some years has handled crockery in connection with his business, a representative, while in Perth, Ont., called on R. E. Hicks, and asked if he was satisfied with the results from handling crockery.

Mr. Hicks has a moderately large corner store. One side of this is filled with groceries; the other is devoted to crockery and glassware. Two display tables, each containing a nice arrangement of these latter goods, conduce very much to the cheery brightness of the whole store.

In answer to THE GROCER'S query, Mr. Hicks expressed entire satisfaction with the results from carrying crockery with his groceries. The crockery business has developed so well that now it could hardly be thought of as an adjunct to his grocery business, because it is now in itself almost as important as the latter itself. The margin of profit in the grocery business is so narrow, and competition so keen that a source of profit such as he had found the crockery business to be, has been not only beneficial but he believed essential to his success. In the recital of his experience Mr. Hicks practically corroborated in detail the opinions expressed by Mr. Gowans.

COLONIAL POSSESSIONS OF EUROPEAN STATES.

The United States commercial agent at Weimar reported as to the extent of the German colonial possessions and protectorates, including the recently leased territory in Kyao-chau Bay, as being 2,600,000 square kilometers (1,615,577 square miles). The German Empire proper contains only 540,657 square kilometers (335,931 square miles), which is not much more than one-fifth of its colonial possessions. Togo, Kamerouns, and German South-west Africa contain together 874,189 square miles. German East Africa is nearly two-thirds as large as the last-named, having 584,777 square miles. England's colonies and possessions embrace no less than 16,662,073 square miles, or more than 85 times as much as the Fatherland. A comparative table of the extent and number of inhabitants of the European colonial possessions shows:

	SQUARE MILES.		POPULATION.	
	Mother-land.	Colonies.	Mother-land.	Colonies.
Great Britain...	120,979	16,662,073	39,825,000	322,000,000
France.....	204,192	2,505,000	38,520,000	44,200,000
German Empire	208,830	1,615,577	53,325,000	7,450,000
Portugal.....	36,038	809,914	5,050,000	10,210,000
Holland.....	12,643	785,000	4,930,000	34,210,000
Spain.....	197,670	405,458	17,300,000	9,300,000
Italy.....	110,646	242,421	31,290,000	19,000,000
Denmark.....	15,289	86,614	2,175,000	130,000

Germany takes third place as regards extent of colonial territory, but only sixth point of colonial population. Only Great Britain, France, Holland and Portugal have more colonial than home inhabitants.

TEAS.

Japans, Congous, Indian, Ceylon, Oolongs, Pingsuey
Gun Powders, China Greens, etc.

(These goods are sold to the wholesale trade only.)

COFFEES.

Mocha, Java, Ceylon, Costa Rica,
Maracaibo, Rio, Santos, etc.

SPICES

of all kinds.

CREAM OF TARTAR,

Borax and
Bi-Carb. Soda

BAKING POWDERS.

"Union," "Star,"
"World's Best," etc.

Dried AND Evaporated Fruits

of all kinds.

Importers and
Manufacturers
of . . .

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Hand and
Machine
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We handle all the above lines, and act as Commission
Agents for Consigned Goods.

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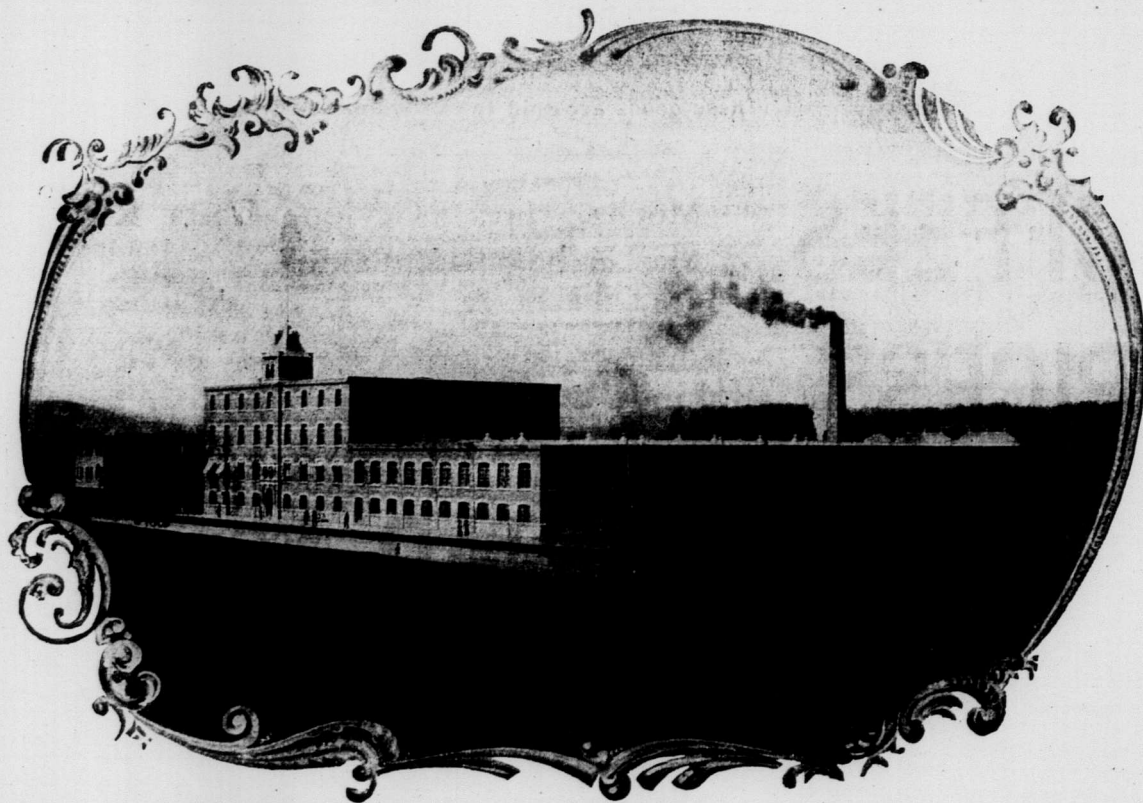
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THE WATSON, FOSTER CO'Y. Limited, Montreal.

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Our New Wall Paper Samples

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WHITE BLANKS (with blended borders).

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VARNISH GILTS (blended and clouded borders).

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22½ in. **HEAVY FANCY EMBOSSSED GILTS**
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INGRAINS (20 shades) with 9, 18, 22½ in. Flitter Friezes.

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FORBES

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WE want every Retail grocer in Canada to write us for a free sample of Victorine, and to give the article an honest test in their respective families, before placing their orders with the trade. Beware of worthless imitations, for, although only before the Canadian public for a short time, we have already seven imitators; which speaks volumes for the merit of **VICTORINE.**

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Refining Co'y, Limited**

MONTREAL

MAKING CHINA TEAS LIKE INDIANS AND CEYLONS.

BY W. L. E.

HOW Indian and Ceylon teas have supplanted, in the British and Canadian markets, the Chinese product is known to everyone in the trade; but it is, perhaps, not so well-known that an effort is being made in China to regain, by imitating Ceylon and Indian methods of manufacture, at least part of the position which tea from the Celestial Empire formerly occupied in Great Britain and other countries. It is, nevertheless, a fact.

The prime movers, however, are not Chinese. They are British and American capitalists interested in the China Congou tea trade.

WHEN THE MOVEMENT BEGAN.

The movement began two seasons ago, and the idea that, by employing machinery and Indo-Ceylon methods, Congou teas could be made like unto the teas produced in India and Ceylon was the actuating motive.

A number of the British and American firms interested subscribed the amount of capital necessary to purchase land and erect thereon a tea-firing house and plant. They then imported mechanics, adepts in the art of preparing Indian and Ceylon teas, and treated small parcels of Congou leaf in exactly the same manner as do the Singalese tea merchants. The result was a product which at least some tea experts declare it is impossible to locate as China tea. I saw samples, the other day, in the office of a well-known Toronto teaman. Some of them were silver and gold tipped, and, as far as the appearance was concerned, looked for all the world like Ceylon silver and gold tipped pekoes. I cannot speak personally for their cup quality, but I was told that several teamen, who tested them by infusion, declared they were Ceylon teas.

THE TEAS SOLD IN LONDON.

It was, I was given to understand, late in the season when the promoters of this undertaking began operations, and they were only able to utilize fourth-crop Congou leaf. But, the following season, they made up first, second and third-crop leaf, all of which were sent to the London market, where they met with considerable favor, and realized prices far ahead of what these would have had they been made up by the ordinary Chinese methods. They sold as high as 13½d., while, it is estimated, they would only have realized about 7d., had the same leaf been made in the ordinary old-

fashioned way which obtains in China. The output, even the second year, was small, but the success it met with on the London market was such as to enable the promoters to forthwith form a company, with large capital, for the prosecution of the enterprise. This season, as far as can be learned, their operations have not been much larger, as they were not in a position as far as buildings, in which to fire in large quantities, are concerned. But, I am told, they treated small quantities of northern China leaf, which they had not hitherto essayed to do, having confined their energies to southern China leaf. It is asserted, that the northern teas so treated turned out exceptionally fine, and they have been shipped to the London and Russian markets. The result of this shipment has yet to be ascertained.

NATIVE EXPERIMENTERS.

When this movement to make China teas after the manner of the Indian and Ceylon descriptions was initiated, the promoters extended an invitation to a large number of native tea-firers to visit the factory and see the new process, the purpose being to try and induce them to adopt this more modern method. After seeing the method in operation, some, at least, of the native tea-makers stated their intention of employing it, and a few of them did so. But their product was, as a rule, a sort of hybrid—half China and half Ceylon in character. And the reason advanced for their non-success was that the natives were so wedded to their old ways that they could only partially tear themselves from them, and the result was a sort of 'twixt and between tea.

Those who hold that it is possible to make China teas to compete with Indian and Ceylon descriptions, not only ground their belief upon the experience of the capitalists who promoted the undertaking, but they point to the fact that among the natives who assembled, upon invitation, at the factory, to see the process, was one who, subsequently, without machinery of any kind, produced a tea which, in every respect, was equal to that turned out by machinery at the factory of the British and American capitalists. I might say that I saw a sample of what was claimed to be this native's product.

IMPORTED MEN AND SEED.

If the attempt to make China teas like unto, and equal to, Ceylon teas fail, the fault is not likely to be due to any lack of

effort on the part of the capitalists who are undertaking it, for, not only have they imported mechanics from India and Ceylon, but they have imported seed as well from these two countries, while, furthermore, they have sent several Chinese to India and Ceylon to secure positions in the tea factories there, in order that they may acquire the art of making tea as it is made there.

"Whether or no this movement will result in creating a revolution in the making of tea in China," said an old teaman to me, "rests entirely with the natives, as foreigners are precluded by the Chinese Government from holding real estate of any kind outside the treaty ports. When European capitalists buy land in China they do so in the name of a native, and if he chooses to be dishonest he can cheat the real owners out of the property. It has been done before, resulting in heavy losses to European capitalists, and it can be done again, as long as the law exists as it is at present. Then, aside from the property phase of the matter, the promoters have to rely upon the natives to carry out the instructions given them in the making of the tea. Why do they not make the tea inside the treaty ports? Simply because it is practically impossible. Labor is too high and land is too dear compared with the cheapness of both in the tea districts."

Even if all that the promoters of the scheme claim for it is true, it will be a good many years before China teas will be made like those of India and Ceylon, in sufficient quantities to prove anything like keen competitors, that is, of course, if the natives persist in their obstinate refusal to discard the old and conform to the new and more modern methods of making tea.

A KIND-HEARTED FRUIT MAN.

There seems to be a general feeling that the Italian fruit pedlars and dealers are greedy and penurious. This may be true of many of them, but there are exceptions, as was manifested recently in my presence.

The children from the Girls' Home, Toronto, were returning from a day's outing at the Island, and quietly marching, two by two, up Yonge to Front street, where they were to take the car. When they were opposite one of the fruit stands, the Italian proprietor, with a basket of peaches on his arm, quickly crossed the street and presented each of the 50 or more children with one of the luscious fruit, and gave the basket with what few remained to the teachers.

The whole affair was done quickly and quietly, and showed that Italians, like other people, have some soft spots in their nature.

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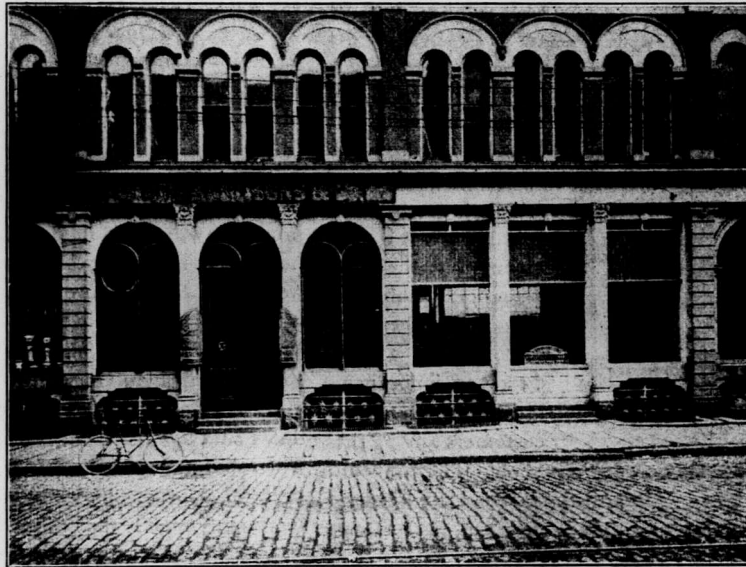
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LUXFER PRISMS

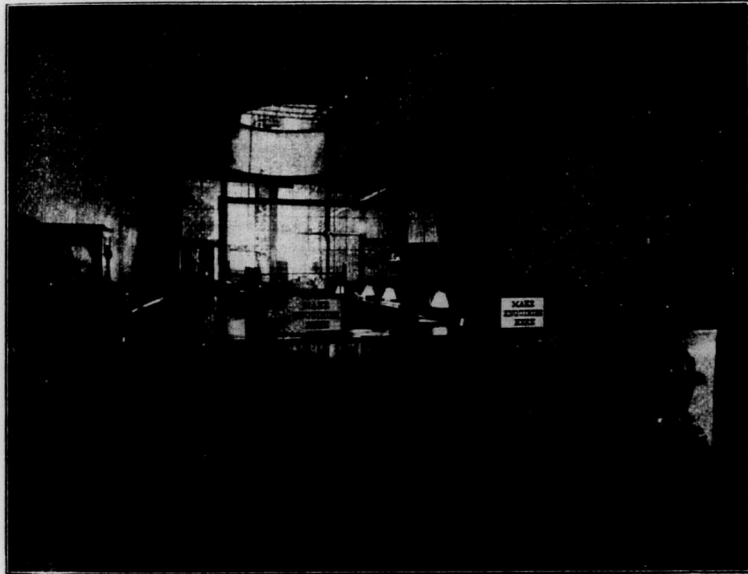
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Dark Days



WITHOUT PRISMS

WITH PRISMS



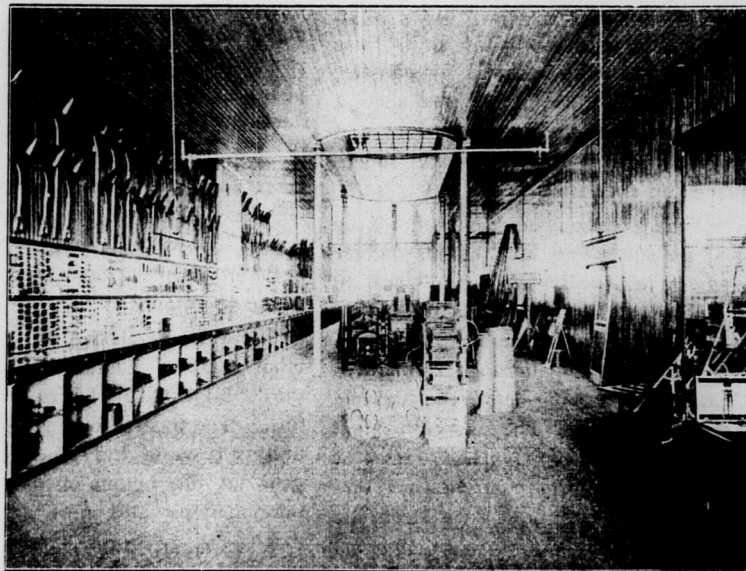
No. 37—WITHOUT PRISMS

LUXFER PRISMS

Carry Daylight into Dark Places.

H. S. Howland, Sons & Co's Warehouse
37-39 Front St., Toronto.

WAREHOUSE 180-ft. LONG.



No. 39—WITH PRISMS

The first illustration shows the exterior of H. S. Howland, Sons & Co's premises in Front Street.

This is a double warehouse and on the left section are the old-fashioned windows with plate glass, on the right the windows in which Luxfer Prisms are installed in rectangular panels 7 ft. wide by 4 ft. deep.

The effect of Luxfer Prisms is shown by the contrast between the two cuts of the respective interiors.

The photographs of the interiors for the other two cuts were taken on a dull day and under equal exposure.

For Catalogue and Estimates write

LUXFER PRISM COMPANY
LIMITED

58 Yonge Street --- Toronto

HANDLING CANADIAN TOBACCO.



MERCHANTS in many parts of Canada are much interested in tobacco culture. Its success is now assured, but, to get the best results, it is necessary that the crop be properly handled. At present, there is, of course, a great deal of ignorance. Merchants who have customers among the numerous new growers should inform themselves so as to post the farmers, by keeping the following carefully-prepared instructions by them :

CUTTING.

When the tobacco becomes fully matured it becomes very thick and heavy ; it also changes its color from a green to a yellowish, mottled green appearance.

A very good test is to double a part of the leaf back with thumb and finger, and if it breaks or cracks it is considered in fairly good condition for cutting. The weather most favorable for ripening and thickening tobacco is moderately dry weather with cool nights and warm days.

To proceed to the cutting : The stick is placed in a slanting position by sticking one end of it in the ground at the root of a plant. The knife is then taken in the right hand and is started down the stalk, gauging it so as to miss the leaves as much as possible. Let the left hand follow in the split, and when the knife is within about six inches of the root of the plant, remove it from the split, slightly bend the stalk over with the left hand, and, with one stroke of the knife, cut the stalk off below the leaves. Take hold of the end of the stalk with the right hand, keep the left hand in the split, raise the plant, and, with a quick movement, bring it down astride the stick in such a manner as to leave the leaves straight and unbroken. Five or six large plants should be placed on each stick.

When the tobacco is on the stick in the field, if the sun is very hot, there is danger of sunburn, especially from 10 o'clock in the morning to 2 o'clock in the afternoon. It is the better plan, if there is danger of sunburn, to cut in the afternoon and haul to the barn in the morning before the sun has reached its full force. The most convenient way to haul to the barn is on hay-racks or on some other platform contrivance. The tobacco is then hung in the barn, from the wagons, hanging from sixteen to eighteen sticks to a twelve-foot rail, when the process

of curing commences by the saps gradually evaporating by the natural action of the atmosphere.

CURING.

The tobacco needs certain favorable conditions of the weather to aid it in curing properly, warm and moderately dry weather being the most favorable, as cool, windy weather causes it to cure with a greenish cast, while very hot, wet weather causes house-burn. House-burn may be prevented, to some extent, by giving it the advantage of all the dry air possible, and by keeping the doors shut against a hot, foggy atmosphere. The tobacco gradually goes through the process of curing, and, as soon as it is thoroughly cured, the crop is ready to strip.

STRIPPING.

The art of handling tobacco, for it may be called an art to handle it properly, is one of the most important parts of successful tobacco culture. The proper handling of an ordinary crop adds greatly to its appearance and value. While, on the other hand, an extra good crop may, by poor and improper handling, be made to fall below the ordinary. After the tobacco is thoroughly cured and it comes "in case," that is, when it has received sufficient moisture from the atmosphere to make it pliable and tough, the grower proceeds to strip the crop. Most growers provide themselves with a stripping-room, in order that they may continue their work in the cold, inclement weather without exposure. A room of this kind may be made by boarding up a 12-foot square in one corner of the barn that is free from the bright sunlight, as very strong sunlight makes it very hard to distinguish the different grades apart. A room of this kind, with windows properly arranged, and a stove in one corner, and benches placed along two sides of the room on which to place the tobacco while stripping, is good enough for all ordinary purposes.

When the tobacco comes "in case" it is taken down from the rails and the stalks taken from the sticks and piled up on the benches with the points of the leaves toward the wall, so that the butts of the stalks are to the inside of the room for the convenience of the operators.

The different classes of the white burley tobacco are : First, trash ; second, lugs ; third, bright leaf ; fourth, red leaf ; fifth, tips. The trash is taken off the stalk first, and consists of the ground leaves, which grow at the bottom of the stalk, and are inferior, flimsy and more or less damaged.

When taken off the stalk the trash can be tied immediately or dropped to the floor to

be tied some other time. The lugs come next in order on the stalk and are taken off and tied into "hands". The tips are made up of leaves which have damaged points, ragged edges, etc., and are not good enough for bright leaf and too good for trash. The bright leaf consists of the bright-colored leaves about the middle of the stalk, and is the best selling tobacco on the market. The red leaf is heavier in body and of a dark color, as the name implies. The tips are the undeveloped leaves found at the top of the stalk.

As the different classes are stripped from the stalk and tied into "hands" they are kept separate. The hands, which should not be made too large (from 16 to 20 leaves will make a fair sized hand), are placed astride a stick as they are tied, placing 10 hands on each stick. The different classes should be graded as to length, not only in the hands, but also on the sticks ; that is, the leaves of each hand should be as near as possible the same length, and the hands of the same length should be placed together upon the same stick. Otherwise, if no attention is paid to the sizing, the crop will have a ragged, uneven appearance. This to some may seem quite unnecessary, but the difference even in the appearance of the crop will amply repay for all pains taken.

As the crop is stripped, the stripped tobacco should either be hung very closely on the rails or cribbed down in the centre of the barn until the bulking season comes on, when it can be hung up or spread more loosely on the rails. This method of cribbing or crowding keeps the tobacco sweet and in good condition until warm weather. The proper way to crib down tobacco is by laying it down in large piles with the butts of the hands out, leaving the points of the leaves exposed as little as possible. When the crop has been stripped the barn should be cleaned of all dirt and rubbish and the bulking floors gotten in readiness for bulking the crop.

BULKING THE CROP IN GOOD CONDITION.

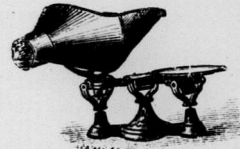
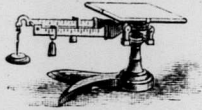
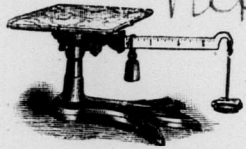
This should be done the first time the crop is found in good condition, for if it hangs in the barn through warm, wet weather there is danger of mildew. In case the crop has not been bulked and it is liable to mildew, some dry straw spread on the ground under the tobacco will help very materially in keeping mildew off. It is not common that the crop is found in "keeping case" before warm weather, and even then it requires close watching to be in proper condition for bulking it should be of uniform case ; that is, the points of the body of the hand being the same.

It is considered in fair case when, if pressed together, it will open out again and not stick together, and the stems should be

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749 CRAIG STREET

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Fairbanks Standard Scales

Portable Platform and Dormant Scales

For Boxes, Barrels, and General Use.

Grocer and Counter Scales

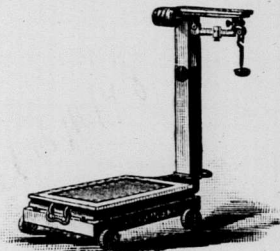
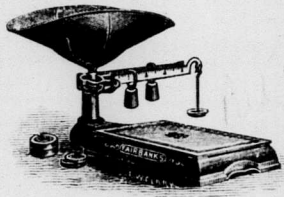
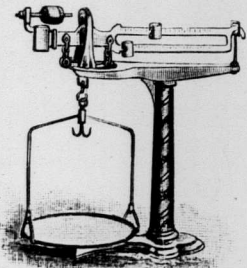
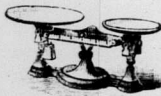
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Special Offer for 30 days

240-lb. Union Scale

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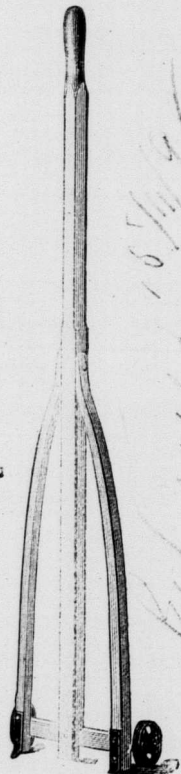
Little Giant Box Truck

Indispensable for General Use

\$1.50

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Should be in every grocer's stock.

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Mail orders have our special attention and can be shipped same day as received.

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Coffee, Tea

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Coupled with the victory of the Anglo - Egyptian forces at Omdurman and the diplomatic success in the far East, have produced a feeling of exultation all over the DOMINION.

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and you can do it by making a display of the above attractive brands.

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GROCCERS

Hamilton, Ont.

so that they will break and not be tough and pliable. A "sweat-case" is considered the best and safest, and it is said by men who have had years of experience, and who are good authority, that a real sweat-case can not be too high for bulking in good condition. The sweat-case usually occurs on a warm, sultry morning when there are indications of a storm. This usually occurs from 7 to 10 o'clock in the morning, but under proper conditions the tobacco can be found in case almost any time during the day.

As much of the crop as possible should be taken down at once, as it is not often that the different grades of the entire crop can be found in condition at one time. When the tobacco comes in case it is cribbed down in a long pile parallel with the bulking floor, in order that it may be convenient for bulking. Some growers have it cribbed for some time before bulking, but we think the best plan is to bulk at once, or sometimes the dry, hot winds dry the tobacco when left thus, and it causes time and trouble to get it in good condition again.

The bulking is done by two or more men, one laying it on the bulking floor five hands at a time, which are taken off the stick and handed to him by an assistant. As he lays it on the floor he presses it down by passing over it on his knees, being careful to keep it straight, so that the points will not be crumpled or doubled up. The bulking is done by bulking along each side of the bulk in the regular order, with the butts of the hands to the right hand of the bulker, leaving the points of the hands in the centre, and if the middle of the bulk becomes low a centre course may be added if necessary.

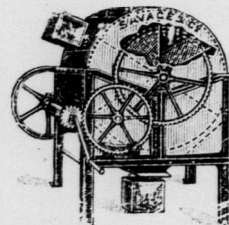
The bulk should be from $3\frac{1}{2}$ to 4 feet wide and as long as needed. Each course should be kept straight, so that each side of the bulk will be perpendicular. When the bulking is finished, see to it that the bulk settles straight, and it should be weighted heavily to get it as solid as possible and to hold the case. The more it is pressed the more convenient it will handle when hauling it to market. When the crop has been handled properly and is in good condition it is ready for the market.

A NEW SOAP.

Attention is drawn to Bond's soap advertisement on page 3. This soap is manufactured by The Bond's Soap Co., of Manchester, England, and H. B. Muir & Co., 1 St. Helen street, Montreal, are the sole selling agents for Canada. Grocers and general merchants will be supplied with samples on application. Bond's soap is not a laundry soap. The Bond's Soap Co. in their newspaper advertising say that "Bond's soap will cleanse everything but clothes, and polish everything except manners."

TEA MIXERS AND FRUIT CLEANERS.

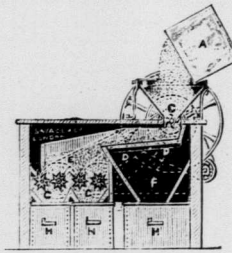
WITH the ever increasing demand and supply of teas, the methods of manipulation, which, but a few years ago, were crude, have lately been brought to a high pitch of perfection, both in the machinery employed for plantation use, and for the sifting, milling and blending of the product, as imported in the chest. In this latter branch, the greatest possible strides have been made by Savage & Co., engineers, of London, Eng., who have perfected a machine which quite automatically, when a chest of tea is tipped into it, removes all nails, wire, wood, lead, paper and other refuse, sifts the dust and small leaves from the large ones, and mills or cuts the latter to any desired uniform size; then, the siftings and millings are discharged separately into receivers, or together upon conveyor bands, or direct into the blending cylinder. These blending cylinders are made of cold rolled steel sheets, and to mix from 50 lb. to 2,000 lb. of tea at one time.



Tea Mixer.

The working limit of blending capacity in these blending cylinders, has been found in the considerable experience of Messrs. Savage & Co., to be 2,000 lb., and such machines give excellent results, especially when, as this firm are now constructing them, they are driven by an electric motor, attached to the framework of the machine itself, thus entirely getting rid of all counter-shafting expenses and losses, which are often considerable when the engine is some distance from the mixer, and a large gain of space, owing to the absence of shafting and belting.

In addition to making machines which separate all refuse from teas, the same firm of engineers construct a machine which will effectually wash, stalk, and remove grit, sand and small stones from currants, sultanas, and other dried fruits; and, further, after thoroughly washing, will completely dry, so



Tea Sifter and Cutter combined.

much so, as to allow of the fruit being kept for considerable periods.

By the use of this machine, the "thorough" Patent Fruit Cleaner, of which Savage & Co. hold the patent right, the fruit is made quite ready for domestic use. No further cleaning is required in the house, and the "bloom" on the fruit is not affected in any way.

The best proof of the excellent results yielded by this machine is that the same power size is used by such firms as Peck, Freen & Co., London, and a New York firm has imported three machines successively for its own use, notwithstanding the high duties.

Several sizes of the machine are made, so as to meet all requirements as to turn out, and the largest will machine 2 1/2 tons of fruit per day.

SEND FOR ONE.

Walter Baker & Co., Montreal, have just got out a good advertisement, and, moreover, something that every merchant might well have in his shop. It is an educational cabinet of cocoa and chocolates. It is made in nicely polished oak. On the door is a brass plate which indicates that it is an "Educational Exhibit". Inside, attractively arranged, are four small bottles, one contains the cocoa bean; second, nibs; third, cocoa butter, and the last, breakfast cocoa. Inside the cabinet door and attached to it are the samples of the various other completed products.

The cabinet is quite worth having, and one will be sent, without charge, to any merchant writing for it. In the United States they are being distributed among the public schools.

WANTED TRADING STAMPS.

A grocer on Queen street west, Toronto, has no use for "trading stamps," but once in a while he encounters a customer who wants them.

One of these, a lady, entered his store, and, after looking over his display of candies, asked for 5c. worth. When the merchant had parceled her sweets she handed over five coppers, hesitated and then asked:

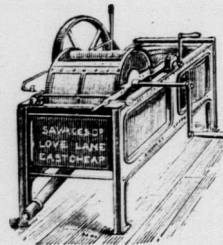
"Do you keep trading stamps?"

"I? indeed no; my business is conducted on business principles."

"Well, I wish I had known that; I would have gone where I could get the stamps."

The merchant offered her back her coppers, remarking: "It's not too late yet, lady."

The lady, however, decided to forego the pleasure of collecting trading stamps on her 5c. purchase.



Fruit Cleaner.

Canadian Exporters

We are open to take a few first-class agencies for Colonial goods, and solicit correspondence from shippers of Canadian Products. Our firm has been established close upon a century, and we are in close touch with Grocers, Cooperative Stores, Chemists, Drysalters, etc., and are able to find a ready market for suitable lines. Preference will be given to those firms who can place goods of our manufacture, particulars of which may be obtained upon application.

ENQUIRIES:

Joseph Hobson & Son
Regent Street
LEEDS, ENGLAND



Batty & Co.

ESTABLISHED 1824.

LONDON.



OLIVES
AND
PURE
OLIVE
OILS.



INDIAN
CURRIES
AND
CHUTNIES.

Makers of High-class

PICKLES
OF
ALL KINDS.



SAUCES
OF
ALL KINDS.

HUDSON'S SOAP

A FINE POWDER. IN PACKETS ONLY.

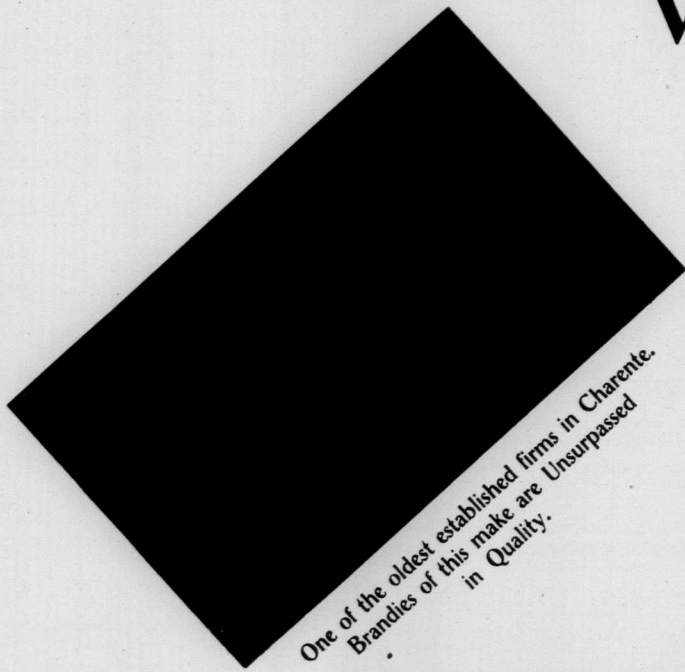
Will wash more clothes, and do more work in much less time than any other Soap.
Linen Lasts Longer when regularly washed with HUDSON'S.

SOAK YOUR CLOTHES

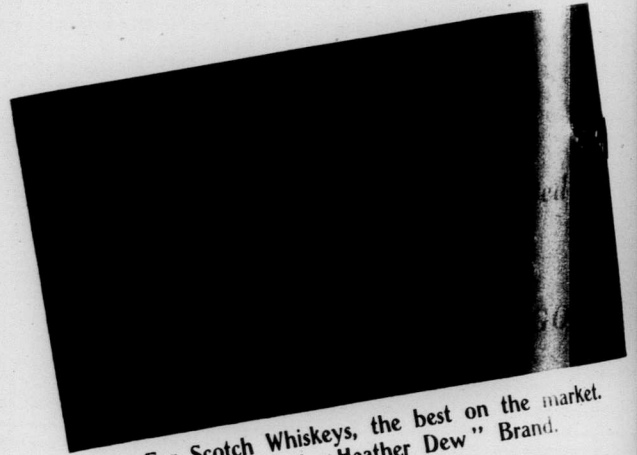
with HUDSON'S and the dirt will slip out - with about half the usual labour.

R. S. HUDSON, 34 Chaboillez Square, Montreal.

WE REPRESENT



One of the oldest established firms in Charente.
Brandies of this make are Unsurpassed
in Quality.



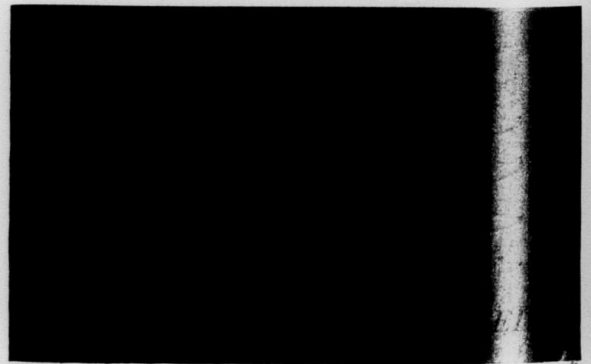
For Scotch Whiskeys, the best on the market.
Celebrated "Heather Dew" Brand.



For Irish Whiskeys of Superior Quality.



Popular Wine Champagnes—High Quality, at low prices.



The Finest Champagne Wine. Firm established
for over a century.

Laporte, Mart in &

VIN SAINT LEHON

NATURAL

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GIVES

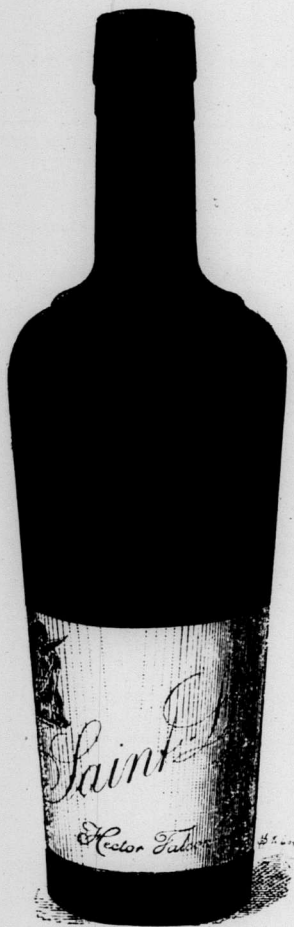
TO

HUMAN

STRENGTH

THE

BODY

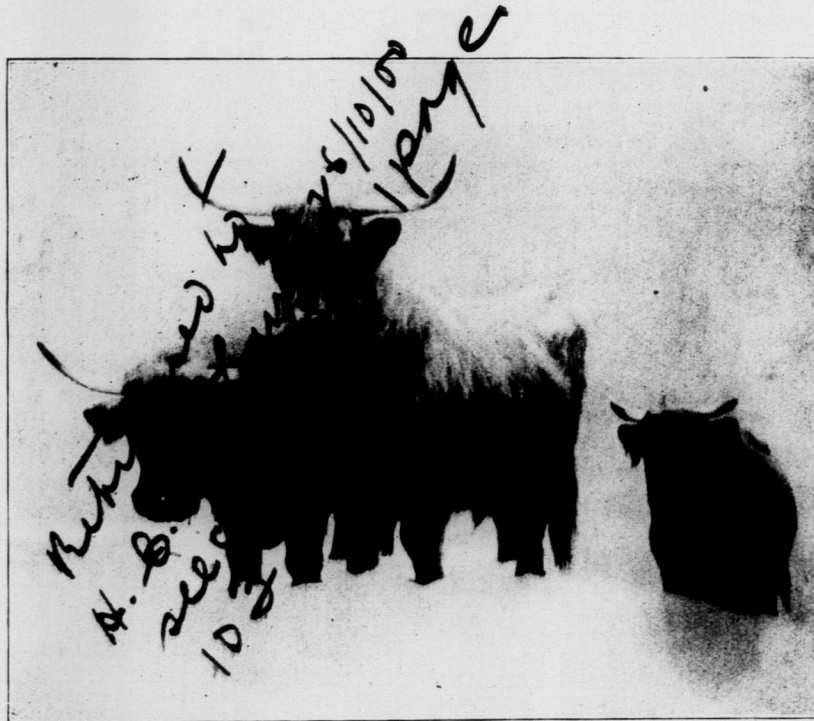


SOLD BY ALL DRUGGISTS.

t n & Cie., Montreal

BOVRIL

To our great surprise, we have heard that there **are** people in the Dominion of Canada who do not know what **BOVRIL** is. To enlighten the trade, and through them the general public we would say that **BOVRIL** is the only reliable and most nutritious **FLUID BEEF** at present offered on any market. Samples and analysis sent free on application.



BOVRIL, LIMITED

30 Farringdon Street, London, England. - 25 and 27 St. Peter Street, Montreal.

CAPITAL, \$12,500,000.00 FULLY PAID UP.

DIRECTORS:

J. Lawson Johnston, Esq., Chairman.

The Viscount Duncannon, C.B., Vice-Chairman.

Sir Edmond Commerell, V.C., G.C.B., Admiral of the Fleet.

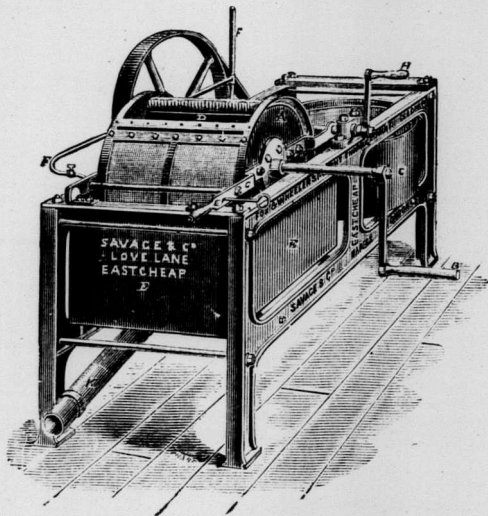
Frederick Gordon, Esq., Chairman of the Gordon Hotels.

Robert Farquharson, M.D., M.P.

G. Lawson Johnston, Esq.

Andrew Walker, Managing Director.

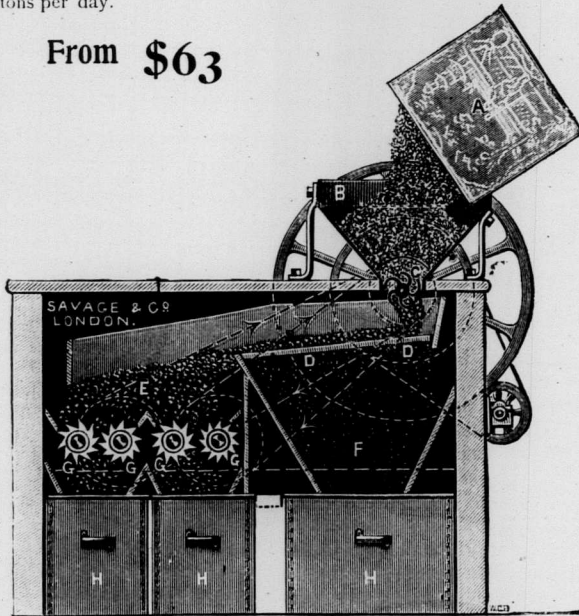
YOU CAN SPARE A MINUTE HERE



Patent "THOROUGH" DRIED FRUIT CLEANER

It will wash. It will stalk, and it will dry your Currants, Raisins and Sultanas thoroughly. For engine power, it will machine 2½ tons per day.

From \$63

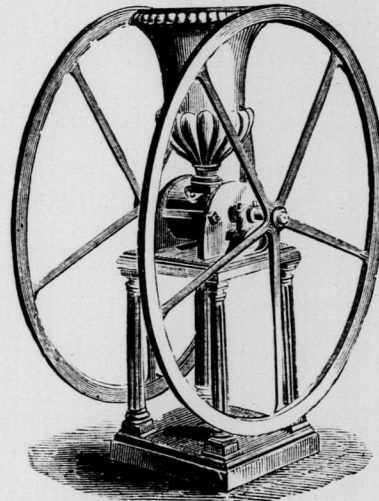


Our TEA SIFTER and CUTTER

will clear your tea of nails, wood, etc., and cut the coarse leaves to a uniform size, improving appearance and liquor of the tea. Used by all the leading firms in the United Kingdom.

It will pay you

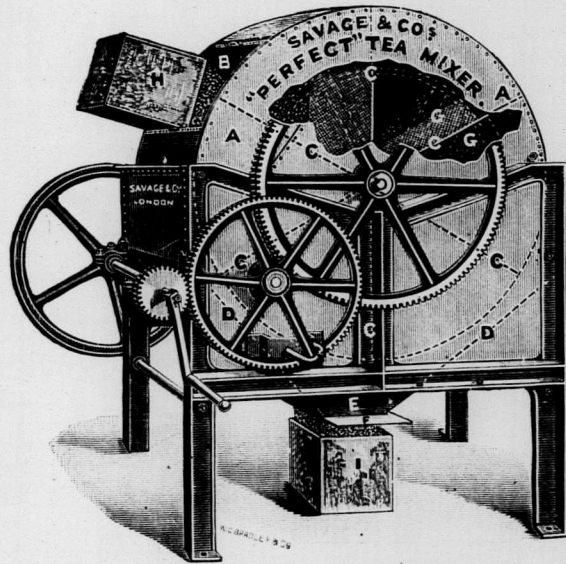
Awarded a
Gold Medal
and
Highest Diploma
at the
EXPOSITION
OF
**CENTRAL
AMERICA**
Guatemala
1897



Our COFFEE MILLS

are not castings, but forgings, with hand-cut steel teeth. Grind easily, are perfectly adjustable and will last you out.

Hand or Power.



When you mix your tea, mix it perfectly in

THE PERFECT MIXER and save the dust. One ton mixed in 12 minutes. A lad can mix ½ ton at a time without help.

SAVAGE & COMPANY, Engineers,

Contractors to Her Majesty's War Department,

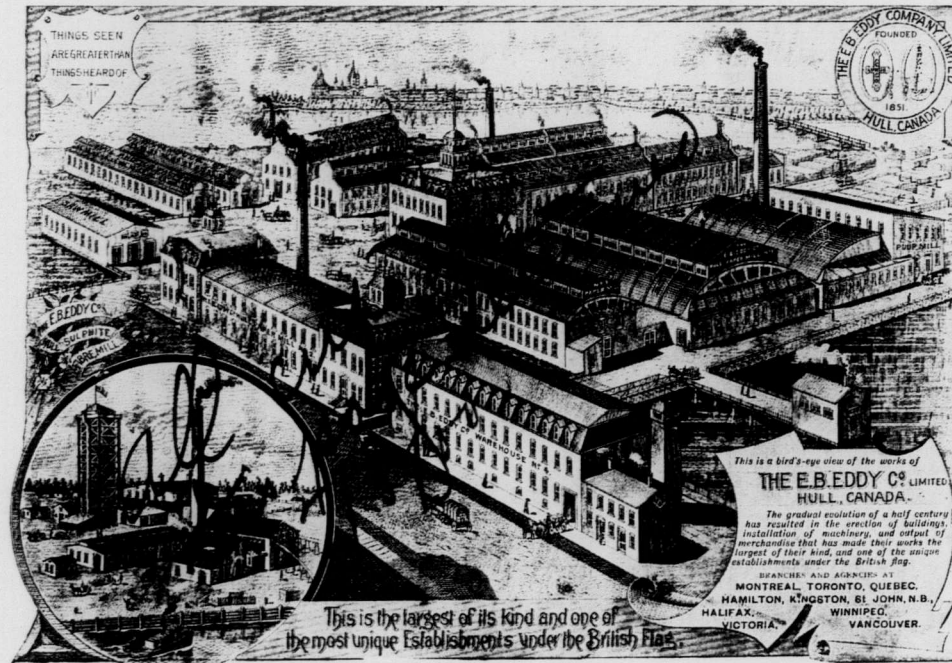
Show Rooms and Offices: LOVE LANE, EASTCHEAP, E.C.
Works: SNOW'S FIELDS, BERMONDSEY, S.E.

LONDON, Eng.

Established 1812.
Correspondence invited.
State fully your requirements.
Complete price list mailed free, upon application.

Telegrams: "Savagism, London."

AGENTS for ONTARIO: **John W. Bickle & Greening**
Hamilton, Ont.



THE
E. B. EDDY
Established
1851.
Incorporated
1886.
COMPANY
LIMITED

THE organization of an army of soldiers under a general and his staff is an interesting subject for study, especially when that army is in battle. So the organization of a great body of industrial workers under one managing head forms also an interesting subject for investigation. Our forefathers of the eighteenth century knew nothing of industrial armies and factories, and huge manufacturing establishments. The steam engine and steam-driven machinery had just seen the light of day when that century closed, and its people never dreamed of the changes which the steam engine would work. Within a hundred years a factory system has been perfected which has revolutionized the production of articles on which labor is bestowed. "Division of labor" has been introduced and has worked wonders, multiplying the number of articles which may be used by man for his sustenance, his comfort, his pleasure and his advancement.

In the City of Hull, Que., just across the river from the capital of Canada, is one of the largest manufacturing establishments in the country; indeed, it has been said, by a leading English prelate and scientist, to be the largest of its kind and the most unique establishment under the British flag. An average of about 1,800 employees are daily ranged in ranks and squads and companies, all working under a central organization—a general of industry and his staff. The works and branches illustrated herewith, under the control of The E. B. Eddy Company, Limited, comprise about forty factories, and cover many acres of ground. The wages paid total over \$1,200 a day, or nearly \$400,000 annually. The average daily output is as follows: Matches, 35,000,000; indurated fibre ware, 800 articles; woodenware, 3,000 pails and tubs; washboards, 600; paper, 45 to 50 tons; sulphite fibre and wood pulp, 50 tons; paper bags, 500,000.

Every department of this great establishment would bear special description, but the space at our disposal is limited. In addition there is the electric lighting plant with its six dynamos, and a capacity of 60,000 candle power; the battery of huge boilers with their blazing furnaces, in which the refuse of the mill is burned; the system by which this great group of buildings is heated; the water-power of the famous Chaudiere Falls, and how it has been harnessed in order that these hundreds of machines may be driven; the system of wire rope transmission, which conveys the power from the water-wheels to the different factories; the quantities of raw material used every year, and the sources of supply—all these points are worthy of study. Then, there is the fire protection system, which is said to excel in efficiency even the City of Ottawa across the river. The system by which all the wares manufactured at Hull are distributed through the country is an admirable one. Apart from the vast quantities of goods that are sold direct to all the leading jobbers and wholesale dealers throughout Canada, other very large quantities are shipped to the Company's various branches or agencies in Montreal, Toronto, Quebec, Hamilton,

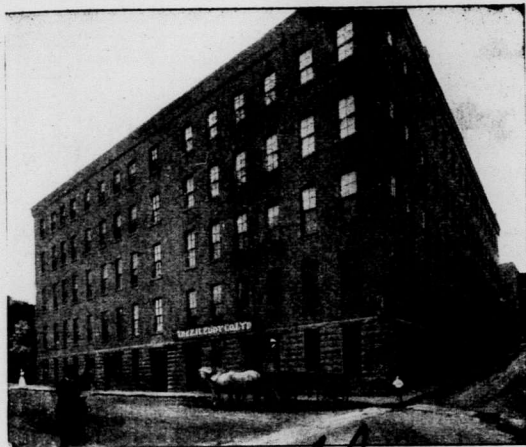


E. B. EDDY,
President.

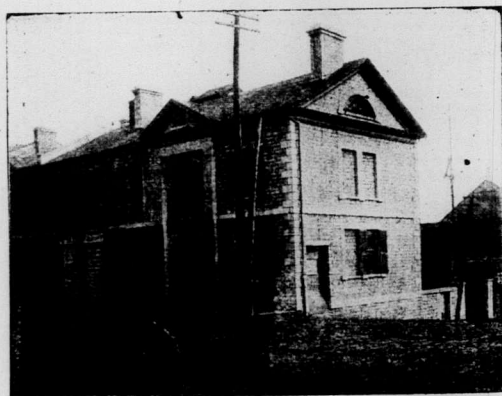
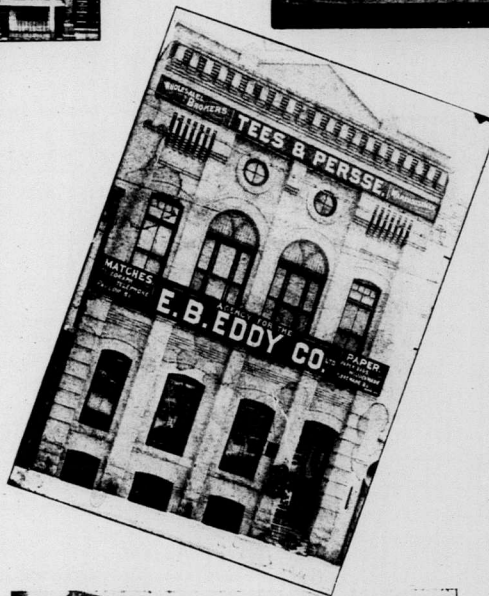


W. H. ROWLEY,
Secy.-Treas.

(Continued on page 58.)



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1. Montreal Branch.
2. Quebec Agency.

3. Hamilton Agency.
4. Toronto Branch.

5. St. John Agency.
6. One of the British Columbia Agencies.
9. Halifax Agency.

7. Winnipeg Agency.
8. Kingston Agency.

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(Concluded from page 56.)

Kingston, Winnipeg, Victoria, Vancouver, St. John, N.B., London, Halifax, Charlottetown, St. Johns, Nfld. From warehouses at these points smaller lots are then distributed to customers. The men who have charge of the branches and agencies are specially selected for their work, are thoroughly conversant with their business, and they must have few other thoughts than those which concern the selling of the Eddy goods.

To those who are sufficiently interested to send us their names, we will mail a copy of "A Great Canadian Industry" a handsome booklet descriptive of each department of this great business profusely illustrated.

PEPSIN AND ITS PREPARATION.

Pepsin is a ferment, being the agent by which a portion of the food which is taken into the stomach is dissolved and fitted for assimilation, says an exchange. It is obtained from the lining or mucous membranes of the stomachs of various animals—that from the stomach of the hog being generally preferred.

The method of preparing pepsin is as follows: The fresh stomachs are deprived of their fat and divested of their outer coating, cut open, gently washed with cold water,

and macerated for several days in a pickle. This pickle is composed of water, 30 parts, and hydrochloric acid, one part, and requires frequent stirring. The liquid is next strained and filtered clear through coarse paper, or allowed to stand 24 hours, and then poured off. Common salt is then added and thoroughly mixed with the liquid. The pepsin rises to the top, and after standing is skimmed off. After this it is strained in a strainer, then submitted to strong pressure, to force out all that is possible of the saline solution. Next it is carefully dried in warm air without other heat. The resultant constitutes the crude pepsin, which is used for making purified pepsin, etc.

"Purified pepsin" is prepared by dissolving the crude pepsin before drying in water acidulated with hydrochloric acid, then adding just sufficient salt to separate it from its solution. It is next washed gently with cold water and drained, pressed and dried rapidly on glass with gentle heat.

The fish is white below and green above, because white is the color of the light shining through the water, and hence protects him from his enemy below. His back being green makes him, on the other hand, appear from above as part of the green water, and is his safeguard from hawks and other enemies.

PRIVATE COST MARKS.

In marking goods it is usual with merchants to make use of a private mark, phrase or key-word, to designate the cost and selling price of their goods, the object being to conceal these points from all except their own salesmen. The following words and phrases present a choice from which to make a selection:

GAS FIXTURE	SO FRIENDLY
BLACK HORSE	GAINFUL JOB
MISFORTUNE	JOINERS TAX
IMPORTANCE	BROWN SUGAR
BLACKSTONE	NOW BE SHARP
FISH TACKLE	ELUCIDATOR
CASH PROFIT	OF INDUSTRY

It will be noticed that each word or phrase contains ten letters, no two alike, the object being to use letters instead of figures in marking goods. For instance, take the phrase

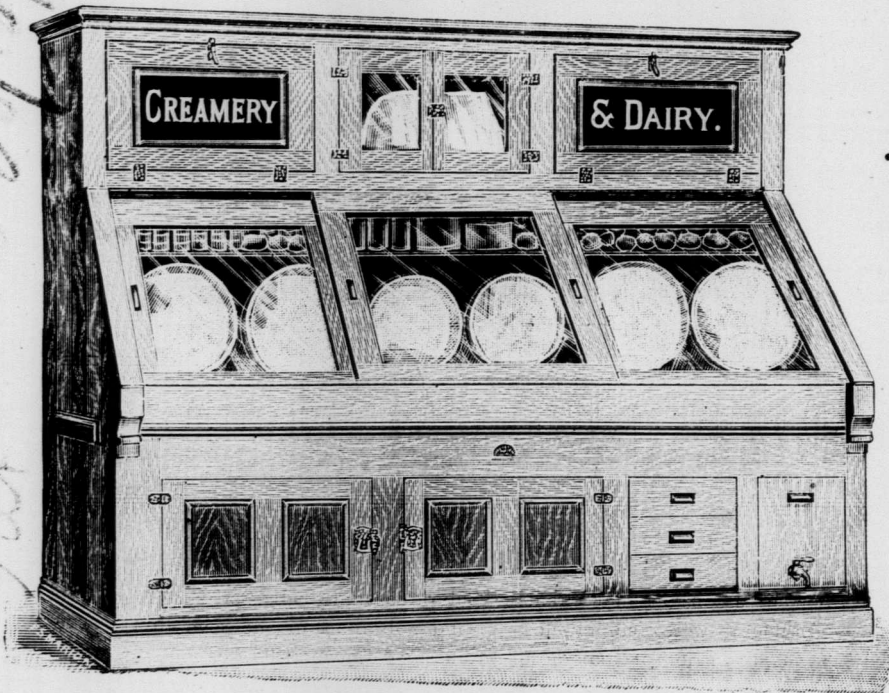
G A S F I X T U R E
1 2 3 4 5 6 7 8 9 0

In marking the cost and selling price on a ticket, we assume that the cost is \$3.25 and the selling price \$4.37; this would be expressed by the letters sai—fst. The cost price is generally placed uppermost on the tag, the selling price below it, thus $\frac{\text{sai}}{\text{fst}}$

An extra letter, styled a repeater, is used to obviate the repetition of a letter or figure, as well as to more perfectly conceal the private mark. For instance, instead of writing 366 by the key-word, which would be sxx, use as a repeater the letter o, and make it read sxo. Fractions may be written thus: $456\frac{2}{3} = \text{fix}\frac{2}{3}$

C. P. FABBIEN

MERCHANT AND
MANUFACTURER OF



Refrigerators and Ice Chests...

DIPLOMA AWARDED
MONTREAL EXHIBITION
1896.

Proprietor of

Aubin's Patent Grocery
Refrigerator,
New Dominion, Improved Dominion,
Special, Improved Daisy Palace
Hardwood, etc.

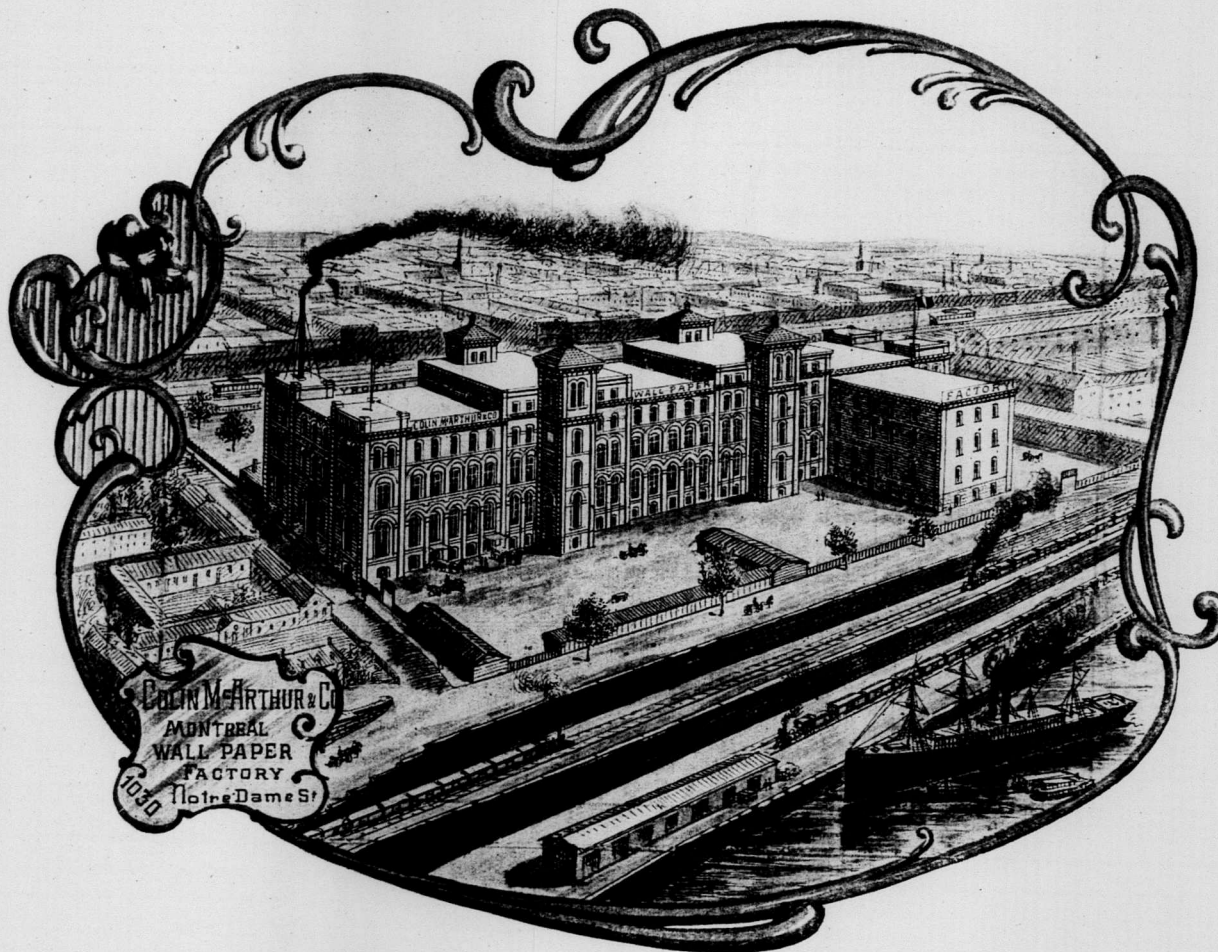
Write for Catalogue and
Price List . . .

Office and Sampleroom, 3169 NOTRE DAME ST.
Warehouse, 4 to 18 FABBIEN AVENUE

STE. CUNEGONDE

Montreal Wall Paper Factory

SEASON 1898-9



Our representatives are now on the road with the finest line of

WALL PAPERS

ever submitted to the Canadian Trade, comprising everything from the cheapest Ungrounded Papers to the finest Embossed Gilt, also a very large line of Ingrain Papers, with Full Combination of Border and Ceiling.

EVERY LINE IS A SPECIALTY.

COLIN McARTHUR & CO.

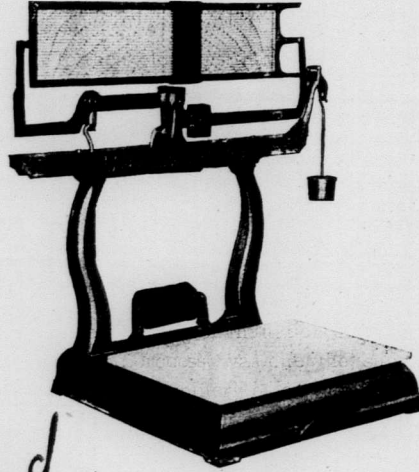
1030 Notre Dame Street

Montreal.

Stimpson Computing Grocers' Scale.

Simplicity, Weight and Value

We claim that the **Stimpson** is the best **Computing Scale** in the market, because the **Stimpson Scale** weighs in **pounds** and **ounces**, and computes in **dollars** and **cents**, both by one movement and without any adjustment for price. As both **weight** and **value** are shown, you have a double check on every transaction and there is no possibility of error.



It is absolutely fair both to **Merchant** and **Customer**, the Customer being able to read the **exact weight** while the merchant has both **weight** and **price** in front of him. Through the **savings** effected by its use it **will pay for itself** in six months' time. Send for our catalogue showing full lines of scales, with detailed information as to their operation and mechanical construction.

*Given to Manager
April 18-1899
H. M. G.*

We manufacture Computing Scales for all businesses, ranging in price from twenty-five to sixty-five dollars.

It saves you **TIME**.
It saves you **WORRY**.
It saves you **MONEY**.

Stimpson Computing Scale Co.

CANADIAN
AGENCY:

70 Yonge St. Arcade, ...TORONTO

Many Competitors

BUT NO RIVALS

"Best I ever used,"
is heard on all sides.

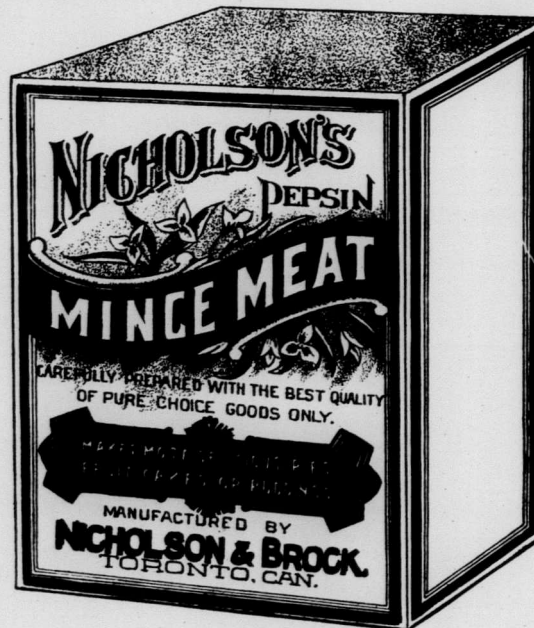
Each packet containing $\frac{3}{4}$ -lb. will make over $1\frac{1}{2}$ -lbs. when ready for use.

ONCE TRIED, ALWAYS USED.



ALL WHOLESALERS

From Halifax, N.S.
to Victoria, B.C.



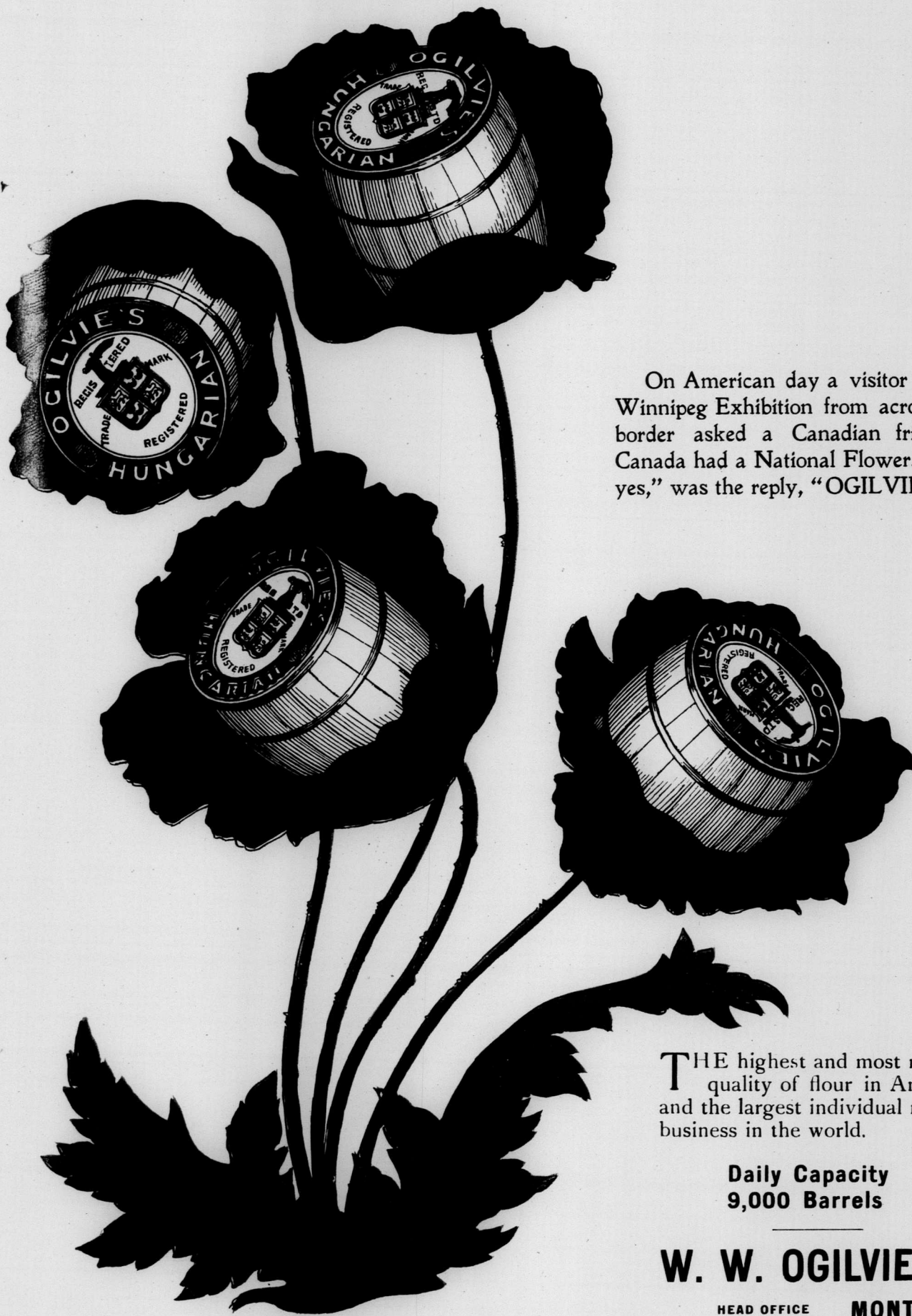
For this Mince Meat
is Superior
to all others

in



Appearance
Nutrition
Delicacy of Flavor
and Choice Quality

NICHOLSON & BROCK, ..TORONTO)



On American day a visitor to the Winnipeg Exhibition from across the border asked a Canadian friend if Canada had a National Flower. "Oh yes," was the reply, "OGILVIE'S."

THE highest and most regular quality of flour in America, and the largest individual milling business in the world.

**Daily Capacity
9,000 Barrels**

W. W. OGILVIE

HEAD OFFICE **MONTREAL**

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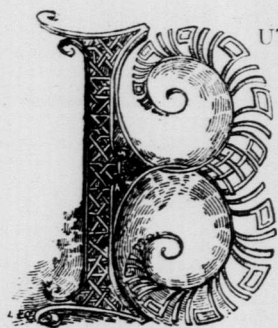
Meat

Flavor
Quality

(T)

BUYING, HANDLING AND SELLING BUTTER.

BY OMAR.



BUTTER, and how it should be handled and sold, will be a timely subject for discussion until perfection in quality, etc., is reached, and further improvement is no longer possible. During the last few years the quality of Canadian made butter has materially improved, thanks to the creameries, which sprung up all over the country. While, however, the creamery made article has improved in quality, as well as quantity, there is but small improvement in the make of the butter which comes to the store of the country merchant from the farmer's dairy.

"To my mind," said a commission merchant to me the other day, "the quality of the butter coming into Toronto is even worse than last year. The dry weather may have something to do with it. But, whatever the cause may be, I know the quality of a great deal of the butter is bad. The country merchants," he continued, "are a great deal to blame for this condition of affairs. They do not use enough discretion. They pay the farmer who brings in bad butter just as much per pound as they pay the farmer who brings in good butter. The natural tendency of this is not only to encourage the farmer who makes poor butter to continue doing so, but it discourages him who makes good butter from continuing to do so."

"What would you suggest?"

"I would suggest that the country merchants discriminate when purchasing. Let them allow every farmer for his butter just exactly what it is worth. Put the value of the poor stuff down to its proper figure and it will gradually result in more attention being paid to the making of dairy butter. It is ridiculous the way some country merchants now buy butter. I know there is danger of offending customers by insisting that what shall be allowed for butter shall be its value only. But, if the merchants in each town or village were to arrive at an understanding among themselves in regard to the matter there would be no difficulty. At anyrate the difficulty would only be short-lived, for the farmers would soon learn that butter, in order to realize a good price, must be good in quality.

"Then, another thing is in regard to the tubs. Farmers, in putting up butter, often

pack it in old tubs which they get from the country merchants and other sources. Tub, once used, can never be properly cleansed. Tub only cost about 25c. new, and rather than they be used a second time for butter they should be burned. There is scarcely anything that smells worse than a butter tub after it has been emptied of its contents and allowed to stand in the open air for a short time. Then, to say nothing of the bad odor of an old butter tub, think of its bad appearance.

"One thing retailers should stop doing, and that is, making pound prints out of tub and large roll butter. In the first place, the very act of making pound prints out of tub butter takes the body out of the butter, and then it is often medium tub and large roll butter that is thus transformed. They should not expect to get good prices for such butter, but, do you know, they often do so expect?"

"If the country merchants would get their customers to make pound rolls, and these the merchants themselves would ship to the city, once or twice a week, in refrigerator boxes, it would not only ensure a better quality of butter, but more money for the shipper. And then, merchants, who would do this, would gradually make for themselves a reputation, with the result that they would, as a rule, obtain a better price for their butter than those who were without this reputation.

"If large rolls are being received when the weather is too warm to ship them, the merchant, after classifying them as to quality and color, should pack them in tubs. As soon as the tub is filled, a clean cloth should be put over the butter, and, on top of that, a paste of salt and water. This cloth and paste should be put on as soon as the tub is packed. Tub butter should be shipped to city at least once in two weeks, and large rolls and pound prints, once or twice a week. If country merchants were to pay attention to such details as these, they would make a great deal more out of their butter than they do now. Tub, when packed, should be kept in a dry, cool cellar until shipped."

"What suggestions have you for the city retailer, in regard to the handling and selling of butter?"

"Oh, I don't know. However, to those who have glass-fronted refrigerators, I would say: Don't put your tub butter, tub and all, into the refrigerator. It does not look well. The butter should be turned out of the tub, and a nice ticket, with the price, placed thereon. Then, do not confine your-

self to one grade of butter. Have three or four. The poor will always help sell the good quality. Have the price ticketed to each grade."

"In regard to pound prints what would you say?"

"Large rolls it is difficult to make attractive in a refrigerator. They are never uniform in size. With pound prints it is different; you can make them attractive by exercising a little ingenuity and taste."

"On their counters grocers should keep nice marble slabs for turning out butter upon for the inspection of customers. Half the time some merchants do not turn out the tubs at all; and if they do it is on the counter or on a piece of paper.

"Then, as to cutting tub butter. Always use a wire. After the tub has been turned out, cut the butter horizontally about the middle. Then cut perpendicularly the upper half into two equal parts and place these halves on top of each other with the cut parts facing outward. This makes the butter more attractive, and helps to sell it. I know this from experience. And instead of cutting a pound or two of butter for a customer from the pieces on top I would cut them from the bottom half," concluded my informant.

THE MERCHANT WON.

A London merchant, who had a rather ruddy complexion, after "doing" Glasgow, had some time to wait for his train at St. Enoch station, and bethought himself of a little joke, says Answers.

"What is the name of this station, my good fellow?" he asked of a porter.

"St. Enoch station, sir."

A few minutes later, he met the same porter and said:

"What did you call this station, porter?"

"St. Enoch's? Dae ye no see the name abune the hotel there?"

Just then, the train was shunted in, and our English friend got comfortably seated in a third-class smoker, along with a few more passengers of the male persuasion.

"These railway officials are about the worst; they can't be civil," remarked the Londoner.

"That's a confounded lee!" said a Scotch farmer.

"Well," said the Londoner, "I'll bet five bob I don't get a civil answer from the first porter I ask a question of."

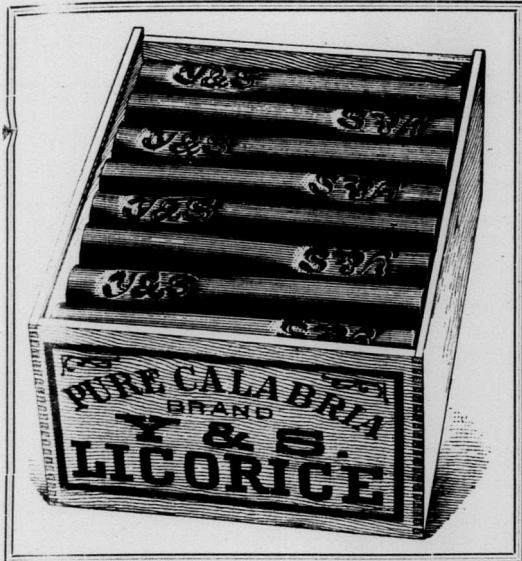
"Done!" replied the old farmer.

Looking out, he spied his "green" friend, and, beckoning him over, asked in his most polite tone:

"Would you kindly tell me the name of this station, porter?"

"Gang awa', ye bacon-faced buffer. Pit yer daft heid in!" was the answer.

LICORICE



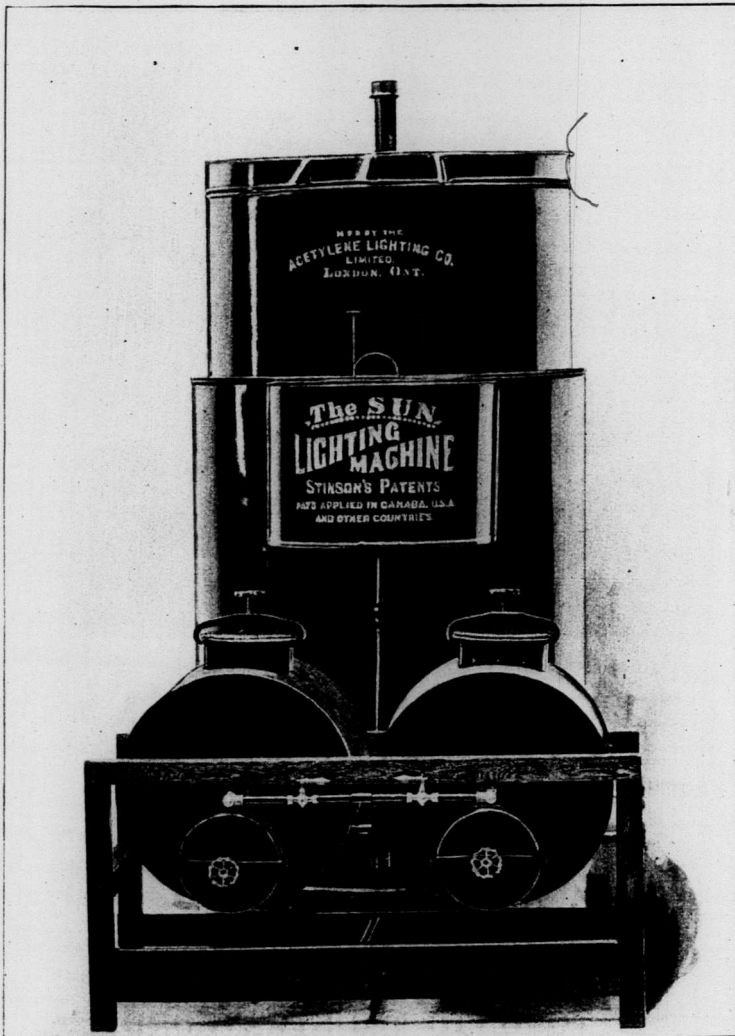
We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, all sizes; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root,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



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Established 1845.

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Extract from "Toronto Globe,"

September 17th, 1895.

Descriptive of the Western Fair, London.

"This new, soft and yet brilliant light has passed the experimental stage, and it is now a necessity of modern life. At Toronto the London company illuminated the Press Bureau, main association offices and other buildings, to the entire satisfaction of all concerned. Here the Main Building is lighted by the same safe, simple and effective method, and by the same company, and the directors of 'The Western' are negotiating with them for the permanent lighting of all fair structures. Here the electric lights look dim in contrast with the natural sunlight (for such it is) of the London Acetylene Company's burners. Certainly no exhibit has created a deeper interest than this, for its success (now assured) means a revolution in this great necessity of home and business life. Any further information will be cheerfully supplied to all who apply to the London Acetylene Lighting Co."

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THE ...

Acetylene Lighting Co.

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NONE BETTER MADE

• FOR SALE by all leading Grocers throughout the world. In white opal Jars only.

There are imitations of our Labels, Jars and Holder, be on your guard.

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HINTS ON BUYING, KEEPING AND CUTTING CHEESE.

BY HENRY WRIGHT, OF A. F. MACLAREN & CO.

AS I have been asked repeatedly the best way to keep and cut the different brands of cheese, I have decided, at the request of THE CANADIAN GROCER, to put same in print, and hope it may be of some benefit to the grocery trade in general. It is a well-known fact that all kinds of cheese are of a more or less perishable nature, some to such an extent that their importation during the hot season is not deemed advisable.

As the quality of cheese does not, as a rule, improve with age after it has once attained its proper ripeness, dealers will do well to avoid carrying more stock of the more perishable kinds than is necessary to supply their customers without interruption, and to have shipments, even of the kinds ordinarily called hard cheese, always made by fast freight, while those that are usually called soft cheese, such as Neufchatel, Camembert, Brie, etc., should invariably be forwarded by express.

PURCHASING CHEESE.

In purchasing cheese, care should be taken in its selection, as in many cases merchants simply ask for a box of cheese. The difference of quality does not seem to be of much account. Consequently, the bulk of cheese offered for sale in Canada are the culls, the finest goods being forwarded to the British market, where the value is regulated by the quality of the cheese. Therefore, the first step in purchasing cheese is to buy the proper stock; afterwards to care properly for same, as in many cases where the cheese leaves the manufacturers' hands in perfect condition it often turns out bad from careless and improper handling.

HANDLING CHEESE.

In handling all kinds of cheese, the first and most important matter is cleanliness. See that nothing impure is around your warehouse; keep everything fresh, clean and pure in the building. In cutting cheese on a retail counter, see that the counter, knives and all utensils are thoroughly clean; also, in wrapping use the best wrapping paper. Vegetable paper is much superior for placing around a cut of cheese than any other paper.

SWISS CHEESE.

Swiss cheese can be shipped all the year round, although exposure to the extreme heat or cold should be avoided. It should be kept in a cool cellar, not exposed to

draught. Never let a loaf stand on its edge, as it is apt to break or crack on the inside. Do not allow more than two cheese together, as there is danger of injuring the one underneath. Cut loaves should be covered with a cloth damp with salt water. This will prevent the cheese from cracking or getting dry, and will preserve its good appearance. In fly time, vinegar is better than salt water. Never use a knife; always cut with a wire.

ROQUEFORT AND GORGONZOLA,

although not properly soft cheese, should be treated as such on account of their rather perishable nature. It is a well-known fact that these cheese are very brittle and easily broken, and great care must be taken in handling them. They keep best if left in the ordinary packing until wanted for use, and should be stored in a cool, dry place where they are free from flies. Care must be used in removing them from packages, and, when once removed, do not place them more than two high, as the weight of the upper ones crack those underneath. It is very important to keep these cheese, as well as the others mentioned, free from draught and as cool as possible, not allowing them to freeze.

In cutting Roquefort cheese, use a thin-bladed, sharp knife, and do not saw, but make a clean cut. In cutting, as with a saw, it will likely break the cheese and it will not be nearly so salable. Gorgonzola should be cut with wire.

ENGLISH STILTONS.

English stiltons, when ripe, should be kept in a cool damp cellar, and, never under any circumstance, be left in a draught, as the cheese is very liable to crack and get dry. A good way is to put a damp cloth over the cheese, if it is noticed that they are becoming too dry. They should never be cut with a knife. Use the wire, and in this way you will have no breaking or crumbling, and the consumer will appreciate the piece cut much better if cut with a wire, as the appearance goes a long way in English stilton.

POTTED CHEESE.

Potted cheese should be kept in a cool dry place. If placed in a moist temperature it will soon mould and give the cheese a bad appearance. It is much better if left in the case as ordered; and, never under any circumstances, place the cheese on the shelves during the summer months, as the

heat will cause it to run and affect its flavor and practically render it unsalable.

SAPSAGO AND PARMESAN CHEESE.

Sapsago and Parmesan cheese are good one year, and sometimes longer, if a little care is taken to keep them cool and not expose them to insects, light or draught. It is a good plan to wrap Sapsago cheese in tin foil when exposed for sale, but the best plan is to place it under a glass cover. If neither of these is done, it will crack and be worthless in a short time. It is much the same with Parmesan cheese.

EDAM CHEESE.

Edams are better to foil. This prevents, to a great extent, drying out, but when in foil it is well to grease them. I have known them and pineapples to keep all summer by being well oiled and wrapped in brown paper.

LIMBERGER CHEESE.

Limberger cheese, when made in summer, should be used before Jan. 1; but September and October cheese will keep all winter. Keep in a cool cellar; turn the boxes over every two or three weeks. It is better to wrap in parchment paper, as the foil is apt to turn the cheese black in two or three weeks' time. If the cheese is inclined to get too soft, put sticks between the boxes to keep them from heating. Cheese exposed for sale should be kept under a glass cover.

NEUFCHATEL AND CREAM CHEESE

keep best exposed to the air. Do not cover them, as they are apt to mould. Do not get more than one week's supply, as they are better fresh.

FROMAGE DE BRIE AND CAMEMBERT

keep well in the original boxes. If they should get soft, they will harden by being exposed to the air, by removing the cover from the box and putting them in a cool place. If too hard, they can be made soft by putting them under a glass cover. If the wrappers become soiled, re-wrap them.

CANADIAN CHEESE.

Ordinary Canadian factory, or cheddar cheese, should be always kept in a cool place, and, if new, should be turned, to begin with, twice a week. Afterwards, once a fortnight until cut. Sometimes, a little butter spread on the side of the cheese not used keeps the same from wasting and drying. In cutting factory cheese, the wire should always be used.



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CHOICEST PICKINGS from the best known gardens of Ceylon alone are used in this Blend. Possessing delightful, refreshing and invigorating qualities.

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Headquarters for the Finest Teas.

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These brands are a guarantee of the Highest Grade of

Currants

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"Extra," "Medium."

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Imperial Eleme Layers, 10-lb. boxes.
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"Blue Eagle" Finest Selected Valencias
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"Elster" Finest selected.
"Elster" Fine Off-Stalk, etc.

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Tarragona Almonds, Brazil Nuts,
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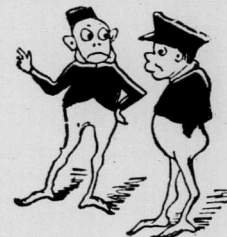
"Hallowee Persian."

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W. H. GILLARD & CO.

Wholesalers Only.

Hamilton.



FALL 1898.

We are constantly reaching out for new business. Our arrangements for securing goods at the very lowest prices are becoming better as we progress. Remember that every advantage gained by way of buying is shared with you. We are in at the bottom on Fruits, Canned Salmon and Vegetables, get our prices. When buying or selling tea bear in mind that **LUDELLA** is sooner or later the tea for your trade. It is quietly working to that place where there is generally lots of room (at the top)--- We might name another line of great merit, but of a totally different character, **Diamond Crystal Salt**, universally admitted to have no equal, either for table or dairy use. Then, there is **Webb's Perfect Starch**, another good one, entirely different from the rest. You can bank on all of them, and your business will be the better of having them in stock. Our travellers have lowest prices. See them or write us for quotation on Fruits, Canned Goods, etc.

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BUSINESS-LIKE PUBLIC MEN WANTED.

THINKING men in Canada are becoming sceptical as to the success of the representative system of government, for the possession of which our fathers wrestled long and hard. And it is no wonder, for there is much to discourage those who are desirous of securing government, for the country, based on business principles.

Instead of that, however, it is too often, in both Federal and Provincial matters, government for the politicians, based on the principles of the ward politician.

The fault, however, does not lie in the representative system. Anything else than the representative system would not be compatible with Canadian temperament. The trouble is with the people, not with the system.

The source of good government, wherever a universal franchise is to be found, is in those who exercise the franchise. A Government, therefore, is a reflex of the people, whether that Government be good or bad.

The Spanish Government is undoubtedly the most corrupt in Europe, no matter what party happens to be in power. but the nature of the Spaniard is such that he never gets up sufficient energy to "kick the rascals out." He pays his taxes and groans; but groans do not create steam; at any rate, steam

enough to set Spanish intelligence revolving in the right direction.

In Canada, the prevailing sin of the party in power, be it Conservative or Liberal, is not corruption, although we cannot boast of being sinless in this respect; it is in unbusinesslike methods that the public men in this country mostly err.

With the average Administration the voice of the ward politician with an axe to grind is more potent than the voice of the business man with a suggestion for the good of the country.

The leaders of a party when they take office are, no doubt, as a rule, actuated by the best of intentions, but their best intentions usually have to flee before the onslaught of the professional politician, with the result that those things they would do they do not, and those things they would not do they do.

The one thing needful in the political affairs of Canada is that the influence which is now paramount shall be overthrown, and its place taken by men of business commonsense; by business men instead of by ward heelers; by men whose concern is the country and not office emoluments for themselves or their friends.

It does not require an Act of Parliament to do this. If the business men exert themselves at the party caucus, and, on polling day, vote as their conscience tells them they ought to vote, politics would soon become purer and Governments more conformable to the will of the business interests of the country.

But, as long as party bosses can persuade the rank and file to follow them, whithersoever they may choose to lead, good government there cannot be, and sceptical as to the efficacy of representative government will a good many continue to be.

Dishonesty is a bad subsoil for business to propagate upon.

A HINT TO CLERKS.

Clerks who keep in mind the fact that better profits are, as a rule, obtained from moderate-priced than from low-priced goods, and govern themselves accordingly, when selling goods, will earn reputations for themselves as well as money for their employers.

CHIEF ESSENTIAL TO SUCCESS.

GENIUS is by no means the most essential quality for success in mercantile or any other pursuit.

If there is one quality above all others which is essential, it is industrious continuity of purpose: The persistent plodding that says "It shall be done," when the force of nature and a combination of circumstances seem to say "It shall not be done."

Genius, combined with continuity, never fails; but, without it, there is no other alternative. Valuable and perfect as a piece of machinery may be, it is inert and useless until steam or electricity stirs it into action.

And industrious continuity is the force without which no man can attain success, be he endowed with genius or blessed with ordinary intelligence.

Start two young men out into the world, the one a genius without industrious continuity, and the other an ordinary mortal with industrious continuity, and you can safely wager on the latter every time. He may not promise as well at the start, but the race is a long one, and at the finish he will be an easy winner.

No young man of ordinary intelligence need fear success, if, after adopting a calling he feels to be the most suited for, he takes off his coat and, in evil and good report, persistently plods along, keeping always in view the goal of his ambition.

He only need fear success who fears work.

MUST PAY THEIR DEBTS.

The E. B. Eddy Co., Hull, Que., have posted notices in their shops stating that all employes having their wages seized for debt will be dismissed from the company's service.

This report of the action of the E. B. Eddy Co. will be interesting reading to the merchants interested in the attempt made at the last session of the Dominion Parliament to have the salaries of civil servants made garnisheeable. It shows that among employers of labor the feeling is growing that employes who do not pay their debts are not the best class of servants.

It would be good policy for merchants throughout the country to endeavor to extract from the member for their riding a promise to support the garnishee bill, which is to come up again next session.

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WILL FREE CANALS PAY CANADA ?

FOR some weeks past, the St. Lawrence canal system has been receiving a great deal of attention in the United States from newspapers, grain exporters and growers, and transportation companies.

This is a subject which has received more or less attention from those quarters for a great many years, but what has given it the particular interest which it now enjoys is a petition of the Lake Carriers' Association, endorsed by the Chicago Board of Trade, to the United States Commissioners at Quebec, asking that an effort be made to secure the abolishment of the canal tolls on the Welland and St. Lawrence river canals.

The idea by no means, however, meets with unanimous favor in the United States.

As we have already pointed out, Chicago, the members of the Lake Carriers' Association and the grain producers of the great Northwest are hand-in-glove for free canals. But Buffalo is unequivocally opposed to the proposition, and New York looks decidedly askance at it. Oswego and Ogdensburg would gain by free canals. Therefore, they can be counted with the pros.

Buffalo last year received 199,400,603 bushels of grain, by lake, for shipment out again by rail and canal. Anything which would tend to curtail these receipts can scarcely be expected to be taken to its breast by that city and warmed.

But not only is the handling of grain at Buffalo a large industry, but it is a growing one. The receipts last year, which were the largest on record, were over 100,000,000 bushels larger than in 1889, and 170 per cent. in excess of those of ten years ago.

New York looks askance at the proposition of free tolls because of the possibility that Montreal would gain thereby at the expense of New York.

One of the arguments used by those who at least are not strongly opposed to free tolls on the Welland and St. Lawrence river canals, is that it is possible that while the shipment of grain via the Erie canal to New York would fall off, it is equally possible that what was lost in this particular would be made up by increased shipments thereto by way of Oswego and Erie canals.

However, New York probably thinks that even should there be two birds in the bush

it is better to hold the one in the hand. And most men will probably conclude that what would tend to divert shipments down the Welland and St. Lawrence river canals would certainly tend to divert trade from New York.

At present, the bulk of the grain which arrives at Buffalo goes to Europe via New York, and last year, while both the receipts of grain there and the exports of grain therefrom were the largest at least in 20 years, yet, the exports from the port of New York are not proportionately as large compared with the total exports of the United States from all ports as they were. Boston, Philadelphia, Newport News and New Orleans are becoming competitors more and more keen, which naturally makes the Gothamites somewhat jealous of their interests, which this movement for free tolls on the Canadian canals by no means tends to lessen.

The receipts of grain at New York last year via the Erie canal were the smallest, with one exception, since 1878, which is the most remote year for which we have any data. And, while what is lost in receipts by way of the canal is more than made up by receipts by rail, yet New Yorkers realize that the falling off in the former is not a good sign. The following table, showing the receipts of grain in bushels at New York by canal and rail are at this point interesting :

	By canal. Bush.	By rail. Bush.
1878.....	63,664,049	63,960,486
1879.....	57,035,507	76,483,604
1880.....	69,345,829	71,901,088
1881.....	38,188,910	73,289,097
1882.....	32,148,345	53,672,968
1883.....	41,214,293	51,389,834
1884.....	37,924,524	48,086,975
1885.....	29,926,879	65,563,023
1886.....	43,995,835	59,200,235
1887.....	46,009,200	50,755,235
1888.....	34,020,600	40,515,051
1889.....	33,994,590	50,434,748
1890.....	39,185,400	63,938,068
1891.....	31,696,694	96,194,173
1892.....	26,780,675	105,111,076
1893.....	43,835,800	61,892,966
1894.....	43,031,800	42,535,695
1895.....	14,690,100	72,788,335
1896.....	32,250,050	88,227,725
1897.....	23,848,621	132,524,575
Total.....	773,786,701	1,368,364,956

As far as Canada is concerned, it is the duty of the Commissioners representing the Dominion to look at the matter from a business standpoint. Will it pay to make the canals free ?

Up to the end of June, 1897, the Dominion

had invested nearly \$84,000,000 in its canal system. Last year, the amount of revenue collected from all the canals, except the Sault Ste. Marie (which is free) was \$3,061,061, which means that the revenue is less than 2-5 of 1 per cent. on the total amount expended in building and maintenance.

Of this amount, \$195,083 was derived from the Welland canal and \$88,865 from the St. Lawrence canals, a total of \$283,948, or 81 per cent. of the whole. Practically, therefore, to make the Welland and St. Lawrence river canals free would be to wipe out the revenue received from the canal system of the country.

Last year, the exports of grain from Montreal were 26,376,800 bushels, while from New York they were 117,721,143 bushels, or over 78 per cent. larger. And it must be remembered that the New York figures are swelled by Canadian grain, something like five-sixths of the grain exported by Manitoba and the Northwest going by the Buffalo-New York route.

With the Welland and the St. Lawrence canals free, they would then be on the same footing as the Erie canal. This would be to the advantage of Montreal. But it would also be to the undoubted advantage of Oswego, and possibly more so than to the Canadian port.

But what is of more importance to Canada than free canals is deeper canals.

As the Canadian Deep Waterway Commissioners, in their report of 1897, stated, "More than half the best steamships of the United States are imprisoned above Niagara." And they are imprisoned there because the Welland canal is not large enough to admit of their passage to Lake Ontario. Could these large steamers reach the later lake, Montreal would undoubtedly benefit thereby, as well as Oswego, even provided they had to transfer their cargoes to barges at Kingston. But it is obvious that if Canadian shipping upon the upper lakes is not to leaner even than it now is, that craft more approximate in size to those of the United States plying there will have to be provided. As long, however, as the Welland canal particularly remains an obstacle to the passage of modern lake steamers, so long will there be an obstacle to the development of the Canadian shipping on the upper lakes.

NEW METHOD OF SELLING SUGAR.

A RADICAL change has been decided upon in regard to the method of selling sugar.

The practice, heretofore, as the trade is well aware, has been to quote so much Toronto, London, Hamilton, Montreal, etc., the purchaser paying the freight.

All this has now been discarded and, hereafter, prices will be quoted at so much delivered, the figures being based on values in Montreal plus the freight rate to the delivery point.

Prices will also, hereafter, be quoted decimally.

Wholesalers, it might be noted, now buy their sugar delivered as well as sell it delivered.

Another innovation is that the traveler, when making a sale of sugar, must make a note of the time of day at which the sale is made. The object of this is to try and prevent any favoritism or misunderstanding in event of changes in prices. Under this regulation, if Jones, for instance, places an order for sugar at \$4.40 at 3 p.m., and, at 3.30 p.m., the traveler is notified, by telegraph, of a change, the retailer has to pay the figure he contracted for, no matter whether there be a decline or an advance, while merchants who purchase after 3.30 o'clock, of course, pay the new price.

Accounts for sugar will now be made out on separate invoices.

No change has been made in the terms, they still being 10 days or 1 per cent. cash.

A change has been made, not only in the method of selling sugar, but in the price as well, the refineries having reduced the price of granulated ten cents per hundred pounds. The price of standard granulated is now \$4.58 Toronto, and \$4.40 Montreal.

A SUCCESSFUL GROCERY SPECIALIST.

In these days, when competition is so keen in every line, the storekeeper, in order to make a success of his business, has to study ways and means a great deal more closely than he did twenty years ago.

The successful grocer is the specialist. In every town and village there is room for the man who makes a specialty of such lines as tea, coffee, baking powder, etc. Take baking powder, for example. You get a brand that you can sell with this guarantee:

If it does not suit, money will be refunded. We have in mind a merchant who increased his business largely in this way.

He took hold of a certain line of baking powder that he had never sold before, got his wife to try it, and, as it gave such satisfactory results, he recommended it to all his customers, telling them that if it was not satisfactory he would willingly refund the money. In a short time he was selling two large cases of this powder every week.

But it is not on the baking powder alone that the increase in business is apparent. Customers think that if he can sell good baking powder his other goods will be equally satisfactory.

In this way, this particular merchant increased his sales over 15 per cent. one year. Any storekeeper knows what addition this means to his income.

Another article he made a specialty of was coffee. He blended the coffee himself, and actually had families come to that store to buy coffee who bought all their other supplies from other grocers.

CANNED SALMON SITUATION.

IF mail advices can be relied upon, the Cohoe pack on the Coast is about as great a failure as the sockeye pack.

On account of the smallness of the run, as well as the high price of the raw fish, some of the canneries have closed down, while others have not packed at all. The price being paid to the fishermen is still 20c. per fish, and, at this rate, the lowest estimate of cost of putting up a case of Cohoe salmon is placed at \$3.75.

The ruling price f.o.b. the Coast is now \$4, but no transactions are reported at that figure. A few transactions are reported between wholesale houses in Toronto at \$4 to \$4.25.

Private advices from the Coast state that a good many orders booked subject to catch are not likely to be filled.

It is reported in London, England, that the quota of British Columbia salmon for that market will be only 60,000 cases, and as a consequence prices there are firmer.

How comparatively small the expected shipment is may be gathered from the fact that the quantity shipped last year to

London direct was 325,966 cases, and to England, all told, 777,034 cases.

There have been some transactions this week in Fraser river sockeye salmon on Toronto account at \$5 per case f.o.b. the Coast, which is about equal to \$1.40 per dozen delivered.

Wholesalers' quotations range much as before, namely, \$1.40 to \$1.50 for Fraser river salmon, and \$1.35 to \$1.40 for Lowe Inlet.

Advertising in judicious doses will put life into dead goods.

LUMBER AND NICKEL IN ONTARIO.

INDUSTRIAL conditions in northern Ontario are of a rather promising nature. Lumbering operations, for one thing, are likely to be more extensive than might have been a few months ago anticipated.

Some of the Canadian lumbering firms sent gangs into the woods in August last, a month earlier than usual, and the United States firms who have timber limits in Ontario are making preparations to carry on operations on an extensive scale.

Whether the announcement of the Crown Lands Department, to the effect that to export logs cut this winter will be contrary to the regulations adopted at last spring's session of the Ontario Legislature, will cause the lumber firms from the other side to alter their plans and curtail their cut remains to be seen. In the meantime, however, at least some of them have placed large orders with wholesale firms in Canada for the necessary camp supplies.

Not only, however, are the lumbering operations promising, but there is more activity to be noted in the nickel mines in the neighborhood of Sudbury. In four or five of the mines, work is being actively prosecuted. Around the property worked by the Copper Cliff Company something like three hundred new cottages have been erected during the last six or eight weeks, to accommodate the workmen engaged in the mines.

The report of the Ontario Bureau of Mines, issued in August last, gave the output of nickel for the first six months of the year at 225,763 tons, or 133,888 tons less than the twelve months' output of 1897.

The more knowledge a man has the more perfect a man is he.

THE MANIA FOR CHEAP GOODS.

IF there is one mania more than any other which permeates the body politic, it is the mania for cheap goods.

The great majority of people from the manufacturer to the consumer, from the poor man to the rich man, are consumed with a desire for cheap goods.

Many manufacturers devote a great deal of energy to devising cheap lines, which will look just as good, or taste just as good, as standard articles or commodities of meritorious quality.

The idea is to produce the minimum, instead of the maximum, of quality; not to continue to make the article as near perfection as possible, but as near imperfection as is possible without making it unsalable.

The average wholesaler and retailer are not one whit better in this respect; they appear more solicitous for developing a business in poor quality than in good quality merchandise.

It is two-penny-half-penny this, and two-penny-half-penny that, which advertisements are teeming with day after day and week after week.

A great many commercial travelers are also affected with the mania, and, instead of waxing eloquent over the quality of an article, their inspiration is its cheapness.

True, since the return of better times, there has been a demand on the part of customers for a better class of goods. But, the mania for cheap goods on the part of both buyer and seller is still rampant.

It is a wise thing for at least most merchants to keep cheap as well as high-class goods in stock. Cheap goods, as a rule, help sell the better class of goods. In a word, they are useful for the purpose of making comparisons.

Where the merchant makes the mistake is in keeping them to the front and singing loudly their praises.

As a rule, there is better value in moderate or high-priced articles than in low-priced articles. This is what the merchant, in his advertisements and in his conversation with his customers, should never cease to point out.

Let low-priced goods paddle their own canoe, but push with might and main goods of quality.

A high-priced article will, nine times out o

ten, give better satisfaction than that which is low-priced. It is, therefore, safer for the merchant to handle, aside altogether from the fact that it, as a rule, costs less to handle, and yields a better profit.

Every merchant should be in a position to recommend his goods, if he can not he is not in a position to succeed.

IS THE WHOLESALER'S DAY DONE?

AN idea obtains in the minds of some people, that the days of the wholesaler are numbered.

It is possible that it may be so, but, whatever the auguries may be which are supposed to indicate this, one thing is certain: signs of a contrary character are not wanting.

The wholesale merchant is the creation of an economic condition. He was gradually evolved as the result of a need for a distributing centre.

The wholesaler will exist just as long as that need exists, and no longer. The question therefore, is, does this need remain? Unquestionably it does. And one thing that proves it is the fact that the practice of the retail merchant is to bring in small lots and often, instead of in large lots, and every three, six or twelve months as before.

The fluctuating nature of the markets, the keenness of competition, and the necessity for fresh and well assorted stocks, have contributed to bring about these conditions.

One of the essentials to success in business to-day is the quick turning over of goods. In the first place, goods must be turned over quickly in order that possibilities of loss from fluctuation of the market may be minimized, and, in the second place, in order that the goods may be kept up-to-date in quality or fashion.

Now, then, with the necessity of frequent buying so apparent, is it not evident that the wholesaler has not yet become a sinecure, no matter what he may be in the dim and distant future?

If anyone has any doubt about the matter, let him imagine what the conditions would be were there no wholesale house to which he could go and purchase the variety of goods which he keeps in stock. We think the conditions would be decidedly inconvenient, to say nothing else.

DROPS FROM THE EDITOR'S PEN.

Keeness for business cuts a swath in many difficulties.

If a man have not energy neither shall he have prosperity.

Bad debts are the result of a bad system of doing business.

Prosperity comes to those who with perseverance pay for it.

Laziness may save your muscle, but it will not save your money.

A politician may get along without brains, but a business man, never.

You will be what you make yourself, not what your father's dollars make you.

The grocery trade is not on a push cart, but it needs to be pushed, nevertheless.

Every man's will is the wheel upon which he either climbs to success or rolls to ruin.

An ounce of well-directed energy is more powerful than a pound of promiscuous effort.

An ounce of originality will go further as a business lubricant than a pound of imitation.

The more sound planks you have in a business, like unto a boat, the stronger will it be.

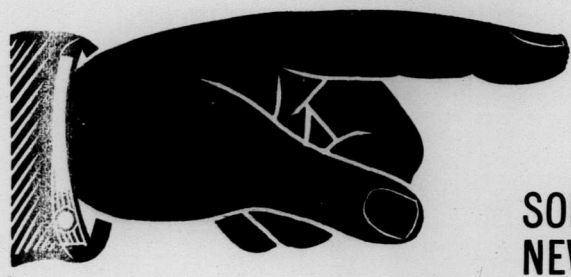
If you are not above board in your dealings it is only a matter of time before your business will be overboard.

He who thinks he can corner all the business in his town is himself cornered by the narrowness of his own judgment.

Do not as a merchant tangle yourself up in politics; but vote right in order that the country be not tangled up by the politicians.

It is the man who pulls when the tide is against him, not he who only rows when the tide is in his favor, that anchors in the Harbor of Success.

Because a man cannot recover the golden moments wasted it is no reason he should waste others. The more time a man wastes the harder it is for him to succeed.



Trunks of Starch

SOMETHING
NEW.

Lily White Gloss Starch

Put up in BEAUTIFUL TOY TRUNKS, 6-lbs. each.
EVERY LITTLE GIRL IN CANADA WILL WANT ONE, AND
SOME ONE ELSE WILL SELL THEM IF YOU DON'T.

As cheap as any ordinary package.

Brantford Prepared Corn

Each package wrapped in tissue paper, keeping it clean and fresh-
looking. Don't believe the "Just as good" story. See that you get the
tissue-wrapped package.

The popularity of _____

Celluloid Starch

is greater to day than ever. You must handle it or lose trade.

The only satisfactory Cold Water Starch ever made.
It has no equal. Sold only in packages, 40 to a case for \$3.50.

The Brantford Starch Co.

LIMITED

BRANTFORD, ONT.



Millar's Royal Paragon Cheese

It is Still at the Front.
We Originate, Others Imitate.

It leads in style of package, quality of goods and popularity. The grocer who buys it buys the best cheese on the market. A seller the year round. Have you got it?

T. D. MILLAR CHEESE CO.
INGERSOLL, ONT.

AGENTS

Frank Magor & Co., Montreal.
A. E. Richards & Co., Hamilton.
Joseph Carman, Winnipeg.

TO RETAIL GROCERS AND GENERAL STOREKEEPERS.

Send us your printed name and address, or business card, and we will send you 1,000 or more of these printed counter slips with your name on, delivered free of charge. Give name of your Jobber.

ASK FOR

SOUTHWICK BRAND

DIEBIG'S EXTRACT OF BEEF



2 OZ. JAR.

ORIGINAL SIZE.

None Genuine without Signature—

W.B. SOUTHWICK—

obliquely across Label and Wrapper

*MORE NOURISHING,
MORE STIMULATING,
CHEAPEST AND
BEST.*

FOR CONSOMME, BOUILLON, SOUPS, GRAVIES, ETC.

Canadian Price List.

2-ounce Jars, solid	- -	\$3.00 per dozen.
4-ounce Jars, solid	- -	5.75 " "
1-pound Jars, solid	- -	18.00 " "
5-pound Tins, solid	- -	1.20 per lb. net.

Terms. 30 days net.
Cash discount 2 per cent.

DISCOUNTS:

6-dozen lots	-	5 per cent. dis.
1-gross lots or equivalent (18 lbs.)	-	10 per cent. dis.

2 OZ. JARS 35 CENTS. 4 OZ. JARS 65 CENTS.

Concentrated Liquid.

4-ounce Bottles	- -	\$3 50 per dozen.
8-ounce Bottles	- -	6.00 " "
20-ounce Bottles	- -	10.50 " "

Prices net.

Special quota to large consumers.

SOUTHWICK MANFG. CO. LONDON, ENG. NEW YORK AND SALEM, U.S.A.
HAMILTON, CANADA.

IN WRITING US, ADDRESS, BOX 273, HAMILTON, ONT.

WILLIAMS BROS. & CHARBONNEAU'S Pickles

Catsups, Mustards, Baked Beans, Soups, etc.

ARE THE FINEST THAT MONEY CAN BUY.



The best value in high-grade goods on the market.

Possessing true merit they have rapidly gained public favor.



No retailer ever handled these goods without increasing his trade.



All goods put up in handsome packages.



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

A. E. RICHARDS & CO. SELLING AGENTS, **HAMILTON**

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amilton.
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NGURISHING,
TIMULATING,
BEST AND
BEST.

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7s net.
2 per cent.

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5 per cent. dis.
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10-per cent. dis-

CENTS.

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U.S.A.,
TON, CANADA.

CANADIAN TOBACCO.

A GROWING INDUSTRY WHICH OWES ITS DEVELOPMENT LARGELY TO "THE GROCER."



THE CANADIAN GROCER has often been indebted to its patrons for many wise suggestions, the ultimate success of which have been a source of pride to us. Among the many industries in the development of which THE GROCER has been a helping factor, and which have assumed large and ever increasing dimensions, is the growth and manufacture of Canadian tobacco.

Not many years ago, the home-grown leaf was used entirely in the raw state, and for smoking purposes only. True, some of it was made in cut tobaccos, and plugs, but the use of it was small compared to the total consumption, and the sale confined entirely to the Province of Quebec.

A few years ago, H. Laporte, Esq., of Laporte, Martin & Cie., with his usual foresight, saw, that with proper legislation, this could be made one of our staple industries. He, recognizing the direct influence of THE GROCER with business men all over Canada—and the indirect, because its leading articles are copied by the best general newspapers—suggested that we take this matter up in our columns.

This was done, the trade were educated and, three years ago, at a meeting of The Dominion Wholesale Grocers' Association, a resolution was unanimously adopted, urging the Government to afford such special protection as would develop this industry. Other bodies followed this example, and eventually amendments were made in the Inland Revenue and Customs tariff by which the desired end is being attained.

There was more or less of a feeling among the tobacco manufacturers against this policy. Those who controlled, and very effectually, the market seemed to think that the manufacture of Canadian leaf would encourage more competition. It was often urged that our leaf was only fit for the poorest people to smoke and chew. Now they are all going into it.

It is to The Empire Tobacco Co., now of Granby, that we are indebted for first bringing this once generally despised article up to its present standard. During the war of prices in 1893, the Messrs. Archibald, then in Montreal, saw, that if they were to enjoy the fruits of their labor in peace and quietness, they had to go outside of beaten tracks, and they at once turned their attention to Canadian leaf. After long study

and many disappointments, they came to the conclusion that domestic-grown tobacco had a future before it. They at first commenced the manufacture of plug chewing only, as they found the leaf at that time was not suitable for making good smoking tobacco. In 1896 they moved to Granby, where they had erected their large factory, which was built especially for handling large quantities of Canadian leaf and for the manufacture of tobacco. Their factory is equipped with every modern convenience, and special attention is paid to the proper curing of the leaf.

When the change of tariff took place about two years ago, the company decided that there was also a future for Canadian smoking tobacco, if properly blended with foreign leaf, and, a short time ago, converted one of their buildings into a combination factory, thus giving them the desired means of making a first-class plug of smoking tobacco.

Besides attending to a large amount of work necessary in running so large a business, they have also devoted a large part of their time and capital in educating the farmers as to the best kinds of leaf to grow, as well as to the proper methods of curing it. They not only distributed seed among the farmers, but they have, during the past season, started a model farm at Granby, where they have a large acreage of land under cultivation, all of which will be properly cured under their personal supervision.

It is only a few years since our efforts were crowned with success, and, to-day, the amount of money that annually reaches the pockets of farmers, though small to what it eventually will be, is nevertheless a large and staple revenue to certain sections of our country. But we do not intend to let this matter rest here. We want to see, as far as possible, every pound of tobacco used in Canada home-grown, and there is no reason why this article should not form one of our staple exports.

Whilst we give all praise to the Government for their fostering care, we think they should go further and pass a law, better regulating the sale of leaf and roll tobaccos. As it now is, farmers and others are allowed to sell unlimited quantities of leaf and home-made rolls in the retail markets. This should be stopped. The Government is a loser by thousands of dollars in revenue on leaf, and much more by the illegal sale of rolls and cuts. There are thousands of pounds of tobaccos sold to-day that do not pay one cent of duty. In the United States

farmers are not allowed to sell leaf without a license.

Abolish the indiscriminate manufacture and sale of loose tobacco, and hundreds more men will be employed in our factories. Both the Government and those manufacturers who have large interests at stake will be benefited. The farmers will get more for their leaf, and the general quality of the goods will be greatly enhanced. Already, the farmers of Quebec and Ontario are agitating in this matter, and one of the Quebec members has promised THE GROCER to take this up on the first favorable opportunity.

The reports from tobacco-growing centres are most encouraging, both as to quality and quantity, and THE GROCER is pleased to learn that another large manufacturer is erecting a factory in which to make tobacco from Canadian leaf. Besides this, several smaller factories are being started for the sole manufacture of Canadian tobaccos.

In wishing them all success, we must also remind them that this is an industry which requires expert knowledge. If they have not got it, they should go slow, feeling their way. Putting an inferior quality of tobacco on the market would seriously injure the reputation of Canadian leaf.

SUITABLE FOR WEIGHING MEAT AS WELL AS GROCERIES.

Butchers everywhere are adopting the money-weight system of weighing and selling meats.

This proves a fact which we have long been endeavoring to make our friends, the grocery trade journals, understand, that butchers were just as quick to adopt profit-saving and money-making devices as the grocers.

In talks with many our of subscribers who use the "Money-Weight Scales" made by The Computing Scale Co., Dayton, Ohio, we learn that their system of weighing in money is the secret of their great profit-saving and their money-making powers.

Place a cut of meat on a "Money-Weight Scale" and it instantly shows just so many cents' worth. It has a patented controller that instantly stops the dial at the right place and you don't have to wait a second for it to settle. It is the quickest spring balance we ever saw. In addition, these scales are an ornament to any market.—Butchers' Advocate, New York City.

The walking-advertisement, known as a "sandwich man," is by no means a modern idea. In 1346 a procession of men, dressed to represent straw-covered wine bottles, used to parade the streets of Florence, Italy, being hired by the wine merchants there.

*If you want to build up your Tea Trade
 Sell the celebrated Blue Ribbon Tea.
 It is the Best in the World.*

*P.S. If you have not tried it, order sample
 lot at once from
 G. H. & J. Galt
 42 Scott St.
 Toronto.*

**"CROSIER"
 BRAND**



Registered

**CHEMICALS
 DRUGS, ETC.**

Trade Mark

**TARTARIC ACID
 CREAM OF TARTAR
 CITRIC ACID
 ALUM**

**BORAX
 BORACIC ACID
 PRESERVATIVES**

and all kinds of Chemicals, Drugs, etc.

WALTER J. CROOK

WALTER J. CROOK

35 Eastcheap,

LONDON, E.C.

PURITY . . .
STRENGTH
FLAVOR and
FRAGRANCE

Are united in

RAM LAL'S TEA

PURE INDIAN

Every package of this Tea is sold
 with a guarantee of

PURITY AND GENUINENESS



The very flower of the Indian
 crop is called

"RAM LAL'S"

The absolute purity and evenness of grade in this tea has procured for it the favor of all who have given it a trial, and your customers—even the most critical—cannot fail to be pleased with it.

SOLE IMPORTERS
 FOR CANADA.

**James Turner & Co., Hamilton
 Rose & Laflamme, Montreal**

"Pan-Dried"

For More Business

The grocers who sell Tillson's Pan-Dried (registered) Rolled Oats are among the most progressive business men in all Canada. It goes without saying that they are the most successful ones too—leaders in their line. It often happens that the grocer who is undecided about ordering them decides to follow the leader and order—because the leader does! Why not be the leader in your city or town—the leader always gains "the most business."

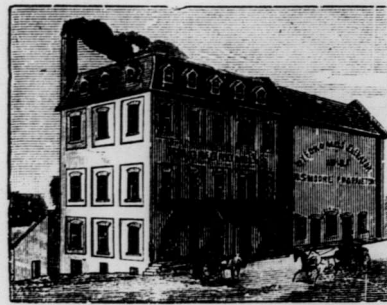
Tillson's Pan-Dried (registered) Rolled Oats are absolutely free from dirt and insects' eggs. They have the true, rich, nutty flavor of ripe Oats, that Pan-Drying alone can yield. Because Pan-Drying bursts the starch cells of the Oat they are easily digested. We pack them in Sacks for the smaller grocer or in Barrels for the larger grocer, but small orders will receive just as prompt and careful attention as the large ones—we promise you that. Have you ever had samples? We should be glad to send them to you.

Tillson's Pan-Dried Rolled Oats

(Registered Brand.)

*Exporters of
Winter Wheat Flours, Split Peas, Rolled Oats,
and Oatmeal. Capacity, 800 barrels.*

THE TILLSON COMPANY, Limited
Tilsonburg, Ont.



Our well known brands of flour—

Maple Leaf
Oxford
Challenge
Jubilee
Regal

Write for prices when buying.

R. F. HICKS, Norwich, Ont.

Martin Bros.

Oatmeal Millers

and Exporters of ... Grain

MOUNT FOREST, Ontario
Canada

The Celebrated * * *
Maple Leaf Brand of

Rolled Oats

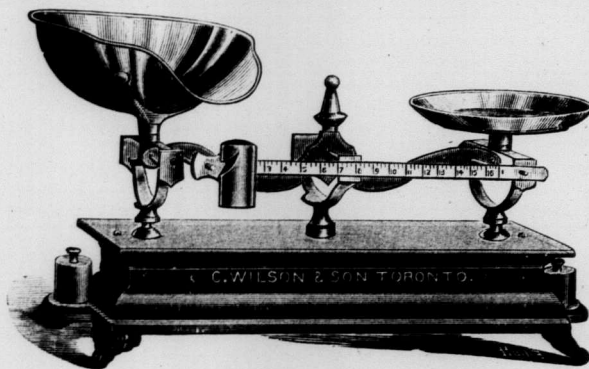
is wanted by everybody

Manufactured, together with all grades of Oatmeal, Split Peas, Pot Barley,
....and other Cereals, by....

WALTER THOMSON, MITCHELL and
Miller and Grain Dealer LONDON, ONTARIO.

ESTABLISHED 47 YEARS.

Wilson's Standard ... Scales



Wilson's Money Weight Scales tells the price per pound, the amount of the purchase and the weight in pounds and ounces at the same time, and in less time than goods could be weighed on the old-fashioned pound and ounce scales. Write for particulars.

Highest Award at World's Fair, 1893, also at Victorian Exposition, 1897.

C. WILSON & SON

69 Esplanade St. East.

... TORONTO, ONT.

*Used in a Gro Store
155 Bay*

QUANCE BROS.

Millers, DELHI

Brands:

Popular Brands

White Swan
Maydew
Moss Rose
Middleton

Choice
Roller
Process

Buckwheat Flour

Rye Flour
Graham Flour

WIRE for prices.

WESTWARD OUTPUT FOR CANADIAN WHEAT AND FLOUR

BY W. L. E.

IN THE discussions ad infinitum in the press and on the platform regarding the transportation of the products of the Canadian great Northwest, the exits by the east—Montreal, St. John, Halifax—have only been in mind, unless we include the periodical discussions in regard to the route to Europe via Hudson Bay.

These discussions are all timely, and the questions they affect are of vital importance. But, while Europe is, and will be, the market for many years to come for the wheat and flour, the product of the Canadian Northwest—and I mean Manitoba as well as the Territories—yet it does not follow that it will always be at least relatively as important as it is now, to say nothing of the possibility of its being not even the Dominion's chief market in this respect.

I do not mean that we shall send less wheat and flour to Europe. On the contrary, I firmly believe that we are only supplying the consuming countries of the Old World with a fraction of what, in a few years hence, we shall be in wheat and flour.

What I desire to point out is that, whatever the market in Great Britain and on the European continent may be, there is also the probability of a by no means unimportant market being found in China, Japan, and even parts of Australia, for the wheat and wheat products of the Canadian Northwest, and which would result in the export flow of these west, toward the Pacific, as well as east, toward the Atlantic.

At present, China is not much of a wheat or flour consuming country. The little flour its people do use is of a very poor quality, being but roughly cleaned. In May last, one of the secretaries of the British Embassy, in Washington, in a report to the home Government regarding the trade between the United States and China, referred to their increasing trade in wheat flour, and added that the "Chinese show a full recognition of the superiority of the American flour over their own roughly cleaned product."

But, while the Chinese are a small flour-using people, there are the possibilities of their becoming large consumers thereof in the years to come.

The population of China, according to recent statistics, is 386,000,000. Then, there is the adjacent empire of Japan, with its population of about 42,000,000. Here is a joint population of over 425,000,000,

whose consumption of flour is at present insignificant, when compared with the civilized nations of Europe and America.

But, while the consumptive requirements of the Chinese and the Japanese are smaller by far than those of the people of Europe, it must be remembered that the population of the European wheat-consuming countries combined is not half as large as that of the two countries which are now attracting so much attention from the commercial nations of the world.

The United States is doing quite a nice trade in flour with China and Japan, and especially with the latter country. Its exports of flour to China in 1897 were 18,270 barrels, valued at \$72,100, and to Japan 237,126 barrels, valued at \$819,620.

Canada's share in this trade has, so far, been small and of a fluctuating nature. The Dominion Trade and Navigation Returns for the six years ending with June 30, 1897, gives the following figures:

EXPORTS OF FLOUR TO CHINA.		
	Barrels.	Value.
1892.....	1,760	\$ 7,865
1893.....	4,914	21,270
1894.....
1895.....	1
1896.....
1897.....	2,420	9,692

In addition to the above, we exported the following to Hong Kong, a portion of which doubtless found its way into China proper:

EXPORTS OF FLOUR TO HONG KONG.		
	Barrels.	Value.
1895.....	4,500	\$ 9,901
1896.....	1,275	3,596
1897.....	3,000	9,000

No flour was exported to Hong Kong from Canada in 1894.

During the two fiscal years of 1896 and 1897, Canada exported no flour to Japan. But for the six years from 1890 to 1895 inclusive, the exports were:

EXPORTS OF FLOUR TO JAPAN.		
	Barrels.	Value.
1890.....	3	\$ 15
1891.....	1	6
1892.....	600	3,102
1893.....	1	4
1894.....	128	372
1895.....	1,000	2,500

As already pointed out, Japan is quite an importer of flour, and Canada ought to get a larger share of the business.

Mr. George Anderson, the Canadian trade commissioner to Japan, in that part of his report dealing with flour, says:

The quantity imported into Japan during 1896 was upwards of 150,000 barrels, and nearly all from the State of

California, and the Territories of Oregon and Washington, U.S. It is shipped in forty-nine pound bags, four being equal to a barrel.

The increase during the first six months of 1897 has been enormous, and probably the imports this year will reach 225,000 barrels. There is no reason why Canadian millers should not secure a fair share of our flour trade, unless it be that the long inland railway freight may, in some measure, handicap them. To properly introduce, I would advise the distribution of samples in half-pound bags to actual consumers, as well as advertising in the English and Japanese press.

Now, in regard to Australasia: In view of the fact that Australasia is a wheat exporting country, it would seem that sending wheat and flour to that part of the world would be like unto sending coals to Newcastle. But, whatever it may seem like unto, it is a fact, nevertheless, that, during the last couple of years, a great deal of wheat and flour has been imported by some of the colonies in that part of the British Empire. It is true that the drought has been the chief cause for the importation. But, whatever may have been the cause of the importation, it is not at all improbable that there will now always be a demand for hard wheat, such as Canada and the United States produce in their northwest lands. The people in Australasia have used hard wheat, imported from Canada and the United States, with their soft wheat, with the result that they will always want to do so. One of the evidences of this is found in the fact that Manitoba wheat has been sown in the high lands of New South Wales, with a view to ascertaining the possibility of cultivating that description of wheat at home, thus obviating the necessity of importing it. The wheat thus sown turned out well, as far as its growing qualities are concerned. Samples were submitted for milling and chemical analysis, but with what result I have not learned. In a letter, written a little over a year ago, the Canadian commercial agent in Australasia said that, owing to the drought there, "it is probable that the work done in introducing Canadian flour into this market will lead to a small permanent business, with irregular large increases."

The United States is the chief contributor to the wants of Australasia in this respect. During the fiscal year 1896-97, it exported to that part of the British Empire 318,073 barrels of flour, valued at \$1,310,175, and 1,829,591 bushels of wheat, valued at \$1,538,846. Here is a total of nearly \$3,000,000 of wheat and flour, all told.

Canada, during the same period, sent 91,641 barrels, valued at \$402,776, and 100,805 bushels of wheat valued at \$42,637,

S.

Millers

Ontario
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ELHI

Flour

or less than half a million dollars all told. But this is a large increase over previous years, for all of which let us be truly thankful.

The following table shows the course of the flour exports from Canada to Australasia during the past six years, ending June 30, 1897 :

EXPORTS OF FLOUR TO AUSTRALASIA.		
	Barrels,	Value.
1892	1	\$ 7
1893	1	7
1894		
1895		
1896	1,193	4,755
1897	91,641	402,776

The figures for the fiscal year, 1898, have not yet been issued, and will not likely be for some months. When they are issued they will probably show a further development in this particular line of merchandise with Australasia.

In 1897, New South Wales, according to the trade returns of that country, imported £624,208 worth of flour, of which £119,858 is credited to Canada.

The Canadian commissioner, writing from Sydney, N.S.W., under date of June 6, 1898, said: "There is a demand for flour, but not in as large quantities as last year. Nearly all coming is brought by the Canadian-Australian steamers, which have their cargo space filled for some time to come." In the same letter he also said the wheat crop in Victoria is sufficient for little more than its own bread.

Western Australia, last year, imported £197,519 worth of flour, none of which appears to come from Canada.

The westward trade in wheat and wheat flour has evidently begun. In wheat and flour the United States last year shipped a total of about \$3,800,000 worth to Australia, China and Japan. Canada sent nothing in this line to Japan, and, although the value of the wheat and flour she exported to China and Australasia was slightly under \$500,000, yet it shows that she is sharing in this westward trade, which, while at present small, promises in the years to come to be so important.

In the development of this westward wheat and wheat product trade, hope is largely built upon the expected requirements of China, with her 380,000,000 of people who are about as far behind in regard to bread as they are in civilization.

Canada is at present a small competitor in the race for the market, but, with the great wheat possibilities of the Northwest, there is no reason why the lion's share of this trade should not be hers. The prairie lands in the United States suitable for wheat growing are about exhausted, and it promises to be only a question of time before that country will need all its wheat for its home requirements.

Then, as to Russia, its excess of wheat, as Sir William Crookes puts it, "is merely pro-

visional and precarious," while Siberia, whose cultivable lands adapted to grain bearing neither equal in extent nor in potential productive powers those of Iowa, Minnesota, and Nebraska, was declared in 1896 by the Russian Minister of Ways and Communications to never have "produced and never would produce wheat and rye enough to feed the Siberian population." Last year, Prince Kropatkin corroborated this statement.

The peculiar advantage which Canada and the United States occupy is that the wheat grown in the Northwest Territories of the two countries is the hard variety, which has become now so desirable for blending with the soft wheats for milling purposes. Even if Australasia has no droughts in the years to come, she will use a certain quantity of hard wheat. Hard wheat has certain bread-making qualities which soft wheat does not possess, and, like some quack medicines advertised, "once used, always used". In Ontario, to-day, where nothing but soft is grown, it is estimated that 90 per cent. of the farmers stipulate that a certain portion of Manitoba hard wheat shall be mixed with the soft wheat they take to the mill and ground into flour for their own use.

In the meantime, the aggressive work in building up this westward trade is being done by the people of the United States. President J. J. Hill, of the Great Northern railway, who, by the way, is a Canadian by birth, having been born near Guelph, has agents in China and Japan working up a trade in hard wheat flour in order to secure freight for his railway and the steamboats which it has on the Pacific.

I have been told that there are also some English capitalists in Vancouver who have their eyes on this westward wheat and flour trade, and are likely, ere long, to take aggressive steps to assist in building it up.

The prospects are certainly such as to warrant Canadians trying to get a share, and a large share, of the across-the-Pacific trade in wheat and flour.

ADVERTISING FLOUR.

Some English millers are utilizing the idea, in a fashion not unfamiliar in America, of employing women to sell flour, says an exchange. The saleswoman's duties are not a sinecure by any means, nor are they finished when she has made a sale to a flour dealer. Indeed, this is the smaller part of her work; for, having ascertained what grocers are handling flour and secured so much of their patronage as she can, the real work begins. The women generally work in twos; and the town in which they are working is then divided into districts, each woman taking her section, which she proceeds to canvass, house to house, in the interest of the flour she represents.

RETAILERS AND THE FLOUR TRADE.

I had a chat, the other day, with a few Toronto retail grocers regarding flour. Robert Barron, Yonge street, was the first merchant I conversed with, and, in reply to a question as to whether flour was a profitable article for a grocer to handle: "Why, yes, I consider the general public expects and demands that we keep flour and so I keep it. There is no special reason why it should be kept, for, it is, I consider, a staple grocery."

David Bell, Yonge street, keeps flour, and gives, for so doing, much the same reason as Mr. Barron. "Flour is as necessary to the grocery business in Toronto as tea or sugar. If a customer asked for flour and we replied we did not keep it, she would want to know why, and I don't know what reason we could give. There is a good average profit on it, and, although its market value rises and falls, this market can easily be watched, and, on the whole, a watchful grocer gains by these fluctuations. So, there are two good reasons why I keep flour: The public expect me to, and it pays me.

Peter Macdonald, Church street, has a unique method of handling his flour. He sells it under his own name. He has various sizes of bags printed (the design used being a pretty one). He furnishes the bags to a miller, who fills them with four grades of flour, namely, good family, fine family, good pastry, and extra pastry. The grade of flour is distinguished by making X stand for good family, XX for fine family, XXX for good pastry, and XXXX for extra pastry. By this method Mr. Macdonald takes the responsibility of the uniform quality of the flour on his own shoulders.

Henry Swan, of Swan Bros., King street east, would like to hear a good reason why a grocer should not handle flour. "We handle eight brands or grades, and they all sell well. Each customer soon knows just what she wants, and then it is an easy matter satisfying her, as far as flour is concerned. We keep three sizes, half bags, quarter bags, and one-eighth bags." Remembering Mr. Macdonald's system, the representative asked Mr. Swan if he sold any flour under his own name. He answered, "No, sir; we take the responsibility for the manufacture of no goods made by other people, and don't intend to. We have the name of the manufacturer on the bag, and, if there are any defects, the housekeeper knows who to blame. We, of course, take the responsibility of keeping it, while in our store, free from damp, which has a bad effect on any flour. We keep, at all times, a display of the various brands we handle in our window, and find that this undoubtedly brings business."

ALWAYS TO THE FRONT



Put up in No. 2 Tins.
Put up in No. 3 Tins.



Put up in Gal. Tins.
Put up in No. 3 Tins.



Put up in No. 3 Tins.
Put up in Flat Tins.

BE SURE AND SECURE

ICE CASTLE BRAND

OF

Canned Goods for your Winter's Stock.

We are now booking orders for 1898 pack of Fruits, Pumpkin, Squash, Baked Beans and Catsups.

All our tins sealed without solder.

Only can of its kind in Canada.

Two of Our Specialties



Ice Castle Catsup

Quality equal to any American goods and costs half the money.

Baked Beans IN TOMATO SAUCE.

These are done up in a most careful manner, the tins being tissue-wrapped, and the goods are simply delicious.

All these goods can be secured through our Agents, as follows:

SEATON & MITCHELL, Halifax.
A. E. RICHARDS & CO., Hamilton.

HENRY WRIGHT & CO., Toronto.
JOSEPH E. HUXLEY, Winnipeg.

C. E. JARVIS & CO., Vancouver.

J. W. WINDSOR

MONTREAL

CANADA'S MILLING INDUSTRY.

OF all the manufacturing industries in Canada none are probably as of much importance as the milling industry.

When the last census was taken there were in the Dominion 2,550 flour and grist mills. These were distributed among the different Provinces as follows: British Columbia, 24; Manitoba, 50; New Brunswick, 188; Nova Scotia, 209; Ontario, 1,078; Prince Edward Island, 112; Quebec, 871; Territories, 18.

The exports in 1897 of the products of the Canadian mills were as follows: Wheat flour, 421,758 bbls., valued at \$1,540,851; Indian meal, 822 bbls., valued at \$1,708; oatmeal, 152,019 bbls., valued at \$462,949; all other meals, 4,208 bbls., valued at \$10,593.

The flour was exported to the following countries:

EXPORTS OF FLOUR.		
	Barrels.	Value.
Great Britain.....	246,754	\$809,434
Australia.....	91,641	402,776
British East Indies.....	1,300	5,209
British West Indies.....	199	824
Newfoundland.....	67,938	271,474
Hong Kong.....	3,000	9,000
Prasil.....	300	1,280
China.....	2,422	9,692
Germany.....	3	10
Holland.....	160	480
Hayti.....	493	1,740
St. Pierre.....	3,333	12,946
United States.....	4,270	15,828
Danish West Indies.....	37	158
	421,758	\$1,540,851

The exports of oatmeal were distributed as follows:

EXPORTS OF OATMEAL.		
	Barrels.	Value.
Great Britain.....	138,854	\$424,466
British Africa.....	262	865
British West Indies.....	81	280
British Guiana.....	15	45
Newfoundland.....	2,715	7,937
China.....	1	7
Denmark.....	1,914	6,335
Germany.....	805	2,972
Holland.....	959	3,235
Hayti.....	11	38
St. Pierre.....	4	17
Sweden and Norway.....	2,234	5,913
United States.....	4,104	11,707
	152,019	\$462,949

The Indian meal went to the following countries:

EXPORTS OF INDIAN MEAL.		
	Barrels.	Value.
British West Indies.....	23	\$ 51
Newfoundland.....	751	1,534
St. Pierre.....	48	123
	822	\$1,708

The total value of the total exports of flour, oatmeal, etc., last year was \$2,016,101. It is obvious that the export trade should be a great deal larger than it is even with the mill capacity we now have, to say

nothing of the possibilities of the country in this respect.

Great Britain imports nearly \$45,000,000 of wheat flour, but Canada only supplies about \$800,000, a mere "flea in the tar barrel."

According to the returns for 1896, Bermuda imported 20,886 packages of flour, and Canada only supplied 29 packages. St. Kitts imports over 24,000 barrels, but Canada contributes nothing, but why enumerate further?

The trouble is not with Canadian flour. The trouble is outside the commodity. For one thing, the freight rates are often against us. Then, we are not as aggressive as we might be, while proper attention is not always given to the matter of package. In 1896 our exports of flour sank to less than \$1,000,000 in value, and even up to 1897 they were not as large as four or five years previously. But we are waking up in the matter. There is a more aggressive feeling abroad.

Although we at present send such a small quantity of flour to the West Indies, the market there is a good one if we will but adopt the right means to secure it. Not long since, a Barbadoes firm, writing to general freight agent Sutherland, of the Canadian Pacific railway, said: "We have not the least doubt that Canadian millers, will be sure to have their full share of the trade if they stick to it."

Nothing but apathy, and bad legislation on the part of Canadians, can prevent this country from being one of the chief flour exporting countries in the world. We have the soil, we have the climate, and we've got the natural facilities, too. The outlook for the flour industry of the Dominion was never better than it is to-day. Indeed, it was probably never so good. But, we must be careful what we do, or do not do. One thing that should not be done, at any rate at this stage of the history of the industry, that is, change the fiscal policy of the country regarding it.

The wheat acreage in Canada, like unto the population, is small.

Sir William Van Horne, in an interview the other day, declared there were 100,000,000 acres of unoccupied wheat lands in the Canadian Northwest, but, while the energetic president of the C.P.R. is given to talking largely in matters appertaining to the Northwest, there is no question that there are limitless acres in that part of the Dominion exceedingly well adapted to wheat producing. On account of altitude there are extensive wheat lands even within the Arctic circle. Wheat produced in the Mackenzie

basin carried off first prize at the World's Fair.

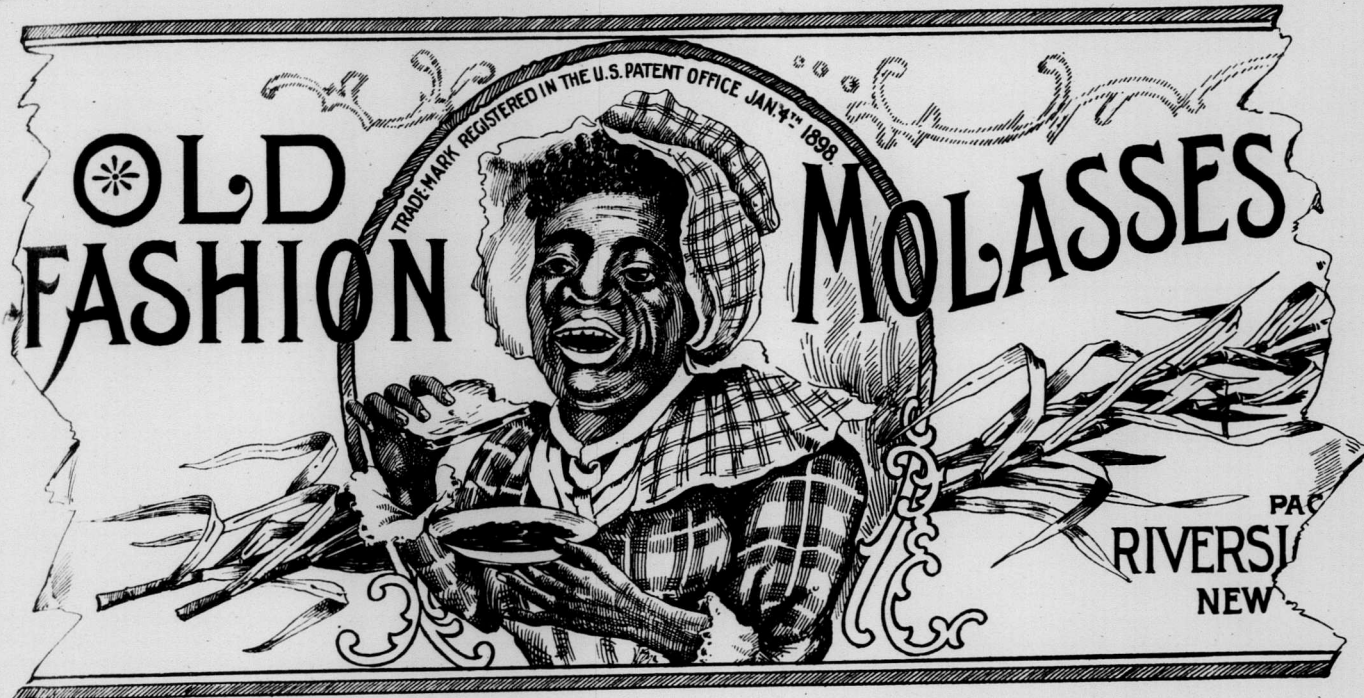
Sir William Crookes, in his address before the British Association at Bristol, a few weeks ago, gave some interesting statistics in regard to the number of bread-eaters in the world. He showed that the number in 1871 was 371,000,000; in 1881 it was 416,000,000; in 1891 it was 472,600,000, and at the present time 516,500,000, and computed that, at the present rate of increase, the shortage would eventually be so great as to cause a catastrophe.

In regard to the United States, he points out that there practically remains no uncultivated prairie land in that country, and adds: "It is almost certain that within a generation the ever-increasing population of the United States will consume all the wheat grown in its borders and will be driven to import."

Whatever may be the correctness of Sir William Crookes' premises in other respects, there is probably no one in Canada who will agree with him in his conclusions regarding the wheat-producing possibilities of the Dominion. He seems, for instance, to take it for granted that because the wheat lands of Canada have, since 1884, increased less than 500,000 acres, that not much is to be expected from this country in the way of increased acreage. But, because the development of the country, in this respect, has been slow in the past, it is no reason that it should be in the future. Indeed, there is every sign that it will not be. Indeed, he himself acknowledges the exceptional fertility of the soil, and, as we have already pointed out, the area of land in the Northwest suitable for the production of wheat is practically limitless. And, if Canada has the possibilities of a great wheat-producing country, what is to prevent her from being a great flour-producing country as well? Nothing—except lack of enterprise and much mismanagement on our part.

A FAIR OFFER.

The manufacturers of Victorine are making a fair offer in this issue of THE GROCER. We refer to their ad. in another column, in which they invite any retailer to send them a post card and they will at once send him samples of Victorine for his own use. In this way retailers can test the article before buying. Victorine is a new departure in washing preparations. It has gained a good foothold in Montreal and Eastern Ontario, and the manufacturers are now open to the whole of Canada. Any one giving this a fair test will be convinced of its usefulness. It does not do away with soap, and it will not wash clothes by setting the two side by side, but it does lessen the labor 50 per cent.



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NO FERMENTATION.
NO LEAKAGE.
NO LOSS OF TIME.
NO LOANING OF JUG.

Up-to-date Package.

2-lb. tins, 3 dozen per case, ONE DOLLAR per doz.

Dunbar's Choice Open Kettle Louisiana Molasses.

1/2 Gallon tins, Cases of 1 doz., \$4.50 per doz.
1 Gallon tins, Cases of 1/2 doz., \$8.00 per doz.

Dunbar's Figs in Cordial.

Pint Glass Jars. 1 doz. per case, \$9.00 per doz.

Dunbar's Preserved Figs, in heavy syrup.

1/2 Pint Glass Jars. 2 doz. per case, \$4.50 per doz.
1 1/2 lb. tins, 2 doz. per case, \$3.75 per doz.
3/4 lb. tins, 2 doz. per case, \$2.25 per doz.

Dunbar's Fresh Dwarf Okra.

2-lb. tins, Cases of 2 doz., \$1.40 per doz.
3-lb. tins, Cases of 2 doz., \$2.00 per doz.

Dunbar's Louisiana Cove Oysters.

1-lb. tins, Cases of 4 doz., \$1.00 per doz.
2-lb. tins, Cases of 2 doz., \$2.00 per doz.

Dunbar's Shrimps and Tomatoes.

3/4-lb. tins, Cases of 4 doz., \$1.80 per doz.

Dunbar's Baratavia Shrimps, dry packed.

1-lb. tins, Cases of 4 doz., \$1.40 per doz.
1 1/2-lb. tins, Cases of 2 doz., \$2.50 per doz.

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Peas, Mushrooms, Flageolets (Lima Beans), Macedoines (Mixed Vegetables), Brussels Sprouts, Artichokes, Anchovies, Capers, Olives, Olive Oil, Pates Foie Gras Truffles, Truffles, Etc.

The Largest Range of QUALITIES at respectively the LOWEST FIGURES.

FRENCH PEAS AND MUSHROOMS.

100 Tins per case. Prices per case.

Pois Verts	\$ 8.00	Champignons Hotel	\$11.00
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Petits Pois Mi-Fins	10.00	Champignons 1er Choix	15.50
Petits Pois Fins	12.00	Champignons Extra, "Tetes"	18.00
Petits Pois Extra Fins	14.00	Champignons "Boutons"	19.00
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CHOICE QUEEN OLIVES.

Price per dozen bottles.

64 ounces.	½ dozen cases	\$9.00
36 ounces.	1 dozen cases	5.00
20 ounces.	1 dozen cases	3.50
10 ounces.	2 dozen cases	2.10

MAMMOTH QUEEN OLIVES.

Price per dozen bottles.

64 ounces.	½ dozen cases	\$12.00
36 ounces.	1 dozen cases	7.50
20 ounces.	1 dozen cases	5.00
10 ounces.	2 dozen cases	3.00

To captivate "The GOURMETS."

Royans aux Truffles et aux Achards, \$14 per case of 100 tins.
"Bon Appetit," a unique Hors d'Oeuvre, Talbot's creation, \$20 per case of 100 tins.

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HEINZ'S BAKED BEANS WITH TOMATO SAUCE

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Heinz's Tomato Ketchup

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HEINZ'S MINCE MEAT Etc., Etc., Etc., Etc.

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Corby's "I.X.L." Rye Whiskey, 12 Quarts
 Corby's "Purity" Rye Whiskey, 12 Quarts
 Corby's "Purity" Rye Whiskey, 32 Flasks
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 Corby's Spirits, and Rye Whiskies in wood.

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Fine Champagne Vieille, "1824"

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Its purity, dryness and flavor make profits certain, because it holds trade. You can't salt down profits if you don't hold your trade—profits vanish in trying to hold the customers that you can't seem to satisfy.

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TABLE SALT
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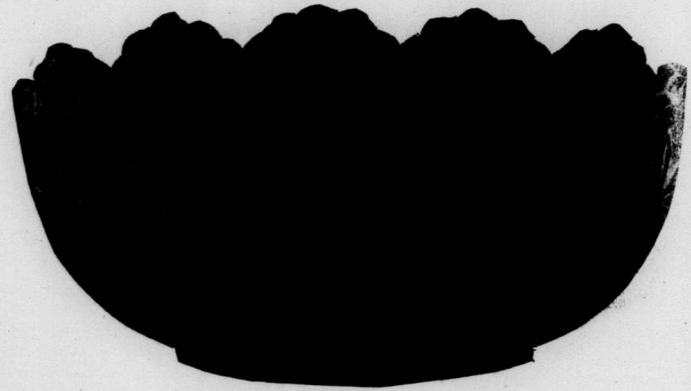
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| J. & G. Meakin's White Granite, "Astro" Shape. | Doulton's & Co.'s Printed Flown Blue "Watteau." |
| J. & G. Meakin's Semi-Porcelain, Vernon Shape. | Doulton's & Co.'s Enamelled "Lucerne," Gold Line. |
| J. & G. Meakin's Gilt Edge line and Sprig Vernon Shape. | Doulton's Enamelled "Lorna," gold Handles. |
| J. & G. Meakin's ¼-inch Gold Band, Vernon Shape. | Doulton's Printed Flown Blue "Norfolk." |
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THE PUREST
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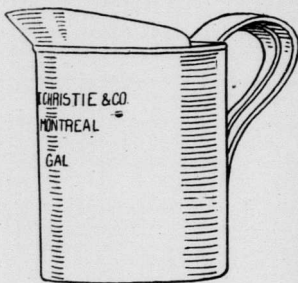
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It will pay you to write for Sample Package, which will be sent free of charge.

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Pure Aluminum Imperial Measures.

These are made of the best material ever found, and the only metal that will stand the tear and wear of the effects of

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This metal is not affected by acids and will not rust or tarnish. The measures are unbreakable, easily kept bright and clean, and, best of all, are almost everlasting. It is economy to use them, they will save their cost many times in a year.

Each measure has our name and Government stamp on it.

Full line always in stock—Gill, ½-Pint, Pint, Quart, ½-Gallon, and Gallon. Full line also of Druggists' and Grocers' Funnels, 2 in. diam. to 9 in. We manufacture Cooking Utensils, and anything that can be made in Aluminum. Full line of Ladies' Gent's, Barbers', and Pocket Aluminum Combs.

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The CROWN EXTRACTS do more than simply satisfy by their rich and delicate flavor---they help the housekeeper to economise---such a small quantity will do the work required.

Help a woman find this out and she has a good word for your store---words that bring more custom, and---incidentally---more profits.



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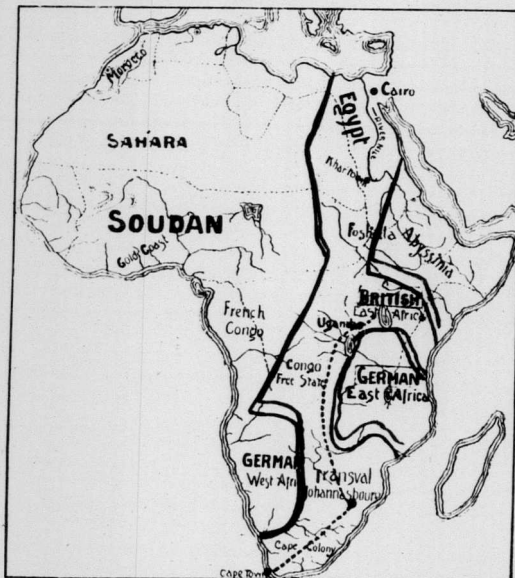
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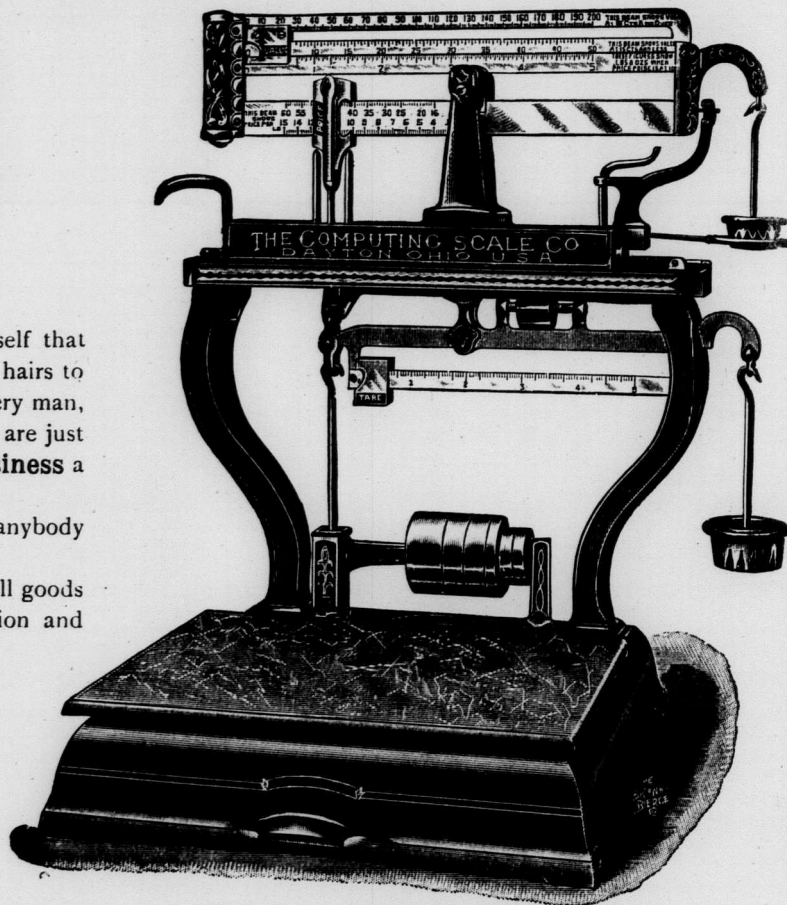
WILL any merchant stop long enough to ask himself that question? We don't intend to add any grey hairs to your head by preaching your bad habits, so every man, woman, and child in the Dominion can know them, we are just simply going to quietly tell you to **watch your business** a little closer.

Pound and ounce scales are a dead sure loss for anybody who uses them.

Our "Computing" "Money Weight" scales weigh all goods in their money value, thus avoiding errors in calculation and weight by making clerks and merchants careful. It shall never again be "Oh! about so much," it must always be "Just so much and no more" on "Money Weight" scales.

Every Butcher should lay aside the knife and cleaver long enough to study this announcement.

You have been looking for a reliable, quick-acting, spring-balance "Computing" Scale.



IMPROVED STANDARD MARKET.

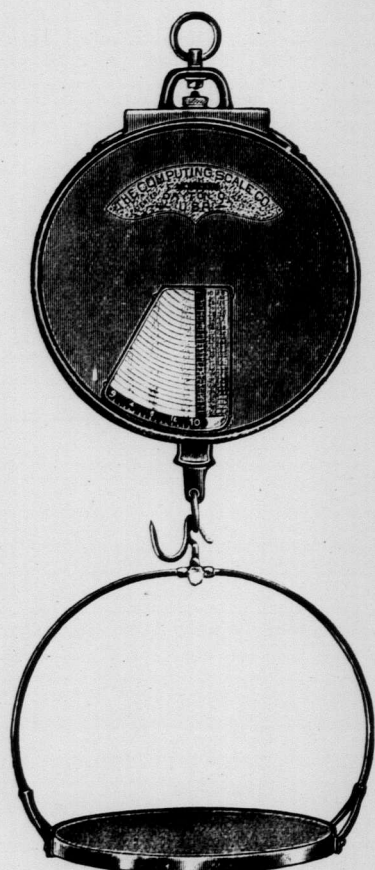
Height, 25½ inches. Capacity, 100 lbs.

WE HAVE IT FOR YOU.

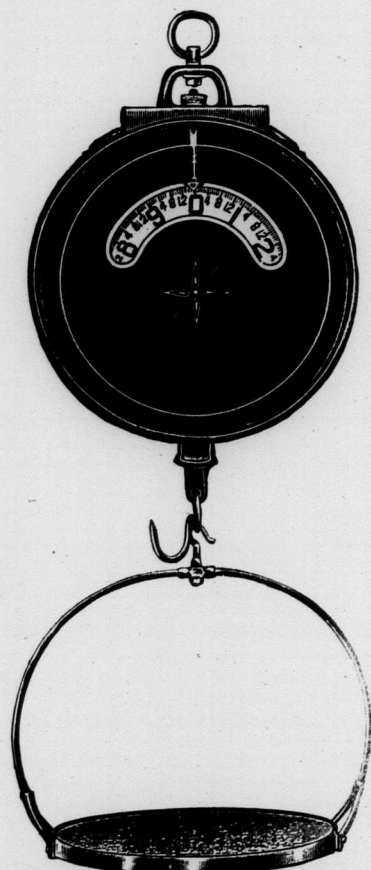
The Spring Balance Automatic Scale we now offer the public is the best that brains and money can produce. Our long, successful career as the pioneer manufacturers of Money-Weight Scales is a sufficient guarantee that anything in this line we may offer you is a

SUCCESS.

A scale which shows the selling price in money. One operation to obtain results. Shows both weight and value of the article weighed. Has two separate and distinct dials. The front, or weight and value dial, shows money value and weight of the article being weighed. The reverse dial gives weight alone.



Money-Weight Dial.



Reverse Side Showing Pounds and Ounces.

The Computing Scale Co.

MAKERS

DAYTON, OHIO, U.S.A.

MILLS & HASTINGS, General Selling Agents,
700-701 Garden City Block, CHICAGO, ILL.

L. A. DAVIDSON, Sole Agent for Canada,
Canada Life Building, TORONTO.

Money in Chocolate.

Don't take our word for it that there's a nice, fat profit for you in handling Fry's Diamond Chocolate—let the profit speak for itself. We're willing to take "back water" by taking back the Chocolate, if what we say doesn't come up to what you expect the Chocolate to do. Over 200 medals and awards have been taken for its general excellence and great purity.

Fry's "Diamond" Chocolate.

A. P. Tippet & Co., Agts.
Montreal.

SEEDED



RAISINS

ABSOLUTELY CLEAN. PREPARED ENTIRELY BY MACHINERY.

THE ACME FRUIT CLEANING COY.
128 QUEEN ST. MONTREAL.

D. H. REYNOLDSON

Importer
and Wholesale Dealer

IN —

Fine and Fancy Groceries
Dried Fruits

— AND —

Table Delicacies

102 Foundling Street, MONTREAL

Quotations Furnished on Application.

THE UNRIVALLED

Brilliant St. Antoine

New Belgian process for cleaning and polishing all kinds of metal with least possible labor. This liquid polish is guaranteed free from any acid.

A CHILD CAN USE

Most useful for household articles.

Musical Instruments, Harness, Jewelry, etc.

Highly recommended by Montreal Fire Brigade for cleaning Helmets, etc.

Does not leave rough surface.



Cleanses and Polishes Guns, Carriages, Boats.

Bicyclists find it gives a hard, brilliant gloss, making them look like new.

Will clean paint without injuring it.

Brilliant St. Antoine is the best metal polish ever put on Canadian market. For sale by all Wholesalers.

VICTORIA CHEMICAL CO.

Agents Wanted.

St. Lawrence St., Montreal.

COLEMAN'S SALT WINS



At the Toronto Industrial Exhibition, 1898, there were three classes for creamery butter. In each of these the first prize was awarded to the Ayton Creamery, owned by Isaac Wenger. The butter was salted with **Coleman's Butter Salt.**

The Fergus Creamery, operated by Aaron Wenger, received two second prizes. This creamery also used **Coleman's Butter Salt.**

Our special prize of \$25 00 also goes to Mr. Isaac Wenger as the winner of the highest award for creamery butter in large packages.

It Pays to Use Coleman's Salt

Every creamery—every farmers' dairy—should have a supply. It costs little more than the cheapest, commonest salt. Dealers should make a point of having it in stock. Write us for quotations and samples.

Carload Lots

Assorted with any of the finer grades to suit customers, and with common salt in barrels and sacks. Our stocks are large and we ship it clean and dry.

R. & J. RANSFORD, Clinton

PURE GOLD

- Pure Gold Baking Powder
- Pure Gold Cream Tartar
(chemically pure)
- French Cream Tartar
- Pure Gold Flavoring Extracts
- Cake and Fruit Colorings
- Bay Rum
- Wine of Rennet
- Coffees, whole and ground
- Chicory
- Spices, whole and ground
- Mustards
- Tomato Catsup
- Celery Salt
- Curry Powder
- Preserved Ginger
- Prepared Icings
- Pure Gold Jelly Powder
- Laundry and Toilet Soaps
- Borax
- Household Ammonia
- Peerless Washing Compound
- Golden Age Soap Powder
- Windsor Square Blue
- Pure Gold French Blacking
- Jet Enamel Stove Polish
- Boss Stove Polish
- Harness Polish

**Pure Gold
Jelly Pow**

**the
Joyfully
Quick
Dess**

**Euro
Trip
Tic
on
P**

**Pure Gold
Baking Powder**

**Pure,
Sure
and
All-Canadian.**

**Your customers
want the Coupons.**

**Pure Gold
Extracts**

**have that true
Fruit
Flavor
so desirable
and so
Summery-like
on a
Winter's Day.**

**EVERY BOTTLE
HAS A
COUPON ON.**

Pure Gold Coffees

**are True to Name
and are**

Money Makers.

**Better Cup Quality
than the Winner
of our
Trip to Europe
will get next Spring.**

BIG FOUR



Celebrated for their Purity, Strength, and Delicate Flavor.

Japan and Formosa Teas

possess all the invigorating qualities of coffee, yet one pound of the former will go further than twelve pounds of the latter. These teas are grown in soils and climates peculiarly adapted to producing the tenderest leaves, of which all superior teas are made.

Every pound is inspected by Government officials before being exported. Two-thirds of all the teas consumed in the United States and Canada are grown in Japan and Formosa. Sold by all Grocers.

How to Make Japan and Formosa Tea. (OFFICIAL RECIPE.)

Use a small, dry, and thoroughly clean porcelain or porcelain-lined tea-pot. Put in one teaspoonful of tea-leaves for each cup desired. Pour on required quantity of freshly boiled water, and let stand from two to three minutes with closed lid. Never boil the leaves. Tea-leaves should be kept in tight can or jar, free from moisture.

THE

Cowan Ramsay Co.

LIMITED.

Importers of

- TEAS -

and packers of the
celebrated

"Walla Galla" Tea

in lead packets

and "Clubhouse"

in 50 and 100 lb. tins.

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

All orders promptly attended to.

The Rochester Lamp Co.

Manufacturers of the

New Rochester Lamp

Most Perfect of all Lamps.

Made in Great Variety.

NEW ROCHESTER PARLOR OIL HEATERS

ALSO

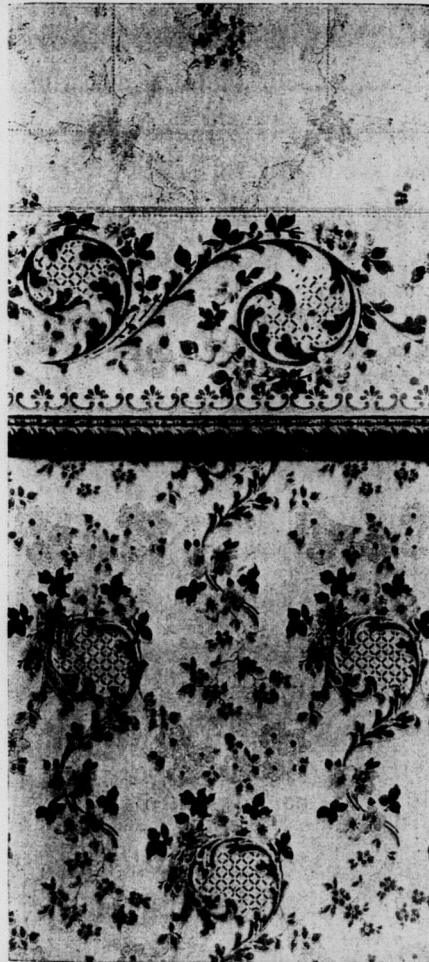
5 O'CLOCK TEAS, MICA GOODS,
GAS GOODS, AND OTHER LINES.

24 Front St. W.

Toronto, Canada.



No. 4012. 30 Candle Power. Made in Nickel, An-
tique Copper, Trojan Gold, Brass, or B. G. Finish.



"ART AND ECONOMY."

Wall Papers

Every pattern, design, and color effect introduced in the beautiful range of papers made by us, for the 1898-9 season, has been carefully studied to make them popular, good sellers, and the best adapted for Canadian trade. Orders up to the present, received through our travellers and by personal selection, have proved that we've not missed the mark in a single line shown, from the most inexpensive and simple design to the choicest patterns for the highest class of trade—dealers are buying liberally, because they believe the **Staunton** papers will be in biggest demand, and because the people noting the vast differences between our goods and many lines being offered them—domestic and foreign—are asking for **Staunton**-made papers—a business point the dealers will not overlook. See our travellers—see our samples—buy our line—and you'll have the best line—and bigger profits.

M. Staunton & Co.

MANUFACTURERS

TORONTO



There's Lots of Money Thrown Away

in buying inferior grades of so-called Pure Spices, but which are simply damaged stock, trash or sweepings with no oil virtue left, ground specially to palm-off with some fancy scheme or to enable the grinder to just cut under the market price of sound stock. This stuff is easy to buy, but hard to sell and results in being a dear bargain to the buyer.

**Discriminating
Buyers** will find it profitable to handle only the best in

**PURE COFFEES, PURE SPICES, PURE COCOAS, PURE
CHOCOLATES and PURE BAKING POWDER.**

Highest standard guaranteed from the best high-grade assortment in Canada.

Todhunter, Mitchell & Co., IMPORTERS AND MANUFACTURERS, **Toronto**

Our Trade
has increased

Golden Leaf Japans

Yours will
by selling

Always at the Top in a Contest.

1898 Samples full match in cup and style for Pack of 1897.
Nos. 1, 10, 15, 20, 30, 60, 75, 100 and 00 Extra Fine Fancy.

Prices, 18c. to 33c.

The Fragrant

"MAGNOLIA"

(Registered)

DELICIOUS

STRONG

Ceylon Tea

BLACK in
pounds and halves.

In Lead Packages only.
To retail at 25, 40, 50 and 60cts.
A sample case means a repeat order.

MIXED in
pounds and halves.

Packers of Fragrant
"Magnolia"
Ceylon Tea.

GEORGE FOSTER & SONS

Wholesale
Grocers,

— Brantford, Ont.

Controllers of
"Golden Leaf"
JAPANS.

revised August 1919

Older than the Oldest

We are the Oldest Salt Manufacturers and Refiners in **AMERICA** manufacturing from the **PURE NATIVE ROCK SALT**, and as makers of

**Goderich Salt Works,
Goderich, Ont.**

McEwan's Peerless Salt . . .



our reputation is established. Much has been said, and much has been written concerning salt, and, like every other article of food, the more it is studied, the more there is to learn, and, as makers of an article so universally used, but perhaps not so universally understood, we think that our Long Experience in its manufacture is of some value to the General Public.

For many years we have stood the Brunt of a Terrific Competition, and to-day, McEwan's Salt is still at the front, and **PERFECT** in its line. Experience has made it so. Our Brand is known throughout the Length and Breadth of Canada.

A Glance at our Label, a fac-simile of which appears above, will enable anyone to recognize a grade of Salt which can be relied on at all times.

Our Salt is put up in Every Style of Package, for every purpose, and being prepared from the **PURE DIAMOND CRYSTAL ROCK SALT**, its quality is assured. Years of Experience have **PROVED** that our Works have fortunately been placed to such advantage that they stand immediately above one of the Brightest Spots in this great Canadian Salt Deposit, and the impurities and Earthy matter defiling a great deal of the Salt Strata in Canada and elsewhere are to us almost unknown, but, instead, the Rock Salt used by us, a thousand feet below the surface, is as clear and pure as the Diamond, hence our facilities are complete for producing an article Perfect in Purity, Strength, Color and the other requisites necessary to a Superior Brand.

REMEMBER THAT

PURE SALT

is essential to pure food. Good bread, good butter require clean, pure, strong Salt in the making.

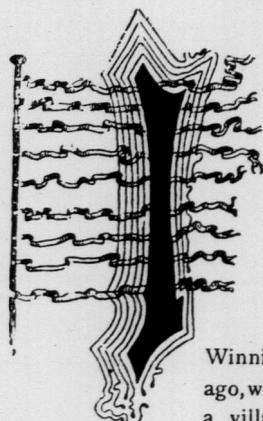
See therefore that you always get

McEwan's Peerless Salt.

Our Sole Selling Agents: **Messrs. R. & J. RANSFORD, Clinton, Ont.**

A BRIEF HISTORY OF WINNIPEG'S GROCERY TRADE.

BY E. C. H.



It is the habit of a great many people to speak of trade in Winnipeg as if it began with the boom. But, in reality, trade—grocery and otherwise—was opened at

what is now Winnipeg 161 years ago, when Montreal was a village and the sites

of the great cities of Ontario were almost unbroken forest.

As early as 1737, Le Verandrye visited Red river, and built a trading post at the junction of the Red and Assiniboine, and thus the foundation of all the great trade of the western plains was begun.

Le Verandrye, by the way, was an ancestor of the late Venerable Archbishop Larkey, who did so much in after years to shape the destiny of the new colony.

History of the work of the French traders is meagre, but their post seems still to have been in existence when, in 1793, The Hudson's Bay Company arrived, and built a fort at the junction of the two great rivers, the strategic possibilities of this position seeming to have been recognized on sight.

SUPPLIES IN YORK BOATS.

All supplies came up the river from Hudson bay and York Factory in York boats, and groceries were luxuries in those days. The articles brought in were flour, salt, sugar, tea, currants, raisins and tobacco. Flour and tobacco were the two articles most used in barter with the Indians, a taste for tea being a later development, while sugar, currants and raisins were luxuries reserved for the officers of the company.

The Hudson's Bay Company held the ground as general purveyors, doing an ever-increasing trade in staple groceries, until about 1850.

In 1848, there had come to Fort Garry, in the employ of The Hudson's Bay Co., a young clerk—A. G. B. Bannatyne. At the end of his apprenticeship he left the company, and, having a shrewd mind and seeing the great possibilities of the situation, resolved to go into business for himself. The only means of getting goods was through The Hudson's Bay Co.'s ships.

Bannatyne ordered his first stock, and, after many difficulties and much delay, got it through. Subsequently, The Hudson's Bay

Co. brought suit against him for infringement of their chartered rights. The case was decided in young Bannatyne's favor. The great chartered company bowed to the decision then given, and the day of Hudson's Bay Co. monopoly in the great west was at an end.

Bannatyne was speedily followed by Andrew McDermott, John Higgins, W. H. Lyon,—Guipas, Dr. Schultz, W. G. Fonseca, H. S. Donaldson and others.

TRADE VIA ST. PAUL.

For a few years longer all goods came by way of Hudson Bay, but about 1856 trade was opened up with St. Paul, via Moorhead and St. Cloud. The Hudson's Bay Co. soon had a steamer on the river running from Fort Garry to Georgetown, but always refused to carry any but their own freight—all other traders had to bring theirs in carts across the prairie from Moorhead. It was a terrible journey, not to be lightly undertaken, and was generally performed only once, or at most twice, a year. The carts took out the furs and brought back goods of all kinds. For it must be remembered that at that time men were general traders and did not confine themselves to one line of goods.

Some idea may be gathered of the extent of the trade done from the fact that as early as 1868 A. G. B. Bannatyne had to send 800 carts for his supplies. Each cart brought in from 1,000 to 1,200 pounds.

Many a time has the "Neighing of the iron horse" been used as the signal sound of advancing civilization, think of what future commerce these carts were the heralds, as they screamed and groaned their way over the long miles of bare prairie! For those who have never enjoyed the delights of a ride between the great wooden wheels of a Red river cart, it may be well to explain that it sounds as though the wheels in motion suffered from a perpetual nightmare.

OPENING OF TRADE WITH EASTERN CANADA.

Up to the year 1867, no trade had been done with Eastern Canada; the bulk of the supplies came from England, via the United States. Kew, of London, whose name is almost as well-known in the Northwest, as in London itself, handled all the furs for the free traders, the spring sales of furs sometimes reaching thirty thousand pounds sterling. Freeman acted as Kew's agent, and the firm afterwards opened here as Kew & Stobart, doing a general jobbing trade. They were succeeded by Stobart, Eden & Co., who went into wholesale dry goods; the firm is now Stobart, Sons & Co., general dry goods. From the early forties,

this house has been identified with all the interests of Winnipeg.

In 1867, Mr. Alex. Begg, afterwards the Hon. Alex. Begg, landed in Winnipeg. Almost at once he recognized two things. In the first place, Eastern Canada was the natural source of supply for Winnipeg and the west; and, in the second place, here was a first-class market for eastern manufacturers and importers. Being a Hamiltonian, Mr. Begg at once proceeded to capture the market for the wholesalers of the "Ambitious City." It was no easy task. Winnipeg dealers were very conservative, and had no particular liking for "long-haired Canadians," as they termed arrivals from Eastern Canada. By diligence, Mr. Begg succeeded in getting orders for \$20,000 worth of goods. With these, he returned to Hamilton and laid the matter before the wholesale merchants, and they at once drew up an agreement appointing Mr. Alex. Begg as their agent. The houses that entered into this agreement were: James Turner & Co., grocers; Sandford & McGinnis, clothing; McGinnis & Calder, D. McGinnis & Co., dry goods; D. Galbraith & Co., hats and caps; Hamilton Powder Co.; Wm. McGiverin, hardware; D. Moore & Co., stoves; John McPherson & Co., boots; J. A. Skinner & Co., crockery; John Winer, drugs; J. G. Beckell & Co., machinery; Jacques & Hayes, furniture. Armed with this agreement, and accompanied by Andrew Strang, as assistant, Mr. Begg returned to Winnipeg, in 1868.

TRADE WITH EASTERN CANADA.

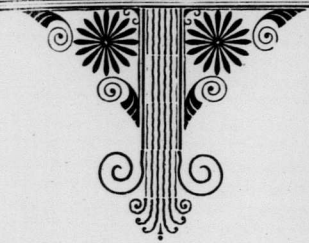
Very shortly after his return, Mr. Begg accepted a partnership with Bannatyne, and Mr. Robert Strang came up from Hamilton to represent the various firms. For some years, the business was carried on by holding a warehouse stock of staples, and forwarding orders for smaller lines. All accounts were cleared up once a year. Trade with eastern Canada, once opened, grew rapidly. By the June of 1872, the importation of goods from the east had grown to the handsome sum of \$412,104.

From 1872 onward, trade in Winnipeg became less and less an Indian trade, and this demanded a choicer line of groceries, which were not slow to appear.

The trade in California fruit opened early, as, in January, 1874, a small house on runners, heated by a stove, and filled with fresh California fruit, was driven over the prairie from Moorhead, and peddled on the streets of Winnipeg.

In 1876, James Turner & Co., Hamilton, opened the first wholesale grocery in Winni-

Christmas Fancy Goods



A NICELY ASSORTED LINE
INCLUDING ALL OF THE
LATEST NOVELTIES IN

CHINA, LAMPS, GLASS
...and EARTHENWARE...

Gowans, Kent & Co.
...TORONTO.



THE AUER LIGHT

PATENTS UPHELD IN ALL COURTS.

BEWARE OF INFRINGEMENTS!

We have closed up the agencies of the following lights, collected costs and damages from the users and confiscated the burners:

**O'Brien
Drexel
Apollo
Superior
Victor**

Don't take chances,
we always win.

SEND us your name
for a brass edge
ruler . . .

AUER LIGHT CO.
MONTREAL. Limited.



No
Dissatisfaction
when
**Hudson's
Soap**
is used. It quickly
drives the dirt away
but won't wear out
the clothes.

Hudson's Dry Soap

Fine Powder in Handy Packets.

Will keep clothes a good colour

Linen lasts longer when
regularly washed with

Hudson's

Soak your clothes with **Hudson's**
and the dirt will slip out.

15 HALF-DOZEN
CENTS. **HANDY PACKETS**

15
CENTS.

To be had from all wholesale grocers.

R. S. HUDSON,

34 Chaboillez Sq.,

MONTREAL

peg, the firm here being known as Turner, MacKeand & Co.

EFFECTS OF THE BOOM.

When, in 1880, the great land boom struck Winnipeg, many of the men, already mentioned, who had made comfortable fortunes, and in some cases even large fortunes, rushed wildly into speculation, and the majority of them lost all they had made.

From that time on, new names began to appear among the business houses of Winnipeg. Some of the old houses are with us, however, under changed names, W. H. Lynn & Co. were succeeded by Lynn, McKenzie & Powis, who in turn gave place to McKenzie & Powis, and are now K. McKenzie & Co. Another firm that has stood the test of time is A. Strang & Co. successors to Bannatyne & Begg.

Among the firms that came in the later seventies and early eighties are G. F. & J. Galt, Thompson, Codville & Co., and Sutherland & Campbell. These houses, although not so historic as those already mentioned, have done much to build up a large, healthy and lucrative trade in Manitoba and the west.

During the boom, everything in the line of supplies was at high pressure and scores of men went into the retail grocery trade that had neither a knowledge of the business nor aptitude for it. Credit was given recklessly, and when the reaction came wholesale houses found that they had large numbers of unprofitable customers on their books.

TO DAY'S COMMODIOUS PREMISES.

All the houses in this trade now occupy commodious premises, erected and owned by the individual firms. Of all the firms operating here in the sixties and seventies, The Hudson's Bay Co. is the sole survivor under the original name.

The wholesale trade of the company is now chiefly confined to its own posts, though, there are many in the country with whom it is a matter of faith to buy from, "The Company," as they still call it. Next in order of seniority, come K. McKenzie & Co., A. Strang & Co. and Alexander (better known as Sandy) Macdonald. As already mentioned, Galt Bros., Sutherland & Campbell, The Codville Co., MacKenzie & Mills, came in just about the boom time.

This is a rough and necessarily imperfect sketch of the grocery trade, but it is, in the

main points, correct. I am indebted to R. McFarlane and Wm. Clark, of The Hudson's Bay Co.; Andrew and Robert Strang, and Mr. James Turner, for much of the information herein contained. These gentlemen most kindly turned up old ledgers and letter-books to confirm dates.

Andrew Strang has in his possession the original agreement between the Hamilton merchants and Alex. Begg. It is a queer document, with a regiment of green seals.

THE SLAVES IN THE SHOPS.

The following paragraph, together with the accompanying facsimile of a poster, was sent to THE CANADIAN GROCER by its London, England, representative, J. Meredith McKim:

UNDER THE SHADOW OF OUR CHURCHES

There is a slavery as real as any which our forefathers abolished.

Pent up in the often stifling atmosphere of shops are hundreds of toilers to whom life is one everlasting round of bed and work.

**LATE SHOPPERS
SIN NO MORE.**

"When I was wending my way through the delightful district called Battersea a few days ago I noticed a sign posted up on an old disused church. This was nothing unusual, because the churches here are usually adorned pretty liberally with election notices, appeals for votes, voters' lists, notices of vacancies in the parish poorhouse, and placards with similar announcements. But this particular notice was almost alone, on a grimy black wall, that was originally built of white brick, and once its flaring red heading caught my eye I had to stop and read it.

"I am sending a copy of it, because I think it will interest you. Have you seen anything similar in Canada? It was posted up by one of the early-closing associations here, and I think it is worthy of note. Clerks have horribly long hours here. Many of the shops outside what is known as 'the

city' are open six nights a week till 9 or 10 o'clock. And, as the notice says, it must be a continual round of 'bed and work' for the poor clerks.

"This early closing movement has my heartiest sympathy, and, judging from the number of associations over here connected with it, progress is being made."

THE STIMPSON COMPUTING SCALE.

There is a growing feeling among merchants that the small fractional losses in weighing staple and other groceries are of such importance that it does not pay to be without a computing scale.

With a view to acquiring a share of the Canadian trade, The Stimpson Computing Scale Co., Elkhart, Indiana, recently established an agency at 70 Yonge street arcade, Toronto.

Though the construction of the Stimpson computing scale is thorough in all details, its mechanism is so simple that any clerk can easily understand the principle of computation. A good feature with this scale is that the computing beam shows the customer, as well as the clerk, the exact value of his purchase.

These scales are constructed in various styles. For staple goods the Stimpson Computing Grocers' Scale, will be found the best. For lighter goods or small amounts the even-balance or trip computing scale will be more convenient. A computing beam market scale with a

capacity of 50 lb. is particularly suitable for those selling meats, etc.

Persons desiring more definite information concerning these scales should write to the Stimpson Computing Scale Co., 70 Yonge street arcade, Toronto.

FIFTEEN KINDS OF REFRIGERATORS.

Evidences of the popularity of Aubin's patent refrigerator, manufactured by C. P. Fabien, Notre Dame street, Montreal, is given by the fact that their sale now extends throughout the Dominion, from ocean to ocean.

As 15 kinds of these refrigerators, in all sizes, from 4 to 10 feet in length, are manufactured by this firm, merchants desiring one should be able to make a suitable selection from their stock.

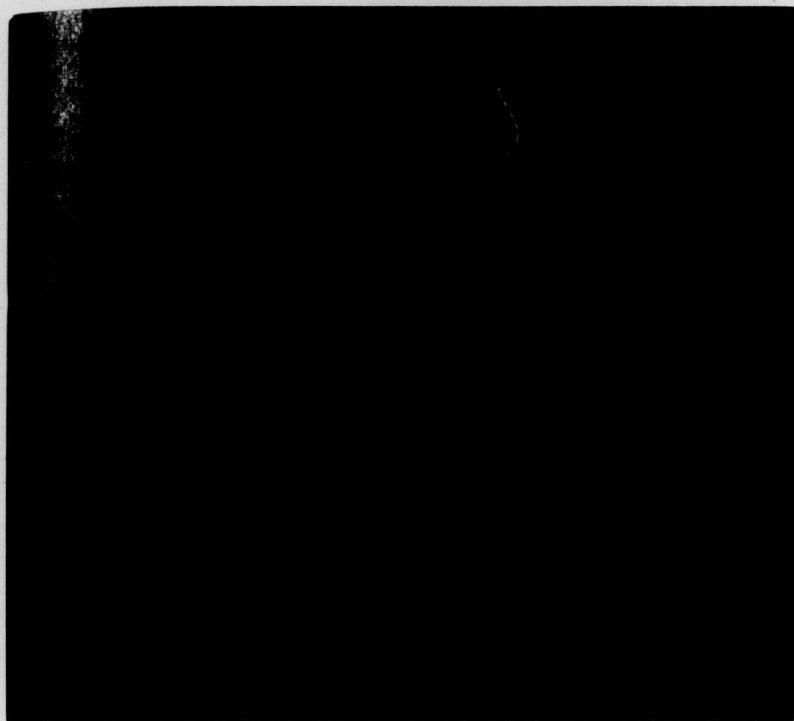
ED
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J

E

M
THE



EDWARD L. DREWRY
Manufacturer and Importer, WINNIPEG, MAN.

CONDENSED MILK

**Jubilee and
Daisy Brand**

GUARANTEED

superior to any sweetened
milk on the market.

... Recommended by Physicians ...

Manufactured and Guaranteed by

THE MANITOBA DAIRY CO.

LIMITED

Correspondence
Solicited.

 **WINNIPEG, MANITOBA.**

AN INTERESTING BUSINESS MAN.

BY H.F.P.

FEW travelers have spent forty years in active service, and fewer still have represented the same firm during their whole business life. It has fallen to C. E. Colson's lot to do so, however, and to him belongs the distinction of being the oldest commercial traveler—in point of service—in Canada.

Coming to this country in 1858, he took a position with Alex. Urquhart & Co., wholesale grocers, Montreal, who controlled Crosse & Blackwell's sauces, and Epps's cocoa, as well as other British goods, for Canada.

He remained with the Urquharts until they retired from business, in 1876. He then formed a new firm under the style of Converse, Colson & Lamb, to take over some of their agencies, including the two mentioned above. Subsequently, his partners retired, and Mr. Colson carried the business on alone until his son joined him a few months ago.

"When I first came to Montreal," said Mr. Colson, in conversation one day, "things were not as we see them now. The city didn't extend much west of Guy street, nor north of St. Catherine, and its revenue was not much more than \$300,000 a year. Why, the exports and imports for the whole country were only about \$66,000,000!

"I came here at a time when great



MR. C. E. COLSON.

changes were taking place, and Canada was going ahead by leaps and bounds. The decimal currency had just come into use, and the first Atlantic cable was being laid. They had completed the Great Western Railway—looked upon as a marvelous achievement then—a short time before."

"Have business conditions changed much since then?" I asked.

"Oh, yes," he replied, with a smile. "In my early days, the wholesale men had to import such things as sugar, tea and rice direct from the country of production. The retail merchant bought—and paid—but twice a year, so that the jobber had to purchase enormous stocks—whole cargoes, in fact. 'Drummers,' as we know them, were unheard of then. Each house sent out a representative twice a year, but we were always particular not to call upon a rival's customers. There was plenty for us all, and competition in getting orders was unknown. We handled big accounts in those days. Why, I have known one firm owe us as much as \$10,000, and, when settling day came, we were often lucky if we got 50 per cent. in cash. Our profits were large, but when we met with a loss it was generally a heavy one."

It is the railroad and the telegraph that have wrought the wonderful change in our methods of doing business. In the old days, Mr. Colson told me, it was no uncommon thing for a merchant to drive from Toronto to Montreal, in the dead of winter, to buy goods. Then, it took 14 days; now, the same journey occupies about 10 hours. Rapid transit has removed the need for huge stocks. Merchants buy lightly and buy oftener. As an instance of the prices that ruled, Mr. Colson mentioned Cox's gelatine. "We paid 20 per cent. duty," he explained, "and we got \$1.10 per dozen for it. If we couldn't get our own price, no sale was made. Now, we pay 15 per cent., but we can only get 96c. for it. It is the same with a dozen other lines. Competition has lowered the price on them all."

Mr. Colson related some interesting reminiscences of the trade. Formerly, tea came to Montreal by the shipload. Often one firm would receive a consignment worth a fabulous amount. India and Ceylon had not become the important factors in the market that they are to-day; in fact, almost nothing but China tea was imported. The profits on tea were large, and in one year Mr. Colson made no less than \$63,000.

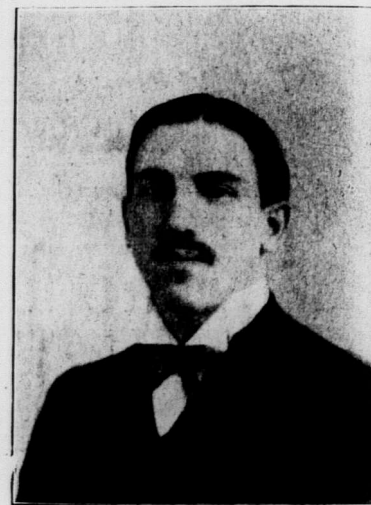
Everything considered, Mr. Colson says, the merchant of to-day should be able to do as profitable a business as his predecessors. Profits are smaller, perhaps, but far more goods are sold and the terms of credit are shorter.

Mr. Colson's firm represent Crosse & Blackwell, Cox's gelatine, Epps's cocoa and Slade's butter-scotch. The three first named have been in his hands for 40 years, while Crosse & Blackwell's agency has been

carried on by the Urquharts and Mr. Colson for more than 60 years.

C. E. Colson was one of the 300 volunteers who guarded Victoria bridge during the Fenian raids. The same men (Mr. Colson amongst them), formed a body guard for Lord Monck during his stay in Montreal.

It is a pleasant thing for a man who has left his youth behind to be able to look back



MR. C. H. COLSON.

on a busy life and feel that he has accomplished something.

Mr. Colson has built up an important business, established an honorable name, and made more friends than most men. He is still an active business man and looks as though he were good for twenty years to come.

"UNCLE" JOHN BULL.

Whatever jealous nations may say about John Bull's ambition to boss the better part of the globe, they must admit that he can always be relied upon to be a friend in need. Nothing proves this more forcibly than the fact that England is surety for vast sums borrowed by some of her colonies, and even by Turkey and Greece.

At the present time, we are surety for a loan of £358,000 raised by the West Indies, at the moderate interest of 4 per cent. With the aid of the British taxpayer, Egypt raised an immense loan some time back, and still owes £8,270,000 of it.

We have also enabled the Mauritius to borrow £600,000 for the relief of distress caused by a terrible hurricane some years ago. Then we have backed a bill of Canada's for the big amount of £6,900,000, which that country usefully spent on railways and canals.

And lately we have become surety for nearly £1,500,000 of Greece's loan.

Altogether, the English taxpayer is surety for the payment of £69,600,000.—Answers.

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These at that more Retail Dealers need them all o sale trade London, I

Manufact

Remember the Name

WHEN YOU ORDER AGAIN

Silver Dust Washing Powder

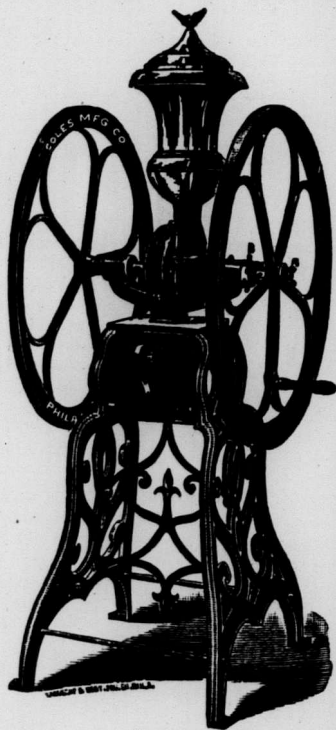
WHY?

Profit, Quality, Quantity,

THE BEST.

SILVER DUST MFG. CO.,

HAMILTON, ONT.



Notice.

Having introduced ourselves, we now wish to make a few claims.

Your first consideration naturally is—to buy the best mill at the lowest price.

We Claim to have the easiest and quickest Grinders.

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

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

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

No 18
Agents: TODHUNTER, MITCHELL & CO., Toronto
DEARBORN & CO., St. John, N. B.
FORBES BROS., Montreal.

Coles Manufacturing Co.
PHILADELPHIA, PENN'A.

Don't Trust to Imitations.

There are many so-called "just as good" brands on the market, but none of them are to be compared with the real thing—Wethey's.

Your customers want the best, and you should see that they get it. Always keep well supplied with **WETHEY'S** and you'll do it.

J. H. WETHEY
Sole Manufacturer. St. Catharines, Ont.



These are the only goods of their kind that score 100 points perfection with the Retail Dealer and Consumer. Well advertised, need no talking up, Consumers know them all over Canada. Sold by the wholesale trade in Montreal, Ottawa, Toronto, London, Hamilton, Brantford, Etc.

Manufactured by **The ALPHA CHEMICAL CO., - Berlin, Canada.**

Lamps, Crockery, Glassware and Fancy Goods



E. W. KLOTZ

Manufacturers' Agent and Importer

SAMPLE ROOMS:
24 and 26 Wellington St. West, **TORONTO, ONT.**

SOLE AGENT FOR:

Fostoria Glass Co., Moundville, W. Va.

Manufacturers of Lamps, Globes, Table Glassware and Specialties.

Wood & Son, Burslem, England

White Granite and Royal Semi-Porcelain, Printed and Decorated.

The Mica Manufacturing Co., New York

Everything in Mica, Chimneys, Gas Canopies, etc.

H. Hohenstein, New York, and Berlin, Germany

Crepe Paper, Lamp and Candle Shades, Wax Tapers, Fancy Candles, etc.

All goods, from above well-known makers, are **billed and shipped direct** to customers, by the manufacturers, **at factory prices, thus saving all intermediate profits.**

FOREIGN GOODS

Import orders solicited for **Fancy China and Glassware, Dolls, etc.** These goods are imported specially to suit the requirements of each individual customer, and shipped ex steamship, f.o.b. Montreal or Toronto, **at closest possible cash prices**, figured on commission basis.

A Pointer.

Big Stocks, Big Expenses and Big Profits go hand-in-hand. I carry **no Stock**, that's why you can save money by dealing with me. Call and be convinced.



DON'T take any chances buying **Oysters**
BUY at home from us and get them **Fresh**
OYSTERS shipped in Patent Cans **For**
EASTERN PRICES can't compete **B. C.**



CALIFORNIA FRUIT.

E. R. C. Clarkson

Trustee
 Receiver
 Liquidator

ONTARIO BANK CHAMBERS
 TORONTO.

Clarkson & Cross

Chartered Accountants

ESTABLISHED 1864

WE TAKE ADVANTAGE

of this special number to let users of Decorated Tin Packages for Spices, Tea, Biscuits, Shoe Dressing, or Druggists' Preparations know that we want their enquiries for such goods, and will submit original designs and estimates.

The
Thos. Davidson Mfg. Co.
 LIMITED
MONTREAL.

The Ontario Mercantile Agency
(Limited)

18 Wellington Street East, TORONTO.

Collects accounts anywhere. Fees for current accounts 10 per cent. of amount collected. No fee less than \$1. Prompt returns. Report to you monthly. References given. Try us.

Royal Snaps

Please ask for samples and price of best Ginger Snap in Canada.

THE HOME CAKE CO.

Guelph, Ont.



THE BEST ARTICLE

your customer can use is the best article you can sell. If you supply your customers with satisfaction-giving Silverine Paste Stove Polish you'll hold their trade. More profit for you and more better polish for your customers in Silverine than in any other polish made.

The Silverine Mfg. Co. - Montreal.

HIRES' ROOTBEER

The only genuine extract of Rootbeer manufactured. Sold by all wholesale grocers and druggists throughout Canada. A PROFIT MAKER FOR ALL.

ESSENTIAL OILS

W. J. Bush & Co's Pure Essential Oils and Extracts are the best that money can buy. Two generations experience in manufacturing. Made expressly for Confectioners, Soap and Aerated Water manufacturers.

The Only Goods for High-Class Work

H. P. DOWNEY, Sole Agent,

20 and 20½ St. Peter Street.

MONTREAL.

It pays

The Dealers to handle our Goods, because they are

THE BEST

We Manufacture

- Pure Spices
- Pure Flavouring Extracts
- Choicest Coffees
- White Star Baking Powder

- White Star Vinegar
- White Star Pickles
- White Star Sauce

Write for Monthly Price List.

The Dyson, Gibson Co., Winnipeg, Man.

See HUDON, HEBERT & CIE.'S Ad. on Page 85.

Dixon Brothers

Importers and Commission Merchants in

Foreign and Domestic

FRUITS

Oysters, Smoked Fish,
Nuts, etc.

HAMILTON, ONT.

ESTABLISHED 1852.

R. CAMPBELL'S SONS HAMILTON POTTERY

Manufacturers of all descriptions of

Fire Brick Stove Linings,
English Grate Linings and
Art Tile for Stove Decoration.

Also, Every description of

Rockingham Ware, Yellow Ware, Stone
Ware and Bristol Ware.

Careful attention given to all Special Lines of these Goods.

Bottles, Jars, Jugs, etc., made suitable for putting up Extracts,
Jams, Patent Articles, Ginger Beer, etc. Sole Manufacturers of
the Celebrated Champion Rock Tea Pot. Fire Clay, Sand and
Fire Brick for Building and Furnace Work constantly on hand.

Prices and Terms Cheerfully Given on Application.

OFFICE and FACTORY:
96 to 118 South Locke Street,

HAMILTON, ONT.

THE FINEST AND PUREST ON EARTH



Boston Laundry Starch Toledo Corn Starch



Forty Packages to the Case.

Boston Laundry Starch, \$3.20 per case

Toledo Corn Starch, . 2.50 " "

White as Snow.

Smooth as Glass.

Clean as Innocence.

Special discount on five and ten case lots, which may be assorted.

THE F. F. DALLEY CO., LIMITED, HAMILTON, CANADA.

THE LATE J. J. COLMAN.

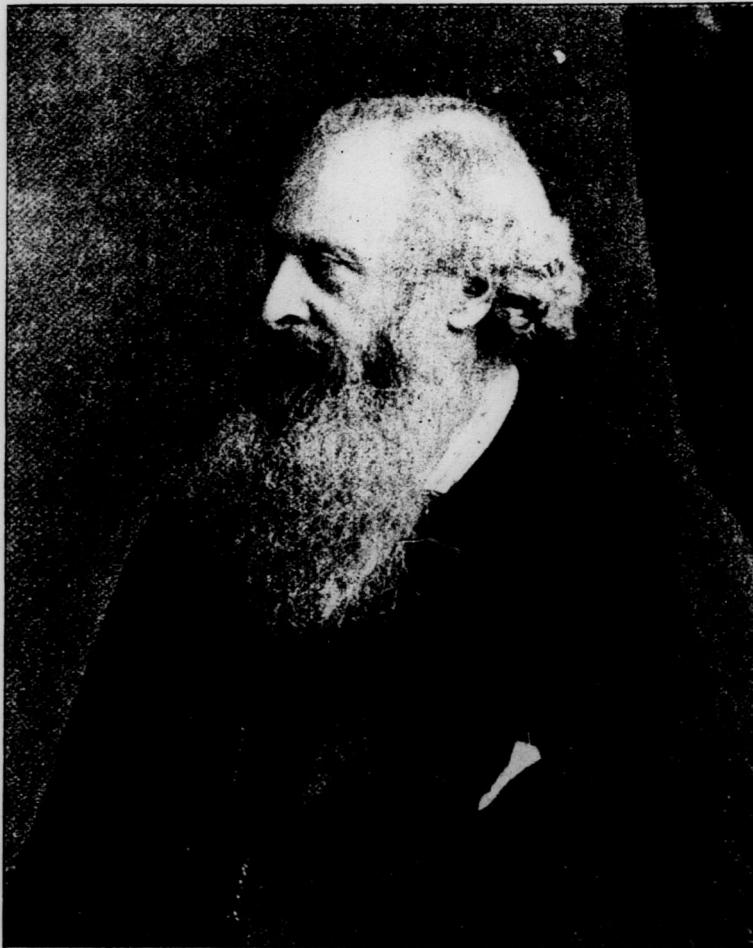
THE accompanying photo. is of the late Jeremiah James Colman, head of the famous mustard firm of J. and J. Colman, Carrow, Norwich.

Mr. Colman's death took place on Sept. 18. Comparatively recently he lost his wife and son Alan. And from then until the time of his death he had been unwell. On the Monday preceding his death, he had been yachting, on Tuesday and Wednesday driving. On Thursday, he was unwell, but it was not until the following day that alarming systems began to manifest themselves. Medical consultations were held; but all to no purpose. On Saturday he became unconscious and on Sunday he died.

Mr. Colman was born in 1830, at Stoke Holy Cross, near Norwich, and was, consequently, 68 years of age at his death. He married, in 1856, Caroline, daughter of Mr. Hardy Cozens-Hardy, of Letheringsett Hall, Norfolk. It is largely due to the influence of this able, energetic and affectionate companion that Mr. Colman took and maintained a most useful and prominent place in the public life of Norwich and East Anglia. He inherited the business capacity of his father and uncles, and the Carrow works under his direction have had the greatest share in the prosperity of the city of Norwich. He became sheriff of Norwich in 1862, and mayor in 1867, when his hospitality made the year a marked one in the municipal history of the city. Ever since, Mr. Colman's position in the city of Norwich has been un-

doubted. Technically its first citizen only during his mayoral year, he remained always its first citizen in the sense of being the man to whom all his fellow citizens looked up as their natural leader. At different times he entertained distinguished guests—the Prince of Wales, Mr. Gladstone and General Booth among their number; while, whenever distinguished public bodies, like the British Association, visited Norwich, Mr. Colman was invariably to the fore to entertain them. He and his wife and family took a leading part in religious and philanthropic movements, and there has not been a public improvement in the city for

many years with which his name has not been associated in the public mind. When Mr. Tillett was unseated in 1871, Mr. Colman was asked to stand in the Liberal interest, and was returned by a majority, which astonished both friends and foes. Mr. Colman was, all through his Parliamentary life, a supporter of Mr. Gladstone's policy, and an active member of the Nonconformist section of the Liberal party. He was always ready for any call of charity, and was interested in everything which tended to raise the tone of politics, or to apply Christian



The late J. J. COLMAN.

principles to political affairs. The measure of his giving was dictated by the merits of the object for which help was sought, and not by the creed of those who were to be helped. While he in no wise restricted himself to the town in which he was so prominent a figure as regards the exercise of his benevolence, it need not be added that nearly every charity or philanthropic movement in that town found in him a warm and munificent supporter. He had built a delightful seaside home at Corton, near Lowestoft, where he died, the grounds of which were laid out under the direction of his wife, and in which the natural features of the district had been

remarkably harmonized with the order and beauty of the park and garden. Mr. Colman was justifiably proud of the great and unique works which he had established. The long rows upon rows of great warehouses and factories rise themselves and their chimney stacks from amidst a countryside that is surpassing fair, and the din and roar of the great machinery break on the quiet sylvan scene in a manner indescribably affecting. The River Wensum, which winds past the huge works and timber yards, appears like a silver streak against the heavy flank of the many-storeyed buildings which, for nearly a mile of its length, represents the river frontage of Carrow Works. Upon its surface lie the barges, wherries and steamers, which bring from and carry to the sea the almost boundless stores of this great manufactory. With hill and dale and lovely bush and greenery on every side, the buildings of this great industry form one of the most remarkable pictures the world can show. It was here, and about here, that the late Mr. Colman lived his great life, worked out his great work, and died.

His eldest son and successor, Mr. Russell J. Colman, is a worthy descendant of such a sire, and the world-wide interests of the firm of J. & J. Colman, Limited, are not likely to undergo any material change in continuity, or in the policy which has made it the largest and most important business of the kind in the world, under his auspices and those of his co-directors.

The remains of Mr. Colman were interred in Norwich, on September 23, the windows of nearly all the shops in the city being shaded, and thousands of people of all classes of the community gathering round the grave. During the past three years, death has been a frequent visitor to the Colman home, having, within that short time, taken away grandmother, father, mother and brother. Although, probably but very few merchants in Canada had seen Mr. Colman, yet, their familiarity with his goods has doubtless made a good many of them feel as if they were acquainted with him. For this reason the number of sympathizers in the Dominion, with the bereaved family is many.

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YOUNG HYSONS

New Season's Teas IN STORE.

All Grades. Write for Samples.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers

36 Yonge Street, Toronto

NEW CURRANTS

Now in Store.

Cases, 1/2-Cases, 1/2-Barrels.

Warren Bros. & Co.

35 and 37 Front St. East
TORONTO.

New Brunswick's Canned Fish.

Sardines—Oils, Tomato, Mustard,
and Spiced; Clams and Clam
Chowder; Scallops; Kipperd
Herring and Kipperd Chickens;
Haddies—Oval and Round.

I have the largest and best assortment of the above
in Canada. Ask your Wholesale Grocer for my
Brands. Every tin guaranteed.

John Sealey

25 and 26 South Wharf - ST. JOHN, N.B.

Evaporated Vegetables

FOR SOUP

Always Ready
Always Delicious

Specially adapted for **Miners'** and **Sailors'** use.
Samples sent on application.

Kerr Vegetable Evaporating Co.

Limited
KENTVILLE, NOVA SCOTIA

TEAS

"Sailor Boy"

Japan and Ceylon

Bulk and Lead Packages.

PERKINS, INCE & Co.

TORONTO.

YOU WANT

the best selling Pickles there are
in the market.

THEN TRY

STERLING

BRAND

... PICKLES

Prepared by

T. A. LYTTLE & CO.

Vinegar Manufacturers, TORONTO

Ivory Bar

IS PUT UP IN

1-lb. bars. }
2 6-16-lb. bars. } 60 bars in box.
3-lb. bars. }

Ivory Bar Twin Cake

12-oz., 100 cakes in box.

Quotations for "Ivory Bar" and other brands of
Soap furnished on application.

The BRANTFORD SOAP WORKS CO.

Limited.

DUNN'S PURE MUSTARDS

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

McLAREN'S



Is Honest Goods and just
the Thing on Which to
Make or Extend a Busi-
ness.

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

See HUDON, HEBERT & CIE.'S Ad. on Page 86.

GROWTH OF A TEA PACKAGE HOUSE.

TEN years ago the package tea trade in Canada was nil. Five years ago it was of insignificant proportions. Now it is a feature of the grocery trade, and nearly every retailer handles it, and nearly every retailer has on his window the white enamel sign of one or more of the several package tea companies.

Every line of trade as well as every country has its pioneer. The pioneer of the package tea trade in Canada is the Salada Tea Co., of which Mr. P. C. Larkin is the founder.

It is about six years since this firm started on its career in package teas at 25 Front street east, Toronto. At that time it only occupied part of the building, but eventually it had not only absorbed the whole of the three-storey building, but had taken in a flat in the adjoining building. Then the fire of last winter came and compelled the firm to seek new quarters. The warehouse at 32 Yonge street was at the time vacant, and Mr. Larkin moved into it, the intention being to occupy it until his old premises were again ready for him. But, being offered the building at a moderate sum, he eventually bought it.

The building is 40 feet wide, 113 deep, five storeys high, and is constructed of sandstone.

Immediately on purchasing the building Mr. Larkin began its renovation on an extensive scale, both exteriorly and interiorly.

The hall, which is 15 feet wide, by 40 feet deep, is particularly handsome. The floor is tiled in blue, white and red. A portion of the walls is decorated with Japanese paper, and what is not papered is filled with plate glass windows, which expose the private and business offices and the sample-room. The paneling is done in bas relief, the design of which is decidedly pretty. The ceiling is covered with Lincrusta-Walton. The woodwork in the hall is of polished oak. At the end of the hall, and dividing it from the warehouse behind, is a sliding door, which is as handsome as it is striking. The door itself is of oak, but the upper panels are of cathedral glass in various colors, with the face of a handsome woman, life size, as the central piece, while the effect of all is greatly heightened by an electric reflector, which is stationed behind and moves with the door.

Immediately on the right hand side of the main entrance is the sample-room, where all the teas purchased are tested and where all the blends for "Salada" are made up. This room is finished in oak, is papered with a nicely green-tinted paper, and appropriate and nicely framed pictures hang on the walls.

The private office of Mr. Larkin is immediately in the rear of the sample-room, from which it is divided by a partition of oak and chipped glass. It is a luxurious, cozy little office with its liberal furnishings of couch, easy chairs, pictures, etc.

The business office is on the opposite side of the hall from the sample-room and private office, and is about 40 feet long.

After having inspected the offices and



"Salada," Flanked by the Banks of Montreal and Hamilton.

sample-room, the other day, I climbed to the fifth storey, where all the tea is stored as it comes in. Over in one corner is an arrangement much after the fashion of the hoppers we sometimes see in the old-time flour mills. Into this hopper the tea is poured, finding its exit in a ponderous mixer of 3,000 pounds capacity on the floor below. This mixer is driven by electricity. After the tea is mixed it is delivered into large trays and conveyed to the tea packing machines stationed on the same floor, where it is packed into pound, half-pound, quarter-pound and sample packages.

"Those young men at that machine," explained Mr. Larkin, as I stood before one group of operators, watching the packing process, "can turn out 20,000 half-pound packages per week."

As the trays at the side of each machine become filled with packages of tea, boys

come along, pick them up, shove them through a little door, a couple of feet above the floor, and away they slide through a chute to the next flat, where the labeling machine is stationed. This machine is driven by electricity and is operated by about a dozen boys. One boy stands at the head of the machine and rapidly feeds it with brown, green, blue, red or gold colored labels or stickers, as the case may be. These labels are conveyed along a canvas carrier some twenty feet in length and are quickly picked up by the boys who are stationed at either side of the carrier and attached to the packages of tea piled up at their side. From the labeling machine the packages are conveyed to another part of the same floor, where they are piled, pyramid shape, on large tables to dry.

"What induced you to go into the tea package business?" I asked Mr. Larkin, after I had comfortably settled myself in a nice easy chair in his private office.

"Because," replied Mr. Larkin with much earnestness, "I believed the tea trade was not being done right; that the consumer was not being served as well as he might be; that the retailer was always burdened with about twenty times as much tea as he should have; that nine stores out of ten were buying tea which they had to carry in stock for years after they had paid for it, it all the time, as I need not tell you, deteriorating in quality.

"Then, another thing which induced me to go into the tea package business was this: The departmental stores were seriously cutting into the tea trade, because they were turning over their stock quickly and, of course, while it was fresh. So I believed a large trade could be done by putting tea up in lead packages and selling to the grocers in small quantities, and advertising it at least as much as the departmental stores, hoping thereby to keep the tea trade in the grocers' hands, for we decided to refuse to supply either pedlars or departmental stores.

We commenced with a very small staff, but to-day, including our staff in the United States, we employ 109 persons. And, let me tell you this, large as our trade in Canada is, we expect that in the United States to become still larger. We already have our own stores in Pittsburgh, Buffalo and Detroit. In the two last-named places we have recently had to take larger premises."

Rooms 10
Holland B

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Temple Build
70 Basinghall

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C. E. Jarvis & Co.

MANUFACTURERS' AGENT

Rooms 101 and 102
Holland Block,

VANCOUVER, B.C.

ENGLISH OFFERINGS our Specialty.

Robert Ward & Co.

METROPOLITAN BLOCK, ...Limited

Temple Building, VICTORIA, B.C.
70 Basinghall St., LONDON, ENG.

VANCOUVER, B.C.

General Commission Merchants
and Importers



Orders Executed.

Shipping and Insurance.
Imports Warehoused and Forwarded.
First-class Eastern and Foreign
Agencies solicited.

MANUFACTURERS AND SHIPPERS desiring a Representative in the Maritime
Provinces, Canada, are invited to correspond with

J. Hunter White

Mercantile Broker

ST. JOHN, N.B.

A good connection already established
with the Wholesale Trade.

10 King St. West, Toronto, Ont.

NOTARY AND CORPORATE SEALS.

BANK AND OFFICE STAMPS

OF EVERY DESCRIPTION.

RUBBER AND METAL STAMPS

—: Manufacturers of:—

Mfg. Co.

Tingley & Stewart

Toronto 'Phone 1844
Montreal 'Phone 2024

Montreal. 768 Craig St.
New York, 534 Pearl St.

The Anglo-American
Novelty Co. Of Toronto
Limited

Manufacturers of ...

Shipping Tags

84 Adelaide St. East, - TORONTO

JNO. E. DINGMAN

Broker and
Manufacturers' Agent.

17 years' experience, good trade connection.

CORRESPONDENCE SOLICITED.

OFFICE, SAMPLE ROOM and WAREHOUSE,

249, 251, 253 King Street,

WINNIPEG, MAN.

Horace Haszard CHARLOTTETOWN,
Prince Edward Island.

Manufacturers' and General Agent

REPRESENTING ...

The Acadia Sugar Refining Company, Limited, Halifax, N.S.
Messrs. J. Lewenz & Hauser Bros., London, Eng. Teas.
Messrs. Purnell, Webb & Co., Bristol, Eng. Pure Malt Vinegar.
The Kent Mills Co., Chatham, Ont. Flour and Meal.
The Forest Roller Mills, Forest, Ont. Flour.
The Western Fire and Marine Insurance Co., Toronto, Ont.
The Commercial Union Assurance Co., London, Eng.

ALSO

Agent for the celebrated Brahmin Brand Pure India Tea.

Office and
Sample Room:

South Side Queen Square,
CHARLOTTETOWN, P.E.I.

Is Manufactured
from the best ingredients

Acknowledged by leading
medical experts to make
the most wholesome

Baking Powder

Supplied Through the Trade.

Manufacturers of all kinds of special
Baking Powder, in Tins, Boxes, Pails,
Barrels, etc. Write us for quotations

SMITH & SCOTT

6 and 8 BAY ST., TORONTO



*Returned
to
Smith & Scott
1/2/19*

HONEY, EVAPORATED AND DRIED
 APPLES, PEAS AND BEANS
 We are open to buy large lines of above.
 Write and send samples.
ALLEN, THOMPSON & ALLEN,
 72 Park Place, (47) New York, N.Y.

MOTT'S DIAMOND CHOCOLATE
 JOHN P. MOTT & CO.
 HALIFAX, N.S.
 ESTABLISHED 1844

IS THE BEST.

ASK FOR
MOTT'S

CANADIAN OFFICE & SCHOOL FURNITURE CO. LIMITED
 PRESTON, ONT.

OFFICE, SCHOOL, CHURCH, & LODGE FURNITURE

FINE BANK, OFFICE, COURT HOUSE AND DRUG STORE FITTINGS A SPECIALTY

SEND FOR CATALOGUE

The Improved
XRAY
 RAISIN SEEDER

The ONE that SEEDS.

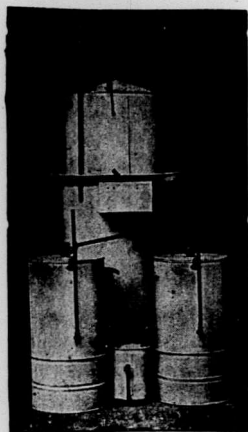
1 YEAR WRITTEN GUARANTEE WITH EVERY MACHINE.
 Seeds a Pound in 3 MINUTES.

EVERYBODY PLEASED
 WHEN X RAY SEEDER IS USED
WALTER WOODS & CO.,
 HAMILTON.



Dewar's Famous Scotch

Can be had from
 Geo. J. Foy Perkins, Ince & Co. Toronto.
 R. H. Howard & Co. Adams & Burns
 James Turner & Co., Hamilton, and all first-class houses.



WHY are you not lighting your place of business or your home with Acetylene Gas? It is the best and cheapest light made.

The
Cliff-Wardlaw Generator

is the only absolutely Automatic Gas Machine in the market, safe, cool, clean, easy to operate, never over-generates, and never clogs your burners. Manufactured only by.....

THE SAFETY LIGHT & HEAT CO.
 DUNDAS, ONT.

Write for their booklet. it will interest you.



A LITTLE CORNER OF THE MONSOON TEA GARDENS.

"Direct from the Growers"—with *no intermediary profits to shippers and brokers*, to handle and pack **Monsoon** ^{Indo Ceylon} Tea—a quality is assured for Monsoon which is *worth four cents more per pound in bulk, in Ceylon*, than any other package tea sold in Canada. Grocers can *conscientiously* recommend Monsoon Tea as "*The Best.*"

MONSOON ^{Indo Ceylon} TEA Has the quality to please your best trade.

RETAIL GROCERS' ASSOCIATION.

THE regular monthly meeting of the Toronto Retail Grocers' Association was held on Monday evening, in the rooms of the association, St. George's Hall, Elm street. The president, W. H. Marmion, was in the chair, and a good representation of the members was present.

A communication was received from John A. Kirkpatrick, Nelson, B.C., asking for a copy of the constitution and by-laws of the association, as a number of merchants in that town are desirous of forming an association similar to that in Toronto. The secretary, Ed. Hawes, was instructed to send a copy of the new constitution as soon as printed.

The report of the monthly entertainment committee was received. The expenses of the social evening, two weeks ago, were \$10.90. This was considered, by those present, money well spent.

The following grocers were proposed for membership in the association: Geo. Burfoot, 548 Bloor street west; E. P. Roberts, 101 Dovercourt road; W. T. Gibbons, corner Yonge street and Davenport road, and Bannerman Bros., Spadina avenue.

The matter of peddlers' licenses was brought up, and, from the discussion created by the consideration of the matter, it is evident that a determined effort will be made to elect aldermen who will meet the wishes of the association in the matter.

The president, W. H. Marmion, the vice-president, F. W. Johnson and the treasurer, W. J. Sykes, were appointed a committee to visit The Toronto Retail Merchants' Association, and ask that body to cooperate with them in having a circular printed and sent to the various merchants interested, containing a pledge to be submitted to aldermanic candidates promising to take the action desired by the merchants. The committee were empowered to bear a share of the expense of sending out these circulars.

The draft of the proposed constitution and by-laws was read the third time, and, after various alterations and additions, was, on the motion of D. J. Kelly and A. G. Booth, adopted. The constitution committee were instructed to have as many copies printed as they thought advisable.

It was moved by R. B. Snow and Robt. Davies, that another social evening be spent two weeks from Monday, and that each member invite a grocer, either wholesaler or retailer.

In speaking to this motion, Abraham White suggested that the programme be altered this month so that those who did not

enjoy smoking and card playing might be invited.

This suggestion led up to a discussion of ways and means, the upshot of which was that the matter was left in the hands of the committee, the feeling of the meeting being that Mr. White's suggestion should be carried out.

GILLARD'S PICKLES AND SAUCES.

On another page will be seen the advertisement of Gillard & Co., London, Eng., manufacturers of Gillard's new pickles and new sauces, two articles of world-wide reputation, and which have carried off the highest awards at all the pure food shows in England, now having twelve gold medals to their credit, besides being in use in over 6,000 of the leading hotels and restaurants throughout Great Britain. These goods possess a piquancy and flavor distinctively their own, and to which they owe their immense popularity. They have been before the Canadian public for some years, and have already a strong foothold here. The wholesale trade is pushing them on account of their intrinsic merits, and comparatively low price, considering the quality of the goods.

"AURORA" CEYLON TEA.

"Aurora" Ceylon Tea, packed by W. H. Gillard & Co., although on the market but a short time, has won for itself many friends among Canadian tea drinkers. Every line used in this blend is thoroughly tested in the cup by experts, and, as nothing but the highest grades from the best known gardens in Ceylon are used, the packers should have a large out-turn for this article, as undoubtedly they will, if merit counts for anything with the consumer. The packages are something out of the ordinary, very attractive shelf goods, and air-tight. In addition to its other characteristics, the package containing "Aurora" makes a very useful receptacle for household purposes.

ALUMINUM FOR GROCERS' MEASURES.

The many uses to which aluminum can be put is apparently limited by man's requirements alone. In a visit to the aluminum works of C. T. Christie & Co., I was surprised to find that almost anything was being made from this material.

What seemed to me the most useful, from a grocer's point of view, was his line of grocers' measures and other specialties. These are made specially for measuring vinegars and acids, which have no effect on this metal. They are light, always retain their brightness, and this, taken together with their durability, makes them very much cheaper and better than either tin or wood.

PURE MALT VINEGAR.

Purnell's pure malt vinegar, manufactured by Purnell, Webb & Co., Bristol, Eng., which has made such headway on the Canadian market during the last few years, has been sold in England for a century, but was not introduced into Canada until 10 years ago, when Purnell, Webb & Co. had one agent. The reduction in duty, through the preferential tariff, enabled them to increase their sales to such an extent that agencies were opened in six of the principal cities of the Dominion. The further rebate in the duty this year has brought up the total sales to the end of July, 1898, about equal to the aggregate sale during 1897, and has necessitated the establishment of additional agencies. Purnell's pure malt vinegar has a reputation in Great Britain for purity and quality, and, from the reception it is now meeting in Canada, it seems it is worthy of its reputation.

SALT AND PRIZE-WINNING CHEESE.

The Windsor Salt Co., Limited, offered three gold medals to be awarded for the best selection of cheese exhibited at the Industrial Fair, Toronto, the Western Fair, London, and the International Exhibition, St. John, N.B., no restriction being made as to what salt should be used in the manufacture of the cheese to which the medal was awarded. The medals were awarded as below: Industrial Fair, Toronto, A. F. Clark, Poole; Western Fair, London, Murdock Morrison, Harriston; International Exhibition, St. John, N.B., Alberton Dairying Association, Alberton, P.E.I. In the three instances, the parties who received the medals used Windsor salt. Two of the medals can be seen in Ryrie Bros.' store, Yonge street, Toronto.

STANDARD LAMPS FOR MERCHANTS.

The season is now at hand when merchants who deal in lamps will make preparation for the fall and winter trade. The Rochester Lamp Co., with Canadian headquarters at 24 Front street west, Toronto, show a large assortment of its widely-known "New Rochester" lamps. The firm's lamps are recognized as the standard in Canada and the United States, and they have styles and grades to suit any conditions.

WEIGH YOUR MONEY.

The grocers of Canada are realizing the fact that it pays better to get the Wilson money weight scales, which tell the price per pound and value of the purchase in cash, and, at the same time, give the weight in pounds and ounces. This is a great convenience, and makes mistakes in calculations impossible.

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Telegraph

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EDWARD HARRIS & CO.,
PHOENIX SPICE MILLS, LIVERPOOL, ENG.
 Telegraphic Address: "Speedwell, Liverpool."
 Telephone, No. 3729.

Grinders of Pepper, Spices, and Condiments of every description. Ginger Bleachers, etc.
 Packers for Canadian markets. Samples and Quotations on application. Correspondence invited.

Toronto Salt Works
TORONTO, ONT.

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

COWAN'S

Hygienic Cocoa
 Royal Navy Chocolate
 AND
 Famous Blend Coffee
 are the favorites with all grocers.

THE COWAN CO., LIMITED, TORONTO

THE BEST VALUE
 in the market to-day is our smoked
SHOULDER HAMS
 and **BACKS**

Special prices for barrel lots.
 Rolls, Hams, etc., at right prices. All "Maple Leaf" Brand.

D. GUNN, BROTHERS & CO.
 Pork Packers
TORONTO, ONT.

ADVISE YOUR CLIENTS TO 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, they want to use the best of all

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

The world-renowned French Vanilla Chocolate, and not that cheap stuff sold as sweet chocolate, which lacks purity and becomes injurious.

All first-class grocers keep it.

Cocoa and Chocolate can no more be compared to each other than skimmed milk to pure cream.

HERDT & CO. 13 St. John St. Montreal
 General Agents for the Dominion

THE PRESS CLIPPING BUREAU

Reads every paper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

TERMS—\$5 per hundred clippings; \$40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

The Press Clipping Bureau, Board of Trade, Montreal

SLEE, SLEE & CO., Limited

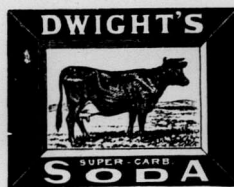
Tower Bridge Works, London, Eng.
 Makers of Pure Malt, Wine and Concentrated Vinegars.
 In Bottles and Casks.

Prices and samples on application to _____

CLARK, RAE & CO., 49 King Street West, **TORONTO, ONT.**

It Sometimes Happens

COW BRAND



when you are very busy a customer comes in for 5 or 10c. worth of soda. Well, it takes as much time to weigh and dig out of the keg as it does to sell a dollar's worth of something else. When you have "Cow Brand Soda" in stock all of this unnecessary trouble is done away with. It is packed in all saleable size packages.

JOHN DWIGHT & CO., Manufacturers.

For sale by all wholesale Grocers in Canada.



Size, 20 x 10 x 1 inches.

ADAMS' Show Case
 WITH
Tutti Frutti

and other brands, viz.:

2 Boxes Tutti Frutti	- - -	\$ 3.60
2 " Pepsin Tutti Frutti	- - -	2.30
2 " Globe Fruit	- - -	3.60
1 " Globe Pepsin	- - -	1.00
1 " Banner	- - -	1.00
Gum retails for		11.50
Upright Show Case		6.00
		17.50

Price complete, \$8.75.

This show case has no advertising on it whatever. Order through your jobber.

ADAMS & SONS CO.
 Toronto Factory
 11 and 13 Jarvis St., Toronto, Ont.

OUR OWN



It is a pretty well known fact, that, as a rule, what is OUR OWN is supposed to be the best, but, in this case, we not only say the following brands of goods which we control in the Province of Quebec, or for which we are agents for the Dominion, are the best, but we are ready to prove it.

Those who have handled the following brands of goods will bear testimony in our favor, and if the others try them, they will be convinced that our assertions are not exaggerated.

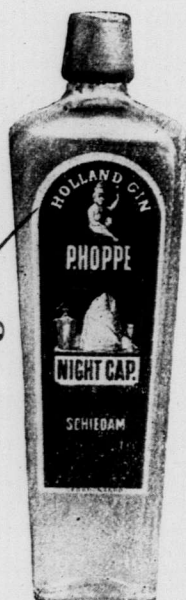
We are Agents in Canada for —

**Messrs. Gonzalez, Staub & Co.,
Cognac Brandies.**

We have sold them for years. They are fine, reliable and pure brandies.

**For Mr. P. Hoppe, Schiedam and
Amsterdam, Night Cap Gin.**

This is a full-flavored gin, which will reduce better than any other brand.



For Greenbank's Goods, St. Helen, Eng.

Under the control of the United Alkali Co., Limited.

- Greenbank's Soapmaker.
- Greenbank's Powdered Lye.
- Greenbank's Chloride of Lime—in tins.

L. Chaput, Fils & Cie., Montreal

WE



With
to order a
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WE CONTROL

FOR THE
PROVINCE OF
QUEBEC



Williams Bros. & Charbonneau's

Pickles and Jams

The finest in the market; Sour, Sweet, and East India Pickles—all in Fancy Bottles, with the latest improvements in the way of corking.

1-lb. Glass, Prepared Mustard.

Mrs. Jones Catsup, pints and half-pints.

Yankee Catsup, pints.

Waldorf Catsup, half-pints.

Waldorf Baked Beans in Tomato Sauce, 1, 2, and 3-lb. tins.

Mrs. Jones Mince Meat, in 1-lb. tins.

W. B. & C. Assorted Jams

In 1-lb. glass.



With a fair order of these goods, a large cut glass sample bottle will be given. Now is your time to order a supply before the cold weather sets in.

We are receiving our fall importation in all these lines, and will be happy to book sample orders for shipment on arrival.

We are at your disposition if prices or information are wanted.

L. CHAPUT, FILS & CIE. - Montreal

IDENTITY IN THE SAMPLE-ROOM.

SOME of the country retail dealers imagine they are well known to all the wholesale houses when they visit the city. They walk into the sample-room and ask to see a certain line of goods, without acquainting the salesman with their names. When questioned as to who they are or their place of business, some of them think you are too inquisitive.

"Well, I have been dealing here for nearly 20 years and you don't know me? I am surprised!"

Such are the remarks made by visiting country dealers who suppose you keep an album with their photographs in, and every salesman in the house should know them. It is, no doubt, very disagreeable to question a good customer as to his business, etc., but, in order to obtain the best prices and terms, he is forced, you may say, to disgorge his name and address.

I have been induced to make these remarks by a conversation which I recently overheard in the sample-room of Boeckh Bros. & Company, between a salesman and a country merchant.

HIGH-GRADE WINTER WHEAT FLOURS.

In order to the manufacture of modern high quality flour there must be a modernly

equipped mill. N. Wenger & Bros., proprietors of the Ayton Mills, Ayton, Ont., make a specialty of high grade winter wheat flours, and, in order to do this, their mill has been equipped with modern machinery. Fire destroyed the old mill in 1893. Three years later a new building was put up. It is three storeys high and has a basement. The capacity of the mill is 100 barrels per day, with prospects of being increased. The brands of flour made by the Ayton Mills are: "Edelweiss," a high patent, and "May Blossom," a family flour.

ACETYLENE GAS MACHINE.

On page 63, of this issue, will be found the advertisement of the Acetylene Lighting Co., Limited, London, Ont. This machine attracted a great deal of attention at the Industrial and Western Fairs, on account of the excellent character of the light it produced. Acetylene gas has now passed the experimental stage, and its character is such, that its use for lighting factories and stores is certain to gradually extend. The Acetylene Lighting Co. does not claim that its machine, "The Sun," is the best in the world, but, it asserts, with emphasis, that it is not afraid to guarantee that its machine will do all that is claimed for it.

SWEET AND SOUR PICKLES.

Famous among the American brands of pickles, are those manufactured by Williams Bros. & Charbonneau, of Detroit, Mich. This firm manufactures an immense line of high-class goods, including fancy sweet and sour pickles, catsups, mustards, soups, baked beans, jams, etc. The style of their packages is unique and elegant, and the quality of their goods is beyond question. Their vegetables and fruits are raised on immense farms, which are models of modern agricultural development, and, from the planting of the seed to the selling of the product, constant care and vigilance place Williams Bros. & Charbonneau in an enviable position among the pickle manufacturers of the world. Although they now have three large factories, besides immense salting works, etc., they find their capacity inadequate for the demand for their goods, and are now arranging to build another large factory. A. E. Richards & Co., Hamilton, are selling agents for these goods in Canada, and they report large sales, with the demand increasing.

New Sultana raisins are in stock at H. P. Eckardt & Co.'s.

The "Empire" private post card from Lucas, Steele & Bristol is a most attractive one. The flag is a grand idea.

Canned Lobsters, Mackerel, Clams



We are now booking orders for New Pack.
Our goods are best quality.
Write and get our prices.

J. & R. McLea

MONTREAL

IMPORTERS

FISH--DRY, GREEN, SALT and FRESH.

Don't Pay Freight on Water!

BUY CONCENTRATED GRAPE WINE VINEGAR

The purest, finest and best Vinegar made.

Three Profits for grocers handling our goods:

- First is the difference in freight (a heavy item)
- Second, the ordinary margin.
- Third, extra demand for Pure Grape Vinegar.

PUT UP IN DEMIJOHNS.

One Demijohn of 4 1/2 Imp. Gallons will make 115 Imp. Gallons XXX; requires merely the addition of water to reduce to XXX or 137 Gallons XX strength. Think for a moment the saving to you in freight between one Demijohn, 75 lbs., and 3 bbls., 1,200 lbs. No empty barrels to return and make claims for.

READ WHAT THE DOMINION ANALYST SAYS:

This is to certify that on analysis of above vinegar I found it a purely "CONCENTRATED WINE VINEGAR," made from the grape fruit. Free from mineral acids, metallic substance, and alcohol. After dilution with pure water will prove a wholesome and palatable commodity either for table use or pickling purposes. A very important thing not to be lost sight of in using this article is that cleanliness is insured by procuring this vinegar in the concentrated form.

Toronto, Sept. 1st., 1897.

(Signed)

A. R. PYNE, M.D., Dominion Analyst.

For sale by Wholesale Grocers, and

Agents for Quebec Province,

WATT, SCOTT & GOODACRE
Montreal, Que.

Send post card for descriptive circular.

W. H. SEYLER & CO.

Sole Canadian Agents, Room 100, Board of Trade. Toronto, Can.



Awarded Three Gold Medals

Cologne, Germany, 1889
Chicago, U. S. - 1893
Berlin, Germany - 1896

Highest order at
Florence, Italy, 1898,
from Royal Academy
of Science.

THE TWO LEADERS

FOR CHRISTMAS TRADE ARE

Northrop's
Cleaned
Currants



Northrop's
Seeded
Raisins

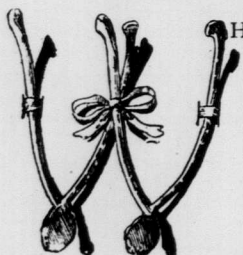
Put up in Cartoons, 36 and 50-lb. boxes.

Walter Northrop,

66 Esplanade St. West,
TELEPHONE 8015

Toronto

THE CANADIAN PORK PRODUCT INDUSTRY.



WHEN the opening of the Northwest demonstrated that we had one of the cheapest and greatest wheat-producing territories in the world, "the wise men of the east" realized that the farmers of eastern Canada had to turn their attention to other sources of revenue, or they would be ruined by the competition of the cheap wheat of the west.

It was then that Mr. J. W. Flavelle, then of Dundas, Flavelle & Co., saw that, if eastern Canada could not raise wheat profitably, there were other things she could, and that, well. He suggested to THE CANADIAN GROCER that in pork and pork products Canada had an opening, the development of which, besides giving employment to thousands of laborers and being a paying investment for capitalists, would give to the farmers an easy and profitable means of using the coarser grains, for which their farms were so suitably adapted.

Acting on his suggestion, we began agitating for more attention to this industry, and, by procuring definite knowledge as to the requirements of the different markets, we were soon rewarded by seeing the farmers and merchants earnestly turning their attention to this unlimited source of revenue, with the result that to-day this one industry stands as a monument of Canadian national development.

Not many years ago, in certain sections of Canada, the total quantity of hog products used, for at least six months of the year, was imported. In the large lumbering districts, the entire quantity of this staple article was American. To-day, not only is the home market supplied, but our exports of bacon alone bring millions to to enrich our farmers.

It is not only in money value that we have been benefited. Canadian bacon, among other products, has been the means of drawing the attention of the overcrowded countries of Europe to Canada, as a field for settlement, and also as a profitable investment for their surplus capital.

We have heard lately of several British capitalists sending out agents to look over the field. In many cases they have met with encouragement, and several prospective factories are the result. But, in others, we are sorry to report, they have not been so successful. We think farmers and merchants should not hastily let such an opportunity pass them by.

THE GROCER is pleased with the success

that has already been attained. But our people must not rest content. There are several places where a packing establishment would be a paying investment. The market for first-class goods is almost unlimited, and with proper care in the selection and feeding of stock, as well as curing of the meats, we can, and ought to, at least, soon double our output.

The Maritime Provinces, especially New Brunswick and Nova Scotia, should be a good field for this business. They have a temperate climate, rich soil, and splendid water and rail facilities, and we are sorry to see that they have not sooner and more energetically taken hold of this matter. We think the Government, instead of spending thousands in trying to raise wheat, would do better to spend the money, or part of it, in the encouragement of this industry. There are signs, however, of an awakening, and we predict that once they take hold of this matter, it will be the means of bringing thousands of settlers to fill their unoccupied lands, and make the present farms far more valuable.

We are pleased to learn that a Maritime firm has been successful in putting up canned bacon, and is making preparation for greatly enlarging its output, not only of bacon, but sausages. With the rapid development of our northern gold fields, and the general favor and usefulness of canned goods in particular, this ought to prove a profitable investment.

TO ENCOURAGE BETTER TEA.

The Salada Tea Co. is placing with the trade a neat and attractive box for the counter containing 10 lb. of its 40c. tea done up in two-ounce packages for retailing at 5c. each. As the demand of late years has been largely running on 25c. tea, this scheme should encourage the use of a better class article. The Salada Tea Co. is to be congratulated upon its enterprise.

MONTREAL GROCERS ELECT OFFICERS.

About fifty members of the Montreal Grocers' Association were present at the regular monthly meeting, held in the Monument Nationale on Oct. 6.

The principal business of the evening was the election of officers for 1898-99.

Other candidates having withdrawn their nomination, President John Scanlan was re-elected by acclamation. Mr. V. Raby was nominated for vice-president by A. D. Fraser, with ex-President Vallieres as seconder, and was also elected by acclamation. Ald. Turner was elected as second-

vice-president, N. Lapointe as secretary, and J. D. Dixon as treasurer (re-elected), all by acclamation.

The balloting for directors resulted as follows: L. D. Vallieres, S. Demers, Jas. Pepin, A. D. Fraser, J. E. Manning and John Johnston.

THE "IMPERIAL'S" EXPORT TRADE.

IN order to develop an export trade two essentials are chiefly necessary. The one is quality of goods and the other is enterprise on the part of the manufacturers or handlers of the goods.

It is folly to try and build up an export trade unless the quality is present, and it is equally foolish to expect that because the quality is commendable the goods will sell themselves.

The manufacturers of MacLaren's "Imperial" cheese recognized this. This cheese carried off the highest prize at the World's Fair in Chicago, scoring one hundred points. This established its quality. But A. F. MacLaren & Co. knew that this alone was not going to create a market for it, either at home or abroad.

They knew that energy, enterprise and judicious advertising must be brought in vogue. What they knew they practised. And the result is a rapidly expanding trade, abroad as well as at home.

To-day, large quantities of "Imperial" go to Great Britain, and quite respectable lots to Australia, China and Japan. Germany takes it. So does South Africa, Fiji Islands, Cuba, Jamaica, Bahamas, etc. To the Klondyke a great deal of it goes. Recently, a small lot went to Calcutta for a private gentleman, and a merchant out there who tasted it wrote MacLaren & Co., offering to handle "Imperial" in India.

What MacLaren & Co. have done with cheese, other people can do with other lines.

AN ENGLISH BISCUIT MAN.

Mr. Edward Pether, agent for Peek, Frean & Co., biscuit manufacturers, London, Eng., has been in Montreal the past week on his annual business trip to Canada. He spent the week with Chas. Gyde, their Canadian agent, calling on the trade in the city, and speaks encouragingly of their success so far. He leaves this week for Toronto and the west, stopping at all the principal centres from Montreal to the Coast. Mr. Pether has been in the employ of this firm for the past forty years, and for the last ten years has traveled in every part of the globe. He also, for this trip, specially represents Rowntree & Co., cocoa manufacturers, York, Eng., and Goodall, Backhouse & Co., Yorkshire Relish, Leeds, Eng.

The above Tea in cases advantages exclusive sale should write

T. B.

TO
OUR
MANY
CUSTOMERS.

You will be pleased to know that our Goat Japan Tea has arrived, and we will be able to fill all orders. Your tea will be shipped in a few days. We believe there is no other Japan Tea gives the same satisfaction as the Goat.

Your truly,

T. KINNEAR & CO.,
TORONTO.

49 Front Street East,

We always supply fresh stock.
But we rely upon you to buy in small quantities
and often, thereby keeping your stock fresh.

"REINDEER" brand Condensed Goods.



The above cabinet is sent to purchasers of **GRAND MOGUL** Tea in case lots. Every tidy grocer can easily see the many advantages it possesses. It opens in the back. Grocers wanting exclusive sale in towns or villages where Grand Mogul is not sold should write us at once.

T. B. Escott & Co. London, Ont.



Pickles.

Heinz's Tomato Ketchup is absolutely pure, has a heavy "body," and is in every way the best. Is your order in?

Others of our Popular Specialties are:

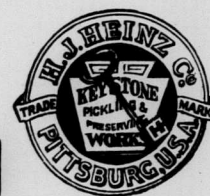
Tomato Chutney Evaporated Horse Radish
Tomato Ketchup Tomato Soup
Baked Beans with Tomato Sauce

For sale by _____

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

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

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



NEW SEASON'S FIGS DELIVERED.

SOME small deliveries of the first shipment of new season's Smyrna figs were made during the past week.

The quality of the fruit is good, but it is said that the average quality this year will be poor, while in quantity the crop is now estimated at 25 per cent., instead of 33 per cent., as it a short time ago promised to be.

The price for layers will be from 25 to 30c. per lb., figures without precedent.

Comadra figs, in taps, have been imported largely, in consequence of the high price of the Eleme decription, but the supply of these is now exhausted, and it is probable their price will steadily increase throughout the season.

WOODEN BUTTER PLATES DEARER.

A sharp advance has taken place in the price of wooden butter plates. The advance is from 12½ to 20 per cent., and is the second within the last three or four months.

Present figures per thousand, compared with those previously ruling, are as follows:

	New Price.	Old Price.
Half-pound plates	\$1.55	\$1.20
One-pound "	1.65	1.30
Two-pound "	1.95	1.70
Three-pound "	2.25	2.00
Five-pound "	3.00	2.50

DRIED APPLES,

Balfour & Co., Hamilton, are among the largest buyers and exporters of dried and evaporated apples in Canada. As they are in constant touch with the best foreign markets they are always in a position to pay the highest prices. It would be to the interests of retail merchants to communicate with this firm before selling their stocks.

ADVANCE IN ROQUEFORT CHEESE.

In consequence of abnormally hot and dry weather in France during the past summer, the yield of milk in the Roquefort district was light, with the result that the production of cheese is far behind that of former years. This has led to an advance of about 25 francs per 100 kilos in Roquefort cheese. Canadian importers have had to pay an advance of 1½c. per lb.

SEEDING RAISINS BY MACHINE.

The raisin seeder, recently installed by W. Northrop in his fruit-cleaning establishment, Esplanade street west, Toronto, is doing excellent work. Its capacity is already taxed to the utmost to fill orders. The feature of this machine is its power to seed Valencia raisins. Previous to the invention of this machine, for which Mr. Northrop has the patent rights in Canada, all attempts to clean this variety of raisin had proved unsuccessful.

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

CHARLES F. CLARK, PRESIDENT. J. CHITTENDEN, TREASURER.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY
THE BRADSTREET COMPANY,

Executive Offices, PROPRIETORS

NOS. 346-348 BROADWAY, NEW YORK

Offices in the principal cities of the United States, Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES—McKinnon Building
Cor. Jordan and Melinda Sts.
THOS. C. IRVING, Superintendent.

USE THE BEST!

Canada Manufacturing Co.

Manufacturers of

"STAR SELF-RAISING FLOUR."

An old favorite,

"FLEXMAN SELF-RAISING FLOUR,"

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Greatly used in Great Britain, etc., and put up in Canada only by us.

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Manufacture the Old Reliable! Premium Mucilage, in Bottles and in Bulk. Premium Lithograms and Lithogram Composition. Premium Printers' Roller Composition.

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WESTERN Incorporated 1851.
ASSURANCE COMPANY

Fire and Marine

Capital, subscribed \$2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - - 2,320,000.00
Annual Income - 2,300,000.00
Head Office: TORONTO, ONT.

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Plough Lines, etc.

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WANTED—POS grocery; excel man, tea-taster, travell

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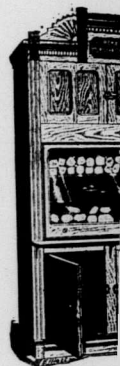
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Drafts on all parts and Europe bought; Letters of Credit i China and Japan.

R. D.



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Butcher and
Fruit packag
For sal

SITUATION WANTED.

WANTED—POSITION AS MANAGER TFA OR grocery; excellent experience as buyer and salesman, tea-taster, traveller. 'Box A, GROCER Office. (41)

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ST. JOHN, N.B. Etc., Etc.

Wholesale trade only.

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Capital (paid-up).....\$1,500,000
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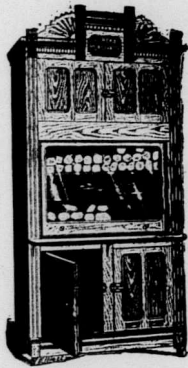
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Style No. 13

Size, width 46 in.
depth, 28 in.
height, 84 in.

All trimmings and cornice project over this. This style is in Antique Ash, Hard Oil Finish, Inside Spruce Lined and Orange Shellac, 7 Walls, Windows Hung with Weights. A Catalogue will give you all particulars.

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MANUFACTURERS OF



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

For sale by all Woodenware Dealers.

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THE TRADE BUILDERS OF B.C.

ARE
OKELL & MORRIS' GOLD MEDAL BRANDS
OF PURE Preserves, Pickles, Ketchups, Vinegars, Confectionery, Candied Peels
We guarantee the purity of our manufactures. Works: VICTORIA, B.C.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

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THE MOST NUTRITIOUS COCOA.

EPPS'S
GRATEFUL—COMFORTING
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In labelled Tins. 14 lb. Boxes.

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... A good barn is not a good barn unless it has a good roof.

We would therefore press on you the importance of enquiring into the durability of our Steel Shingles before deciding on the covering of your barn.

We guarantee all our steel products to be water, wind, and storm proof and to last a lifetime.

We will give you the benefit of our 32 years' experience in roofing, our illustrated catalogues, and up-to-date information on these goods on receipt of a post card.

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FANCY MOUNT ROYAL MILLS
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Every facility for handling all kinds of provisions and groceries.

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HIGHEST
PAILS TUBS
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FOR
LARD, CANDY, SPICES,
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Manufactured by The Wm Cane & Sons Co., Limited, Newmarket, Ont.
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The Dominion Government's Last Requisition

for tea called for

"SALADA"

CEYLON TEA

or its equal, thus showing the standard value of Salada.

Branches in Toronto, Montreal, Buffalo, Pittsburg, Detroit, Bos'on, etc.

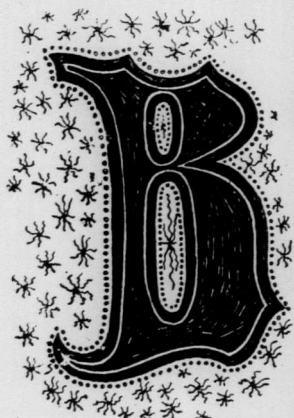
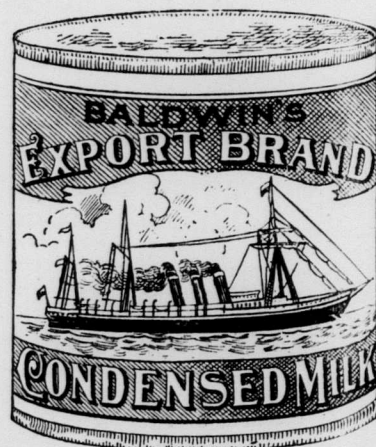
The only condensed milk made from

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so reports the Dominion analyst.

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Boeckh

combine the very essential points of reliable quality and fair prices. United to this is their standard guarantee which every grocer can make to his customers, "your money back if you want it."

But this offer does not apply to brooms alone—Boeckh's Brushes bear the same warrant of fully satisfying a grocer's customers. Thus, every chance for dissatisfaction is eliminated—if you take no chances you will surely hold your trade.

Boeckh Bros. & Company Mfrs.
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BROCK'S BIRD SEED

This well known and reliable brand is the best and cleanest in the market. Each packet contains a cake of **Bird Treat**, greatly appreciated by the bird-loving public. All wholesalers.

NICHOLSON & BROCK - TORONTO

N.B.—20 years in use and everybody well satisfied with the Old Favorite.



All respectable grocers from the Atlantic to the Pacific keep it for sale, because it pays to do so, there being **no old, unsaleable stock in "Horseshoe Salmon."**

Every consumer should use it because it is the **BEST** and every can is warranted good, or money returned; so take no other, and be happy.

This Brand is packed from the finest Fraser River Sockeye Salmon, by

J. H. TODD & SON,
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Who are also packers of the well and favorably known brands of **Beaver, Columbia and Tiger**, all guaranteed good Red fish.

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Tees & Perse, Winnipeg, for Manitoba and N.W.T.



THE chief grocery for the... in prices. T not quite as l ago, but a fai theless. Can but there is n The position firmer than a able reports f cohoie pack. but they are : Syrups and m are without c fairly good t much being c tea market, Bosnia and F easier. New on the Toron new season' market are s

Advices f cohoie pack ruling price there is no b learned, at \$3.75 woul even this fig high. We river socke the Coast, l bination pri salers repor there is m them. Qu peaches, berries, are the Northw alms nil. in canned sauc. A being done leas wh 85 1/2 pc. Fraser riv \$1.5 1/2 Lc \$1.10 to \$ 2's and \$1.3 1/2 s' \$1.6 1/2 F being ask Coffees

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, Oct. 13, 1898.
GROCERIES.

THE chief features of the wholesale grocery trade are the new regulations for the sale of sugar and the reduction in prices. The wholesale grocery trade is not quite as brisk as it was a week or two ago, but a fair business is being done nevertheless. Canned vegetables continue firm, but there is not much business being done. The position of canned salmon is rather firmer than a week ago, owing to unfavorable reports from the Coast, regarding the coho pack. Coffees are steady in price, but they are attracting little or no attention. Syrups and molasses continue quiet. Spices are without change. Wholesalers report a fairly good trade in teas, but there is not much being done by shippers' agents. The tea market, generally, rules firm. Both Bosnia and French prunes are cabled a little easier. New season's California prunes are on the Toronto market this week. The few new season's layer figs there are on the market are selling at from 25 to 30c. per lb.

CANNED GOODS.

Advices from the Coast state that the coho pack is practically a failure. The ruling price f.o.b. the Coast is now \$4, but there is no business doing, as far as can be learned, at this figure. A quotation of \$3.75 would probably secure buyers, but even this figure a good many consider too high. We hear of transactions in Fraser river sockeye canned salmon, at \$5 f.o.b. the Coast, but this is rather below the combination price ruling in England. Wholesalers report very few sales of sockeye, but there is more enquiry for cohoes than for them. Quite a few canned fruits, such as peaches, plums, strawberries and raspberries, are being shipped by wholesalers to the Northwest. The demand in Ontario is almost nil. A good business is being done in canned corn and beans in tomato sauce. A steady and increasing trade is being done in canned finnan haddie. The leading wholesale quotations are: Tomatoes, 85 to 90c.; corn, 85 to 90c.; peas, 70c. up; Fraser river sockeye, in tall tins, \$1.40 to \$1.50; Lowe inlet, \$1.35 to \$1.40; cohoes, \$1.10 to \$1.15; peaches, \$1.65 to \$1.75 for 2's, and \$2.65 to \$2.75 for 3's; plums, \$1.50; strawberries, \$1.50; raspberries, \$1.60. For peaches, \$1.40 to \$1.50 is being asked by the packers.

COFFEES.

Coffees, both locally and in the outside

markets, are dull, with prices steady and unchanged.

SYRUPS AND MOLASSES.

This is supposed to be the beginning of the syrup season, but there is very little business being done in them, from the fact that the refineries have nothing to offer. There have been some importations of syrup from the United States within the past few days, but the high duty precludes much of this being done. Molasses is quiet and unchanged.

SUGARS.

The refineries have reduced prices 10c. per 100 pounds, but the most interesting feature of the market is the new regulations agreed upon by the wholesalers in regard to quoting sugar. By this agreement prices will hereafter be for delivery, the quotations being based upon the Montreal figures, plus the freight. The terms are as before. The price of standard granulated sugar in now

See pages 137 and 138 for
Toronto, Montreal, St. John,
and Winnipeg prices current.

\$4.58 per 100 lb. There is not much demand for sugar.

The European markets are firmer than they were. On Monday cane was cabled 1½ d. dearer, while beet was firm. Giesicker estimates the deficiency in the European beet crop at 400,000 tons and Licht's estimate places the deficiency at 250,000 tons. These estimates have contributed to making the market firmer. A firmer tone also prevails on the New York market.

RICE.

The market keeps firm, but unmarked by any special features.

NUTS.

Shipments of walnuts will be late and buyers will only have a few days before Christmas in which to distribute their goods. Prices are 30 to 50 per cent. higher than last year. Early shipments of Tarragona almonds will cost about 11c. laid down, but purchases at to-day's figures would cost one cent per lb. more. Some business from London, England, has been done during the week, in Brazil nuts.

TEAS.

The market for both Indian and Ceylon growths of tea continues firm. The higher prices are deterring local importers to do

business at the moment, they holding off with the hope that the market may take an easier turn. Wholesalers have, however, been picking up spot lots offered. The revised estimate of the Indian tea crop places the yield at 154,000,000 lb. against an original estimate of 158,750,000 lb.

The first shipments of new season's green teas—Young Hysons and gunpowders—arrived this week. They show good values. It is expected that not more than 50 per cent. of the orders for China green teas will be filled this year.

Japan teas of high grade are firm, but poor teas are easy. Third crop teas are showing poor style, being very ragged. These third crop teas are expected here in about 10 days.

There have been some transactions in medium grade Chirfa black teas, and enquiries are being received for low grades, but these cannot be obtained at the prices which merchants are willing to pay.

FOREIGN DRIED FRUITS.

CURRENTS—The market has been a little unsettled, owing to the low quotations which are being offered by certain shippers, but it is noteworthy that the well-known houses in Patras are still firm in their figures and a cable received in Toronto on Wednesday noted an advance of 1s. per cwt. in Patras.

VALENCIA RAISINS—Buying for import has practically stopped, in consequence of the price on the spot having been established at the cost of importation, consequently showing importers no profit. It is reported that the Escalona has a quantity of fruit on board branded "Selected," which is really only well-cleaned fine off-stalk. This has had the effect of establishing a price for selected on too low a level for high-class brands.

FIGS—Small lots of new season's Eleme figs were delivered last week. Prices still keep very high, from 25 to 30c. per lb. being the idea for layers. Stocks of Comadra tap figs have been about exhausted, and prices are tending upwards in consequence.

PRUNES—Bosnia prunes for November shipment, which means January delivery, are quoted 1s. per cwt. lower than first shipments, which are expected to arrive by the overland route the end of this month. French prunes are also quoted about 1s. per cwt. lower for October shipment. The first shipment of new season's California prunes reached the Toronto market this week. There have been a few transactions in

ion

, Buffalo,
s'on, etc.



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TORONTO

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RIVER



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"Horseshoe"
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SURPRISE SOAP

BRANCHES—

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

California prunes, of second grade, during the past week.

CALIFORNIA RAISINS—Shippers will not quote. The reason is that the shippers have already booked such a large number of orders that they cannot deliver any more before the expected advance takes place.

CANDIED PEELS—Wholesalers' stocks of candied peels are now pretty well supplied but there is not much business yet being done. We quote: Orange, 11 to 13c.; lemon, 10 to 12½c.; citron, 16 to 19c.

GREEN FRUITS.

The latest things on the market are chestnuts. These are now offering freely at \$4 per bushel. Late Valencia oranges are on sale at \$3.50 to \$4. A few chests of Malaga lemons have arrived lately. They are selling at \$13. The demand for both lemons and oranges is light. There is a steady trade of bananas at \$1 to \$1.65. Plums are done. The receipts of fruits, generally, are so small that it is expected that the market will be closed at the end of this week. The demand for peaches, pears, red peppers and tomatoes, has decreased greatly, causing a drop from 5 to 25c. for peaches, 15c. for pears, 25 to 30c. for red peppers, and 5 to 10c. for tomatoes. The price of fall apples has advanced 25 to 50c. Late varieties of pears are selling at \$2 to \$2.25, as compared with \$3.50 to \$4 paid earlier for Bartletts. There is nothing yet doing in cranberries.

COUNTRY PRODUCE.

EGGS—The demand is good. Prices are

firm, with an advance of ½c. noted by some houses. At country points, 13 to 13½c. is the ruling price for cases. Farmers' lots sell at from 15 to 16c. on the local market.

POTATOES—The market is steady at unchanged figures. Car lots are worth from 60 to 65c. Off farmers' wagons, 65 to 70c. is paid.

HONEY—There is little local trade being done, the demand being largely cut up by farmers peddling their honey themselves in the city. The demand throughout the Province is brisk, and keeps prices firm. There is not a great deal of honey being exported yet, though it is likely a good deal will be ultimately disposed of thus. Clear extracted honey is quoted at 6½ to 7½c., according to color and size of package.

DRIED AND EVAPORATED APPLES—Evaporated apples are quiet. A few cars have been picked up for export trade, but the majority of holders are holding at a little over the export limit price. Prices continue steady at 7c. f.o.b. at country points. There is a fair jobbing trade being done at about 8 to 8½c. Not many dried apples are coming in now, but it is considered the pack is much above the average. Jobbers' prices continue steady at 4½c. Some carload lots have changed hands, it is reported, at 3½c.

BEANS—The jobbing trade keeps active, with prices steady at \$1 to \$1.10 for hand-picked, and 90c. for common stock.

has peculiar qualities for laundry uses. It is made specially for that purpose. You can guarantee it a pure hard soap that lasts well and works well.

Freight paid on 5-box lots.

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

VEGETABLES—A fair business is being done. Cauliflower has declined 25c. and celery 10 to 15c. Vegetable marrow has advanced 25c. We quote as follows: Cauliflower, 75c. to \$1 per doz.; celery, 40 to 60c. per doz.; lettuce, 20 to 40c. doz. bunches; radishes, winter, 20 to 40c. doz. bunches; cabbage, new, per doz. 50 to 60c.; parsley, 10 to 20c. doz. bunches; cucumbers, short, 10 to 20c. per doz.; Canadian butter beans, 75c. to \$1 per bushel; beets, 10c. per peck; carrots, 10c. per peck; onions, Danvers, 75c. to \$1 per bag; green beans, \$1 to \$1.25 per bushel; vegetable marrow, 50 to 75c.; butter squash, 75c. to \$1; pumpkins, 50c. to 75c.; red cabbage, 40 to 60c.; egg plant, 75 to \$1.

BUTTER AND CHEESE.

BUTTER—Creamery, especially pound prints, has been offered in such quantities that a weak feeling is manifesting itself, and a decline of ½c. is noted. The demand for dairy prints, especially the best grades, is brisk, with prices firm. Tubs are easier, with a decline of ½c. quoted at outside points. A good quantity of large rolls is now offered. We quote at outside points: Dairy tubs, 14c.; [prints, 14 to 15c.; large rolls, 14c.; creamery prints, 18½c.; tubs and boxes, 17 to 18c.

CHEESE—The feeling is easier, export buyers not fully responding to the remarkable advance of a couple of weeks ago. We quote 8½ to 9c. for early makes and 9 to 9¼c. for September make.

BE SURE AND GET

BRIGHTON Canning Co.
 New Process
THISTLE BRAND TOMATOES **GARDEN GROWN**

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Established 1882

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Equal to the b
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McLauchlan's Graham Crackers

In 1 lb. packages. Retail for 10c. These Biscuits are manufactured from the choicest ingredients, and packed with neatness and care. Grocers can recommend them with perfect confidence.

J. McLauchlan & Sons,
OWEN SOUND

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Manufacturers and Shippers who are not represented in

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Will do well to correspond with me.

E. NICHOLSON

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

**THE MANITOBA
PRODUCE AND COMMISSION COY.**
WINNIPEG, MAN.
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PROVISIONS OF ALL KINDS
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SARNIA Water White Lamp Oil. . .

Equal to the best American Water White Oil. Test it and be convinced. Genuine is branded **Sarnia Water White**. Wholesale only by
The QUEEN CITY OIL CO., Limited.
TORONTO, ONT.

DON'T PAY FREIGHT ON WATER

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

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Room 100, Board of Trade, **TORONTO**
Agents for **HEINRICH FRANCK SOHNE & CO.**
German Chicory, Coffee, Extracts and Essences
LUDWIGSBURG, GERMANY. FLUSHING, N. Y.

PROVISIONS.

There has been a steady demand, with slightly easier feeling, though stocks are not large. No change is noted except ½c. decline in compound, and an advance of 25c. for dressed hogs. Packers are waiting the advent of favorable weather to commence packing operations.

FISH.

There is no change noted in price. Oysters are in brisk demand, and a fair movement is noted in ciscoes, herring and fresh water fish. We quote as follows: Fresh salmon trout, 6½c.; fresh whitefish, 6½c.; steak trout, 7c. lb.; fresh perch, 4c. per lb.; fresh herring, 3½c. per lb.; Labrador herring, \$5 per bbl. and \$2.75 per half-bbl.; Digby herring, 55c. per bundle of five; split herring, \$5 per bbl. and \$2.75 to \$3 per half-bbl.; cod, in 1-lb. blocks, 6½c. per lb.; boneless fish, 3¾c. per lb.; quail-on-toast, 5½c. per lb.; fresh-water herring, 60c. per basket; ciscoes, \$1.25; haddies, 8c. per lb.; fresh haddock, 6c. per lb.; oysters, \$1.35 to \$1.40 per gallon.

BREAKFAST FOODS—Trade is brisk. No change in prices to note. We quote: Standard oatmeal and rolled oats, \$3.60 in bags and \$3.80 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$3.50; pot barley, \$3.50.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Wheat is steady with an advance of 1c. noted. On cars outside, 64c. is now the ruling figure for both red and white. The local market is fairly brisk. We quote as follows: Wheat, white, 66 to 67c.; red, 65c.; goose, 62 to 63c.; peas, 57c.; oats, new,

SOVEREIGN LIME JUICE

equal to any made in the world.

Regular size bottle, pints..... \$2.75 per doz
Apollinaris bottles, splits..... 1.00 per doz
Order through wholesale Druggist or Grocer.

E. FIELDING, Agent
34 Yonge St., **TORONTO**

J. Y. GRIFFIN & CO.

Wholesale Produce
... and ...
Commission Merchants

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Prompt returns.

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Our specialties

**POULTRY, BUTTER,
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We buy Dried Apples. Send us samples and we will offer you.

Correspondence Invited.

RUTHERFORD, MARSHALL & CO.

68 Front Street East, Toronto.

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We are importing largely
in Nuts, Figs, Dates, etc.,
and will quote on arrival.

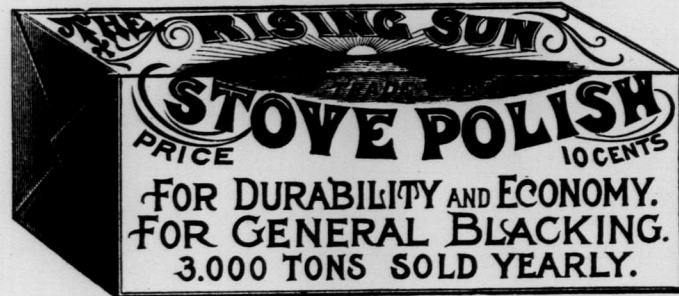
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We are Ontario Agents for **YEOWARD BROS., Liverpool.**

IF YOU HAVE ANY APPLES TO EXPORT, SEND US YOUR BILLS OF LADING, OR WRITE US.

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.



27 to 28c.; barley, 44 to 49c., rye, 45c. Old Manitoba No. 1 hard has declined 3c., now being quoted at 80c., Toronto freights.

FLOUR—Manitoba flour has declined 10c. per bbl. We quote as follows: Manitoba patents, \$4.30; Manitoba strong bakers', \$3.90; Ontario patents, \$3.90 to \$4; straight roller, \$3.15 to \$3.25, Toronto freights.

HIDES, SKINS AND WOOL.

HIDES—As the demand is good and the market is well clear of stocks, prices are steady. We quote: No. 1, 8½c.; No. 2, 7½c.; No. 3, 6½c.; cured, 9¼c.

CALFSKINS—We quote nominally: No. 1 veal, 8-lb. and up, 10c. per lb.; No. 2, 8c.; dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—Shearlings and lambskins are in good demand, and firm at 65c.

WOOL—There is little doing. Prices are steady at 15c. for fleece, and 10c. for unwashed.

SEEDS.

Alsike still retains the bulk of attention. Local competition has caused an advance of 25c., lifting prices considerably above an export basis. We quote at \$2.75 to \$4.50. A few lots of red clover are offered, and bring from \$3.25 to \$3.75, about 25c. more than last week. In timothy, there is practically nothing doing.

SALT.

Prices are unchanged. Business is good. We quote: Carload lots, \$1.05 per bbl., and 65c. per sack; less than carload lots, \$1.10 per bbl., and 70c. per sack. At the wells we quote F.O.B., barrels, 75c.; sacks, 54c.

MARKET NOTES.

Dressed hogs have advanced 25c.

Compound has declined ½c.

New season's California prunes are on the market.

Malaga lemons are on the market at \$13 per chest.

The Dawson Commission Co., Limited, have already bought up over 15,000 barrels of winter apples.

Cheese has declined ¼c., and is easy at 9 to 9¼c.

Alsike and red clover seed have advanced 25c. per bushel.

The refiners have reduced the price of sugar 10c. per 100 lb.

New walnuts will be here barely in time for Christmas trade distribution.

Both Bosnia and French prunes for later shipment are about 1s. per cwt. lower.

A cable to J. L. Watt & Scott, Toronto, on Wednesday, quoted currants 1s. per cwt. dearer in Patras.

QUEBEC MARKETS.

MONTREAL, Oct. 13, 1898.

GROCERIES.

THERE has not been any marked activity in the general grocery market during the past week. The most important development has been a decline of 10c. per 100 lb. in the price of all refined sugars, and it cannot be said that the fact has led to any activity in the demand, which continues light. Syrups are motionless, and molasses is firmly held, with business light, as yet. The strong disposition of canned goods is more marked if anything, and there has been a rather active enquiry on future account for peas, corn, tomatoes and salmon, all ruling strong. Coffee, rice and spices are without change, and teas have not contributed anything special. Valencia raisins are somewhat unsettled regarding futures, owing to the wide range of prices named, but spot values for prompt delivery are unchanged. Other dried fruits are without change.

SUGAR.

A weaker feeling has developed in the market for refined sugar, and prices for extra standard granulated have declined 10c. per 100 lb. This is due to sympathy with the demoralized condition of the market in New York. The new arrangements now made are for sales per 100 lb., and freight rates on sugar in Ontario and Quebec will now be equalized, by taking Mont-

real as the starting point. Local prices at the refinery now are as follows: Extra standard granulated, \$4.50; yellows, "Phoenix" brand, \$4.15; extra bright coffee, \$4.05; bright, \$3.85; No. 3, \$3.75, and No. 2, \$2.65 per 100 lb. Demand at the decline has not been active, the market, on the whole, ruling quiet. Cables on raw this week came higher for cane, fair refining going up 1½d. to 10s. 9d., but Java was unchanged at 12s. Beet was steady, with prices unchanged in London at 9s. 9d. for both present and next month's delivery. In New York, prices are 1-16c. lower than they were last on raw cane sugar, fair refining being quoted at 3 11-16c., and centrifugal, 96 test, 43-16c., with molasses sugar, 37-16c.

SYRUPS.

Business in syrups continues almost nil, as refiners are not offering for future delivery as yet. In fact, they assert that they have not made a single sale in weeks, so that it is impossible to quote any range of prices.

MOLASSES.

There has been no material change in the molasses market, but speculation among the trade is still lively as to the effect of the great hurricane on the plantations in Barbadoes, reports received stating that they have been levelled to the ground in many instances. If the damage is anything like as serious as it is reported to be, the crop next year is bound to be injured. In the local market business in round lots has been noted all the way from 28½ to 29c., but lately bids of the inside figure have been refused. Very naturally, as a result of these high prices for first cost, jobbers are very firm in their views for ordinary jobbing business, though no quotable change has yet been named.

CANNED GOODS.

The firm disposition of the market is quite pronounced, and it will not surprise anyone if values move still higher before very long. This applies more especially to

corn and tomato is bright for corn with light offerings. Lots of corn are held, while naturally, with these figures, the values the spot are quite the inside figure for choice brands, ask \$5.50.

Demand for limited, but val Standard B, \$4 to \$4.12½ Japans, \$5.50

This market only a few lots and Rio and hands, the fig lots of unroast

There has b and prices are

The tea m the whole, d large lots hav hands. Japa range of 16½ 7c. In black from 11 to 1 sueys were tu quiry for the others, and 1 prices.

The Valenc unsatisfactory the wide var been made la Ontario, and creating a c buyers to o market. Ad hand, are f reported tha damaged fru If this is corr exercise care that they at

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corn and tomatoes and to salmon. Enquiry is brisk for corn, peas, and tomatoes, but, with light offerings, business is small. Tomatoes are held firm at 90c. in straight lots and corn at 85 to 90c., with none obtainable while peas are scarce at 80c. Naturally, with the goods costing them these figures, jobbers are firm as regards the values they are asking. Salmon on spot sales quite strong, and \$5.25 is now the inside figure that would be accepted for choice brands, while, in many cases, holders ask \$5.50.

RICE.

Demand for rice has been somewhat limited, but values rule steady, as last quoted: Standard B, \$3.75 to \$4; Indiana bright, \$4 to \$4.12½; Patnas, \$4.75 to \$5, and Japans, \$5.50 to \$5.75.

COFFEE.

This market rules steady, but very quiet, only a few lots of Maracaibo at 10 to 13c. and Rio and Santos at 8 to 10c. changing hands, the figure being for straight invoice lots of unroasted bean.

SPICES.

There has been a quiet business in spices, and prices are unchanged all round.

TEAS.

The tea market has continued quiet, on the whole, during the past week, and few large lots have changed from first to second hands. Japans have been moved at a range of 16½ to 19½c., and Japan dust at 7c. In blacks, a few Congous have sold from 11 to 11½c., while, in greens, pingsueys were turned over at 11½c. The enquiry for these is more brisk than for the others, and holders are asking pretty firm prices.

DRIED FRUIT.

The Valencia raisin market is in a rather unsatisfactory condition at present, owing to the wide variation in the offers that have been made lately, particularly to traders in Ontario, and the fact has had the result of creating a disinclination on the part of buyers to operate, and so unsettling the market. Advices from Patras, on the other hand, are firm in their tenor, and it is reported that a lot of shipments of rain damaged fruit are being made from there. If this is correct, importers would do well to exercise care regarding the numerous offers that they are receiving at present, all of

which offer very tempting prices. There has been no change in spot quotations here, but the Escalona's fruit is now being delivered, that vessel having arrived.

California raisins have also arrived here, but the fact has not led to any change in quotations.

New currants are now on the market, ex Escalona, and prices still remain as they were last quoted.

California prunes rule firm, and there is nothing new to report in relation to either Austrian or French.

New figs are moving well, as quoted last week, and California evaporated fruits contribute no change.

NUTS.

All kinds of nuts are firm, as a rule, a fair trade being noted for forward account in Tarragona almonds, Grenoble walnuts and Sicily filberts, all ruling firm in tone.

GREEN FRUIT.

The weather lately has not been favorable to a good trade in green fruit, but still a fair volume of business was put through. Apples are not arriving very freely, and are steadily held at a range of \$1 to \$3 per bbl. Receipts of Canadian pears have been very heavy and prices range from \$2 to \$5 per bbl., and 40 to 60c. per basket. Peaches have been only a small offering at 75c. to \$1.25 per basket. Grapes are quite plentiful and prices are rather easier as a result, Niagaras selling at 17c., Delawares, 20 to 30c. and Rogers 17c. California Tokay grapes have been selling freely at \$2 to \$3.50 per crate, according to grade. Bananas are in over supply at 40 to 50c.

FISH, ETC.

Owing to more liberal receipts of fish during the past week, and the recent spell of warm weather, an easier feeling has prevailed in most lines, and more especially so in sea and lake fish. The demand has also been retarded considerably on account of the weather and trade in consequence has not been as active. In salt fish, Labrador herrings and green cod are lower, while British Columbia salmon to arrive are firmer. We quote: No. 1 Labrador herrings, \$4.60 to \$5 per bbl.; No. 1 N.S. do., \$4.50; N.B. in half-bbbls., \$2.25; No. 1 B.C. salmon, to arrive, \$13 per bbl.; No. 2 Labrador, \$14; No. 3 mackerel, \$11 to \$12, and No. 1 green cod, \$4.

A fair trade has been done in preserved

fish, and as supplies of such are somewhat limited yet, prices are fairly well maintained. We quote: Pure boneless codfish, 5½ to 6c. per lb.; dressed or skinless codfish, 4¼c.; dried, \$4 per 100 lb.; boneless fish, 3½c.

The demand for fresh fish has only been fair, and as receipts of such are larger, prices show a decline, especially for haddock, which are selling at 3½ to 4c. per lb.; Manitoba dore, white fish and trout, 6½c., and B.C. salmon, 13 to 14c.

There has been no change in smoked fish for which there continues to be a steady demand. We quote: Haddies, 6½ to 7c.; kippered herrings, \$1.35 to \$1.50 per box; smoked herrings, 10 to 12c., and Yarmouth bloaters, \$1.25.

Shell oysters are moving slowly and they suffered considerably during the recent warm spell. We quote: Hand-picked malpeques, \$4.50; fair to good, \$3.50; Buctouche, \$5, and stall stock, \$1 to \$2 per barrel.

COUNTRY PRODUCE.

EGGS—For strictly new laid eggs there was a good demand to-day, and, as supplies of such are somewhat limited, prices are firmly held. Other lines were only fairly enquired for, but, on the whole, a good trade was done. We quote as follows: Strictly new laid, 18 to 18½c.; No. 1 candled, 14c.; No. 2 do., 12 to 13c.; P. E. I., 12 to 13c., and culls, 9c. per doz. Receipts, 718 cases.

BEANS—The demand for beans was better to-day, and from now on a steady improvement is looked for. We quote: Choice hand-picked at 95c. to \$1 per bushel; primes, 85 to 90c.

HONEY—Business in honey was slow, and prices were unchanged. We quote: White clover comb, in 1-lb. sections, 7 to 7½c.; dark, 5½ to 6½c.; white extracted, 6 to 6½c., and dark, 4 to 5c.

MAPLE PRODUCT—Maple product continues neglected and dull. We quote: Syrup, in wood, 4 to 4½c. per lb.; in tins, 45 to 55c., according to size; sugar, 6 to 6¼c. per lb.

PROVISIONS.

The provision market was without any special feature. The demand for all lines continues fair, and a good trade is doing for the season, with no change in prices to note. We quote as follows: Canadian pork, in barrels, \$16 to \$16.50

C.F. & J. GALT PACKERS OF THE **BLUE RIBBON TEAS**
45 SCOTT ST. TORONTO. CELEBRATED

See HUDON, HEBERT & CIE.'S Ad. on Page 87.

per barrel; pure Canadian lard, in pails, at $8\frac{1}{4}$ to $8\frac{1}{2}$ c. per lb., and compound refined at 5 to $5\frac{1}{2}$ c. per lb. Hams, $10\frac{1}{2}$ c. to 13c.; and bacon, 10 to 13c. per lb.

FLOUR, GRAIN, ETC.

In sympathy with strong and higher American and foreign markets, coupled with a fair demand from the latter for most lines of grain, the undertone to the market here was firm and the recent advance in prices fully maintained. There was nothing done in Manitoba wheat, private despatches received reporting steady rain throughout the country, and deliveries light. In regard to Ontario wheat, dealers state that prices at country points are getting down to export basis; in fact, some business was reported in white, and several bids were received from abroad for red, consequently, the indications are, that trade in this line will become more active in the near future. In coarse grain, oats were firmer again, and $\frac{1}{4}$ c. per bushel higher, with sales of round lots afloat at $28\frac{1}{2}$ c. Peas were in demand, and firm, at $61\frac{1}{2}$ to 62c. afloat, and rye sold at 51c. afloat.

There was a good demand for Manitoba grades of flour and a more active business was done, but the feeling in regard to values is unsettled and they are somewhat irregular. Ontario brands also met with a fair sale in small lots. We quote: Winter wheat patents, \$3.85 to \$4.10; straight rollers, \$3.50 to \$3.60; in bags, \$1.65 to \$1.75; Manitoba patents, \$4.50 to \$4.70; strong bakers', best, \$4.20 to \$4.40.

There was no change in the feed market. The demand is fair, and business moderately active. We quote: Manitoba bran, \$12; shorts, \$14, and moullie, \$16 per ton, including bags.

The demand for rolled oats continues good, and prices are fully sustained at \$3.50 per barrel and \$1.70 per bag.

In baled hay, business continues quiet, demand being only for small lots to fill actual wants, even at the present low prices. We quote: No. 1 at \$6.50; No 2 at \$5 to \$5.50, and clover mixed at \$4 to \$4.50, in car lots.

CHEESE AND BUTTER.

Cheese continues easy in tone, and, if demand holds off as it does, and sellers continue to consent to decline, the bottom may not yet be in sight, by any means. The chief business lately consisted of the 8,000 Quebec cheese offered at the wharf, and, as an evidence that the market is lower, they sold at $8\frac{3}{4}$ c., which is a decline of $\frac{1}{8}$ to $\frac{1}{4}$ c. on prices paid for similar cheese a week ago. We quote: Finest western Septembers 9 to $9\frac{1}{8}$ c.; finest eastern Septembers, $8\frac{3}{4}$ to $8\frac{7}{8}$ c.; finest western Augusts, $8\frac{3}{4}$ c.; finest eastern Augusts, $8\frac{5}{8}$ c.; Liverpool cable, 42s. 6d.

Butter ruled dull and easy, and with demand further decline seems inevitable, unless the enquiry for home wants is of such a character as to offset this influence. Prices are not quotably changed, but our outside prices are difficult to obtain. We quote: Extra finest creamery, boxes, $19\frac{1}{4}$ to $19\frac{1}{2}$ c.; extra finest creamery, tubs, $18\frac{7}{8}$ to 19c.; ordinary finest creamery, boxes, $18\frac{1}{2}$ to $18\frac{3}{4}$ c.; ordinary finest creamery, tubs, 18 to $18\frac{1}{4}$ c.; western dairy, tubs, 15c.

MONTREAL NOTES.

Cheese and butter continue easy, with a downward tendency.

There has been a decline of 10c. per 100 lb. in the price of sugar at the refineries.

The ss. Escalona arrived this week, and new raisins and currants are now in stock.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., Oct. 11, 1898.

THE week has been a busy one, and bills are being fairly well met. The increased firmness in the cheese market is a feature, as most dealers had light stocks. Our factorymen are much in need of better facilities to market their cheese, as, until there is some concerted action, they must of necessity fail to get best results. There is also some inquiry for canned fruits, particularly peaches, caused by a somewhat unexpected advance. Teas are beginning to come to hand freely. Some ten cars of China tea, via Vancouver, were received one day this week, including about 2,807 packages. The withdrawals from the savings bank continue large, amounting to, in September, \$97,428.30, while the deposits were but \$59,798.65.

OIL—Burning oil is still a very busy line. Values, as reported last week, are somewhat easier. The wholesale men have had trouble in getting their tank cars promptly, which has somewhat delayed shipment. In cod oil there continues to be small arrivals. There is, however, but a limited market.

SALT—There is a fair stock of Liverpool coarse salt still held here. A vessel with a cargo of salt, overdue for some time, has put into Halifax in distress. Cargo will likely be, if not a total loss, very much out of condition. This will somewhat effect the tone of the market; but no change in price is expected. There is a fair sale. Other grades are quiet. We quote as follows: Liverpool coarse, 45 to 48c.; English factory-filled, 90c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 to \$2.60 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartons, \$2 per case

of 2 doz.; English bottled salt, \$1.25 to \$1.30; mineral rock salt, 60c. to \$1.

CANNED GOODS—New goods continue to come forward, quite a quantity arriving during the past week. About all lines are now to hand. Corn continues to be the high line, though in peas, beans, and tomatoes packers are backward in many cases, being sold out. Peaches are much higher and very firm. They are about the only large seller in fruits here, though strawberries have quite a good demand. No line seems to be so pushed by packers as baked beans, particularly those in tomato sauce. There is a wide range in prices. Salmon is dearer. American packers are quoting new oysters for forward shipment. Meats are quiet.

GREEN FRUIT—On account of the attention given to Canadian grapes during the past week or two other lines have been somewhat quiet. The quantity of grapes arriving has been large, the retail price during the past week being 25c. per basket. Oranges have a small sale. Dominicas and Jamacias are chiefly offered. Lemons are quiet and in light sale. Bananas are about done for this season, at least, as far as large business goes. Apples are rather firmer. Prices in Nova Scotia would seem to rule higher than in Ontario. Gravensteins are the chief grade now to hand, and the quality is splendid. Peaches, pears, and plums are about done. In a retail way quite a quantity of Tokay grapes are being received. In cranberries, prices will rule high. The crop east is a small one. Quinces are quite free sellers; prices low. Sweet potatoes are also low. Demand here for these goods is not large.

DRIED FRUIT—Stocks of new goods continue to arrive, chiefly Valencia raisins, and currants. Currants are firmly held. The cleaned have large sale. They are cleaned here. It is strange the difference in the demand for California raisins in Halifax and St. John. The former city takes hardly any, while all the dealers here sell them freely. The sale for seeded in cartons is much ahead of last year, which was about their first appearance. In fancy fruit, Malagas hold the market, though quite a few Californias have been sold this year. A few California figs are to hand. The Smyrna fig still, however, holds the trade. New goods will not be here for some time. California prunes have also been received, but it looks as if the Bosnia prune would have the large sale this year on account of its lower price. Figs will rule high. Nuts begin to have increased sale. The appearance of the chestnut shows the near approach of Halloween. Nuts will rule high, particularly almonds and walnuts. In onions, the sale continues large with

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**Georgia Water Melons
and Bananas**

arriving in car lots. Quality first-class. Prices
low. Tomatoes, Cucumbers, Cabbage, New
Potatoes etc.

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**ROYAL STUART
GORDON ROY**

The appearance of these goods will
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bring the repeat orders. Get full informa-
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BUY CLARK'S PORK AND
BEANS WITH TOMATO SAUCE AND
BE SURE OF THE
BEST VALUE EVERY TIME.

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St. John, N.B. and Montreal

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Six GOLD Medals **VINEGAR**

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**Peaches, Pears, Plums, Apricots
and Cherries**, arriving twice a week per
fast express. Domestic Fruit of every des-
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CURRENT MARKET QUOTATIONS

October 13, 1898.

This list is corrected every Thursday, and the quotations herein given are for the cases of Montreal, Toronto, Hamilton, London, St. John, N.B., Halifax, Winnipeg, Vancouver and Victoria. The prices are solicited for publication, and are of such quantities and qualities 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 for staple products are under the direct control of the Editors who call daily upon all the leading houses in the principal centres.

SUGAR

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba and B.C.
Granulated (St. Lawrence, Redpath).....	\$1 40	\$1 58	4½	5½
Granulated, Acadia.....	4 40	4 53		
Parisump, bbls. and 100-lb. bxs in 50-lb. boxes.....	5 52½	5 58	5¾	6
Extra Ground Feing, bbls.....	5 15	5 40		7
Powdered, bbls.....	4 90	5 00	5¾	6¾
Phoenix.....	4 15	4 33		
Cream.....	4 08½	4 23	3¾	4
Extra bright.....	4 06¾	4 13	3	3½
Bright coffee.....			3¾	3¾
No. 3 yellow.....	3 71¼	3 93	3½	3¾
No. 2 yellow.....	3 58¾	3 83		
Demerara.....		3 50	3 75	
Imported yellow.....		3 75		

SYRUPS AND MOLASSES

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba and B.C.
Syrups				
Dark.....	\$0 23	\$0 27		
Medium.....	30	32		3
Bright.....	35	37		3½
Honey.....	40	40		
25-lb. pails.....	90	1 00		
38-lb. pails.....	1 20	1 40		
Molasses—				
New Orleans.....	31	24	45	26
Barbadoes.....	31		42	27
Porto Rico.....	23	25	38	32
Antigua.....	22	23		25
St. Croix.....				27

TEAS

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba and B.C.
Black—				
Congou—Half-chests Kaisow, Moning, Paking.....	\$0 12	\$0 60	\$0 12	\$0 60
Caddies Paking, Kaisow.....	14	40	18	50
Indian—Darjeelings.....	35	55	35	55
Assam Pekoes.....	20	40	20	40
Pekoe Souchong.....	8	25	18	25
Ceylon—Broken Pekoes.....	35	42	35	42
Pekoes.....	20	30	20	30
Pekoe Souchong.....	17	35	17	35
China Greens—				
Gunpowder—Cases, extra firsts.....	42	50	42	50
Half-chests, ordinary firsts.....	22	28	22	28
Young Hyson—Cases, sifted, extra firsts.....	42	50	42	50
Cases, small leaf, firsts.....	35	40	35	40
Half-chests, ordinary firsts.....	22	28	22	28
Half-chests, seconds.....	17	19	17	19
“ thirds.....	15	17	15	17
“ common.....	13	14	13	14
Ping Sueys—				
Young Hyson—½-chests, firsts.....	28	32	28	32
“ seconds.....	16	19	16	19
Half-boxes, firsts.....	28	32	28	32
“ seconds.....	16	19	16	19
Japan—				
½-chests, finest May pickings.....	38	40	38	40
Choice.....	32	36	32	36
Finest.....	28	30	28	30
Prime.....	25	27	25	27
Good medium.....	22	24	22	24
Medium.....	19	20	19	20
Good common.....	16	18	16	18
Common.....	13	15	13½	15
Yagasaki, ½-chests Pekoe.....	16	22	16	22
“ Oolong.....	14	15	14	15
“ Gunpowder.....	16	19	16	19
“ Siftings.....	7½	11	7½	11

WOODENWARE

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba and B.C.
Hoop, clear, No. 1.....	\$1 45	\$1 45	\$1 50	\$1 50
“ “ No. 2.....	1 60	1 60	1 60	1 60
“ “ No. 3.....	1 40	1 40	1 40	1 40
“ “ No. 4.....	1 55	1 55	1 55	1 55
“ “ No. 5.....	1 40	1 40	1 40	1 40
“ “ No. 6.....	8 00	8 00	8 00	9 50
“ “ No. 7.....	6 50	6 50	6 50	8 50
“ “ No. 8.....	5 50	5 50	5 50	6 50
“ “ No. 9.....	4 50	4 50	4 50	5 50

BUTTER AND CHEESE

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba and B.C.
Large rolls, per lb.....	15	15	16	10
“ pound prints.....	16	17	16	17
“ tubs, best.....	15	16	14	16
“ “ second grade.....	12	13	10	14
“ “ prints.....	20	20½	18	18
“ “ tubs.....	21	22	21	20
“ “ prints.....	9	9½	9	9

PROVISIONS

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba and B.C.
Dry Salted Meats—				
Long clear bacon.....	7½	8	8¾	9¾
Smoked Meats—				
Breakfast bacon.....	12	11	12	11¼
Rolls.....	9	8¾	9	10½
Hams.....	10½	13	10½	11½
Shoulder hams.....	10	8¾	8½	9
Backs.....	11	11½		9¾
All meats out of pickle 1c. less.				
Barrel Pork—				
Canadian heavy mess.....	16 50	17 00	15 00	16 00
“ short cut.....	16 00	16 50	16 00	15 50
Clear shoulder mess.....	14 00	14 50	14 00	15 00
Plate beef.....	12 50	18 00	11 00	13 50
Lard, tierces, per lb.....	8¾	7	7¾	8
Tubs.....	8¾	7¼	7¾	8½
Fats.....	8¾	7¼	7¾	8½
Compound Fats.....	1 10	6½	7	6½
Shortening, in 60-lb. tubs.....		7½	7¾	7
Dressed hogs, light.....	6 25	5 25	5 50	

GREEN FRUITS

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba and B.C.
Oranges, Late Valencias.....	3 50	4 00	3 50	4 00
Lemons, Verdilla, per box.....	5 00	6 00	5 50	6 00
“ Malaga, per chest.....	12 00	13 00	12 00	13 00
Bananas, per bunch.....	1 00	1 50	1 00	1 65
Apples, per bbl.....	1 00	3 2½	1 50	2 00
Canadian Apples, per basket.....		15	30	
“ Peaches.....	75	1 25	25	75
“ Pears.....	40	60	25	50
“ Plums.....				20
“ Grapes.....	16	18	18	25
Red Peppers.....			20	25
Sweet Potatoes, bbl.....	2 50	3 00	2 50	2 75
Cal. Peaches (20-lb.).....	1 25	1 50		1 50
“ Pears (50-lb.).....	2 75	3 00		3 00
“ Plums (4-basket).....	1 50	2 00		2 00
Tomatoes, Can., per basket.....	30	50	15	20
Pears, late varieties.....	4 00	6 00	2 00	2 25
Spanish onions.....			1 25	

NUTS

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba and B.C.
Brazil.....	12	13	12½	14
Valencia shelled almonds.....	25	27	24	24
Turkey almonds.....	11	12	10	11
Peanuts (roasted).....	6½	9	9	10
“ (green).....	5½	8	7	9
Cocoanuts, per sack.....			3 75	3 50
“ per doz.....			60	70
Grenoble walnuts.....	11	12	11	12
Marbot walnuts.....			11	12
Bordeaux walnuts.....			8	9
Sicily filberts.....	8	8½	8	9
Naples filberts.....	10	11	10	11
Pecans.....	8	10	10	11
Shelled Walnuts.....	20	21	23	25

SPICES

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba and B.C.
Pepper, black, ground, in kegs, pails, boxes.....	12	15	12	14
“ in 5-lb. cans.....	15	16	14	15
“ whole.....	11	13	11	13
Pepper, white, ground, in kegs, pails, boxes.....	20	26	18	24
“ in 5-lb. cans.....	20	22	20	26
“ whole.....	17	25	17	24
Ginger, Jamaica.....	20	25	18	25
Cloves.....	15	20	14	20
Pure mixed spice.....	25	30	25	30
Cassia.....	25	40	20	40
Cream tartar, French.....	25	27	24	25
“ best.....	28	30	25	30
Allspice.....	15	17	13	16

PETROLEUM

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba and B.C.
Canadian.....	12	13	13½	15
Sarnia water white.....	12	13	15½	16½
Carbon safety.....	17	17		
American water white.....	17	17½	16½	18
Pratt's Astral, in bulk.....	18	19	16	

COUNTRY PRODUCE

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba and B.C.
Eggs, strictly fresh laid.....	17½	18	15	16½
“ held.....	15	16½	12	13½
Poultry—chickens, dressed.....	*5	8	30	50
Geese, per lb.....			6	7
Ducks, per pair.....	*8½	9	40	70
Turkeys, per lb.....			10	10
Game—Hares, per pair.....	1 50	1 75	80	1 50
Honey, comb, per doz.....	7	7½	6	6½
“ light color, 60-lb. tins.....	7	8	7	7½
“ “ 5 and 10-lb. tins.....	5½	6½	2	3
“ buckwheat.....				5
* per pound.				

RICE, SAGO, TAPIOCA

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba and B.C.
Rice—Standard B.....	3 75	3 90	3¾	3 62½
Patna, per lb.....	5	5½	6	5
Japan.....	6	6¼	6	6
Imperial Seeta.....	5	6	4½	5
Extra Burmah.....			4¼	4
Java, extra.....	6½	7	6	6
Sago.....	3½	4	3¾	4
Tapioca.....	4	4½	3¾	4

SODA

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba and B.C.
Bi-carb, standard, 100-lb. keg.....	2 25	2 50	2 25	2 50
Sal soda, per bbl.....	70	75	70	80
Sal soda, per keg.....	95	1 00	95	1 00

FRUITS					COFFEE				
	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba and B.C.	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba and B.C.	
Foreign—									
Currants, Provincials, bbls.....	4 1/2	5 3/4	6	7 1/4	24	29	23	28	25
“ “ “ 1/2-bbls.....	4 1/2	6	6 1/2	7	27	31	22	30	25
“ “ “ 1/4-bbls.....	4 1/2	6	6 1/2	7 1/4	10	11	7 1/2	12	12
“ “ “ cases.....	4 1/2	6	6 1/2	7 1/2	29	31	25	30	29
“ “ “ 1/2-cases.....	4 1/2	6 1/2	6 1/2	7	24	28	22	25	24
“ “ “ 1/4-cases.....	4 1/2	6 1/2	6 1/2	7	24	28	22	25	24
Patras, bbls.....		6 1/2	7	7 1/4	18	22	15	20	18
“ “ “ 1/2-bbls.....		6 1/2	7	7 1/4	13	15	13	16	13
“ “ “ cases.....		6 1/2	7	7 1/4					
“ “ “ 1/2-cases.....		6 1/2	7	7 1/4					
Vostizas, cases.....	5 1/2	6	7	8					
Dates, boxes.....		4	5	6					
Figs, 4-crown.....									
“ 5-crown.....									
“ 7-crown.....									
“ 9-crown.....									
“ natural, bags.....									
Prunes, Sphinx, B's.....			7 1/2	10					
“ “ “ A's.....			8 1/2	12					
“ California, 40's.....	10 3/4	8 1/2	10	12					
“ “ “ 50's.....	9 3/4	8	8 1/2	9					
“ “ “ 60's.....	8 3/4	7 3/4	8 1/2	8					
“ “ “ 70's.....	7 3/4	7	7 1/2	8					
“ “ “ 80's.....	7 1/4	6 1/2	7	7					
“ “ “ 90's.....	6 1/2	6	6 1/2	6 1/2					
Raisins, Valencia, off stalk.....	4	4 1/4	5	6	1 70	1 90			
“ Fine off stalk.....	4 1/2	5	5 1/2	6					
“ Selected.....	5	6	6 1/2	7					
“ Layers.....	5 1/4	6	6 1/2	7					
“ Sultanas.....	8	12	10	12					
“ Cal. L.M., 3-crown.....	7	7 1/2	5 1/4	6					
“ “ “ 4-crown.....	7 3/4	8	6 3/4	7					
Domestic—									
Apples, dried, per lb.....	6 1/2	7	6	6					
“ “ “ evaporated.....	9	10	10	10 1/2					
Cal. Evaporated Fruits—									
Apricots, 50-lb. boxes.....	9	10	10	10					
“ “ “ 25-lb. boxes.....	9	16	12	15					
“ “ “ cartons.....	13	14	12	13					
Peaches, 25-lb. boxes.....	10	12	9	12					
“ “ “ 1-lb. cartons.....	12	13	12	13					
CANNED MEATS					CANNED GOODS				
Comp. corn beef, 1-lb. cans.....	\$1 50	\$1 40	\$1 50	\$1 60	\$1 75	\$1 75	\$1 75	\$1 75	\$1 75
“ “ “ 2-lb. cans.....	2 65	2 50	2 60	2 75	3 00	3 00	3 00	3 00	3 00
“ “ “ 4-lb. cans.....	5 10		8 00	8 75	9 25				
“ “ “ 6-lb. cans.....	8 60		18 00	20 00	21 00				
“ “ “ 14-lb. cans.....	18 55		2 60	2 75	2 80				
Minced callops, 2-lb. can.....	3 50	3 20	3 25	3 25	3 35				
Lunch tongue, 1-lb. can.....	6 70	6 75	7 00	5 80	6 00				
“ “ “ 2-lb. can.....	2 30	2 75	2 80	2 75	2 80				
English brawn, 2-lb. can.....			2 50	2 50					
Camp sausage, 1-lb. can.....			4 00	4 00					
Soups, assorted, 1-lb. can.....	2 00		1 50	1 40	1 50				
“ “ “ 2-lb. can.....	3 00		2 20	2 25	2 30				
Soups and Bouill., 2-lb. can.....	2 00		1 80	1 75	1 80				
“ “ “ 6-lb. can.....	1 70	1 65	1 70	1 70	2 00				
Sliced smoked beef, 1/2's.....	2 25	2 80	2 95		3 25				
Green—									
Mocha.....	24	29	23	28					
Old Government Java.....	27	31	22	30					
Rio.....	10	11	7 1/2	12					
Plantation Ceylon.....	29	31	25	30					
Porto Rico.....	24	28	22	25					
Gautemala.....	24	28	22	25					
Jamaica.....	18	22	15	20					
Maracaibo.....	13	15	13	16					
CANNED GOODS									
Apples, 3's.....	90	1 00	90	95	1 00	1 10	1 15	1 20	1 25
“ “ “ gallons.....	2 40	2 75	2 25	2 50	2 40	2 50	2 40	2 50	2 50
Blackberries, 2's.....	1 40	1 70	1 40	1 50	1 60	1 80	1 80	1 80	1 80
Blueberries, 2's.....	80	90	75	85	85	90	95	90	95
Beans, 2's.....	70	95	70	95	90	95	90	95	90
Corn, 2's.....	85	95	80	85	80	85	80	85	80
Cherries, red, pitted, 2's.....	2 00	2 35	1 85	2 25	2 30	2 40	1 75	1 90	1 90
Peas, 2's.....			70	85	75	85	80	90	90
“ “ “ sifted.....			85	1 00	1 15	1 20	1 20	1 20	1 20
“ “ “ extra sifted.....			1 00	1 25	1 30	1 50	1 50	1 50	1 50
Pears, Bartlett, 2's.....	1 50	1 75	1 50	1 75	1 70	1 80	1 80	1 80	1 80
“ “ “ 3's.....	2 25	2 40	2 00	2 40	2 20	2 40	2 40	2 50	2 50
Pineapple, 2's.....	2 10	2 40	2 40	2 50	2 15	2 25	4 50	5 00	5 00
“ “ “ 3's.....	2 50	2 60	2 50	2 60	2 50	2 60	2 60	2 60	2 60
Peaches, 2's.....	1 75	1 90	1 50	1 60	1 65	1 70	1 60	1 60	1 60
“ “ “ 3's.....	2 50	2 75	2 50	2 75	2 50	2 75	2 25	2 60	2 60
Plums, green gages, 2's.....	1 50	1 55	1 30	1 55	1 30	1 60	1 60	1 60	1 60
“ “ “ Lombard.....	1 30	1 50	1 20	1 50	1 30	1 50	1 50	1 50	1 50
“ “ “ Damson, blue.....	1 10	1 30	1 00	1 40	1 10	1 30	1 30	1 30	1 30
Pumpkins, 3's.....	75	85	70	80	90	1 00	1 00	1 00	1 00
“ “ “ gallon.....	2 10	2 25	2 10	2 25	2 10	2 25	2 10	2 25	2 25
Raspberries, 2's.....	1 50	1 90	1 40	1 50	1 50	1 75	1 40	1 60	1 60
Strawberries, 2's.....	1 50	2 00	1 50	1 70	1 65	1 75	1 75	1 70	1 70
Succotash, 2's.....	1 10	1 15	1 15	1 10	1 15	1 15	1 15	1 15	1 15
Tomatoes, 3's.....	90	95	85	90	85	90	90	90	90
“ “ “ 1-lb. flats.....	2 50	2 95	2 50	2 50	2 60	2 60	2 60	2 60	2 60
“ “ “ 1/2-lb. flats.....	2 75	3 00	3 00	1 25	1 30	1 30	1 30	1 30	1 30
Mackerel.....	1 30	1 35	1 30	1 35	1 20	1 25	1 25	1 25	1 25
Salmon, sockeye, talls.....	1 15	1 25	1 35	1 50	1 20	1 25	1 20	1 20	1 20
“ “ “ flats.....	1 30	1 45	1 50	1 60	1 30	1 35	1 35	1 35	1 35
“ “ “ Horseshoe.....	1 20	1 25	1 40	1 50	1 25	1 25	1 25	1 25	1 25
“ “ “ Clover.....	1 20	1 45	1 45	1 50	1 25	1 25	1 25	1 25	1 25
“ “ “ Leaf.....	1 45	1 50	1 60	1 60	1 60	1 60	1 60	1 60	1 60
“ “ “ Cohoes.....	95	1 00	1 10	1 15	95	1 00	95	1 00	1 00
Sardines, Albert, 1/2's.....	10 1/4	11	13	13	4	15	15	15	15
“ “ “ Sportsmen, 1/2's.....	20	21	20	21	20	21	20	21	21
“ “ “ key opener, 1/2's.....	11 1/2	12	12 1/2	12 1/2	12	12	12	12	12
“ “ “ other brands, 1/2's.....	19	20	20	21	20	21	20	21	21
“ “ “ P. & C., 1/2's.....	10	11	10 1/2	11	16	18	16	18	18
“ “ “ American, 1/2's.....	16	18	18 1/2	23	10	11	10	11	11
“ “ “ Mustard, 1/2 size, cases.....	23	35	16	17	16	17	16	17	17
“ “ “ 50 tins, per 100.....	23	25	23	25	23	25	23	25	25
“ “ “ Haddies.....	33	36	33	36	33	36	33	36	36
“ “ “ Kipper HERRINGS.....	4	5	5	4	5	5	4	5	5
“ “ “ Herring in Tomato Sauce.....	9	11	11	10	11	11	10	11	11

Blue Label TOMATO Ketchup



Made from best obtainable materials, prepared in the most cleanly manner; a necessary adjunct for cold meats, and always ready. Try it.

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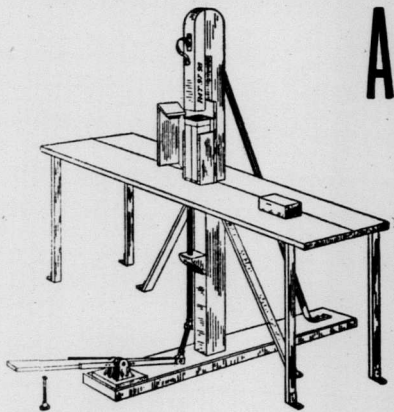
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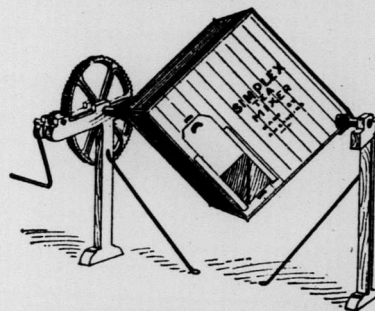
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24 25
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1 00

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We have convinced the people of Canada that the preparations bearing

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 Keen's Oxford Blue
 Keen's Mixed Spice
 and their Twin First Cousins

Robinson's Patent Barley
 Robinson's Patent Groats

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Oct. 13 1896.
 Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made either an advance or decline, it is referred to in the market reports as a matter of news, whether manufacturers request it or not.

BAKING POWDER.

PURE GOLD.

3 oz. cans, 4 and 6 doz. in case	88
4 oz. cans, 4 and 6 doz. in case	95
6 oz. cans, 2 and 4 doz. in case	1 40
8 oz. cans, 2 and 4 doz. in case	1 80
12 oz. cans, 2 and 4 doz. in case	2 70
16 oz. cans, 2 and 4 doz. in case	3 60
2 1/2 lb. cans, 1 and 2 doz. in case	9 00
4 lb. cans, 1 doz. in case	14 40
5 lb. cans, 1 doz. in case	18 00

Cook's Friend—

Size 1, in 2 and 4 doz. boxes	\$ 2 40
" 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

THE F. F. DALLEY CO.

Silver Cream, 1/4 lb. tins, 4 to 6 doz. cases	\$0 75
English Cream, 1/2 lb. tins, 4 to 6 doz. cases	1 5
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. jellies	2 25
1 1/2 lb. Crown sealers	2 25

JERSEY CREAM BAKING POWDER.

1/2 size, 5 doz. in case	40
1/2 " 3 " "	75
1/2 " 4 " "	1 25
1 " 2 " "	2 25

SNOW DRIFT BAKING POWDER.

1/2 lb. tins, 4 doz. in case	per doz. \$ 75
1 " 3 " "	1 20
3 " 1 " "	6 50
5 " 1/2 " "	10 00
1 1/2 lb. boxes	per lb. 16
35 lb. pails	16

WHITE SWAN BAKING POWDER.

1/2 lb. tins, 3 doz. in case	per doz. 0 80
1/2 " 4 " "	1 20
1 " 3 " "	2 00
1 " 1 " "	2 00
1 " 1 " "	9 00

BLACKING.

P. G. FRENCH BLACKING

No. 4, 1/4 grs. bxs.	\$4 00
" 6, 1/2 " "	4 50
" 8, 3/4 " "	7 25
" 10, 1 " "	8 25
" 10, Jet Enamel	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

per doz.

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

THE ALPHA CHEMICAL CO.

Shoe Dressing— in 1/4 gross cases	Per Gross
French Oil in 3-doz. cases	\$ 22 00
Reliable Shoe Dressing	9 00
Ecliptic Combination tan	12 00

MOODY'S OX BLOOD

per gross	12 00
Chocolate	12 00
Alpha Chemical Co. French Castor Oil	9 00
Alpha Chemical Co. Refined Sweet Oil	9 00
Alpha Chemical Co. Turpentine	7 80
Moody's Non-Corrosive Inks	4 50

SHOE BLACKING—

in 1/4 gross cases	9 00
Reliable French Blacking, No. 5	9 00
No. 2	4 50

UNITED SERVICE BLACKING NO. 4 8 00

UNITED SERVICE BLACKING NO. 1 4 25

PATENT LEATHER POLISH NO. 1 1/2 9 00

WATERPROOF DUBLIN NO. 4 9 00

per gross.

Alpha Metal Polish No. 2	9 00
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STOVE POLISH—

Quickshine Polish	9 00
Electric Crown Paste	8 00
Electric Crown Lead Bar	7 80

PATENT STOVE POLISH—

Sunlight Lead Bar 6's	2 25
Packed in 1/2 gross cases	
Sunlight Liquid, 1/2 gross cases	10 80
Moody's Black Lead 3's	4 25
1/2 gross case	
Reliable Stove Pipe Varnish	14 40
1/2 gross cases	
6-oz. bottles	12 00
Quickshine Pipe Varnish	12 00
1/4 gross cases pressed op tins.	

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

BLUE.

KEEN'S OXFORD.

per lb.	\$0 17
In 10 lb. lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 lb. box	0 16

BLACK LEAD.

Reckitt's, per box	1 11
Box contains either 1 gro., 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro., 4 oz.	

STOVE POLISH.

RISING SUN STOVE POLISH

For durability and for cheapness this preparation is truly unrivalled.

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

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Tiger Ste
Stovepip
Boston F

RI

Everyone who has tried them says :

Southwell's Kentish Jams, Jellies and Marmalades



are the finest in
the land.

They keep old
customers and
make new ones.

Rae's ^{Finest} ^{Sublime} Olive Oil

for the table is
par excellence

THE SALAD OIL
OF THE DAY.

A trial will con-
vince you of its
superiority.



FRANK MAGOR & CO., 16 St. John Street, MONTREAL
Agents for Canada.

PEEK, FREAN & CO'S

World-Renowned

ENGLISH BISCUITS

Twenty-One Prize Medals.
Twenty-One
Royal Appointments.

Agent for Canada

Charles Gyde

20 and 22 St. Francis
Xavier Street

Who carries stock of
LEADING LINES.

MONTREAL.

STANDARD
Feather strips ...
Cream shredded ...
Standard ...
Mashed ...
Dried ...
Slices in pack ...
Cream shredded ...



MacLaren's Im
Large size j
Medium siz
Small size j
Tint vidu .1
Imperia Chees
Large size
Medium siz
Small size

Per doz.
Large size ... 80
Medium size ... 40
Small size ... 20
MILLAR'S PARAGON
Large size ... 80
Medium size ... 40
Small size ... 20

CI
Clothes Pins
case, per c
4 doz. package
6 doz. package

JA
Mecca ...
Damascus ...
Cairo ...
TODHU
Excelsior Bl
Bourbon Bl
Our Own
Jersey
Lactona
Rajah Blend
Mocha and J
Old Governn

Dalloy's Pur
bottles, 1
Dalloy's Troj
all flavor
Dalloy's Fin
ies, all
Crown Bran



ROBIN
Patent Ba
Gr

BELLEY'
Buckwhea
3 loz. 1
Pancake F
in case

STANDARD COCOANUT MILLS.

Feather strips	18	21
Cream added	17	20
Standard	15	18
Macaroni	15	17
D. shaved	14	16
Shredded in packages	16	18
Cream shredded, 1/2 lbs.	28	30
1/2 lbs.	28	30

CHEESE.



Maclaren's Imperial—	Per doz
Large size jars	\$9 00
Medium size jars	4 50
Small size jars	2 40
Half size jars	1 00
Imperial Cheese Silver Holder—	
Large size	18 00
Medium size	15 00
Small size	12 00

MILLAR'S PARAGON
Large size, cases 1 doz. \$9 00
Medium size, cases 1 doz. 4 50
Small size, cases 2 doz. 2 40



CLOTHES PINS.

Clothes Pins (full count), 5 gross in case, per case	0 65
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	1 00

COFFEE.

JAMES TURNER & CO.	per lb.
Mecca	0 34
Damascus	0 30
Cairo	0 40
TODHUNTER, MITCHELL & CO.'s	
Excelsior Blend	0 33
Bourbon Blend	0 31
Our Own	0 30
Jersey	0 28
Laguayra	0 25
Rajah Blend	0 21
Mocha and Java	0 32
Old Government Java	0 30 0 32 0 34

EXTRACTS.

Dalley's Pure Fruit Extracts, 2 1/2 oz. bottles, all flavors	\$2 00
Dalley's Tropical Extracts, 2 oz. bottles, all flavors	0 75
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors	1 25
Crown Brand (Greig Mfg. Co.)—	
1 oz. Bottle, per doz.	0 90
2 " " " "	1 50
3 " " " "	2 00
4 " " " "	3 00
8 " Bottle	6 00
4 " Glass Stop'r	4 00
8 " " " "	6 00
P. G. FLAVORING EXTRACTS	
8 oz. Glass Stopper bott.	\$6 00
4 oz. " " "	4 00
3 oz. Plain bottles	5 00
1 oz. " " "	3 00
1/2 oz. Cabinet bottles	2 00
2 oz. Bottles	1 80
1 oz. " " "	1 20
Per gal'on	7 00
Per pound	1 00

FOOD.

ROBINSON'S BARLEY AND GROATS.	per doz.
Patent Barley, 1/2 lb. tins	1 25
1 lb. tins	2 25
Groats, 1/2 lb. tins	1 25
1 lb. tins	2 25
DALLEY'S ROYAL HYGIENIC SELF-RISEING FLOURS.	per doz.
Wheat Flour, 2 1/2 lb. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20

Tea Biscuit Flour, 2 lb. packages, 3 doz. in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

2's	1 10
4's	1 20
8 Quart size	2 12

INDURATED FIBRE WARE.

THE E. B. EDDY CO.	
1/2 pail, 6 qt.	\$3 35
Star Standard, 12 qt.	3 80
Milk, 14 qt.	4 75
Round-bottomed fire pail, 14 qt.	4 75
Tubs, No. 1	15 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS.	per doz.
Frank Magor & Co., Agents.	
Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry	2 00
Apricot	1 75
Black Currant	1 85
Other Jams	1 55 1 90
Red Currant Jelly	2 75

(All the above in 1 lb. clear glass pots)

P. G. JELLY POWDER.	
Raspberry, strawberry, orange, lemon, vanilla, pineapple, cherry, calves-foot and grape fruit, doz. cases, 90c. per doz.	

P. G. ICINGS.	
Chocolate 2 doz. cases, \$1.20 per doz.	
Lemon, white, pink, canary and Kermeline, 2 doz. cases, \$1.00 per doz.	

LICORICE.

YOUNG & SMYLLIE'S LIST.	
5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb.	0 40
"Acme" Pellets, 5 lb. cans, per can.	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. cans	1 75
"Purity" Licorice, 200 sticks	1 45
100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wethey's Condensed, per gross, net	\$10 80
per case of 3 doz., net	2 70
Nicholson's, per gross	10 80
per 1/2 gross case	2 70

PICKLES—STEPHENS'

A. P. TIPPET & CO., AGENTS.	per doz.
Patent stoppers (pints)	2 30
Corked (pints)	1 90

MUSTARD.

COLMAN'S OR KEEN'S.	per doz.
D. S. F., 1/4 lb. tins	\$1 40
1/2 lb. tins	2 50
1 lb. tins	5 00
In Jars—	
Durham, 4 lb. jars, per jar	0 75
1 lb.	0 25
F. D., 1/4 lb. tins	per doz. 0 85
1/2 lb. tins	1 45

FRENCH MUSTARD

Crown Brand—(Greig Mfg. Co.)	per gross.
Pony size	Beer Mug 16 30
Small Med.	Tumbler 11 50
Medium	Cream Jug 21 00
Large	Sugar Bowl 22 00
Spoon	Caddy 28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb.	0 25
Dalley's Mustard, 1/4 lb. tins, 2 doz. in case, per doz.	2 00
Dalley's Mustard, 1/4 lb. tins, 4 doz. in case, per doz.	1 00
Dalley's Superfine Durham Mustard bulk, per lb.	0 12
1/2 lb. tins, 4 doz. in case, per doz.	0 65
1/2 lb. tins, 2 " " "	1 20
1 lb. jars, per doz.	2 40
4 lb.	7 80
1 lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per oz.	1 25

1 gallon tins, per gal.	2 50
Celery Salt, 2 oz. bottles, silver tops, per doz.	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz.	

SODA—COW BRAND.

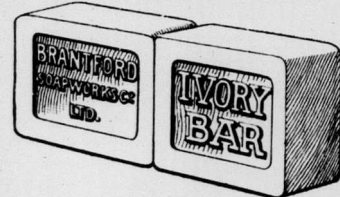


Case of 1 lbs. (containing 60 pkgs.), per box, \$3.00
Case of 1/2 lbs. (containing 120 pkgs.), per box, \$3.00
Case of lbs. and 1/2 lbs. (containing 30 packages) per box, \$3.00
Case of 5c. pkgs (containing 96 pkgs., per box, \$3.00

SOAP.



1 box and less than 5 boxes and upward, 4 boxes and upward, 5 boxes lot.



BRANTFORD SOAP WORKS CO.
Ivory Bar is put up in 1 lb., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 120 in box; Twin Cake, 11 1/2 oz. each, 100 in box.
Quotations for "Ivory Bar" and other brands of soap furnished on application.



MAYPOLE SOAP
A. P. TIPPET & CO., AGENTS
Maypole Soap, colors, per gross, \$12.00, black, \$10.00, white, \$8.00, 10 per cent. discount on orders 100.

STARCH.

EDWARDSBURG STARCH CO., LTD.	
Laundry Starches—	
No. 1 White or Blue, cartoons	0 65 1/2
Canada Laundry	0 04 1/2
Silver Gloss, 6-lb. draw-lid boxes	0 07 1/2
Silver Gloss, 6-lb. tin canisters	0 07 1/2
Edwardsburg Silver Gloss, 1-lb. chrome package	0 07 1/2
Silver Gloss, large crystals	0 06 1/2
Benson's Satins, 1-lb. cartoons	0 07 3/4
No. 1 White, bbls. and kegs	0 04 3/4
Benson's Enamel, per box	3 00
Culinary Starch—	
W. T. Benson & Co.'s Prep. Corn	0 06 1/2
Canada Pure Corn	0 05 1/2
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. cart.	0 09 1/2
Edwardsburg No. 1 White or Blue, 4-lb. lumps	7 1/2
KINGSFORD'S OSWEGO STARCH	



SILVER GLOSS (40-lb. boxes, 1-lb. pkgs.)	0 08
GLOSS (6-lb. boxes, sliding covers (12-lb. boxes each crate)	0 08 1/2
PURE (4-lb. boxes, 1-lb. pack)	0 07
" " " " (16 3-lb. boxes)	0 07
For puddings, custards, etc.	
OSWEGO (40-lb. boxes, 1-lb. COBN STARCH) packages	0 07 1/2
ONTARIO 38-lb. to 45-lb. boxes, STARCH	0 06
STARCH IN Silver Gloss	0 07 1/2
BARRELS Pure	0 06 1/2

THE F. F. DALLEY CO.

Boston—Laundry, 40 pkgs. to box, per package	0 08
Culinary Toledo Corn Starch, 40 pkgs to box, per lb.	0 06 1/2
THE BRANTFORD STARCH CO., LTD.	
Laundry Starches—	
Canada Laundry, boxes of 40 lbs.	0 04 1/2
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs.	0 05 1/2

Bbls., 175 lbs.	0 04 1/2
Kegs, 100 lbs.	0 04 1/2
Lily White Gloss	
Kegs, extra large crystals, 100 lbs.	0 06 1/2
1 lb. fancy cartoons, cases 36 lbs.	0 07 1/2
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07 1/2
6 lb. tin enamelled canisters, 8 in crate 48 lbs	0 07 1/2



BRANTFORD GLOSS—1 lb. fancy boxes, cases 36 lbs. 0 07 1/2
BRANTFORD COLD WATER Rice Starch—1 lb. fancy boxes, cases 28 lbs. 0 07 1/2
Canadian Electric Starch—40 packages in case 3 00
Celluloid Starch—per case 3 50
Culinary Starch—Chalange Prep. Corn—1 lb. pkgs., boxes 40 lbs. 0 06 1/2
No. 1 Pure Prepared Corn—1 lb. pkgs., boxes 40 lbs. 0 06 1/2

TEAS.

SALADA CEYLON.	
Brown Label, 1 lb & 1/2 s. wholesale	25c, retail 25c.
Wholesale Retail.	
Green Label, 1s and 1/2 s.	0 22 0 30
Blue Label, 1s and 1/2 s. and 1/4 s.	0 30 0 40
Red Label, 1s and 1/2 s.	0 36 0 50
Gold Label, 1/2 s.	0 44 0 60
Terms, 30 days net.	



RAM LAL'S (lead packages)
Cases, each 60 1-lb. 0 35
" " " " 60 1/2-lb. 0 35
" " " " 30 1-lb. 0 36
" " " " 120 1/2-lb. 0 36



Ceylon Tea, in 1-lb. and 1/2-lb. lead packet black or mixed.
Black Label, 1-lb., retail at 25c 0 20
1/2-lb., " " " 0 22
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.

CROWN BRAND.	
(Ceylon in lead packages)	
Wholesale	Retail
Red Label, 1-lb. and 1/2 s.	0 35 0 50
Blue Label, 1-lb. and 1/2 s.	0 58 0 40
Green Label, 1-lb.	0 18 0 25
Green Label, 1/2 s.	0 19 0 25
Japan, 1 s.	0 19 0 25

TOBACCO.

EMPIRE TOBACCO CO.	
Foreign—	
Ryat Oak, 2 x 3, Solace, 8s.	0 52
Something Good, rough and ready, 7s	0 53
Louise, 2 x 3, 14s	0 54
Domestic Chewing—	
Currency 13 1/2 oz. bars, spaced 9s, (10 1/2 to the lb.)	0 39
Patrol, 2 x 5, Navy 5s.	0 41
Old Fox, Navy 12s.	0 41
Free Trade, 8s.	0 41
Snow-hoe, 10 1/2 oz. bars, spaced 8s, (12 to the lb.)	0 44
Snow hoe, pound bars, spaced 6s.	0 44
Cut Smoking—	
Leader, 9s, in 5 lb. boxes (10 lbs. in case)	0 32

WOODENWARE.

THE E. B. EDDY CO.	per doz.
Washboards, Planet	1 60
" " " " XX	1 40
" " " " X	1 25
" " " " Special Globe	1 50
Matches—	
5-Case	Single
Telegraph	\$3 25 \$3 45
Telephone	3 05 3 25
Parlor	1 30 1 40
Red Parlor	1 50
Safety No. 1, wall box	1 40
" " No. 2, slide box	2 80
" " No. 3, capital	2 75
Flamers, slide boxes	2 25
" wax stems	3 20
Tiger	2 90 3 10
BOECKH BROS. & CO.	Per doz.
Washboards, Leader Globe	1 25
" " Improved Globe	1 40
" " Standard Globe	1 50
" " Solid Back Globe	1 60
" " Jubilee (perforated)	1 90

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OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for
Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

Manufacturers of Emery, Black Lead, Emery and
Glass Cloths and Papers, etc.

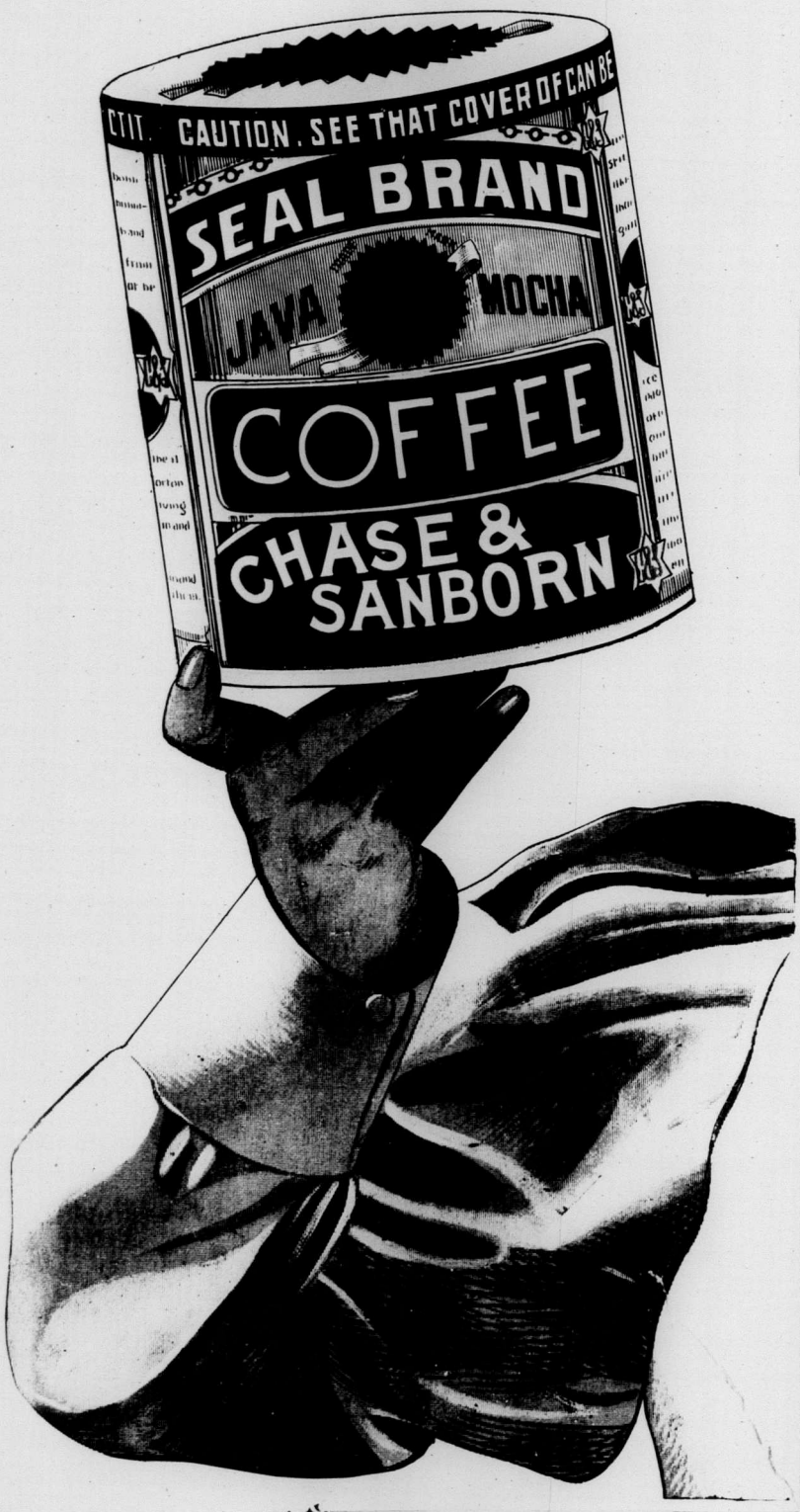
Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

**JOHN FORMAN, 650 Craig Street
MONTREAL**



241199



Seal Brand

The **KING** of package Coffees

Sold by over 25,000 grocers in Canada and United States.

Always Reliable
Always Uniform

Avoid cheap imitations and counterfeits, which only destroy public confidence in the grocer. Seal Brand Coffee (in 1 and 2-lb. tins) delights the connoisseur and pleases the dealer.

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MONTREAL.

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CLARK'S MEATS

Corned Beef

Roast Beef

Compressed Ham

English Brawn

Pigs' Feet

Lunch Tongue

Ox Tongue

Tomato Soup



Sliced Smoked Beef

Geneva Sausage

Devilled Meats

Potted Meats

Game Pates

Chicken Ham and Tongue

English Plum Pudding

Mince-meat

Fix This Fact in Your Mind!

You cannot compete successfully unless you buy styles when they are New. Don't wait till your competitors force you to buy Ready Lunch Beef.