

THE CANADIAN GROCER

VOL. XII.

TORONTO AND MONTREAL, OCTOBER 21, 1898.

NO. 42

COLMAN'S MUSTARD



BEST ON EARTH

ARMEDA CEYLON TEA

HAS THE FLAVOR

A. H. GANNING & CO.

TORONTO

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WASHBOARDS
 CLOTHES PINS
 CLOTHES LINES
 TUBS
 PAILS
 CHURNS
 BUTTER PLATES
 BUTTER TUBS
 BUTTER PRINTS
 BASKETS
 SCOOPS

Sold and highly recommended by all leading grocers.

**Sovereign
 Matches**

And all Grocers' Sundries

The H. A. NELSON & SONS CO., Limited

Sample room

...MONTREAL, QUE.

56 and 58 Front West, TORONTO.

EXTENDED INSURANCE.

One of the many liberal features embodied in the **UNCONDITIONAL ACCUMULATIVE POLICY** issued by the

Confederation Life Association.

HEAD OFFICE--TORONTO.

is the provision for Extended Insurance. After two full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald,

Actuary.

J. K. Macdonald,

Managing Director

All Classes

For each class of customers you have there is the special sort of Salt they want in Windsor Salt, but each sort is the best of its kind for the purpose the customer wants it.

The only difference lies in suiting the Salt to the purpose, whether it is wanted for the

**Table--Creameries--Packers
 Cheese Factories.**

Salt, and nothing but Salt—you can depend on that. There is absolutely no variation from this standard, that whatever is sold as "Windsor Salt" shall be unequalled in its cleanliness. Its purity is proverbial—you hear this everywhere "as pure as Windsor Salt."

It is always

The Windsor Salt Co., Limited

Sold by Leading Wholesalers Everywhere

Windsor, Ont.

Windsor Salt.



Highest Quality!

So little are the words "Highest Quality" understood, that they have lost their true value—especially as relating to Cocoa. Purity, flavor, richness, healthfulness—these four vital points unite to prove the right of the Messrs. Fry to use the words "highest quality." And because Fry's Cocoa is concentrated, the words "economy in the household" prove their sterling value—in increased sales for you.

Fry's Cocoa.

"Signs show which way the wind blows." Have you got that sign up in the store yet, "Maypole Soap Dyes sold here"? It shows to economical women that

Maypole Soap Dyes

are sold by you to help them economize.

Brilliant, fast, quick, safe, sure. They wash and dye at one operation. All colors—they dye to any shade.

It's a good thing to have the women "on your side"—especially when you sell them something to bake with. They hate to lose a "baking." The

"Hand-in-Hand" Brand Bi-Carb. Soda

has 98⁵⁰/₁₀₀ of pure Bi-Carbonate of Soda in it. It is VERY STRONG—runs evenly in the grade—and won't disappoint your women customers.

Help a woman to save time and yet get satisfactory results and you win her favor. Lazenby's Jelly Tablets will do just this—for quick desserts.

Lazenby's Jelly Tablets

are of the very highest quality. There are thirteen different flavors. They are handy to have in stock to help a woman out of a dilemma.

Sold by leading wholesalers everywhere.

AGENTS:

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

F. H. Tippet & Co., St. John N.B.

JAPAN TEAS

are not only the finest teas grown, but are handled in the cleanest and most systematic way in every stage of their course.



Your customers are aware of this and are going to trade where they can get these teas. They want the rich, pungent flavor which nature and art combine to make in a cup of Japan Tea.

Two-thirds of the tea consumed in United States and Canada last year came from Japan. This year the proportion will be even greater.



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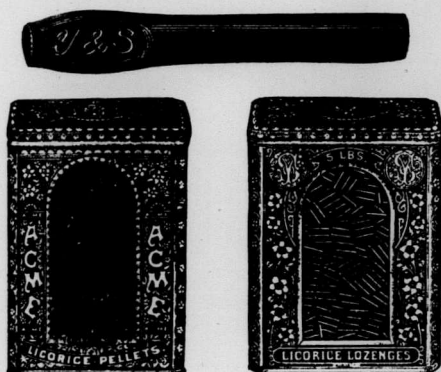
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Old Gov
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Imperial
4 Star
Arabian
Pure M
SEAL BI
SEAL BI



WE ARE not offering free trips abroad with our goods. All the value is put into the **QUALITY**. That is why the sale of our **CROWN EXTRACTS** is growing so much.

THE GREIG MANUFACTURING CO., MONTREAL.

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.

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y

Our **Leaders...**

- Standard Java
- Standard Java and Mocha
- Old Government Java
- Old Gov't Java and Mocha
- Imperial Java
- 4 Star Java
- Arabian Mocha
- Pure Mocha
- SEAL BRAND Java and Mocha
2 lb. Cans.
- SEAL BRAND Java and Mocha
1-lb. Cans.

THE ONLY KIND

Copy of Letter on file at our Office:

COLLINGWOOD, 1898.

DEAR SIRS,

"Thanks for picture just received. Chase & Sanborn's brands are **THE ONLY KIND** we have in our store."

Yours truly,

CHASE & SANBORN
MONTREAL.



GAME...

Sage, Savory, Thyme, Marjoram,
Mint, Parsley and Poultry Dressing.

ALL FRESH GROWN HERBS, RUBBED OR GROUND,
AND PUT UP IN TIN PKGS. OR BULK, TO SUIT YOU.

THE SNOW DRIFT CO. - BRANTFORD, ONT.

CADBURY'S CHOCOLATES

ARE SIMPLY DELICIOUS AND ARE PACKED SPECIALLY FOR CANADIAN MARKET.

CADBURY'S COCOA

The LANCET says:—
"CADBURY'S represents the standard of highest Purity."
ABSOLUTELY PURE, THEREFORE BEST.

The ANALYST says:—
"CADBURY'S is the typical Cocoa of English Manufacture."
IT IS "A PERFECT FOOD," THEREFORE BEST.

The MEDICAL MAGAZINE says:—
"For Strength, for Purity, and for Nourishment, there is nothing superior to be found."
It is not dark in liquor like those prepared with Alkali.

VIEW OF MANUFACTORY, BOURNEVILLE

SCENE ON CADBURY'S COCOA ESTATE

CADBURY'S COCOA

(Absolutely Pure)
AND MEXICAN CHOCOLATE HAVE AN ENORMOUS SALE ALL OVER THE WORLD.

Agents: MESSRS. FRANK MAGOR & CO., 16 St. John St. MONTREAL



This MINCE MEAT is superior to all others in appearance, nutrition, delicacy of flavor and choice quality.

"BEST I EVER USED," is heard on all sides.

Each packet containing ¼ lb. will make over 1½ lbs. when ready for use. Once tried, always used. Ask your Wholesaler for it.

NICHOLSON & BROCK, Toronto.

Does Your Cigar Trade Pay?

IF NOT, YOU WILL FIND

J. Bruce Payne's

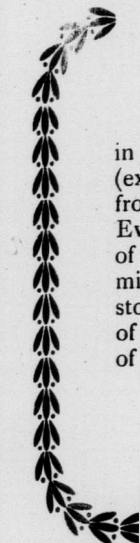
Special Brands a wonderful tonic for it.

Try

"PHARAOH"
"LA FAMEUSE"
"THE BIRD," Etc.



J. Bruce Payne, Granby, Que.



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Barrels vs. Sacks

True, we sell our Roiled Oats in Sacks, but although the retailer can sell his empty sacks to better advantage than he can his barrels (except in certain seasons), we yet advise him to buy in barrels. The barrels protect the Oats from mice and insects. The sacks do not. Even if nothing happens to the contents of a sack while it is on its way to your store. The barrel prevents the breaking up of the Oats, while sacks are thrown about of course in transit. However—Sacks or Barrels, as you prefer.

Tillson's Pan Dried Rolled Oats.

The Tillson Co. Limited
Tilsonburg, Ont.

From Manufacturer
To Retailer Direct.

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.

"Get in the Game"

And address your packages with our address Stencils, it will please your customer, it will please you, to say nothing about ourselves. Send for our 100 Page Catalogue of Stamps, etc.

Hamilton Stamp & Stencil Works,
HAMILTON, ONT.

If you are an **APPLE PACKER**, it will pay you to write us without delay.

BUY
Star Brand

**COTTON
CLOTHES
LINES**

— AND —

**COTTON
TWINE**

Cotton Twines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers.
See that you get them.



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.

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Limited., LONDON, N.W. ENG.

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

W. P. DOWNEY, Sole Agent,
20 and 20 1/2 St. Peter Street. MONTREAL.



HEADQUARTERS ...

FOR EXTRA CHOICE

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

Sample Orders Solicited.

**THE PARK, BLACKWELL COMPANY,
TORONTO. LIMITED.**

Ready for Immediate Shipment



New Valencias in 28-lb. boxes . . .

TRENOR'S BLUE EAGLE FINEST SELECTED VALENCIAS
 " " " FINE OFF-STALK

New Currants . . .

FINE AMALIAS--- In 1/2 cases of about 75-lbs. net.

NOTE.—If you want the best Selected Valencias, buy Blue Eagle Finest Selected. They cost more than any other brand. They are the best in quality and worth more. We have cheaper goods of Trenor's Selected, but there is only one **BLUE EAGLE**. When placing your Fall orders it's better to be sure than sorry.

W. H. GILLARD & CO., HAMILTON.

JOHN MOUAT, Northwest Representative, Winnipeg.

THE SAUCIEST OF SAUCES.

PATERSON'S

ossesses a peculiar liquancy, and is more generally used than other SAUCES.

Paterson's Worcester 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.

Batty & Co.

ESTABLISHED 1824.

LONDON.

NABOB SAUCE **RAJAH SAUCE**

INDIAN CURRIES AND CHUTNIES.

OLIVES AND PURE OLIVE OILS.

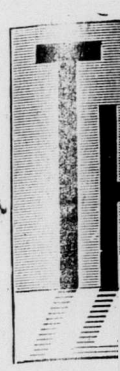
BATTY & CO'S "THE SAUCE"

is "THE" Sauce for us
 MAKERS of High Class Pickles, Sauces, Jams, Jellies &c LONDON &c

Makers of High-class

PICKLES OF ALL KINDS. **SAUCES OF ALL KINDS.**

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VOL. XII

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

THE CANADIAN GROCER

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TORONTO AND MONTREAL, OCTOBER 21, 1898.

NO. 42

THE QUESTION OF TEA STANDARDS.

A FURTHER DISCUSSION THEREOF.

SUBJOINED is a further discussion of the tea standard question from the standpoint of wholesale importers.

J. W. Gorham & Co., the Jerusalem warehouse, Halifax, N.S., write:

1st. We are in favor of tea standards.

2nd. For the reason that every consumer will, if the Government adopts the correct method in the selection of capable experts, be guaranteed against purchasing impure teas. The

NECESSITY FOR THIS IS APPARENT from the fact of adulterated teas having been detected during importation in recent years. In so far as Nova Scotia is concerned, I am of the opinion that very few, if any, spurious qualities have been, or are being, used, but very low grades of a suspicious character have occasionally come under my notice, which would be of small commercial value to any dealer, and certainly of no benefit to the consumer, being void of strength, and, therefore, incapable of having any exhilarating effect.

Since it is recognized that tea is a powerful and harmless tonic, if taken between meals and without much food, consumers should be encouraged to use only

PERFECTLY PURE AND WHOLESOME GROWTHS,

and my conviction is, that where Indian, Ceylon and China teas are concerned (very little of other countries being used in the Lower Provinces), standards should be fixed, not less than a cost of 12c. per lb. laid down.

3rd. An inspector for each commercial centre should be appointed, who is well qualified by experience in tea tasting and with the different growths of teas, and who would be assisted, no doubt, willingly, by all well interested in the trade and having

in view the welfare of the consumer. To submit samples to Ottawa would be unnecessary and cause too much delay.

Lastly. A duty of 5c. per lb. on tea would do more to encourage the importation of pure, wholesome teas than any inspection Act, and would be generally acceptable to the trade.

Mr. Percy Wollaston, jr., manager for Wilson Bros., importers and wholesale grocers, Victoria, B.C.: I am decidedly in favor of tea standards for several reasons, the principal one being that as tea standards are in force in the United States, there undoubtedly will be parcels of tea rejected in that country which will be thrown on this market to the great detriment of our trade, unless some means are taken to exclude them. I think that it is highly desirable both

FROM AN HYGIENIC STANDPOINT,

and as a business proposition, to raise the quality of tea which is consumed, and it will be a good thing for the retailer and for the consumer when the entry of teas selling at, say, under 15c. per lb. is prohibited.

There will doubtless be many different opinions as to the nature of the standards which it will be advisable to establish, but my own views are that, in determining this, little or no regard should be paid to style, and that the basis upon which the standards are selected should be a test by infusion.

As to the appointment of tea inspectors, I think that an inspector should be appointed at every port of entry, or, at least, in every seaport town, as it would be

A GREAT HARDSHIP TO IMPORTERS, especially in the case of the Pacific Coast merchants, were it necessary to submit tea samples to Ottawa before the entry could be made. Importers should have the right

of appeal to Ottawa, on the payment of certain fees, against the decision of any sub-inspector.

It would not make any material difference to the Government how many inspectors were appointed, as they could remunerate by a fee, payable by the importer, for each package inspected, and not by a fixed salary.

H. N. Bate & Sons, wholesale grocers, Ottawa: 1st. We are decidedly in favor of tea standards.

2nd. Standards would keep out poor teas, and would prevent Canada from becoming the dumping-ground for teas rejected in the United States.

3rd. If it were practicable we would suggest the appointment of three or four

EXPERT TEA INSPECTORS

to be stationed at various points in the Dominion, but it would most likely lead to unfair discrimination and would be very expensive. One inspector means uniformity and economy all over the Dominion. The United States, we understand, has three, which illustrates that that Government realized the danger of promiscuous inspection. Teas, unlike most foods, require expert inspection, and the experience required can only be gained by years of careful study and not at all after a man passes a certain age. Consequently such men are not only high-priced but hard to get. The one-inspector system may mean slight delays at distant points, but in our opinion is worth trying for at least a year.

Mr. J. Alex. Gordon, of J. A. Gordon & Co., Montreal, discussing the matter the other day, remarked that it would be difficult to find a tea man or grocer, either wholesale or retail, who, in his heart of hearts, was opposed to the idea of tea standards. No one wanted to handle the

CHEAP RUBBISH

that had been sold in Canada under the old system, but, while it was allowed to enter

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INDIAN
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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.

the country, they were compelled by force of circumstances to do so.

There was little or no profit in selling this low-grade stock, but a fair standard, say around 14c. and 15c. ought to be satisfactory to everyone.

Another Montreal merchant believed that there would be a

DUTY ON TEA

as well as a standard. His reason for this belief was ingenious. At present, owing to the duty imposed in the United States, the temptation to smuggle was great, and it was being done largely from Canada, so that the United States revenue lost a lot of money. It was his opinion that this point of the imposition of a duty on tea would be one of the

CONCESSIONS ASKED

for by the United States Commissioners now conferring with the Canadian and British Commissioners. It will be interesting to see if this theory is correct when the findings of the Commission are made public.

"There is no money for the wholesaler in a lot of the cheap rubbish that is sold," said Mr. Hebert, "and it is quite natural that they should be in favor of a

REASONABLY HIGH STANDARD.

I myself consider that if the basis was made at about 15c. it would prove generally acceptable."

Mr. L. E. Geoffrion, of L. Chaput, Fils & Cie., spoke to the same effect. He was decidedly in favor of the adoption of a reasonable standard, and he did not think that there would be a man in the trade who would oppose its adoption. He considered teas worth about 15c., as the market was at present,

A FAIR BASIS TO WORK ON.

Mr. James Rutherford, of Rutherford, Durand & Co., expressed the conviction that it would be a difficult matter to find a tea broker, from the Atlantic to the Pacific, who was opposed to the adoption of a standard. He considered that dealers in Que-

bec should be more in favor of it than those of any other section, for the very good reason that they had more trouble with handling cheap low-grade tea in this Province than in other sections. His idea of a fair standard was to

PREVENT THE ENTRY

of any teas costing under 14 to 15c.

Mr. S. Ewing, jr., of S. H. Ewing & Sons., was strongly in favor of a standard, and he believed that the committee which had been appointed would select one that was acceptable to the Dominion as a whole. The Maritime Provinces, Montreal, Toronto, Hamilton—in fact, every important distributing centre was represented on the committee, so that the demands of each section would receive reasonable consideration.

EVAPORATING FACTORY WANTED

Editor GROCER,—I noticed in a recent issue of THE CANADIAN GROCER that there were a number of new canning and evaporating factories being started, and additions being made to others. I think there is a very good chance for some such industry here in this section. We raise large quantities of plums and apples, and thousands of bushels of the latter annually go to waste or are fed to cattle which might be used up in evaporating or canning. There is good water-power to be had very cheap.

Could you not in some way bring this chance to the notice of some party or parties who would be willing to start such an industry? I think every encouragement would be given them by the people here. If anyone will write to C. W. Hartman, banker, here, he will give them full particulars.

J. M. STEEL.

Clarksburg, Oct. 3, 1898.

A new lot of genuine English rock candy is to hand with Lucas, Steele & Bristol. The sample is a most beautiful one.

CANADIAN BUTTER IN ENGLAND.

Canada last year exported to Great Britain 10,413,131 lb. of butter, valued at \$1,912,389.

This is about 3 per cent. of Great Britain's total importation in this line, the quantity brought in being, according to the latest returns to hand, 324,257,696 lb.

With Canada's possibilities in butter producing, there is plenty of room for expansion. We may not be able to supply 60 per cent. of the butter imported by Great Britain, as we now do of cheese, but we can obviously supply a much larger percentage than we do now.

And, thanks largely to the indefatigable efforts of Prof. Robertson, the prospects for securing the desideratum are bright.


BUTTER FOR THE KLONDYKE.

A. Q. Bobier, butter dealer, etc., Exeter, Ont., has entered into a contract to deliver at Dawson city 30,000 lb. of butter, for which he is to receive \$10,100. The butter is to be packed in 1, 2, and 5-lb. tins, and specially sealed. The process of sealing alone will entail a cost of over \$300, as Mr. Bobier will have to invest in a machine particularly adapted for the purpose.

A STRIKING WINDOW DISPLAY.

Gravel Freres, Montreal, had a neat and striking window last week. The whole window is devoted to "Bovril" fluid beef in bottles. Inside the window a platform is built about two feet high, with steps leading up, and covered with light blue tissue paper. On each step is a row of bottles, varying in size. In the centre of the steps is a pretty card, got out by the "Bovril" people, the word "Bovril" on it in large black wine colored letters. On the top of the platform, the bottles form pyramids, with thin strips of board running from one pyramid to another, to strengthen them. The pyramids are made to represent the dome of a church.

H. P. Eckardt & Co. are quoting prices on Malaga raisins and oval shelled almonds for immediate and future shipments.

Worth Pushing 

Our **EMPIRE CEYLON TEA**

packed on the estate for us in chests, half-chests, 20 and 10-lb. boxes, also 1 and 1/2-lb. packets.

ABSOLUTELY
PURE.

Lucas, Steele & Bristol, Hamilton.

James Turner & Co.

HAMILTON

Controllers and Blenders of

Mecca Coffee,

Cairo Coffee,

Damascus Coffee,

Old Dutch Rio.

Packers of

Golden Age Tea, 1's and 1/2's,

Mascot Tea, 1's,

Rangnugger Tea (only in bulk).

Wholesale Agents for

Ram Lal's Pure Indian Package Teas,

Bensdorp's Royal Dutch Cocoa,

Ralston's Health Club Cocoa.

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.

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Great Britain
at \$1,912,-

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TO OUR MANY CUSTOMERS.

WON OVER THE CHILDREN.

A PARTNER of a leading commission firm on Front street east, Toronto, was, a number of years ago, a general merchant in the county town of one of the counties on Lake Erie.

It is on record that his career in that town was marked with the same success that is now building up his present business, but the records give no information concerning the factors in his success.

THE CANADIAN GROCER'S young man learned of one of the principal of these factors the other evening. Knowing that a young lady lived in C— at the time the commission man carried on his general business in that town, she was asked if she remembered Mr. R—.

The young lady seemed quite pleased to hear his name mentioned, and laughingly replied: "I guess I do. I was only a little girl then, but I remember that every time we went for a parcel to his store he used to give us our choice of five or six kinds of sugar sticks. Why, we used to almost quarrel about who would run any messages to his store. And we never went anywhere else, either, when we could get it at his store. He used to give us a sugar stick whether we only went for a box of matches

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,

or a little pepper just the same as when we took him a big order. We thought he was just real nice."

"Why?"

"Oh, because he gave us the sugar sticks, I guess, but he was always friendly to us."

A DEBT COLLECTING WRINKLE.

"Speaking of collecting bills," said the man from the west, "we have a most effective method in Chicago. There, instead of young men they employ young women. I tried it myself and it worked like magic. A fellow by the name of Green owed me a small bill, a matter, I think, of \$17 or so. It seemed impossible to make him pay it, so I engaged the services of a pretty and stylish girl. I sent her around to his office. He was out. She called again. He was still out, but nothing daunted she made the third and the fourth call. The fourth time he was in, but he firmly refused to pay the bill.

"Look here, Mr. Green," said the girl, "I will make a proposition to you. If you will pay 5c. a day on this bill I will call each day and collect that amount until you have paid it in full."

"But Green was a hard party. He again

refused, and the girl left the office apparently crestfallen. The next day she did not call at his office, but she did call at his house. The door was opened by the servant.

"Is Mr. Green in?" asked the young woman.

"No, ma'am."

"The girl left, but it seems that the servant duly reported the call, of the pretty and stylish young woman who was so anxious to see Mr. Green, to his wife. The next day, when the young woman again called, the wife hung over the banisters, taking a peep at the caller on her own account. The young woman asked if Mr. Green was in.

"No, ma'am," answered the servant, "but his wife is." The wife had told her to say this, of course.

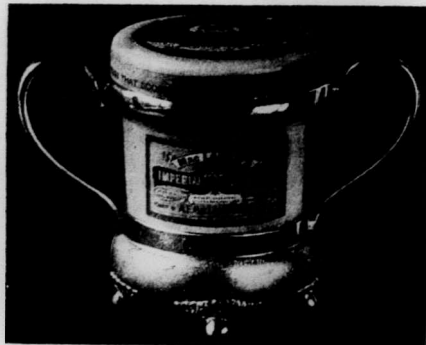
"His wife!" stammered the girl, "why, has Mr. Green a wife?"

"The wife, hanging over the banisters, heard this. She turned pale and gasped for air, while the girl, seemingly very much confused and distressed at her discovery, went on down the steps and into the street. It is impossible to say just what happened at that house. But one thing I do know—the next day Green promptly paid the \$17. And the girl didn't call at his office for it either. He came around and handed me the money himself, and he seemed to think he was getting off pretty easy at that." — The Sun.

A. F. MacLAREN

Cable Address, "DAIRYMAID"

HENRY WRIGHT



Sole Selling Agents for
CURZON'S GUELPH ENGLISH STILTONS.

A. F. MacLAREN & CO.

Manufacturers of

MacLaren's Imperial Cheese

IMPORTERS AND EXPORTERS OF

FOREIGN and DOMESTIC CHEESE.

Toronto and Stratford, = Canada.

YOUNG HYSONS

New Season's Teas IN STORE.

All Grades. Write for Samples.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers

36 Yonge Street, Toronto

LARGE SHIPMENTS OF APPLES.

Week before last, there was an exceptional movement of fall apples from Montreal and Halifax. Over 65,000 barrels were shipped from these ports for British markets. About 10,000 barrels of Canadian apples were exported from other ports.

Though these figures do not come up to the record of some weeks two years ago, they show a much greater movement than was expected in any one week this year.

Returns from shipments throughout this season have varied greatly, good prices alternating with low figures from the commencement. On the average, however, exporters have realized a little better than usual.

There is no movement in winter apples as yet, except on speculation. It is considered that prices are likely to be good this year.

CANADIAN BUTTER IN ENGLAND.

Quite a large amount of butter is held in cold store in Canada on English account, and will be coming forward now that the market has shown such firmness. There

has been a great increase in our imports this year already from the Dominion, and when they have done shipping for the season it will be found that Canadian creameries have become an appreciable factor in the sum total of our supplies.—Grocers' Journal.

FIRMS COMMENCING BUSINESS.

Charles H. J. Marson is starting business as grocer in Montreal.

D. A. Larson is starting up as general merchant in Dymont, Ont.

R. Wallace is opening out as general merchant in Langenburg, Man.

E. C. Brochie, general merchant, is opening a branch in St. Elzear, Que.

Duncan McIntyre, jr., is opening out as general merchant at McIntyre's Lake, Man.

Hiram Haggarty, grocer, Summerstown, Ont., has opened a branch store at Lunenburg, Ont.

Graham Bros. are commencing business as bakers and confectioners in Owen Sound, Ont.

Thomas Logan has opened out as a grocer, flour and feed dealer, in Carberry, Man.

A CORRECTION.

In our interview with Mr. C. E. Colson, published in last week's issue, a few errors were made, which, in justice to Mr. Colson, should be corrected. Mr. Colson came to Montreal in 1858 and took a position with the firm of Alex. Urquhart & Co., where he remained till 1862, when he retired and formed the firm of Converse, Colson & Lamb, which was dissolved about 1870. In 1876 Messrs. Urquhart retired, and handed over Crosse & Blackwell's agency to Mr. Colson, since which he has added the following agencies, viz: Epps's cocoa, Cox's gelatine, Eben. Robert's jellies, Slade's butter scotch, D. P. McDonald & Co. and A. G. Thompson & Co. Since 1870 Mr. Colson has been in business alone until last May when he took in his son as a partner, the firm now being C. E. Colson & Son. Mr. Colson and his father-in-law, the late Alex. Urquhart, have continuously represented Crosse & Blackwell for over sixty years.

John A. Grant, of Ottawa, has started in the grocery and provision business at 73 Bank street. The premises were formerly occupied by E. Hutching.

We sell lots of goods which are not "PURE GOLD" brand, yet we do not put a coupon in every package unless so branded. This coupon ought to help sell "PURE GOLD BRAND" for you.

1st prize—Free trip and expenses to Europe.

2nd prize—Free trip and expenses to British Columbia.

25 5-dollar consolation prizes.

Pure Gold Baking Powder bakes and takes the Cake.

A FORTUNE IN GOOD MANNERS.

"WHY the doose do 'e 'old 'is 'ead down like that?" asked a Cockney sergeant-major angrily, when a worthy fellow-soldier wished to be reinstated in a position from which he had been dismissed. "Has 'e's been han hofficer, 'e hought to know 'ow to be 'ave 'isself better. What huse 'ud 'e be has ha non-commissioned hofficer, hif 'e didn't dare look 'is men hin the face? Hif ha man wants to be ha soldier, Hi say, let 'm cock 's chin hup, switch 'is stick habout ha bit, han' give ha crack hover the 'ead to hanybody who comes foolin' round 'im, helse 'e might just has well be ha Methodist parson."

This English is somewhat rude, but it expresses pretty forcibly the fact that a good bearing is indispensable to success as a soldier. Mien and manner have much to do with our influence and reputation in any walk of life.

"Don't you wish you had the power?" asked the East Wind of the Zephyr. "Why, when I start they hail me by storm signals all along the coast. I can twist off a ship's mast as easily as you can waft thistle-down. With one sweep of my wing I strew the coast from Labrador to Cape Horn with shattered ship-timber. I can lift and have often lifted the Atlantic. I am the terror of all invalids, and to keep me from piercing to the very marrow of their bones, men cut down forests for their fires and explore the mines of continents for coal to feed their furnaces. Under my breath the nations crouch in sepulchres. Don't you wish you had my power?"

Zephyr made no reply, but floated from out the bowers of the sky, and all the rivers and lakes and seas, all the forests and fields, all the beasts and birds and men smiled at its coming. Gardens bloomed, orchards ripened, silver wheatfields turned to gold, fleecy clouds went sailing in the lofty heaven, the pinions of birds and the sails of vessels were gently wafted onward, and health and happiness were everywhere. The foliage and flowers and fruits and harvests, the warmth and sparkle and gladness and beauty and life were the only answer Zephyr gave to the insolent question of the proud but pitiless East Wind.

The story goes that Queen Victoria once expressed herself to her husband in rather a despotic tone, and Prince Albert, whose manly self-respect was smarting at her words, sought the seclusion of his own apartment, closing and locking the door. In about five minutes someone knocked.

"Who is it?" inquired the Prince.

"It is I. Open to the Queen of England?" haughtily responded Her Majesty. There was no reply. After a long interval

there came a gentle tapping and the low-spoken words: "It is I, Victoria, your wife." Is it necessary to add that the door was opened, or that the disagreement was at an end? It is said that civility is to a man what beauty is to a woman: It creates an instantaneous impression in his behalf.

The monk Basle, according to a quaint old legend, died while under the ban of excommunication by the Pope, and was sent, in charge of an angel, to find his proper place in the nether world. But his genial disposition, and his great conversational powers, won friends wherever he went. The fallen angels adopted his manner, and even the good angels went a long way to see him and live with him. He was removed to the lowest depths of Hades, but with the same result. His inborn politeness and kindness of heart were irresistible and he seemed to change the hell into a heaven. At length the angel returned with the monk, saying that no place could be found in which to punish him. He still remained the same Basle. So his sentence was revoked, and he was sent to Heaven and canonized as a saint.

"Bishop Fenelon is a delicious man," said Lord Peterborough; "I had to run away from him to prevent his making me a Christian."—Pushing to the Front.

CONCENTRATED GRAPE VINEGAR.

It is now about a year since concentrated grape vinegar was introduced into Canada by W. H. Seyler & Co., and the success with which it has met is most gratifying to that firm. The demand is steadily increasing, orders now being received from all parts of the Dominion. Not only is it convenient and cheap to carry, on account of its concentrated character, but in has, in addition, its excellence to recommend it, and, before being introduced into this country, took three gold medals and received the order of the star and green ribbon of the Royal Academy of Science, Florence.

THE MAN WHO PUSHES CEYLON TEA.

Mr. W. Mackenzie, the Tea Commissioner of the Ceylon Government, visited both Montreal and Toronto last week.

Mr. Mackenzie is as enthusiastic as ever over the merits and prospects for Ceylon tea, and the efforts he has made in pushing this tea in Canada and the United States are meeting with their reward, as the trade statistics amply prove.

Last week saw the largest output of "Salada" since that tea was put upon the market in June, 1892.

HINTS TO BUYERS.

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

THE Snow Drift Co. are to the front again this year with prime new season herbs for poultry and game dressing.

A full supply of fish, all kinds, is in store with The Eby, Blain Co., Limited.

H. P. Eckardt & Co. are offering an extra line of sugar syrups in bbls. and half-bbls.

H. P. Eckardt & Co. have received a shipment of Labrador herring, in bbls. and half-bbls.

Pickling spices are a specialty with W. H. Gillard & Co., and their stock is complete with the choicest assortments.

Rutherford, Marshall & Co. desire to call the attention of their many shippers to their change of advertisement in this week's issue.

Another shipment of "Kiji" tea is expected by Lucas, Steele & Bristol this month, in bulk, and also 5-lb. and 1-lb. packets.

D. Gunn, Bros. & Co. state that they have caught up with their orders for "Maple Leaf" brand of lard, and will be prepared to execute further orders.

The Eby, Blain Co., Limited, have just passed into stock American syrup, pure sugar goods, in barrels and half-barrels, which they quote at close prices.

Lucas, Steele & Bristol have another large lot of new fish to hand, including Labrador and scaled herrings, boned and skinned codfish and choice quintals.

The Snow Drift Co. are showing new pancake timber. Their old reliable self-rising buckwheat flour is an indispensable breakfast number for these cold mornings.

T. A. Lytle & Co. have received many compliments upon their neat package for jams, jellies, etc., and a steady stream of orders from all over Canada is proof of the sincerity of the remarks.

Some handsome cards have recently been issued by the Colman mustard people, and the Toronto agent, R. S. McIndoe, will, either personally or through the wholesale trade, supply any retailer who desires a copy. The designs are new and strikingly handsome.

This week's tea arrivals with The Eby, Blain Co., Limited, comprise three lines of new season's Young Hyson, two new season's uncolored Japans, two Assams and a shipment of Orient, the perfect English breakfast tea, all showing the firm's well-known values.

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TRADE CHAT.

THE nineteen creameries which were run during the past summer, in Manitoba and the Northwest, under the auspices of the Dominion Department of Agriculture, have had a successful season. Their product was consumed in the Territories, British Columbia and Japan. Three of these creameries will run all winter, and one other part of the winter.

E. A. Nellis, grocer, Beachville, Ont., is endeavoring to sell out for \$1,500.

The new grocery store for H. Astley, grocer, Edmonton, N.W.T., is almost completed.

The Edwardsburg Starch Co., Limited, Cardinal, Ont., has increased its capital from \$200,000 to \$300,000.

There is an agitation in Carnarvon, Ont., for the establishment of a creamery in the neighborhood of that town.

The Walkerton Telescope states that, in the neighborhood of that town, the potato crop is the poorest grown for years.

Alderman Musgrave and John McInnes, of Halifax, are advocating the construction of floating elevators for Halifax harbor.

J. Biette & Co., have decided to remove from Chesley to Tara, Ont., where they will

manufacture cheese boxes, apple barrels, butter firkins, etc.

Bee colonies in the neighborhood of Brantford, Ont., have averaged 100 lb. of honey each—considerably more than the average.

The International Ice and Cold Storage Co., Vancouver, has installed a plant for hermetically sealing butter in tins for shipment to China and Japan.

Ed. Bourget, general merchant and fish dealer, E. P. Savage, general merchant, and T. C. Savage, general merchant and fish dealer and hotelkeeper, have retired from business in Cape Cove, Que. Daniel Ahern, general merchant, of the same place is dead.

At the annual meeting of the Lakefield, Ont., Butter Co., held recently, it was reported that 8,100 pounds of butter had been manufactured and sold at 18c. per lb. during last winter's operations. A dividend of 5 per cent. was declared on the company's stock. Operations will likely be resumed by Nov. 7.

It is generally understood that apples cannot be grown in the Rainy River district, but The Rat Portage News states that apples have been grown near Fort Francis, Ont., by R. J. R. Pither. The trees took eight

years to mature; then produced a variety somewhat similar to the snow apple but larger and firmer.

McMillan & Hamilton, wholesale grocers and provision merchants, Vancouver, are moving into larger and better premises at the corner of Alexander street and Columbia avenue.

CATALOGUES, BOOKLETS, ETC.

VANCOUVER BOARD OF TRADE.

THE CANADIAN GROCER has received, from the Vancouver Board of Trade, a copy of the report of the annual meeting of that body. The report will be useful as a work of reference to all wishing information concerning the mining, lumbering, fishing and other industries of the great Province by the Pacific. In addition to the many useful tables, a map of British Columbia and the Klondyke country, showing the various routes to the latter district from British Columbia and other points, is printed in colors.

New figs—Eleme, Turkish and natural, and new Malaga and Sultana raisins, despite the higher prices of last season, are commencing to move out freely with The Eby Blain Co., Limited.

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 HANDY PACKETS 15

CENTS. CENTS.

To be had from all wholesale grocers.

R. S. HUDSON,

34 Chaboillez Sq., MONTREAL.

No Dissatisfaction when Hudson's Soap is used. It quickly drives the dirt away but won't wear out the clothes.

Our Tea Business Is Doubling

It is not by chance, but by hard work and careful attention to the smallest details. We have made the name

Ludella

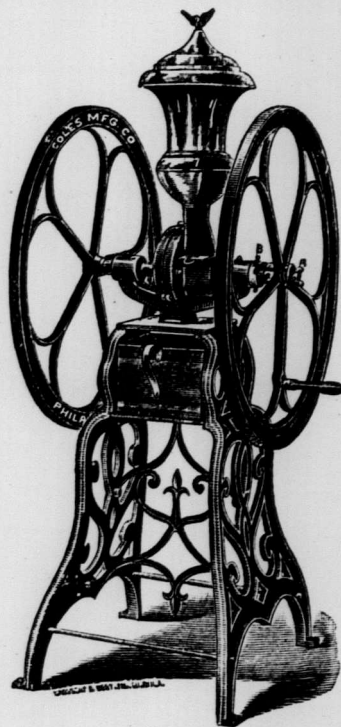
stand for all that is good in tea. The best quality for the lowest possible price. Create new trade and retain old, by handling **Ludella**.

LEAD PACKAGES.

25, 40, 50, and 60cts.

H. P. ECKARDT & CO.

TORONTO



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.



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.

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THE CANADIAN GROCER

President, JOHN BAYNE MacLEAN, Montreal.
Treasurer, HUGH C. MacLEAN, Toronto.

THE MacLEAN PUBLISHING CO Limited.

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

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

WILL IT AFFECT CANADA'S FLOUR TRADE?

A CABLE of a few day's ago stated that at a congress of mill owners in Odessa, it was decided to petition the Government of Russia to allow export bounties on flour "similar to those granted in the United States, France and Germany."

The United States, it is almost unnecessary to say, does not give an export bounty on flour. France and Germany, however, do.

The primary object of the innovation is, no doubt, to secure for the Russian miller a share of the British flour trade, which, at present, he has not.

The proposition is not without interest to Canada. The bounty-fed flour of France already threatens to injure the flour trade of the Dominion with Great Britain, for the French millers are beginning to import hard wheat from the American continent to be ground into flour for export, retaining their own soft wheat for home consumption. And the prospect of another bounty-fed competitor is not encouraging.

The imports of flour into Great Britain during the calendar year 1897, according

to British trade returns, were 10,461,174 barrels, valued at \$46,718,326. Of this quantity, 857,186 barrels, valued at \$3,911,993, were from Canada. How material this increase is may be gathered from the following figures, gleaned from the Dominion trade returns during the past five fiscal years:

	Quantity in barrels.	Value.
1893.....	206,218	\$853,144
1894.....	203,467	812,338
1895.....	111,588	448,503
1896.....	89,428	347,685
1897.....	248,441	814,527

It is evident from the above table, that over \$3,000,000 worth of Canadian flour must have been taken by the Mother Country between the close of the fiscal year, June 30, 1897, and the end of the calendar year.

From a table recently published in The N.Y. Journal of Commerce, it is learned that the imports of Canadian flour into Great Britain from January 1 to August 31 were valued at \$899,100. The United States sent \$11,541,900 worth; Austro Hungary, \$388,490; France, \$256,990; and Germany, \$69,790 worth. All told, \$13,392,376 worth were imported by Great Britain from January 1 to August 31, against \$12,103,465 for the same period in 1897.

In ordinary life it is well not to condemn a man until he is proved guilty, but in business it is well not to trust a man until he is proved to be honest.

CALIFORNIA RAISINS DEARER.

AS it was anticipated it would do, the California Raisin Association, the new organization which controls 95 per cent. of the output, has advanced prices 1/2 c. per lb.

It was expected that the advance would be 1/4 of a cent per lb., but the minimum advance was only applied to the three-crown grade, the two and four-crown grades being marked up 1/2 a cent per lb.

Advices received in Toronto state that very few four-crown fruit will reach the Canadian market, on account of damage to the growing crop by rain. In fact, fear is expressed that none will reach here.

At the figures now ruling, three-crown loose muscatel raisins would cost something like 7 1/4 c. per lb. to lay down on this market, while four-crown would cost about 8 1/4 c. per lb.

NOVA SCOTIA CRANBERRIES.

THE first shipment of cranberries arrived on the Toronto market the other day. They were from Cape Cod, Massachusetts, which district has, for some time, held first place among cranberry-growing areas. Jersey cranberries have, for some time, also, been considered especially good berries.

While, in the past, cranberries have been produced in many parts of Canada, notably the French River district in Ontario, and in various parts of Nova Scotia, the Canadian product has never attained the reputation of the Cape Cod or Jersey berries.

There has been, during the past summer, a movement to increase the area in Nova Scotia devoted to the cultivation of this berry.

It is pointed out that one grower, Henry Shaw, Waterville, Kings county, N.S., produced, from two acres of bog, 185 barrels of cranberries. Of these, he sent 174 barrels to Montreal, where they sold for \$1,139, leaving Mr. Shaw, after expenses were paid, \$720, which is \$360 an acre. Mr. Shaw has now two acres in full bearing, four just coming into bearing, and four acres recently set out. He estimated that each acre should yield about 100 barrels.

As there are thousands of acres of bog similar to that upon which these results have been produced, it is argued that there are fortunes in the bogs of Nova Scotia.

That there is much truth in this deduction is, doubtlessly, correct, for fruit dealers in Toronto freely express the opinion that Nova Scotia cranberries are fully equal in quality to (though they have not yet the reputation of) the Cape Cod or Jersey berries. Yet there is not, in Canada, a market for unlimited quantities of this fruit.

During 1897, the value of cranberries imported into Canada amounted to \$19,718; in 1896, \$32,296; in 1895, \$9,979. Thus, the product of 100 acres of bog, such as Mr. Shaw's, would be about sufficient to make Canada independent of United States supplies. It is likely, however, that a market will be found in Great Britain or the United States for as many cranberries as Nova Scotia may produce for some time to come.

Low-priced articles, like low-priced men are often most unprofitable.



AND MOGUL see the many Grocers wanting Mogul is not sold

on, Ont.

CEYLON TEA SHIPMENTS.

MAIL ADVICES from Colombo, Ceylon, under date of September 6, show a gratifying increase in the exportation of tea this year up to that date, the total being 85,120,303 pounds, compared with 83,675,216 pounds the same period last year.

The exports were distributed among the following :

	Quantity in pounds.	
	1897.	1898.
United Kingdom.....	72,040,772	68,557,820
Germany.....	189,593	249,474
Russia.....	324,612	1,634,865
Australia.....	9,011,120	10,579,973
America.....	556,807	1,743,257
Other ports.....	1,552,492	2,354,934
Total pounds....	83,675,216	85,120,303

An item, reproduced from an exchange, recently appeared in the columns of THE CANADIAN GROCER, to the effect that the Russians preferred hand-made to machine-made tea. Whatever they may have done in the past, it is evident from the above table that Russia is becoming a lover of the machine-made tea of Ceylon. An increase of 1,310,258 pounds, or over 400 per cent., is astonishing.

The figures appertaining to the exports to America are also marked, showing, as they do, an increase of 1,186,430 pounds, an increase of nearly 216 per cent. But these figures do not show the total exports of Ceylon tea to the American continent. Canada, for instance, gets most of her supply of Ceylon tea from London.

The quantity of Ceylon tea exported from London to the North American continent from January 1 to the end of August was 1,459,046 pounds, of which 591,881 pounds went to the United States, and 866,165 pounds to Canada. The total quantity which came to Canada and the United States for the same period in 1897 was 1,391,083 pounds.

A GOOD TRADE INDICATION.

Bank clearings in Canada continue to be of a satisfactory nature, the increase of September being 16.6 per cent. over August, and of the nine months 23 per cent., compared with the same period in 1897.

The total clearings for the nine months were \$1,014,245,062, compared with \$825,679,099 last year.

Montreal shows the largest increase, with 27.1 per cent. Then comes Toronto, with

24.5, Winnipeg with 23.7, and Hamilton with 6.7. Halifax and St. John show slight decreases of 1.1 and 1.6 per cent. respectively. Poor trade conditions, largely due to the late Spanish-American war, and to the over-stocking of the British lumber market, explain the decrease in the Maritime Provinces.

The returns of the clearing houses in the United States are not as favorable as those relating to the Canadian concerns. For September, the returns were 1.3 per cent. less than for August, compared with Canada's 16.6 per cent. increase. The returns for the nine months, while not, however, showing as large an increase as those appertaining to Canada, still show the substantial gain of 21.7 per cent.

YUKON GOLD AND WOE.

SOME of those who are returning from the Klondyke are bringing back gold, but a great many are bringing back tales of woe.

But nothing has yet transpired which should lessen one's belief in the richness of that part of the Dominion.

The people who "strike it rich" in gold-fields are few, while those who fail are many. And it would be strange if the experience of the Klondyke goldfield was different from that in other famous goldfields of the world.

That there is gold, in enormous quantities, in the Yukon country is established by what the eye has seen and by what the reports of such men as Ogilvie record.

To get into a country within the Arctic circle, which is penetrated by neither railroads nor wagon roads, is no easy task, and to those used to riding in street cars, if they had to travel a mile, or had never endured hardship, the way has, no doubt, proved sufficiently discouraging to cause many of them to damn the country, gold and all, before they had really tested it as to its yellow-metal producing qualities.

Men who face dangers, seen and unseen, and endure hardships severe, in traversing many hundreds of miles of unsettled and uninviting country, in search of gold, certainly deserve to secure the desideratum, but, because the blanks are many, it does not follow that the value of the prizes has been exaggerated.

A TEA DUTY MYSTERY.

MINDS of tea men in the United States are much exercised these days in regard to the duty on tea.

The war is over, and there are a great many who are of opinion that the time is also over when it is necessary for the continuance of the duty of 10c. per lb.

But there is no knowing what the mind of the members of Congress is in the matter. And the consequence is a hesitancy on the part of importers and dealers of all kinds to do business.

If the circumstances were untrammelled by political influences, the future would, doubtless, be less uncertain than it now is. It is true, the war is over, but the bill of expenses is not, by any means. As long as that is so, there will be necessity for the war tax, and also the necessity for tea bearing its share of that tax.

But the ways of the politicians in the United States, as in Canada, are past finding out. Their actions will largely be determined by the results such actions will have upon their political welfare. And, until what will pay them best is determined, the future of the duty on tea will continue to be a mystery.

What the action of Congress may be is not without interest to Canada, for the continuance or discontinuance of the duty would exert more or less influence upon the tea market in this country.

A well-dressed window, like a well-dressed girl, always commands attention.

ARE THEY SELECTED RAISINS?

It is charged that a good many Valencia raisins have been bought and shipped to Canada branded as finest selected which are said to be in reality only similar to fine off-stalk, as put up under the best brands.

This is not likely to be conducive to the best interests of the Canadian trade, for THE CANADIAN GROCER has been assured that some at least of the first-class shipping-houses in Spain have instructed their agents here to report as to how this fruit is received by buyers in Canada, as they (the shippers) claim it is useless for them to maintain, in the face of this competition, the high standard of selected raisins they have hitherto done, if a lower and inferior grade answers the purpose just as well.

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AS USUAL, COULD NOT GIVE THE INFORMATION.

THE CANADIAN GROCER has frequently urged the appointment of a successful Canadian business man to look after our commercial interests in Great Britain. Canadians who have had dealings with the Government offices in London know that the High Commissioner's staff are grossly ignorant of Canada and things Canadian. They have no knowledge of the extent and resources of the country and cannot give intelligent answers to inquiries.

The following, from the manager of the MacLean Publishing Co.'s London, Eng., office, shows the work that could be done by a shrewd business man who knew the country :

I have been doing quite a bit of work lately with people seeking information about Canada. A gentleman from Dunstable, a ribbon manufacturer with a good knowledge of the straw and felt hat industry, has been thinking of going to Canada to start a factory. A few days ago he came up to London and went to our Government offices to see what the chances of success were, but found out that they could not tell him half what he wanted to know. He saw THE DRY GOODS REVIEW there, and came down to see if we could give him any information. I answered what questions I could, and suggested that he had better take a trip over himself. He came in again a few days later, and it then occurred to me that Mr. S. F. McKinnon, whom I had seen on the street a few days before, might be able to help him in his inquiries, so I went to his office in Milk street, explained the situation and enlisted his interest. He was very kind to Mr. Ware, and, though he was very chary in what he said, he did not discourage the scheme. This serves again to show the need of a business man over here, acting in Canada's interests. There was a funny look on Mr. McKinnon's face when he asked Mr. Ware how much he found out at the Government offices. This gentleman will likely start for Canada next month.

Canada's paid representatives were not able to give an investor the information he wanted. If two Canadians had not intervened, it is possible that the gentleman in question would have turned his attention to some more enterprising colony, and the benefits of his energy and capital would have been lost to this country.

COMADRA AND ELEME FIGS.

QUITE a little excitement has developed in regard to Comadra tap figs. The crop of Comadra figs, it is alleged, is 50 per cent. short, owing to damage by rain.

At any rate, whether the crop is long or short, stocks in first hands in the primary market are exhausted, and the market has a decidedly bullish feeling as a result.

During the past week several cables have been sent out from Toronto, with a view to buying, but they failed of their purpose.

As a result of the strength of the market,

wholesalers in Toronto have advanced their quotations on tapnet figs, their figures now being 4½ to 5c. per lb.

It is said that the United States has bought large quantities of Comadra figs this season, and this has naturally helped to strengthen the market.

Natural figs are also firmer, wholesalers now asking 7½c. per lb.

There is no sign of any decline in the price of Eleme figs. Advices received in Toronto this week from Smyrna state that equivalent to 120 to 130s. f.o.b. is being paid for finest Elemes, 90 to 100s. for choice, and 65 to 70s. for any figs of average quality, while the lowest naturals are selling at 18 to 26s. f.o.b.

The advices asserted that it was expected that by the middle or end of October all the crop of Eleme figs would be exported.

The untruthful advertisement deceives the merchant as well as the people.

MOLASSES ADVANCING.

HOLDERS of Barbadoes molasses, who have carried their goods until now, stand a good chance of making a handsome profit on their property, for the market certainly has an advancing tendency.

For instance, on Monday last, a round lot sold at 29c., which is an advance of over 1c. on what was bid for the same goods a fortnight ago. Now, holders contend that their property is worth even more than the figure named, and have refused to accept it in some instances.

Stocks in first hands were probably never as low as they are at present, at this particular time of the year, just when the fall consumptive demand is beginning to be felt in earnest. In a word, all the conditions favor a material rise in values, and it will surprise many people if it does not come.

Advices from the Islands state that the weather is extremely hot, and that some heavy rains have fallen in the country districts.

With regard to the damage done the cane crops, by the recent hurricane, it is too early yet to form any reliable estimate, but the general opinion is that the loss will be about 10 per cent.

Passiveness may do for the slave, but not for the salesman.

THE COHOE PACK.

ADVICES from the Coast make it clear that the pack of cohoe salmon is light.

The run on the Fraser river is particularly poor, one cannery there having less than 1,000 cases.

Canneries at other points in British Columbia appear to have done a little better, although two of the largest canneries in the Province have only about 7,000 to 8,000 cases between them, one having 2,000 and the other 5,000 to 6,000.

A telegram received in Toronto on Friday stated that the run of cohoes on the Fraser was still poor. Other advices stated that the fishermen were still being paid 20c. per fish, but even at this figure they could not make wages, so light was the catch.

A week ago, some of the packers were still willing to accept orders at \$3.75 f.o.b. the Coast, but they have since telegraphed their agents to take nothing less than \$4 per case.

DROPS FROM THE EDITOR'S PEN.

AN idea has no value as long as it is locked up in your cranium. It only has value when its utility has been tested by practical experience in business.

The best of goods are usually slow with slow merchants.

Most men can make money, but few men can keep it.

Running down your neighbor's business does not build up your own.

Every time a moment is wasted a cog in the wheel of time is slipped.

If you cannot earn a dollar squarely do not try to do it by a round-about way.

It seems surprising that grocers should fight over the price of such a sweet thing as sugar.

The yellow fever in the South threatens to give the "blues" to trade in that part of the world.

You have to hammer away at a dead beat hard and long if you are to put enough life into him to make him pay his debts.

If a merchant does not know the market how can he succeed? And if he does not read a trade paper how can he know?

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, Pittsburgh, Detroit, Boston, etc.

SOVEREIGN LIME JUICE

equal to any made in the world.

Regular size bottle, pints..... \$2.75 per doz
Apolinaris bottles, splits..... 1.00 per doz
Order through wholesale Druggist or Grocer.

E. FIELDING, Agent
34 Yonge St., 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

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.

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



YOUR customers will be asking you for a stove polish. Have you a good one? Are you satisfied with your profit on it? If not, try Silverine. 900 gross sold last month. Somebody is buying it. Why not you? See our quotations in GROCER.

Silverine Co., Montreal.

YOU WANT

the best selling Pickles there are in the market.

THEN TRY

STERLING BRAND . . . PICKLES

Prepared by
T. A. LYTLE & CO.
Vinegar Manufacturers, TORONTO

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,
Victoria, B.C.

Who are also packers of the well and favorably known brands of **Beaver, Columbia and Tiger**, all guaranteed good Red fish.

AGENTS.
Geo. Stanway & Co., Toronto, Agents for Ontario
W. S. Goodhugh & Co., Montreal, " " Quebec
J. Hunter White, Esq., St. John, N.B.
Agent for Eastern Provinces.
Tees & Pesse, Winnipeg, for Manitoba and N.W.T.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, Oct. 20, 1898.

GROCERIES.

THE wholesale grocery trade this week does not present any new or striking features. Shipments of foreign dried fruits, such as raisins and currants, are being taken into store in large quantities, and shipped out again to retail customers. In canned corn, the tone of the market is strong, with values held rather higher. Tomatoes and peas are steady and unchanged. There is no change in regard to canned salmon, the situation still being strong. The demand for canned goods is light. Wholesalers report a good business in teas, particularly in Indians, Ceylons and Young Hysons. Coffees are quiet.

CANNED GOODS.

Advices from the Coast, both telegraphic and mail, still report a light run of coho salmon, and the few packers who at the close of last week were willing to accept \$3.75 f.o.b. the Coast, are now refusing to accept less than \$4. Two of the largest packers have only put up about 8,000 cases between them, while we hear of other large canners who have less than 1,000 cases. Very little business is being done at the moment. At least one house is quoting Lowe Inlet sockeye salmon at \$1.25 per doz., but \$1.30 to \$1.35 is asked by most houses. Fraser river fish is still quoted at \$1.40 to \$1.50 in tall tins. Cahoes run from \$1.15 to \$1.20.

There are enquiries for canned corn, and, while sales are reported between packers and wholesalers at 85c., yet, as a rule, buyers complain that they cannot get supplies. Wholesalers are, this week, quoting 85 to 90c. There is a feeling, however, in the trade that the price of corn is being unduly appreciated. No new information is forthcoming in regard to the pack of tomatoes, and there is a decided willing-to-wait feeling before doing new business. Prices continue steady, however. Gallon apples are beginning to come upon the market, and wholesalers are booking orders at \$2 to \$2.25. Not many peaches are going out; \$1.50 to \$1.65 is the ruling quotation for 2's and \$2.40 to \$2.75 for 3's.

COFFEES.

The market is still without much interest. Deliveries of Rio coffee in the primary markets are light, but business is dull and prices are given to fluctuating.

SYRUPS AND MOLASSES.

Wholesalers are experiencing a little demand for syrups. A few bright syrups are being offered by one refinery, but no transactions are reported. Molasses is scarce and firm. A New Orleans molasses in 3-lb. tins, to sell to retailers at \$3.60 per case of two dozen, is being put upon the market.

SUGARS.

For this time of the year, a fair trade is being done, but a fair trade just now does not, of course, mean a large one. Prices in Canada are unchanged at last week's decline.

In New York, there was a fractional decline in raw sugars last week, and certain grades of soft sugars can be shaded. As the Doscher, another independent refinery, opens in November, the fight between the independent refineries and the Trust promises to have renewed interest. Early

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

cables this week noted a decline of $\frac{3}{4}$ d. in beet sugar in Europe, with cane quiet and steady.

RICE.

The foreign market has recovered a little from the decline of a month ago. Locally, there is a little business being done for import.

NUTS.

Latest cable quotations are to the effect that Grenoble walnuts will cost even more than at first estimated. According to present information, they will now cost 12 $\frac{1}{2}$ c. laid down here.

TEAS.

Wholesalers report a fairly active trade in all teas, particularly in Indians, Ceylons and Young Hysons.

Brokers report a good demand for China green teas, but there are few transactions, simply because the teas cannot be obtained. A few China black teas are offering, but we hear of no transactions.

The Japan tea market is still steady for high and medium grades, and a little business is being done. Low-grade Japans are practically unsalable owing to the inferior quality of the leaf, reference to which was made in former issues. Advices from Japan

state that the shippers there are trying to fill orders for the Canadian market.

A little more enquiry is being experienced for Ceylon tea for importation. Prices are firm. Mail advices from London, under date of Oct. 7, stated that no material change had taken place in the market for Indian teas, although here and there a slight weakness was apparent. In regard to Ceylon teas, the report said that offerings were somewhat smaller, and the market for all grades strong. The deliveries of Indian tea in London increased over 1,000,000 pounds compared with the same month last year, and 5,000,000 pounds from the commencement of the season. At the same time, however, the stock of this tea in London had for the first time fallen below the corresponding period of 1897. The average price of both Indian and Ceylon tea at the auction in London, during September, was one farthing higher than during the same period a year ago.

SPICES.

Pepper is still holding firm, with the prospect of higher prices, according to latest advices from the primary markets. The same applies to cloves. Ginger is slow, but prices are stiffening a little.

FOREIGN DRIED FRUITS.

CURRENTS—The advance in the primary market noted last week has somewhat checked business for importation. At the same time, however, some good sales have been made. A cable received in Toronto on Friday from Patras reported the market strong at the advance.

VALENCIA RAISINS—There is a difference in quotations, in Toronto, on Valencia raisins, which is claimed to be due to a difference in the quality of the fruit offered. Most wholesale houses agree on 4 $\frac{3}{4}$ c. for offstalk, but, for other grades, the range is as follows; Fine offstalk, 4 $\frac{3}{4}$ to 5 $\frac{1}{2}$ c.; selected, 5 $\frac{3}{8}$ to 6c.; layers, 5 $\frac{3}{4}$ to 7. Valencia raisins, of well-known brands, are cabled firm, but the rate of exchange is favorable for exportation.

MALAGA RAISINS—The bulk shipment for this market was effected the latter part of last week according to the cables. The Bellona is the steamer, and she is due to arrive in about three weeks.

CALIFORNIA RAISINS—Telegraphic advices from the Coast announce an all round advance of $\frac{1}{2}$ c. per lb. in the price of California loose muscatel raisins. The Association has, however, given shippers a special dispensation to allow them to sell to the

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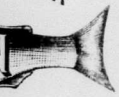


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TORONTO

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RIVER



REGISTERED

ic to the Pacific
so, there being
"Horseshoe

it is the BEST
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avorably known
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Quebec

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a and N.W.T.

SURPRISE SOAP

BRANCHES—

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

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.

Canadian trade, for a few days at the old prices.

PRUNES—The market in Trieste has advanced 9d. per cwt. This advance has had the effect of putting a stop to import orders for the time being. Wholesalers are quoting California prunes as follows: 40's, 11c. per lb.; 60's, 8c.; 90's, 6½c.

FIGS—Quite a demand has sprung up for Comadra tap figs, and the market is stronger, with quotations higher. The fig market generally is strong. Wholesalers are quoting Eleme figs as follows: 10-lb. boxes, 5-rowed, 19c. per lb.; do., 4-rowed, 25c. per lb.; 19-oz. boxes, 25c. each. Some inferior quality Turkish figs in 25-lb. boxes can be had at 12c. per lb. Natural figs are quoted at 7½c. per lb. The idea for Comadra taps is 4½ to 5c. per lb. It is doubtful whether there will be any Eleme figs on this market by Christmas.

SULTANA RAISINS—The demand is light indeed, and the price almost prohibitive. We quote: No. 1 grade, 11c. per lb.; No. 2, 12½c.; No. 3, 15c.

GREEN FRUITS.

The receipt of and demand for all native fruits, except apples, has so decreased that the Yonge street fruit market has been closed up for the season. A few barrels of winter apples are now coming in, and the price of good stock has advanced 50c. this week. A considerable quantity of common stock is still offering, keeping the price for the poorest stock unchanged at \$1. Sweet potatoes have declined another 25c. this

week. Malaga lemons have declined \$1 per chest. They are in fair demand, as are also Verdillas, at unchanged prices. Some Jamaica oranges have arrived. They are worth \$7.50 to \$8 per bbl. The demand is quiet. The demand for bananas is improving, but is not exceptionally brisk yet.

BUTTER AND CHEESE.

BUTTER—Good dairy butter is in active demand. Tubs, prints and large rolls of first quality are all wanted. Creamery is not in much demand, but prices are steady at unchanged figures. 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 at country board sales continues easy, few bids reaching above 8¾c. The jobbing price is 8½ to 9c. for early makes, and 9¼ to 9¾c. for September makes.

COUNTRY PRODUCE.

EGGS—The feeling is decidedly strong. An advance of 1c. is noted for farmers' lots, and ½ to 1c. for cases. We quote at country points, 13½ to 14½c. for cases, and 16 to 17c. for farmers' lots.

POTATOES—The market shows a weakening tendency, and a decline of 8 to 10c. is noted. Car lots are worth from 52 to 57c., and small lots on the local market 55 to 60c.

POULTRY—The demand has opened up nicely, and, as geese, ducks and fowl are arriving freely, a fair business is being done. Turkeys are not offering so freely,

but are in good demand. Wild ducks are coming in, and are selling well at prices ranging from 20 to 25c. for teals and widgeons to 60 to 75c. for black duck and for mallards.

HONEY—The situation is much the same as reported last week. The feeling is steady, with prices unchanged at 6½ to 7½c. for clear extracted honey, according to color and the size package. Clover comb is firm at \$1.25 to \$1.50.

DRIED AND EVAPORATED APPLES—There is a quiet jobbing business being done in evaporated at 8 to 8½c., but no large transactions are reported. Car lots are worth about 7c. f.o.b. at country points. Not many dried apples are offering. They are selling at 4½ to 5c. in a jobbing way.

BEANS—Business keeps good, with prices steady at \$1 to \$1.10 for hand-picked, and 90c. for common stock.

VEGETABLES—Cucumbers and butter beans are done. Hubbard squashes are on sale. Cauliflower has advanced 25c. per doz.; vegetable marrow, 50c.; butter squash, 75c. to \$1; pumpkins, 15 to 25c. Celery has also advanced 10 to 15c.; but the stuff now arriving is of such quality to counter-balance the advance in figures. Lettuce and winter radish are 5 to 15c. cheaper this week. We quote as follows: Cauliflower, \$1 to \$1.25 per doz.; celery, 50 to 75c. per doz.; lettuce, 15 to 30c. doz. bunches; radishes, winter, 15 to 25c. doz. bunches; cabbage, new, per doz; 50 to 75c.; parsley, 15 to 20c. doz.

BE SURE AND GET

BRIGHTON Canning Co.
 New Process
THISTLE BRAND TOMATOES — **GARDEN GROWN**

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

CANADIAN

Manufacturers and Shippers who are not represented in

WINNIPEG

Will do well to correspond with me.

E. NICHOLSON

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

THE MANITOBA PRODUCE AND COMMISSION COY. WINNIPEG, MAN.

Wholesale Dealers
PROVISIONS OF ALL KINDS
Consignments Solicited.

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.

**HAMS
BACON
LARD
SHORT CUT PORK
MESS PORK**

The **Wm. Ryan Co. Limited**
TORONTO

bunches; beets, 10c. per peck; carrots, 15c. per peck; onions, Danvers, 75c. to 90c. per bag; green beans, \$1 to \$1.25 per bushel; vegetable marrow, \$1 to \$1.25; butter squash, \$1.50 to \$2; pumpkins, 65c. to 75c.; Hubbard squash, \$1.50 to \$2; red cabbage, 40 to 60c.; egg plant, 75 to \$1 per basket.

PROVISIONS.

Stocks of all goods are light, and as usual under such circumstances, prices are firm throughout. Packers have begun operations for the winter, but, owing to the unfavorable weather, receipts of hogs so far have been light.

FISH.

Whitefish are scarce, causing an advance of 1 1/2c. Ciscoes are also scarce, but are unchanged in price. Perch have declined 1/2c. Oysters and fresh fish generally are in good demand. We quote as follows: Fresh salmon trout, 6 1/2c.; fresh whitefish, 8c.; steak trout, 7c. lb.; fresh perch, 3 1/2c. per lb.; fresh herring, 3 1/2c. 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, 6 1/2c. per lb.; boneless fish, 5 3/4c. per lb.; quail-on-toast, 5 1/2c. 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.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—As anticipated, in these columns, the price of wheat reported two weeks ago was rock-bottom, and advances, aggregating 4c., have been noted since that date.

Toronto Salt Works

TORONTO, ONT.

Write us for **SALT** of any kind.

Also **SALTPETRE**, car lots or less.

J. Y. GRIFFIN & CO.

Wholesale Produce

... and ...

Commission Merchants

Correspondence solicited. Consignments handled to best possible advantage.

Prompt returns.

131 Water St. P. O. Box 28
VANCOUVER.

CONSIGNMENTS SOLICITED

Our specialties

**POULTRY, BUTTER,
EGGS, HONEY.**

We buy Dried Apples. Send us samples and we will offer you.

Correspondence Invited.

RUTHERFORD, MARSHALL & CO.

68 Front Street East, Toronto.

Clemes Bros.

FRUITS of all kinds.

Portugal Tapnet Figs

4cts., will be higher.

Full car California Prunes

"Santa Cruz" Brand

50/60 25-lb. box, 70/80 25-lb. 50-lb.; 90/100 25-lb. 50-lb.

PRICE RIGHT. QUALITY A 1.

On cars outside, 67c. is the ruling price for both white and red. On the street market an advance of 3c. has taken place, during the past week, for white, and 5c. for red. Goose wheat, which is in great demand for export to Southern Europe, has advanced 7c., and is now equal in value to either red or white. Rye has advanced 5c., and oats 1 to 2c. We quote as follows: Wheat, white, 70c.; red, 70c.; goose, 70c.; peas, 57c.; oats, new, 29c.; barley, 47c.; rye, 50c. Old Manitoba No. 1 hard wheat has advanced 2c., now being quoted at 82c., Toronto freights.

FLOUR—An all-round advance of 10c. is noted this week. We quote: Manitoba patents, \$4.40; Manitoba strong bakers', \$4; Ontario patents, \$4 to \$4.10; straight roller, \$3.25 to \$3.35, Toronto freights.

BREAKFAST FOODS—Trade is brisk. No change in prices is noted, but an advance is anticipated in standard oatmeal, rolled oats and rolled wheat, in sympathy with the recent advance in wheat and oats. 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.

HIDES, SKINS AND WOOL.

HIDES—The market is well cleaned up and there is a good demand, with prices firm. 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 continue to manifest a decided firmness. An advance of 5 to 10c. brings the price up to 70 to 75c.

WOOL—Market is quiet. Prices are steady at 15c. for fleece, and 10c. for unwashed.

SEEDS.

The export demand keeps steady at a basis of \$2.75 to \$4.50 in a jobbing way in Toronto, but local competition is so keen that frequently better prices are paid for choice lots. Red clover is beginning to offer more freely. For last year's stock \$3 to \$3.50 is paid. This year's crop is worth \$3.50 to \$3.75, with slightly more for exceptionally fancy stock. There is still no movement in timothy.

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.

Malaga lemons are \$1 cheaper.
Sweet potatoes have declined 25c.
Bosnia prunes are 9d. per cwt. dearer.

Sarnia water white coal oil has declined ½c.

Shearlings and lambskins have advanced 5 to 10c.

Manitoba and Ontario flours have both advanced 10c.

Parafine candles have been advanced 1c. per lb. in price.

Eggs have advanced 1c., and are likely to advance further.

Whitefish is scarce, and has advanced 1½c. Perch has declined ½c.

D. Gunn, Bros. & Co. state that the outlook for fall trade in provisions, etc., was never more encouraging than at present.

Grenoble walnuts will cost more than at first estimated. According to the cable they will now cost equal to 12½c. per lb. laid down.

Rutherford, Marshall & Co. report a good demand for poultry, and also for large roll dairy butter. They state that holders of dairy tub butter should ship at once.

Mr. J. H. Higginson has been appointed agent in Toronto for Silverine Mfg. Co., where he will carry a full line of their goods. His office is on Adelaide street.

The Griffin & Skelly Co. advise their Toronto agents that California raisins are ½c. per lb. dearer in the primary market, although the association has allowed shippers to quote the Canadian market the old figures for a few days.

There should be no scarcity of pumpkin pies in Toronto for some time. The Dawson Commission Co., Ltd., Toronto, have received a carload of pumpkins from Lynden, Ont. The shipment, which included over 2,000 plants, comprise all sizes, from some not much larger than a cocoonut to some that would not go into an ordinary barrel. This is the first car lot of pumpkins to arrive in Toronto.

QUEBEC MARKETS.

MONTREAL, Oct. 20, 1898.

GROCERIES.

THE grocery market has not, as a whole, furnished any great change during the week, but, in certain departments, more activity is noticeable. This is the case in tea, and staple lines of canned vegetables, which have furnished more business, while values are firm. Sugar has, on the other hand, ruled quiet since the decline in price. Dried fruits are unsettled, as to values, and there are no other special facts to mention.

SUGAR.

There has been no further change in sugar since last report and business continues quiet on the whole. There has not been any great change in the raw article,

both beet and cane ruling very much the same as they were last week. Private cables from London quoted beet dull at 9s. 8¼d. for October and November. The situation of the New York market is unchanged also, values there being very unsettled, owing to the fight between the "Trust" and the Arbuckles. Locally, trading is light, as traders have ample supplies on hand for the time being, and little activity is, therefore, expected. Prices remain as they were quoted a week ago.

SYRUPS.

The syrup market remains without change, and prices are nominal, as the refiners are out of stock, and there is nothing to make a market on.

MOLASSES.

The molasses market rules very strong, and stocks in first hands at present are probably the smallest for years past, and it is claimed that those in second hands are also comparatively small, as compared with former seasons. Demand from the country has improved considerably within the past week, and a more active distributive business is doing, and, as it increases, an advance in prices is predicted. In a jobbing way, values are firmly held at 31c. for small lots, and it is doubtful if a car lot could be had for 30c.

DRIED FRUIT.

The Escalona, which arrived last week, had only 2,000 boxes of Valencia raisins on consignment, so that buyers who held off, expecting large offers of stock, were disappointed. The market is still an unsatisfactory one, owing to the fact low offers have been made by some agents in Ontario. Cables from Denia on the other hand quote the market very firm.

California raisins are firmly held on the Coast, and the same is the case here.

Prunes remain as last reported, the only business, so far, done of any importance being in California and French. New crop of the former are now on the market, and some French, also ex Escalona.

Figs are without new feature, there being no new arrivals since those reported some time ago. Values are firm.

NUTS.

Arrivals of nearly all nuts, it appears, will be rather late this fall, and in most lines firmness is the rule, particularly walnuts and almonds, the latter costing fully ½ to 1c. more now than they did some time ago.

CANNED GOODS.

There has been no change in the situation of the canned goods market. Enquiry for all lines of vegetables is good, while offerings are exceedingly light, and prices in consequence are very firmly held. Tomatoes sold firm at 90c., and corn at the same

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money, while peas have brought 80c. Canned salmon continue strong for spot goods, prices ruling at \$5.25 to \$5.50 per case for choice brands.

RICE.

There has been no change in the rice market. Demand is slow, but prices are steadily held.

TEA.

Tea has displayed more activity and a better feeling, though the volume of business has not as yet been enlarged very materially. Buyers show more disposition to pay the prices asked, and the indications point to a brisk trade in this staple in the near future. Some sales of Japans are reported at 17 to 20c. and Gunpowders at 16c. A private cable received here from Yokohama reports the market active and strong, with little desirable grades now left, and advises buyers to cover wants.

GREEN FRUIT.

There has been little or no change in the green fruit market since last report. Apples are now coming in with more freedom, but general demand is light, though values show no change. Lemons are scarce and in good demand at unchanged prices, while apples and all other fruits are exceedingly light for the fall season, and values correspondingly firm.

FISH, ETC.

Although the weather has not been altogether favorable for handling fish, yet there has been a decided improvement in the demand during the past week from both local and country, consequently the market is more active, and considerable business is reported in a small way. The arrivals of most lines have been larger, but, as the demand has been sufficient to absorb all offerings, the undertone to the market is steady, and prices show no material change. We quote: No. 1 Labrador herrings, \$4 60 to \$5 per bbl.; No. 1 N.S. do., \$4.50; N.B. in half-bbls., \$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.

The demand for preserved fish continues good, and the market is kept well cleaned up of stock. We quote: Pure boneless codfish, 5½ to 6c. per lb.; dressed or skinless codfish, 4¼c.; dried, \$4 per 100 lb.; boneless fish, 3½c.

Supplies of fresh fish have been just about equal to the demand, and prices are steady. Haddock are selling at 3½ to 4c. per lb.; Manitoba dore, whitefish and trout, 6½c., and B.C. salmon, 13 to 14c.

Smoked fish continue to move freely, receipts being well cleaned up daily. We quote as follows: Haddies, 6½ to 7c.; kippered herrings, \$1.35 to \$1.50 per box; smoked herrings, 10 to 12c., and Yarmouth bloaters, \$1.25.

The demand for shell oysters continues slow, on account of the mild weather; but, as receipts have fallen off some, prices rule about steady. We quote: Hand-picked malpeques, \$4.50; fair to good, \$3.50; Buctouche, \$5.

PROVISIONS.

There was no change in the local provision market. The demand for most lines is fair for the season, and a moderately active trade is doing. We quote: Canadian pork, in barrels, \$16 to \$16.50 per barrel; pure Canadian lard, in pails, at 8¼ to 8½c. per lb., and compound refined at 5 to 5½c. per lb. Hams, 10½c. to 13c.; and bacon, 10 to 13c. per lb.

COUNTRY PRODUCE.

EGGS—Owing to the continued light receipts of new laid eggs, the undertone of the market for such has ruled stronger and prices are marked up another ½c. per doz., and the prospects are they will go still higher in the near future. The demand at present is principally for new laid, and buyers in many cases find it difficult to fill their wants. The market for other grades is also firmer, but no change in prices has taken place. We quote: Strictly new laid, 18½ to 19c.; No. 1 candled, 14c.; No. 2 do., 12 to 13c.; P.E.I., 12 to 13c., and culls, 9c. per doz.

BEANS—The demand for beans in small lots was fair, and prices ruled steady. We quote: Choice hand-picked, 95c. to \$1 per bushel; primes, 85 to 90c.

HONEY—Business in honey is exceedingly quiet, as buyers generally have laid in supplies. We quote as follows: 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—There is little or nothing doing in maple product. We quote: Syrup, in wood, 4 to 4½c. per lb.; in tins, 45 to 55c., according to size; sugar, 6 to 6¼c. per lb.

FLOUR, GRAIN, ETC.

The grain market was rather quiet to-day, but the undertone was firm, and the recent advance in prices fully maintained. There was a fair enquiry for peas and oats, but the offerings of such were small, consequently the volume of business was light. Peas were firmly held at 63c. and oats at 29c.

afloat. In Manitoba and Ontario wheat business was quiet.

There was no change in the flour market. The demand continues good for Manitoba grades, and a large volume of business was done, including sales of 1,200 sacks on local account. We quote: Winter wheat patents, \$3.35 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.

A fairly active trade was done in feed, and, as the offerings continue light, prices are firmly held. We quote: Manitoba bran, \$12; shorts, \$14, and moullie, \$16 per ton, including bags.

There was a steady demand for rolled oats, and, as supplies are not large, prices rule steady at \$3.50 per barrel and at \$1.70 per bag.

The receipts of hay have only been fair of late, for which the demand is ample, and the market is kept well cleaned up, consequently a better feeling prevails, but prices show no advance as yet. 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, late made goods leaving first hands this week at a decline of ¼c. from the price realized last. This was the result of the dealings, where 3,000 boxes of Quebec cheese, the make of the first half of October, sold at a range of 8⅞ to 8½c. Between traders there were some transactions at 8⅞c., and that price is now the ruling for finest eastern Septembers. Western cheese continues nominal, in the absence of transactions, but if a holder wanted to realize on these at present, all he could obtain is 9c. We quote as follows: Finest western Septembers, 9c.; finest western Augusts, 8¾c.; finest eastern Septembers, 8⅞c.; finest eastern Augusts, 8⅞c.; Liverpool cables, 42s. 6d.

Butter ruled much the same as reported on Saturday, and demand continues rather indifferent in its character. In the Townships, however, reports again state that fuller prices have been paid than are obtainable on spot. We quote: Extra finest creamery, boxes, 18⅞ to 19c.; extra finest creamery, tubs, 18½ to 18¾c.; ordinary finest creamery, boxes, 18¼ to 18⅞c.; ordinary finest creamery, tubs, 18⅞c.; western dairy, tubs, 15c.

Mr. J. H. Moore, representing Boeckh, Bros. & Co., Toronto, sailed on Saturday from Montreal for Great Britain for the purpose of introducing the adjustable show and display tables.

G.F. & J.GALT PACKERS OF THE **BLUE RIBBON TEAS**
42 SCOTT ST. TORONTO. CELEBRATED

COFFEES ✦ SPICES

We have just received **new importations** of Java, Mocha, Maracaibo, Ceylon, Costa Rica, Rio and Santos Coffees. Will be pleased to send samples and quotations, **Green or Roasted**. Our **Roasted Coffees** are more in favor than ever, as they are **straight and honest goods**, imported direct from the land of growth and production. Now is the time for **PICKLING SPICE**—one of our many strong points.

S. H. EWING & SONS,

COFFEE AND SPICE
IMPORTERS AND
MANUFACTURERS,

MONTREAL

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,
ST. JOHN, N.B., Oct. 18, 1898.

BUSINESS during the week has been good, and, though payments have been slow, there have been but very few bad debts, and dealers are well satisfied with the prospects for fall business. Markets are firmly held, and nearly all lines show good margins. The fall number of THE GROCER is to hand, and the trade speaks very highly of it from every standpoint. In fact, it is generally considered the finest number of a trade paper ever received here. The attractiveness of the advertisements is particularly commented on, and advertisers should feel every satisfaction, as there is no doubt each "ad." is seen and read. Our people are much pleased at the bright outlook for winter export business via St. John. With the largely increased facilities and the knowledge that many more steamers than ever before are booked to come here, the people feel that they are being repaid for the large amount of money they have spent in providing facilities.

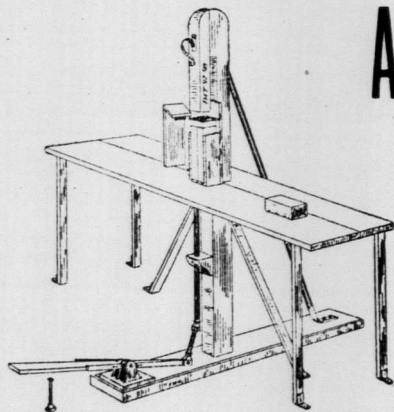
OIL—There is little of interest. Prices hold as quoted last week. There are large shipments of burning oil being made at the low prices quoted. In cod oil the feeling is rather easier. Arrivals have been more free, and there is but a limited demand.

SALT—The sale has been somewhat curtailed, because of the very light catch of herring, but, with better reports from the fishing grounds, increased activity is looked for. In Liverpool coarse there is quite a stock on hand, and in factory filled there is ample for all needs. In this latter, from the fact that the regular dairy interests now use the Canadian almost altogether, the sale is much less than formerly. We quote: 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 per doz.; mineral rock salt, 60c. to \$1 per 100 lb.

CANNED GOODS—The fact that some packers offered to fill their orders for tomatoes where they had before said they would fill but 60 per cent., led to the opinion that on this line the market was easier, but this does not prove that this line is easier, and, from the best information, the firm feeling is fully maintained. Corn is firmer, and peas also show advanced figures. The stock is not moving as freely as is usual at this season, as retailers think prices high, and holders are not inclined to shade

figures. Salmon is firm, and dealers regret they missed the chance of buying earlier in the season. Stocks are light, with quite a range in quality. The bringing of the cheaper grades into the market hurts the trade. Peaches are high. This fruit has the best demand here of any. In gallon apples, the price is also higher. Packers have shown quite a range in quoting this line. Salmon are still too high to be an active line. In sardines, haddies and other locally-packed fish, there is a large sale.

GREEN FRUITS—Apples now have the chief attention. Prices, at least for local consumption, seem rather easier. Schooners from Nova Scotia bring apples and act as warehouses, selling their cargoes direct to the retail trade and the consumer, which takes this business largely away from the fruit and commission men. A leading wholesale fruit dealer said to THE GROCER there was no money in handling any local stuff. In oranges and lemons the season is too early. Prices are quite high, with but fair demand. Canadian grapes have sold low during the week, but the season is about over. Tokays are freely received, and have the demand for best trade. In Malagas, little is being done. In cranberries, the local berry looks well, but it is not equal to the Cape Cod in appearance. The crop is a short one. The Cape Cod



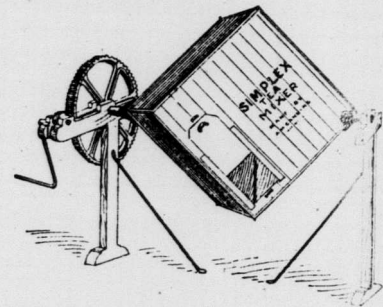
Armada Tea Packer and Simplex Mixer

Said Mr. Foster, of Geo. Foster & Sons,
Wholesale Grocers, Brantford, Ont.

"These machines are all that the inventor and owners claim for them. They are up-to-date in every way."

Write . . .

A. H. CANNING & CO.,
FOR PRICES
TORONTO, ONT.



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The Following Brands
Manufactured by
The American Tobacco Co.
OF CANADA, Limited.
As sold by all the Leading Wholesale Houses
CUT TOBACCOS
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OLD GOLD.
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RICHMOND STRAIGHT CUT.
SWEET CAPORAL.
ATHLETE. DERBY

BIRD BREAD and Cottams Seed, manufac-
tured under six patents. Reliable standard
goods; nothing to approach them for popularity
and value. All wholesalers.

The
DAWSON Commission
Co., Limited
FRUIT, PRODUCE AND
COMMISSION MERCHANTS,
Cor. Market and Colborne Sts.,
TORONTO.

We make a speciality of handling

Domestic Fruit

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

FRUIT AUCTION SALES

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

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Wholesale Commission Merchants,
25 and 27 Church St., TORONTO, Can.
Telephone 645.

THE
Select Back

is one of the choicest cuts of Bacon
that we are offering. Sugar Cured,
almost boneless, and very cheap in
price. This is one of the most econom-
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can handle, and it will please the most
exacting customer.

F. W. FEARMAN
Pork Packer HAMILTON

Fancy Jersey Sweet Potatoes
Canadian Chestnuts
New Eleme and Tap Figs
WRITE for PRICES.

**Tartan
Tea**

ROYAL STUART
GORDON ROY ROY

The appearance of these goods will
make the first sale. The quality will
bring the repeat orders. Get full informa-
tion from

BALFOUR & CO. Wholesale Agents **Hamilton**

BUY CLARK'S PORK AND
BEANS WITH TOMATO SAUCE AND
BE SURE OF THE
BEST VALUE EVERY TIME.

LEONARD BROS. Wholesale
St. John, N.B. and Montreal **..Fish**
Merchants

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.**

Walter Northrop
Importer and Exporter of **DRIED FRUITS**
Dressing and Packing of Currants a speciality. 66 Esplanade Street West **TORONTO**
Telephone 8015.

Hard to Choose ?
We Help You !
is a Ceylon Tea with
ACKNOWLEDGED MERIT
in Pound and Half Pound Packets.
RED, BLUE and YELLOW LABELS.

F. R. STEWART & CO. Direct Importers
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Direct Importers and
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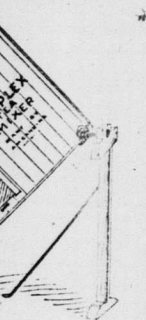
SCOTCH FINNAN HADDIES.
...AGENTS FOR...
Booth's Baltimore Oysters
YOUR ORDERS SOLICITED.

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berry is lower than last season. A few Canadian pears are still being received. Bananas are in light demand. Sweet potatoes and quinces are in good supply.

DRIED FRUIT—Dealers are anxiously awaiting the arrival of new goods, particularly California raisins; also currants, figs and the later shipments of Valencia raisins. The market in California raisins is firm, and the advance promised by the association is larger than was expected, particularly on 4-crown loose. Malaga raisins, in primary markets, are also higher. The first arrivals of Valencias moved off, but quietly. In prunes, a few California are offered, but the trade in general have ordered the Bosnia goods. There is not much demand for prunes till the holidays. The quantity of figs to arrive is smaller than usual, and prices will rule high. Onions are rather firmer. This is a large trade here. In evaporated apples there is an increased sale, but stocks are yet light, as the later fruit is preferred to keep. In nuts arrivals of new will be late this season, and prices will rule high.

SUGAR—The fall has shown a large business, chiefly in granulated. There is a smaller demand each season for dark yellows. While there is quite a sale for the Dutch granulated, the trade still demand the standard for their regular business. The Dutch is being used as a leader where low prices are desired.

MOLASSES—The past few weeks have shown large sales of Barbadoes, and values have been advanced. Porto Rico is firmer. Stocks in all lines are low for this time of the year. The outlook is very strong, but the absence of the large lumbering demand affects the market.

PRODUCE—Cheese is the firmest feature, but there is but fairly active business. Late-made goods demand full figures. Our factories are inclined to stop making too early. Factories are now largely selling for export. In eggs, good stock is hard to get, but there is little change in price. Butter moves but slowly. Best stock has fair sale at steady prices.

FISH—In dry cod prices are still firm, while the demand is not particularly large receipts are not, and there is plenty moving to keep price up. Pollock show no change. At this season the fishermen slack salt their pollock and ship direct to the United States market, where they get much better returns than here. Pickled herring is still high. Dealers cannot get enough to fill orders, this being the active season. Rather better catches are, however, reported, and larger receipts are expected. In the larger fish, as Eastern Shelborne and Yarmouth, there have been no receipts as yet. Pickled shad is easy; the large supply of spring shad

on the market tends to keep prices down. In smoked herrings there is fair movement, but prices are low. New alewives are about cleaned up. A few old are still on hand. In kippered herring and bloaters, and also in finnan haddies, there is a good business. We quote as follows: Large cod \$3.40 to \$3.50; medium, \$3.40 to \$3.50; pollock, \$1.35 to \$1.40; Grand Manan pickled herring, \$1.60 to \$1.90 ½-bbl.; old smoked herring, 5 to 6c. per box; Canso, pickled \$5 per bbl.; boneless fish, 3½ to 5c.; cod, 7 to 7½c.; finnan haddies, 4½ to 5c.; rippling herring, \$1.90 to \$2; wolves do., \$2.25 to \$2.50; new smoked herring, 6 to 7c.; spring shad, \$4 ½-bbl.; fall do., \$5; ½-bbl.; alewives, \$3 per bbl.; kippered herring, \$1; bloaters, 60c.

PROVISIONS—In beef, the somewhat lower prices have aided the demand. Barreled pork also moves more freely, but the season does not promise to be a large one. Smoked meats are confined largely to local cured. Lard has active sale at last week's figures.

FLOUR, FEED AND MEAL—Particularly in Ontario grades, values seem higher. Stocks here are not large, which tends to a more active enquiry. Oatmeal and oats are both rather firmer, with fair business reported. Feed is lower and much more freely offered than for some time past. This is particularly true of middlings. In beans, there is but fair business. The market is higher. Cornmeal is still active at quotations. The high price of barley affects sales. Hay is a large supply, but prices are very low. We quote as follows: Manitoba flour, \$4.90 to \$5; best Ontario, \$3.90 to \$4.10; medium, \$3.75 to \$3.85; oatmeal, \$3.70 to \$3.80; cornmeal, \$2; middlings, \$1.8 to \$1.9; bran, \$1.6 to \$1.7; oats, 36 to 38c.; hand-picked beans, \$1 to \$1.10; prime, 90 to 95c.; yellow eye beans, \$1.75; split peas, \$3.80 to \$3.90; round, \$3.25 to \$3.40; pot barley, \$3.50 to \$3.65; hay, \$7 to \$8; timothy seed, American, \$1.75 to \$2.15; do., Canadian, \$2 to \$2.40; mammoth clover, 7 to 7½c.; alsike, 7¾ to 8½c.

ST. JOHN NOTES.

Quite a large shipment of cheese went forward from Summerside this past week to Liverpool, via ss. City of Ghent.

Reports from Charlottetown quote round hogs at 4 to 4¼c. Geese and lamb shipments are beginning, 1,350 of the former and 1,200 of the latter being shipped last week.

The cranberry crop in Nova Scotia is reported very light. At Auburn, in Kings county, where last season there were upward of 1,800 barrels, it is said there will be about 200. This is said to be owing to late frosts last spring. Many places are not as bad as

this. Some, in fact, report from 35 to 40 barrels per acre, but other seasons they have had as high as 60 barrels. Shippers to England are advised to put them up in boxes not too large.

Cold storage shipment for apples is not giving the satisfaction expected, the trouble being, that while the fruit arrives in good condition, it will not stand up for any length of time.

Allen Randolph, of A. F. Randolph & Sons, wholesale grocers, Fredericton, called on THE GROCER this week. They have a large and growing trade, largely in the St. John river counties.

It is pleasant news that Woodstock is about to do away with commercial travelers' license. It has been a surprise to many how such a live town has remained so long so far behind the times in this matter.

Large shipments of apples are being made from Halifax. The ss. Halifax City is taking 12,904 barrels and the Damara 7,000, both cargoes for London. There were also 2,700 barrels forwarded from Wolfville to Boston, for shipment to England from there.

The outlook for export business from here this winter is brighter than ever. Very many more steamers than last year are expected. Already, the Dominion, the Allan, the Donaldson, the Beaver, and a Manchester line have decided to send their boats here.

IT IS FAVORING BRITISH TRADE.

Customs officers in the city report that the preferential tariff has stimulated trade with Great Britain on the part of Northwest merchants. Large stocks from Germany were laid in before last August, when the treaty was discontinued; but, since then, this trade has been directed towards England, and indications point to a considerable increase in volume.—Free Press, Winnipeg.

EDWARD HARRIS & CO.,

PHENIX 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.

DON'T PAY FREIGHT ON WATER

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

Agents—

W. H. SEYLER & CO.

Room 100, Board of Trade, TORONTO

Agents for HEINRICH FRANCK SOHNE & CO.

German Chicory, Coffee, Extracts and Essences

LUDWIGSBURG, GERMANY. FLUSHING, N.Y.

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New California Prunes

GRIFFIN & SKELLY, 40/50, 60/70, 90/100.

FURTHER ARRIVALS of

**VALENCIA
RAISINS**

F.O.S.

Finest Selected.

Grustan's
Trenor's
Arguimbau's
Rogers'

NEW CANDIED PEELS

BATGER'S "LONDON," "LL." "DOUBLE TRIANGLE."

A SNAP IN
PICKLES

Write us, or see our
travellers, and order

WINTER SUPPLY
Before Frost.

THE **EBY, BLAIN CO.** LIMITED

WHOLESALE IMPORTING
AND MANUFACTURING GROCERS

.....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; Kippered
Herring and Kippered 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.



QUALITY

eventually wins.
That is why WHITE
Moss is the leading
brand of Coconut

on the market to-day.

Are you carrying it? If not,
send to us for samples.

CANADIAN COCOANUT CO.
MONTREAL.

TEAS

"Sailor Boy"

Japan and Ceylon

Bulk and Lead Packages.

PERKINS, INCE & Co.

TORONTO.

NOTHING BUT
THE BEST

**Cocoa
Chocolate**

**Coffee
Spices**

**Baking
Powder**

**TODHUNTER,
MITCHELL & CO.**

Importers, Manufacturers

TORONTO

NOT A GUESS

Blue Label TOMATO Ketchup



is always the same: in quality is superior to any but "Blue Label." Lagging appetites are improved by this palate pleaser.

Not only months with an "R," but all seasons are the times for using.



PREPARED BY

Curtice Brothers Co.,

ROCHESTER, N.Y.

Proprietors of

The largest Canned Goods Packing Establishment in the world. Manufacturers of Canned Fruits, Vegetables, Preserves, Jams, Jellies, Soups, Meat Delicacies, etc.

WRITE FOR QUOTATIONS.



Boston Laundry Starch Toledo Corn Starch

Forty Packages to the Case

Boston Laundry Starch, - \$3.20 per Case
Toledo Corn Starch, - - 2.50 "

Special discount on five and ten case lots, which may be assorted.



The F. F. DALLEY CO., Limited, Hamilton, Canada

Crosse & Blackwell, Limited

PICKLES, SAUCES, MALT VINEGAR
JAMS and CONDIMENTS

KIPPERED HERRINGS ⁱⁿ Tomato or Shrimp Sauce.

C. E. COLSON & SON,

MONTREAL



This list the cities of M peg, Vancouv such quantitie terms of credi Goods in All quot who call daily

Granulated Redpath, 2 Paris lump, bi in Extra Ground Powdered, bb Phoenix Cream Extra bright. Bright coffee. No. 3 yellow No. 2 yellow Demerara Imported yel

Syrups Dark Medium Bright Honey 25-11 38-11 Molasses— New Orleans Barbadoes Porto Rico Antigua St. Croix...

Black— Congou—I Monin Caddies Indian—Dar Assam Pe Pekoe Sot Ceylon—Bro Pekoes extra Cases, si Half-ch Half-ch

Ping Sueys Young H, Half-bo Japan— Choice. Finest Fine... Good II Medium Good e Comm Nagasa

Pan... 3 ho 3 ho 3 ho 3 ho Tub. No.

Dairy bar pot tul Creamery Cheese...

SINCE the installation of our Spring Water System our trade has increased fifty per cent.

WHY?

Because Whiter or Purer Starch has never been seen in Canada.

TO SHOW IT IS TO SELL IT.

THE BRANTFORD STARCH CO., Limited
BRANTFORD.

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 3/4	4 3/4	5 1/2	6 7/8	24	29	23	28	25
" " 1/2-bbls	4 7/8	4 7/8	6	7	27	31	22	30	25
" " Filiatras, bbls	4 3/4	4 3/4	5 3/4	6 3/4	10	11	7 1/2	12	12
" " 1/2 cases	4 3/4	4 7/8	5 3/4	6 1/2	29	31	26	30	29
" " " "	4 1/2	4 7/8	5	6 1/2	24	28	22	25	24
" " Patras, bbls	4 3/4	4 7/8	5	6 1/2	24	26	22	25	24
" " 1/2-bbls	4 3/4	4 7/8	5	6 1/2	18	22	15	20	18
" " cases	5	5 1/2	6	7	13	15	13	16	13
" " 1/2-cases	5 1/2	6 1/2	7	8					
Vostizzas, cases	5 1/2	6 1/2	7	8					
Dates, boxes	19	25	10	12					
Figs, 10-lb. boxes, per lb.	19	25	10	12					
Prunes, Sphinx, B's			10	12					
" " A's			10	12					
" " California, 40's	10 3/4	11	10	12					
" " 50's	9 1/4	8	8	9					
" " 60's	8 3/4	8	7	8					
" " 70's	7 3/4	7	7	8					
" " 80's	7 1/4	7	7	8					
" " 90's	6 3/4	6 1/2	5	6 1/4					
Raisins, Valencia, off stalk			5	6					
" " Fine off stalk	4 1/2	4 3/4	5	6					
" " Selected	5 3/8	5 3/8	6 1/2	7					
" " Layers	5 3/4	6 1/2	7	8					
" " Sultanas	11	15	10	12					
" " Cal. L.M., 3-crown			6 3/4	7					
" " 4-crown			6 3/4	7					
Domestic—									
Apples, dried, per lb	6 1/2	7	5	6					
" " evaporated	9	10	10	10 1/2					
Cal. Evaporated Fruits—									
Apricots, 50-lb. boxes	9	10	10	9					
" " 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 90	\$1 00	\$1 10	\$1 15
" " 2-lb. cans	2 65	2 50	2 60	2 75	3 00	3 00	3 00	3 00	3 25
" " 4-lb. cans	5 10	5 10	5 10	5 10	5 10	5 10	5 10	5 10	5 10
" " 6-lb. cans	8 60	8 00	8 00	8 75	9 25	9 25	9 25	9 25	9 25
" " 14-lb. cans	18 55	18 00	18 00	20 00	21 00	21 00	21 00	21 00	21 00
Minced callops, 2-lb. can	2 60	2 60	2 60	2 75	2 80	2 80	2 80	2 80	2 80
Lunch tongue, 1-lb. can	3 50	3 20	3 25	3 25	3 35	3 00	3 00	3 00	3 00
" " 2-lb. can	6 70	6 75	7 00	5 80	6 00	6 50	6 50	6 50	6 50
English brawn, 2-lb. can	2 30	2 75	2 80	2 75	2 80	2 75	2 75	2 75	2 75
Camp sausage, 1-lb. can			2 50	2 50					
" " 2-lb. can			4 00	4 00					
Soups, assorted, 1-lb. can	2 00	1 50	1 50	1 40	1 50				
" " 2-lb. can	3 00	2 20	2 25	2 30					
Soups and Boull., 2-lb. can	2 00	1 80	1 75	1 80					
" " 6-lb. can		4 50	4 25	4 50					
Sliced smoked beef, 1/2's	1 70	1 65	1 70	2 00					
" " 1'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	26	30					
Porto Rico	24	28	22	25					
Gautemala	24	26	22	25					
Jamaica	18	22	15	20					
Maracaibo	13	15	13	16					
Apples, 3's	2 40	2 75	2 00	2 25	2 40	2 50	2 40	2 50	3 00
" " gallons	1 40	1 70	1 40	1 70	1 50	1 80	1 50	1 80	2 50
Blackberries, 2's	80	90	75	85	85	95	85	95	95
Beans, 2's	70	95	70	95	90	95	90	95	90
Corn, 2's	85	95	87 1/2	90	80	85	80	85	80
Cherries, red, pitted, 2's	2 00	2 35	1 85	2 25	2 30	2 40	2 40	2 50	2 50
Peas, 2's			80	85	75	85	75	85	80
" " sifted			85	1 00	1 15	1 20	1 15	1 20	1 15
" " extra sifted			1 00	1 25	1 30	1 50	1 30	1 50	1 15
Pears, Bartlett, 2's	2 25	2 40	2 00	2 40	2 20	2 40	2 40	2 40	2 50
" " 3's	2 10	2 40	2 40	2 50	2 15	2 25	2 40	2 50	2 50
Pineapple, 2's	2 50	2 60	2 50	2 60	2 50	2 60	2 50	2 60	2 60
" " 3's	1 75	1 90	1 60	1 65	1 65	1 70	1 60	1 65	1 60
Peaches, 2's	2 50	2 75	2 40	2 65	2 50	2 75	2 25	2 50	2 60
" " 3's	1 50	1 55	1 30	1 55	1 30	1 60	1 30	1 60	1 40
Plums, green gages, 2's	1 30	1 50	1 20	1 50	1 30	1 50	1 30	1 50	1 40
" " Lombard	1 10	1 30	1 00	1 40	1 10	1 30	1 10	1 30	1 30
" " Damson, blue	75	85	70	80	90	1 00	90	1 00	1 00
Pumpkins, 3's	2 10	2 25	2 10	2 25	2 10	2 25	2 10	2 25	2 25
" " gallon	1 50	1 90	1 40	1 50	1 50	1 75	1 40	1 75	1 40
Raspberries, 2's	1 50	2 00	1 50	1 70	1 65	1 75	1 65	1 75	1 70
Strawberries, 2's	1 10	1 15	1 15	1 10	1 15	1 15	1 10	1 15	1 15
Succotash, 2's	90	95	85	90	85	90	85	90	90
Tomatoes, 3's	2 50	2 95	2 50	2 50	2 60	2 60	2 60	2 60	2 60
Lobster, talls	2 75	3 00	3 00	1 25	1 30	1 30	1 25	1 30	1 30
" " 1-lb. flats									
" " 1/2-lb. flats									
Mackerel	1 30	1 35	1 30	1 35	1 20	1 25	1 20	1 25	1 20
Salmon, sockeye, talls	1 15	1 25	1 35	1 50	1 20	1 25	1 20	1 25	1 20
" " flats	1 30	1 45	1 50	1 60	1 30	1 35	1 30	1 35	1 30
" " Horseshoe	1 20	1 25	1 40	1 50					
" " Clover	1 20	1 45	1 50						
" " Leaf	1 45	1 50	1 60						
Cohoos	1 00	1 15	1 20						
Sardines, Albert, 1/2's	95	11	13	4	15				
" " 3/4's	20	21	20	21	21				
" " Sportsmen, 1/4's	11 1/2	12	12 1/2	12	12				
" " 1/2's	19	20	21	20	21				
" " key opener, 1/2's	10	11	10 1/2	11	16				
" " 3/4's	16	18	18 1/2	23	10				
" " other brands	23	35	16	17	16				
" " P. & C., 1/4's	23	25	23	25	25				
" " 1/2's	33	36	33	36	36				
" " American, 1/4's	4	5	5	4	5				
" " 1/2's	9	11	11	10	11				
" " Mustard, 1/2 size, cases	9 00	11 00	10 00	11 00	10 00	11 00	10 00	11 00	11 00
Fruit in glass jars, per 100					4 25	4 50	4 25	4 50	4 50
Haddies			1 10	1 20	1 00	1 10	1 00	1 10	1 10
Kipper Herrings	1 40	1 50	1 15	1 60	1 10	1 15	1 15	1 85	1 60
Herring in Tomato Sauce	1 35	1 45	1 20	1 60	2 00	1 90	2 00	1 90	1 90

CUBAN VS. EUROPEAN SUGAR.

THE close attention which German sugar producers are giving to the situation of Spain's late West Indian colonies, particularly Cuba, is shown by a translation of an article in The Brunswick Landeszeitung, forwarded to the State Department of the United States by Consul Albert, whose district is the centre of the sugar-beet industry of Germany. The article says that whether Cuba is annexed or not is unimportant from an economic standpoint. "The application of the American Customs to Cuba means the free import of Cuban products into the United States.

The American sugar interests possess extensive estates in Cuba, and, as the need for money has not grown less in Cuba during the insurrection and the war, it will not be difficult to acquire still greater possessions there. The United States has a demand for sugar of 2,000,000 tons, of which Louisiana supplies 200,000 tons, while 100,000 tons come from beet, sorghum, maple, and other domestic sugar productions. Before the last revolution, the Cuban sugar production amounted to over 1,000,000 tons. It is believed in well-informed sugar circles that Cuba will supply the entire demand of the United States for this article in the course of two or three years. This means, in the first place, the yearly deficiency for the American nation of a round \$45,000,000, which the duty on imported sugar has hitherto produced. It means, at the same time, the destruction of the sugar production of Louisiana, which cannot exist without the protection of the duty.

The sugar cane can stand no frost; in Cuba there is no frost, but in Louisiana the sugar cane is visited with frost from time to time. We calculate Louisiana sugar to be worth only \$80 a ton, so that the omission of the Louisiana production represents a yearly loss of \$20,000,000. The Cuban planters and the sugar trust will share the profit which will arise when Cuban sugar has no

duty to pay, and is made cheaper for the United States than the sugar of other countries. In addition to this, cane sugar is already worth one mark more than beet sugar. In the degree in which Cuba supplies the demand, the United States will cease to buy other cane sugar and beet sugar. Of the latter it has imported 300,000 tons, the rest of the import being cane sugar. The English market has hitherto been the chief customer for beet sugar, England having during the last year consumed over 2,500,000 tons of sugar, of which about 300,000 tons came from Cuba and Porto Rico.

When the United States ceases to buy foreign sugar the whole English demand can be supplied with cane products. Then Europe can realize nothing from her export premiums. It is expected that by the next harvest the changed circumstances of Cuba will count for much, as sufficient cane sugar stands in the field to supply 500,000 tons—about double as much as the last harvest supplied. The writer ends by stating that he believes that under the influence of American enterprise the production of sugar in Cuba and Porto Rico will be enormous and will cripple the sugar industries of the bounty-paying countries of Europe.

BENEFITS OF UNTRUTHFUL "ADS."

I have frequently heard merchants complain that they could not make their advertising pay because their wicked competitors made so many exaggerated statements. There never was a greater mistake made. A competitor can work for your success in no better way than by lying in his own advertising. It does not take people long to find out which one is telling the truth. It does not do any harm to tell them occasionally that you adhere strictly to the letter of your advertisements, and that they can depend absolutely on every printed word. This need not be done in a pharisaical manner, and care should be taken that it does not have this appearance. — Charles Austin Bates.

HIRING CLERKS.

There is a large store on Congress street, says The Portland Express, that adopts a novel plan of hiring its clerks. All the affable gentlemen that appear behind the counter are from out of town. None of the employes were original residents of Portland. This plan is in such contradistinction to that usually followed by most stores, that it has excited some little attention. Stores usually go on the principle that the more home people there are in its employ the greater number of their respective friends will become patrons. The store in question argues that the less affiliations a clerk has in the city where he is employed the more attention he can give to business, and for that reason strangers can practically devote all the time to the interests of the store. And the fact that the firm is eminently successful in business, would seem to carry out his theory, antagonistic as it seems.

TRAVELER HICKEY MARRIES.

Mr. Hugh Hickey, one of Lucas, Steele & Bristol's best known representatives, was, on Wednesday, married in St. Mary's cathedral to Miss McKinty. The young people were looked after by the bride's sister and Tommy Edwards, a fellow traveler of the groom's. Mrs. Hickey was the recipient of useful reminders from the staff of Lucas, Steele & Bristol as well as from the firm. Mr. Hickey is one of the most popular men on the road, and THE CANADIAN GROCER extends its congratulations to him and his bride.

MATCH FACTORY FOR WINNIPEG.

Erick Sedvall is asking a bonus of \$15,000 from Winnipeg, for which consideration he offers to establish a first-class match factory at a cost of \$50,000, and to employ, from the start, 50 hands. This number would be increased to 150 by the end of three years.

LAPORTE, MARTIN & CIE.

IMPORTERS AND WHOLESALE GROCERS

Agents in Canada for

"Princess Louise" Japan Tea.**"Victoria" Japan Tea.****"P. Richard's" Brandy.****"Mitchell's" Whiskeys.**

72 to 78 St. Peter Street, MONTREAL.

MANY THANKS

for the kind reception given

BOND'S

MAKES Tin like Silver, Copper like Gold, **KITCHEN** and **DAIRY** Utensils clean and bright, Silver beautiful, bright parts of Bicycles, Harness and Machinery equal to new.



BEST compound in the world for scouring stone steps and tiled pavements. For washing floors, linoleum and paint, and removing **DIRT** and **GREASE** from anything and everything.

SOAP

The most marvellous **CLEANSER** and **POLISHER** in the world.

Cleanses Everything but Morals.
Polishes Everything but Manners.

Brightens Everything but Ideas.
Burnishes Everything but Thoughts.

33 $\frac{1}{3}$ % FOR THE GROCER 33 $\frac{1}{3}$ %
A saving of 60% for his customer

H. B. MUIR & CO., Canadian Agents

1 St. Helen St., Montreal.

18 Victoria St., Toronto.

JOSEPH CARMEN, Winnipeg, Manitoba.

A. KITT-LEDGER, 603 Hastings St., Vancouver, B.C.

HAVE YOU BEEN SALTED ?

If you have, cut this ad. out and mail it to us, giving your name and address in left hand lower corner, and we will send you, FREE, a sample of any, or all, our different grades of

Rice's Pure Salt

for your inspection. We have been telling you about the excellent qualities of Rice's Pure Salt for some time, but as "seeing" is "believing," we want you to see a sample, so you may judge of its excellence.

Place an **X** over any of the following grades that you wish a sample of: Table Salt, Butter Salt, Cheese Salt, F. F. Salt, Packer's Salt, Fine Salt, Coarse Salt.

Name.....

THE . . . SOLE MANUFACTURERS

P. O.

North American Chemical Co.

Province.....

GODERICH, ONT.

Limited

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R.

WINNERS USE



COLEMAN'S SALT.

Here are a Few Pointers

for Cheese and Butter-makers, gathered from the Prize List at the Toronto Industrial Exhibition:

(1) ALL the First prizes in Creamery Butter were awarded to those who used Coleman's Refined Butter Salt.

(2) There were FIVE First prizes for Factory Cheese; the users of Coleman's Cheese Salt scored **Four**.

(3) Butter salted with Coleman's Fine Butter Salt won 10 prizes out of the total of 18 in the Creamery classes.

(4) Cheese salted with Coleman's Cheese Salt won 22 prizes out of 28 in the Factory Cheese classes.

(5) The other prize winners used other brands of Canadian Salt; no imported salt appears to have been used in any case.

WE EXTEND CONGRATULATIONS to the prize winners, and commend the above facts to the attention of Cheese and Butter-makers, and the trade in general.

Every dealer should carry a stock of Coleman's Dairy Salt. We assort carloads to suit purchasers. Samples and prices mailed on application.

R. & J. RANSFORD, - Clinton

AN ANNOUNCEMENT

The manufacturers of Enameline, the modern Stove Polish, inform the retail grocers of Canada that on and after September 1, 1898, they will manufacture Enameline in paste, cake and liquid.

Enameline

THE MODERN STOVE POLISH

PASTE, CAKE OR LIQUID

We want ALL your stove polish trade. In our new "Enameline Cake" and "Enameline Liquid" we give the largest quantities, best quality and lowest prices ever offered. If you are doing business for profit it will pay you to handle our whole line.

J. L. PRESCOTT & CO., NEW YORK.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THOMAS GIRARD, JR., general merchant, Napierville, Que., has assigned to Alex. Desmarreau.

James Ahern & Co. general merchant, Newport, Que., has assigned.

Cleophas Therien, grocer, Quebec, has assigned.

J. T. Pouliot, general merchant, L'Islet, Que., is offering 75c. on the dollar.

Joseph H. Bedard, general merchant, Franklin Centre, Que., has assigned.

Arthur Du Tremblay, general merchant and Roberval, Que., has compromised.

A compromise has been effected by J. A. Pelletier, general merchant, Rivere Ouelle, Que.

Edward Flemming, general merchant, Holyrood, Nfld., has applied for insolvency declaration.

Insolvency declaration has been applied for by John Smith, general merchant, etc., Brigus, Nfld.

Alexander Desmarreau has been appointed curator of J. B. Boisvert, general merchant, St. Hilaire, Que.

The estate of Thomas O'Brien, general merchant, Lyon's Brook, N.S., is offering 50c. on the dollar.

John M. D. Hains has been appointed curator of M. J. Bowles, general merchant, Windsor Mills, Que.

George H. Munro & Co., general merchants, Oil Springs, Ont., have assigned to Alfred Robinson, London.

A meeting of the creditors of Stanley Thinault, general merchant, Lac a la Tortue, Que., who has assigned, will be held on the 22nd inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Hodgson & Wright, grocers, Montreal, have dissolved.

Uleric La Belle has been admitted into the firm of La Belle & Co., grocers, Vancouver.

Moyer & Bundy, general merchants, Walkerton, Ont., have dissolved, J. W. Bundy continuing.

Ostler Bros., grocers, Kingston, Ont., have dissolved, Frederick Osler, jr., continuing; style unchanged.

Smith & Scott, manufacturers of baking powder, Toronto, have dissolved, Charles Smith retiring and George Scott continuing.

Alphonse Delorme and Desire Michon have registered partnership under the style of Delorme & Michon, tea and coffee dealers, etc., Montreal.

SALES MADE AND PENDING.

Isabella Hendry, general merchant, Stirton, Ont., has sold out.

The stock of J. P. Houle & Co., general merchants, St. Perpetue, Que., has been sold.

The stock of A. R. Dionne, general merchant, Fraserville, Que., has been sold at 71 1/2c. on the dollar.

The stock of Sam. F. Allard, general merchant, Rimouski, Que., has been sold at 52 1/2c. on the dollar.

S. Duncan, tea and crockery merchant, Montreal, has sold his St. Catherine street store stock at 27c. on the dollar, and his Notre Dame street store stock at 34c. on the dollar.

CHANGES.

James Kines, grocer and baker, Carberry, Man., has sold out to Albert Whaley.

A. Langford, general merchant, Devizes, Ont., has sold out to Thomas Kestie.

Frederick Goebel, grocer, New Hamburg, Ont., has been succeeded by Henry Meier.

Hamilton Bros., general merchants, Glen Huron and Copper Cliff, Ont., have sold out their Copper Cliff business to Jones & Rowat.

Bert Walker, grocer, Newdale, Man., is adding dry goods.

Louis Kieffer, general merchant, Elmvale, Ont., has moved to Glen Allan.

C. H. Medlicott, fruit dealer, etc., Vancouver, Ont., has retired from business.

J. P. Houle has resumed business as general merchant in St. Perpetue, Que.

The Fraser River Oil and Guano Syndicate, Vancouver, has been incorporated.

J. B. Denning, general merchant, Kerrwood, Ont., has been succeeded by J. M. Bunt.

Frank Gaspardone, grocer, etc., Wellington, B.C., has sold out to Camilio S. Pedro.

Frederick Shackleton, grocer, etc., Olds, N. W. T., has been succeeded by Mrs. Grasse.

Amandi Carl, general merchant, Effingham, Ont., has been succeeded by John A. Daboil.

H. Crites & Co., general merchants, Oil Springs, Ont., have been succeeded by Aldous & Callan.

Wm. Gibbons has registered consent for his wife to do business as fruit dealer, etc., in Halifax, in her own name.

Wm. H. Paint has registered as sole proprietor of the firm of Peter Paint & Son, general merchants, Port Hawkesbury, N.S.

Urquhart Bros., grocers and liquor dealers, Vancouver, B.C., have sold out their grocery stock to Phoenix & Macklin. Hugh A. Urquhart continues the liquor business.

FIRES.

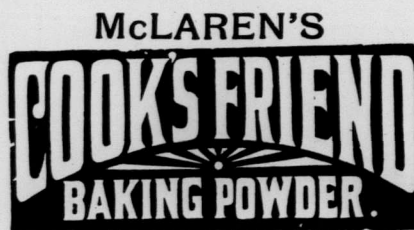
F. G. Hawkins & Son, general merchants, Kinmount, Ont., have been burned out.

Thos. E. Smith, general merchant, Brigham, Que., has been burned out; partially insured.

DEATHS.

Jos. Blanchette, general merchant, St. Jean (Port Joli), Que., is dead.

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



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

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Retail
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profit.
ever.

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NOTICE.

Great Reduction

in prices of
Standard Brands
of

SMOKING TOBACCOS

Something Good
Sterling
Royal Oak
Louise



Retailers can now sell these popular brands at one cent per plug less than any other brands, and, at the same time make a larger profit. The quality is better than ever.



EMPIRE
TOBACCO
CO.

... Granby, Que.

See Prices Current.

White Swan

is manufactured from the Best Ingredients—
acknowledged by leading medical experts to
make the most wholesome

Baking Powder

SMITH & SCOTT, Mfrs.
6 and 8 Bay St. - TORONTO
Supplied through the trade.

THE FRAGRANT...

"MAGNOLIA" CEYLON TEA

Right in quality—right in flavor—right in every way.

Best value to consumer—best profit to retailer.
Do you sell it? If not, why not? Repeat orders received daily from those who do.
In lead packages only. Black and mixed. Pounds and halves. 25, 40, 50 and 60c. per pound.

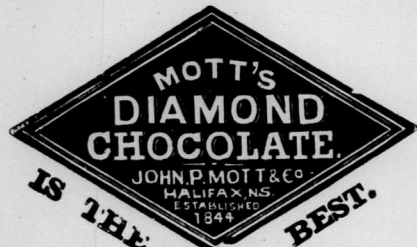
GEORGE FOSTER & SONS
BRANTFORD, ONT.

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

COWAN'S

Hygienic Cocoa
Royal Navy Chocolate
AND
Famous Blend Coffee
are the favorites with all grocers.

THE COWAN CO., LIMITED, TORONTO



ASK FOR
MOTT'S

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

Royal Snaps

Please ask for
samples and
price of best
Ginger Snap in
Canada

THE HOME CAKE CO.
GUELPH, ONT.

STEEL SIDING



For

Stores, Houses, Halls,
Barns, Sheds, Churches.
Entirely water, wind, storm
and fire proof. Will last
100 years and always look
well.
Cheaper than matched Lum-
ber. Shipped from factory
all ready to apply. Fully
illustrated catalogue sent
on request.

The
PEDLAR METAL ROOFING CO.
Oshawa, Ont.



EVERYBODY PLEASED
WHEN X RAY SEEDER IS USED
WALTER WOODS & CO.,
HAMILTON.

AMONG TORONTO RETAILERS.

*Store
Fixtures.*

One frequently hears the statement that it is useless to lay down any hard and fast rules about store fixtures, as what attracts in one district repels in another. In one section it is advisable to have the price attached to all goods, and a feature should be made of bargains, while in another portion of the city it has been found advisable to make quality the feature, and keep price in the background. Nevertheless, it is true that there are general principles which contribute to success in every section of the city. One of the principles is, that it pays to have the appearance of a large and well-assorted stock. Two of the oldest grocery firms in the city, Peter Macdonald, who has been in business in Toronto about 40 years, and Swan Bros., who have recently completed their 35th year, told me that their experience has satisfied them that the buying public are influenced by having a large stock to choose from. Mr. Macdonald stated that, besides helping to attract custom, the habit of keeping one's store well filled is advisable, inasmuch as he had found it pays better to buy in large quantities, rather than to buy from hand to mouth in fear of a fall in market values. That Swan Bros. concur in this belief is manifested by the fact that they have now in stock over 20 tons of canned goods. I found this opinion general among those dealers who are admittedly successful in reaching the public. One of the cleanest stocks in Toronto is that in the store of David Bell, Yonge street. Besides keeping his shelves full, Mr. Bell keeps red mosquito netting between the goods and the flies during the summer months. Before the goods are placed on the shelves, all bottles, tins, cans, etc., are brushed clean, and, as they are protected from the flies by the netting, the effect is, that the goods have an appearance that is bound to attract customers of the right stamp.

"Toronto is all Right!" This remark was uttered with considerable emphasis in my presence by a veteran King street grocer on Monday. As the speaker is somewhat chary in the use of enthusiastic phrases, I sought the reason for this outburst. "Why," said he, in reply, "I have been around the city considerably of late, and it is astonishing the number of improvements being made on every hand. These changes are numerous and costly, but I suppose the large majority of our citizens take these things as a matter of course, not realizing the benefits they derive directly and indirectly from such activity in building circles. I realize how it affects me, for I think money has been more plentiful

and is easier reached this year than any time since the better years of the boom days."

I wonder how many grocers realize the present activity in building in Toronto. Truly, there is reason for hopefulness concerning the trade outlook. Yonge street, from the new warehouse, near Front street, for the "Salada" tea people, to the new bank building at the corner of Bloor, shows changes for the better in almost every block. The business portion of Queen street east has also been much improved during the past summer. But the greatest activity has been in the construction of, and alterations to dwellings, warehouses and factories. During the nine months ending with September, this year, permits have been issued for the construction of residences to the value of \$436,900, as compared with \$363,650 during the whole of 1897; for new factories and alterations to old ones, to the value of \$272,620, over three times the total of last, \$80,770; warehouses and additions, to the value of \$221,765, as compared with \$71,700 throughout the whole of 1897.

It is a hopeful sign unquestionably when our manufacturers and jobbers are compelled to spend in nine months three times as much for the improvement and enlargement of their premises as they did in either of the three previous years. It means that more men are to be employed—that there will be a much larger circulation of money in Toronto during the coming winter than in the past.

What has this to do with the grocery trade? A great deal. I question whether there is any community or class of persons more affected by tightness or easiness in the money market. Now is the time to change one's business from a credit to a cash basis. And it would be good policy to make a special effort to collect bad or doubtful accounts.

THE RAMBLER.

THE WOOL MARKET.

The dullness in the wool market, which has been manifest all year, is likely to continue until there is a radical advance in prices in Great Britain and the United States.

The cause of this dullness was that wool consumers and dealers, in the United States, bought up over 20,000,000 lb. of fleece wool previous to the advance in duty on wool going into that country. This has left a surplus on the market there, which has made it possible to keep prices, both in that market and in Great Britain, in their present low condition.

The surplus is being steadily cleared up, and the prospects are that an advance will ensue before New Year's Day.

DAINTY DINNER SETS.

Gowans, Kent & Co. have just received two lines of dinner sets which are likely to meet with much favor from the general trade. One of these sets, made by Johnson Bros., Limited, England, is a cobalt print, and is filled in in cobalt and illuminated in gold, a combination giving a rich, handsome appearance to all the dishes. The vegetable dishes, etc., are unique. They are shaped after the newest style of French chinaware. The other set is more delicate in coloring. The ornamentation on it consists of wreaths of small flowers in festoon, in soft pink and green with embossed portions traced in gold. The dainty colorings of this set are identical with the new lines of Haviland French chinaware. Both of these sets have a thin, light, semi-porcelain body which shows off the decorations to good advantage. They are carried in stock by Gowans, Kent & Co., in a number of sizes.

WHEN FRUIT MEN WERE IDLE.

One day last week, the rainy weather limited the demand for fruit to such an extent that, in the absence of something else to sell, a bicycle was put up, and 75 tickets were speedily sold.

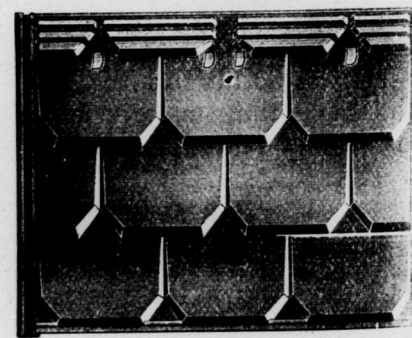
The holder of the ticket which won the wheel was a prominent grocer and fruiter on Yonge street. He soothed the feelings of those who got the wrong number by "lighting up all round."

IT'S ECONOMY

For you—to use

**EASTLAKE
STEEL
SHINGLES**

They last so well.



These shingles have been in popular use in Canada for many years—standing the test of the severest weather—everywhere giving complete satisfaction.

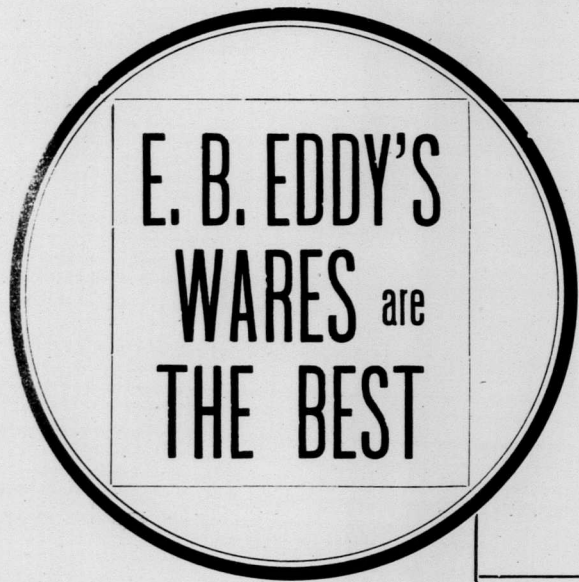
If you'd like fire, rust, leak and lightning proof protection—and the quickest laid shingle on the market—choose Eastlakes.

Write for further information.

Metallic Roofing Co., Limited

1180 King St. West Toronto.

The
our
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Deal
fully
lines



MATCHES

- Telegraph
- Telephone
- Tiger
- Victoria Parlor
- Red Parlor
- Capital Safety
- Wax Vestas
- Flamers

INDURATED FIBREWARE

- Tubs
- Pails
- Washbasins
- Milk Pans
- Handy Dishes
- Etc.

The superiority of our goods is recognized throughout the country, and all **Dealers** should keep fully stocked in all lines of our make.

In addition to the foregoing we manufacture, and are in a position to supply in any quantity,

Woodenware, Washboards, Antiseptic Ware

... and all kinds of ...

Paper, Paper Bags, and Paper Products.

The E. B. EDDY CO., Limited

HULL, MONTREAL, TORONTO

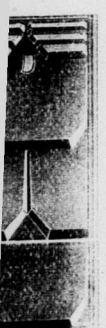
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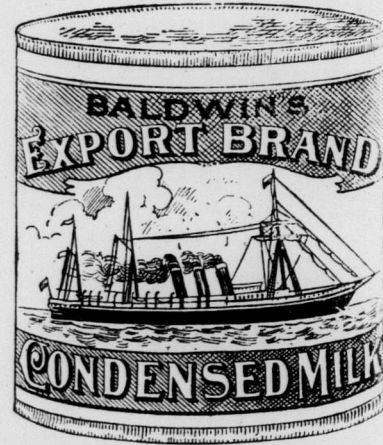
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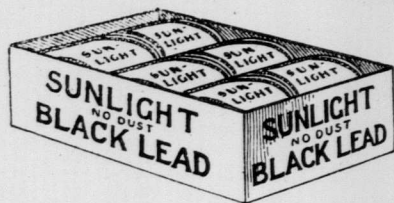
, Limited
ronto.

To Corral the Trade

Keep the best
Condensed Milk.



ROSE & LAFLAMME, SELLING AGENTS, MONTREAL.



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.**

Highest Quality and Absolute Purity

is found in



It makes friends and helps business.

THE T. D. MILLAR CHEESE CO.
Ingersoll, Ont.



Pickles.

Our new crop, 1898 pickles are now ready. Uniform size, count guaranteed, and packed in our best pickling vinegar. Try a package.

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.



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1/2 lb. t

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 convince you of its superiority.



FRANK MAGOR & CO., 16 St. John Street, MONTREAL
Agents for Canada.

Current Market Quotations for Proprietary Articles.

Oct. 20 1898.
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 49
8 oz. cans, 2 and 4 doz. in case	1 89
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 10
1 lb. cans, 1 doz. in case	14 40
3 lb. cans, 1 doz. in case	18 00
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	\$ 2 40
" 2, in 4 doz. boxes	2 10
" 3, in 6 "	80
" 4, in 6 "	70
" 5, in 4 "	45
Found tins, 3 doz. in case	3 00
oz. tins, 3 "	2 40
oz. tins, 4 "	1 10
lb. tins, 1/2 "	14 00
Diamond—	
1 lb. tins, 2 doz. in case	per doz. 1 20
3/4 lb. tins, 3 "	80
1/2 lb. tins, 4 "	60
THE F. F. DALLEY CO.	
Silver Cream, 1/4 lb. tins, 4 to 6 doz. cases	per doz. \$0 75
English Cream, 1/4 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.

size, 5 doz. in case	40
1/4 " 4 " "	75
1/2 " 3 " "	1 25
1 " 2 " "	2 25

SNOW DRIFT BAKING POWDER.

1/4 lb. tins, 4 doz. in case	per doz. \$ 75
1/2 " 3 " "	2 00
3/4 " 2 " "	2 00
1 " 1 " "	6 50
1 1/2 " 1/2 " "	10 00
1 lb. boxes	per lb. 16
35 lb. pails	16

WHITE SWAN BAKING POWDER.

1/4 lb. tins, 3 doz. in case	per doz. 0 80
1/2 " 2 " "	1 20
3/4 " 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, 1/2 " "	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
Vaseline Oil Blacking, 1 doz. cases, liquid	2 00
New York Dressing, 1 doz. cases	0 75
Spanish Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases	1 75
Spanish Glycerine Oil Dressing	2 00
THE ALPHA CHEMICAL CO.	
Shoe Dressing— in 1/4 gross cases	Per Gross \$ 22 00
French Oil in 3-doz. cases	9 00
Reliable Shoe Dressing	12 00
Eclipse 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
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	No. 2 4 50
United Service Blacking No. 4	8 00
United Service Blacking No. 1 1/2	4 25
Patent Leather Polish No. 1 1/2	9 00
Waterproof Dublin No. 4	9 00
Alpha Metal Polish No. 2	per gross 9 00
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 30
Moody's Black Lead 3's	4 25
1/2 gross case	
Reliable Stove Pipe Varnish	14 40
6-oz. bottles	
Quickshine Pipe Varnish	12 00
1/4 gross cases pressed top 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

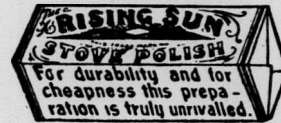
BLUE.

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

BLACK LEAD.

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

STOVE POLISH.



Rising Sun, 6 ounce cakes, half-gross boxes	
Per gross	\$ 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

STARCH

Some merchants have the idea that their starch department is not of much account; that their customers don't care what brand of starch they get as long as it is starch. Now, this is a mistake, and one should give this line as close attention as any other. House-keepers and laundresses have their favorites in starch, as well as in other goods and in nine cases out of ten you'll find one of our brands is the favorite—either **Edwardsburg Silver Gloss, Benson's Satin, Benson's Enamel**, or one of the others. They are all good starches though, so you need have no misapprehension in recommending any of them to your best customers.

The Edwardsburg Starch Co., Limited, Cardinal, Ont.



THE F. F. DALLEY CO.



Tiger Stove Polish, 1/4 gross cases... \$9 00
 Stovepipe Varnish, 4 oz. bottles... 1 00
 " " 6 oz. bottles... 1 25
 Boston Brunswick Black, 8 oz. bot's... 1 75



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



SILVERINE.
 No. 4—5c. size... \$3 85
 No. 6—8c. size... 5 50
 No. 8—10c. size... 6 50

CORN BROOMS

BOECKH BROS. & COMPANY. per doz.
 net.
 Carpet Brooms—
 "Imperial," extra fine, 8, 4 strings... \$3 50
 " " 7, 4 strings... 3 30
 " " 6, 3 strings... 3 10
 "Victoria," fine, No. 8, 4 strings... 3 10
 " " 7, 4 strings... 2 90
 " " 6, 3 strings... 2 90
 "Standard," select, 8, 4 strings... 2 85
 " " 7, 4 strings... 2 70
 " " 6, 3 strings... 2 40
 " " 5, 3 strings... 2 20

CHEWING GUM.

ADAMS & BONS CO. per box
 Tutti Frutti, 36 5c. bars... \$1 20
 " (in cream pitcher) 36 5c bars... 1 20
 " (in sugar bowl) 36 5c bars... 1 25
 " (in glass jar) 115 5c pks... 3 75
 Peppin Tutti Frutti (in glass jar) 115 5c packages... 3 75
 Peppin Tutti Frutti, 23 5c packages... 0 75
 Round Peppin, 30 5c packages... 1 00
 Cash Register, 390 5c bars and pks... 15 00
 Cash Box, 160 5c bars... 6 00
 Tutti Frutti Show Case, 180 5c bars and packages... 6 00
 Variety Gum (with book in each box) 150 1c pieces... 1 00
 Banner Gum (English or French wrappers) 115 1c pieces... 1 00
 Flirtation Gum (English or French wrappers) 115 1c pieces... 1 20
 Mexican Fruit, 36 5c bars... 0 90
 Sappota, 150 1c pieces... 0 75
 Orange Sappota, 150 1c pieces... 0 75
 Black Jack, 115 1c pieces... 0 75
 Red Rose, 115 1c pieces... 0 75
 Magic Trick (English or French wrappers) 115 1c pieces... 0 75

CHOCOLATES & COCOAS.

Cocoa— EPPSS. per lb.
 Case of 14 lbs. each... 0 35
 Smaller quantities... 0 37 1/2
 CADBURY'S.
 Frank Magor & Co., Agents. per doz
 Cocoa essence, 3 oz. packages... \$1 65
 Mexican chocolate, 1/4 and 1/2 lb. pks. 0 40
 Rock Chocolate, loose... 0 40
 1-lb. tins... 0 42 1/2
 Nibs, 11-lb. tins... 0 35
 TODHUNTER, MITCHELL & CO.'S.
 Chocolate— per lb
 French, 1/4's—6 and 12 lbs... 0 30
 Caracass, 1/4's—6 and 12 lbs... 0 35
 Premium, 1/2's—6 and 12 lbs... 0 30
 Sante, 1/4's—6 and 12 lbs... 0 35
 Diamond, 1/4's—6 and 12 lbs... 0 32
 Sticks, gross boxes, each... 1 00
 Cocoa—
 Homeopathic, 1/4's, 8 and 14 lbs... 0 30
 Pearl, " " " " " " " " 0 25
 London Pearl, 12 and 18 " " " " 0 22
 Rock " " " " " " " " 0 30
 Bulk, in boxes... 0 18
 Royal Cocoa Essence, packages... 40

Fry's "Diamond," 1/4's, 14 lb. bxs. 0 24
 Fry's "Monogram," 1/4's, 14 lb. bxs. 0 24
 Cocoa— per doz
 Concentrated, 1/4's, 1 doz. in box... 2 40
 " " 1/2's, " " " " " " 4 50
 " " 1 lb. " " " " " " 8 25
 Homeopathic, 1/4's, 14 lb. boxes...
 1/2 lbs. 12 lb. boxes...
 JOHN P. MOTT & CO.'S.
 R. S. McIndoe, Agent, Toronto.

Mott's Broma... per lb. 0 30
 Mott's Prepared Cocoa... 0 28
 Mott's Homeopathic Cocoa (1/4's)... 0 32
 Mott's Breakfast Cocoa in tins... 0 45
 Mott's No. 1 Chocolate... 0 30
 Mott's Breakfast Chocolate... 0 28
 Mott's Caracass Chocolate... 0 40
 Mott's Diamond Chocolate... 0 23
 Mott's French-Can. Chocolate... 0 18
 Mott's Navy or Cooking Chocolate... 0 28
 Mott's Cocoa Nibs... 0 35
 Mott's Cocoa Shells... 0 05
 Vanilla Sticks, per gross... 0 90
 Mott's Confectionery Chocolate. 0 21 0 45
 Mott's Sweet Chocolate Liquors. 0 19 0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, 1/2 lb. tins, per doz... \$3 75
 Cocoa Essence, 1/2 lb. tins, per doz... 2 25
 Soluble Cocoa, No. 1 bulk, per lb... 0 20
 Diamond Chocolate, 12 lb. boxes,
 1/2 lb. cake, per lb... 0 25
 Royal Navy Chocolate, 12 lb. boxes,
 1/2 lb. cake, per lb... 0 30
 Mexican Vanilla Chocolate, 12 lb.
 boxes, 1/2 lb. cake, per lb... 0 35

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand—
 1/2 lb. Packages, 15 or 30 lb. cases... 0 27
 1/2 & 1/2 lb. " " " " " " 0 27
 1/4 " " " " " " " " 0 27
 1/4 " " " " " " " " 0 27
 1/4 & 1/2 " " " " " " " " 0 27
 1/2 " " " " " " " " 0 30
 Bulk—
 White Moss, 10, 15 or 20 lb. ... 0 15
 Feather Strip, " " " " " " " " 0 15
 Ribbon, " " " " " " " " 0 15
 Special Shred, " " " " " " " " 0 15
 Macaroon, " " " " " " " " 0 15
 Crown Desic'd, 12, 20, 25 " " " " 0 15
 Special, " " " " " " " " 0 15



FRY'S.
 Chocolate— per lb.
 Caracass, 1/4's, 6-lb. boxes... 0 42
 Vanilla, 1/4's... 0 42
 "Gold Medal" Sweet, 1/4's, 6 lb. bxs. 0 28
 Pure, unsweetened, 1/2's, 6 lb. bxs. 0 42

DUNN'S PURE MUSTARDS

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

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THE TRADE BUILDERS OF B.C.

ARE
WELL & 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.

Agents for Canada:
 C. E. COLSON & SON, Montreal.
 D. MASSON & CO., Montreal.
 ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

Goods Well Bought, Are Half Sold.

To buy well, watch the latest prices and information in the special trade press.
 The Canadian Grocer and Storekeeper.
 The Hardware and Metal Merchant.
 The Dry Goods Review.
 The Bookseller and Stationer.
 Samples Free
MacLEAN PUBLISHING CO., Limited
 Montreal and Toronto

The Toronto Patent Agency
 Limited
 CAPITAL - \$25,000

W. H. SHAW, ESQ., President.
 JOS. DOUST, ESQ., Vice-President.
 J. ARTHUR MCMURTRY, Sec.-Treas.

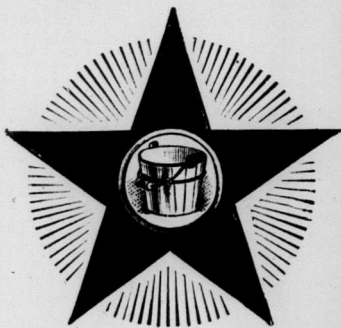
79, 80, 81, 82 Confederation Life Building
TORONTO, ONT.

General Patent Agents in procuring Home and Foreign Patents and all matters pertaining to Patents and Patent Causes also the buying and selling of Patents, and the Organizing and promoting of Joint Stock companies. List of 500 inventions wanted and list of Canadian Patented inventions for sale, mailed to any address free, address

The Toronto Patent Agency
 Limited
TORONTO, ONT.

The "Star Brand"

of Pails, Tubs, and General Woodenware is always reliable.



BOECKH BROS. & COMPANY
 Selling Agents, Toronto, Ont.

WM CANE & SONS, Limited
 Manufacturers. **NEWMARKET.**

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.

Direct from the Growers
 To Consumers—through the Grocer.

Repeat Orders for **Monsoon** ^{Indo Ceylon} Tea during the first

half of October from nearly 800 grocers—and, with these, we have letters from over 300 dealers who felt that they should say something special about Monsoon Tea. The "repeats" prove that Monsoon is a good seller—but many dealers add, that Monsoon just pleases their trade to perfection.



MONSOON ^{Indo Ceylon} **TEA** Has the quality to please your best trade.

Your Good Will

is the foundation stone of this business. We build upon it—we rely upon it. Without it we could never reach success.

We strive to please you by giving you better value in our Brooms and Brushes than you can get elsewhere for the same amount of money. We look to quality and workmanship first of all.

And—without questioning, or arguing—we give you "your money back if you want it," and tell you to say the same thing to **your** customers.

Boeckhs' Brooms, Brushes

Boeckh Bros. & Company, Mfrs.,
Toronto, Ont.

Montreal Branch, 1 and 3 DeBresoles St.

STANDARD COCONUT MILLS.

Feather strips	18	21
Cream shredded	17	20
Standard	15	18
Macaroon	15	17
Dessicated	14	16
Shavings in packages	16	18
Cream shredded, 1/2 lbs.	29	
1/2 lbs.	28	

CHEESE.



MacLaren's Imperial— Per doz

Large size jars	\$9 00
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00

Imperial Cheese Silver Holder—

Large size	18 00
Medium size	15 00
Small size	12 00

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.

ROECKH BROS. & CO

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

TODD HUNTER, MITCHELL & CO.'s

Excelsior Blend	0 33
Bourbon Blend	0 31
Our Own	0 30
Jersey	0 28
Laguaya	0 25
Rajah Blend	0 21
Mocha and Java	0 32
Old Government Java	0 30 0 32

EXTRACTS.

per doz.

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



P. G. FLAVORING EXTRACTS

8 oz. Glass Stopper bott.	\$6 00
4 oz. " "	4 00
3 oz. Plain bottles	5 00
4 oz. " "	3 00
2 1/2 oz. Cabinet bottles	2 00
2 oz. Bottles	1 80
1 oz. " "	1 20
Per gallon	7 00
Per pound	1 00

ROBINSON'S BARLEY AND GROATS.

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-RISING FLOURS.

Buckwheat 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.

COXS

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.	13 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.	17 00
Water Closet Tanks.	7 60
Dish Pan, No. 1.	6 20
" " 2.	4 75
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.

Rasp. berry, strawberry, orange, lemon, vanilla, pineapple, cherry, calves-foot and grape fruit, doz. cases, 90c. per doz.

P. G. ICINGS.

Chocolate 2 doz. cases, \$1 23 per doz.

Lemon, white, pink, canary and Kerneline, 2 doz. cases \$1.03 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. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wethy's Condensed, per gross, net \$10 80

per case of 3 doz., net 2 70

Nicholson's, per gross— 10 80

per 1/4 gross case— 2 70

PICKLES---STEPHENS'

A. P. TIPPET & Co., AGENTS.

Patent stoppers (pints)	per doz. 2 30
Corked (pints)	1 90

MUSTARD.

COLMAN'S OR KEEN'S.

D. S. F., 1/4 lb. tins	per doz. \$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 Mig. Co.)

Pony size	\$ 7 50
Small Med.	7 50
Medium	10 80
Large	12 00
Spoon	18 00

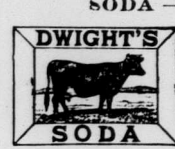
THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb.	0 25
Dalley's Mustard, 1/2 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 85
1/2 lb. tins, 2 " "	1 20
1 lb. jars, per doz.	2 40
4 lb. " "	7 80
1/2 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. 1 25



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

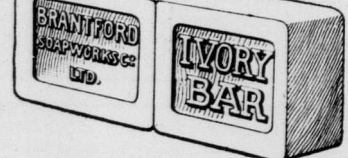
1 lbs. and 60 1/2 lb. packages) per box, \$3.00

case of 5c. pkgs (containing 96 pkgs., per box, \$3.00



1 box and less than 5 boxes and upward 4 00

Freight prepaid on 5 box lots.



BRANTFORD SOAP WORKS CO

"Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box: 10 and 12 oz. cakes, 100 in box; Twin Cake, 11 1/4 oz. each, 100 in box.

Quotations for "Ivory Bar" and other brands of soap furnished on application.



MAYPOLE SOAP WASHES & DYES

A. P. TIPPET & CO., AGENTS.

Maypole Soap, colors, colors, per lbs., \$12.00

Maypole Soap, black, black, per lbs., \$18.00

10 per cent. discount on gross lots.

EDWARDSBURG STARCH CO., LTD.

Laundry Starch—

No. 1 White or Blue, cartoons	0 05 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 1/2
No. 1 White, bbls. and kegs.	0 04 1/2
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
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., 6-lb. boxes, sliding covers) 0 08

PURE—(12-lb. boxes each crate) 0 08 1/2

PURE—(40-lb. boxes, 1-lb. pack) 0 07

" " 45-lb. " " 16 3-lb. boxes 0 07

For puddings, custards, etc.

OSWEGO—(40-lb. boxes, 1-lb. packages) 0 07 1/2

CORN STARCH—(40-lb. boxes, 1-lb. packages) 0 06

ONTARIO—(38-lb. to 45-lb. boxes, 5 bundles) 0 06

STARCH IN 1/2 Pure Silver Gloss 0 07 1/2

BARRELS—Pure Silver Gloss 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 lbs.	0 07 1/2
6 lb. tin enamelled canisters, 8 in crate 48 lbs	0 07 1/2



BRANTFORD GLOSS—

1 lb. fancy cases, 36 lbs.	0 07 1/2
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs.	0 08

Canadian Electric Starch—

40 packages per case	3 00
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Celluloid Starch—

per case	3 50
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Culinary Starch—

1 lb. pks., boxes 40 lbs.	0 05 1/2
No. 1 Pure Prepared Corn—	
1 lb. pks., boxes 40 lbs.	0 06 1/2



SALADA CEYLON.

Brown Label, 1 lb. & 1/2 lb. wholesale 20c., retail 25c.

Wholesale Retail

Green Label, 1 lb and 1/2 lb.	0 22 0 30
Blue Label, 1 lb and 1/2 lb.	0 30 0 40
Red Label, 1 lb and 1/2 lb.	0 30 0 50
Gold Label, 1/2 lb.	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 packages black or mixed.

Black Label, 1-lb., retail at 25c	0 18
1/2-lb.	0 20
Blue Label, retail at 30c	0 22
Green Label " 40c	0 25
Red Label " 50c	0 35
Orange Label, retail at 60c	0 42
Gold Label, " 80c	0 58

Terms, 3 per cent. off 30 days.

CROWN BRAND.

(Ceylon in lead packages)

Wholesale Retail

Red Label, 1-lb. and 1/2 lb.	0 35 0 40
Blue Label, 1-lb. and 1/2 lb.	0 28 0 30
Green Label, 1-lb.	0 18 0 25
Green Label, 1/2 lb.	0 19 0 25
Japan, 1's	0 19 0 25

TOBACCO.

EMPIRE TOBACCO CO.

Foreign—

Royal Oak, 2 x 3, Solace, 8s.	0 32
Something Good, rough and ready, 7s.	0 35
Louise, 2 x 3, 14s	0 34

Domestic Chewing—

Currency 13 1/2 oz. bars, spaced 9s. (10 1/2 to the lb.)	0 24
Patriot, 2 x 6, Navy 5s	0 21
Old Fox, No. row 12s.	0 21
Free Trade, 8s. 1 lb.	0 21
Snowhite, 10 1/2 oz. bars, spaced 8s. (12 to the lb.)	0 14
Snowhite, pound bars, spaced 6s.	0 11
Cut Smoking—	
Leader, 9s. in 5 lb. boxes (10 lbs. in case)	0 21

WOODENWARE.

THE E. B. EDDY CO.

Washboards, Planet 1 20

" " XX 1 20

" " X 1 20

Special Globe 1 20

Matches—

5-Case	\$3 25
Telegraph	3 05
Telephone	1 30
Parlor	1 50
Red Parlor	1 40
Safety No. 1, wall box	2 80
" " No. 2, slide box	2 75
" " No. 3, capital	2 25
Flamers, slide boxes	3 20
" wax stems	2 90
Tiger	2 90

ROECKH BROS. & CO.

Washboards, Leader Globe 1 20

" " Improved Globe 1 20

" " Standard Globe 1 20

" " Solid Back Globe 1 20

" " Jubilee (perforated) 1 20

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E. T.

ST. JOHN

THE Capital Reserve

Hon. Sir President E. B. Osler Vice-President

Belleville Brampton Seaford

TORONTO

WILSON MONE SCAL

Oak

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Merchandise Broker,
Manufacturers' Agent,

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

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(Capital paid-up) \$1,500,000
Reserve Fund 1,500,000

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F. B. OSKINS, M. P., Vice-President.
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WILSON'S MONEY WEIGHT SCALES

tell you the amount of the purchase and weight at the same time.



C. WILSON & SON
69 Esplanade St., TORONTO, ONT.

Oakville Basket Co.



- 1, 2, 3 bushel grain and iron baskets
- 1, 2, 3 sack mesh baskets
- 1, 2, 3 clothes baskets
- 1, 2, 3, 4 market baskets
- 1, 2, 3, 4 market baskets
- Butcher and Grocers' baskets
- Fruit packages of all descriptions.

For sale by all Wholesale Dealers.
OAKVILLE, ONT.

THE CANADIAN GROCER

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.
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We have also lists of firms in every branch of trade in the Dominion, the professions, club members, societies, etc., and we are prepared to address and mail circulars or letters to these at any time.

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The Dry Goods Review

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? One Dollar for a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers.

The Dry Goods Review and \$3.00

Send for samples.

THE DRY GOODS REVIEW

TORONTO

. MONTREAL

ADAMS' Show Case

Tutti Frutti

and other brands, viz.:

2 Boxes Tutti Frutti	\$ 3.60
2 " Pepsi Tutti Frutti	2.30
2 " Globe Fruit	3.60
1 " Globe Pepsi	1.00
1 " Banner	1.00
Gum retail for Upright Show Case	11.50
	6.00
	17.50

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.

Size, 26 1/2 x 2 1/2 inches

Christmas Fancy Goods



A NICELY ASSORTED LINE
INCLUDING ALL OF THE
LATEST NOVELTIES IN

China, Lamps, Glass
and Earthenware.

GOWANS, KENT & CO.
TORONTO.

The Best of the Best

Only the purest and best ingredients are used in the manufacture of the famous Wethey's Condensed Mince Meat.



That's why it is such a seller. The people know its equal has not yet been thought of.

J. H. WETHEY

Sole Manufacturer. St. Catharines, Ont.

THE MOST NUTRITIOUS COCOA.

EPPE'S GRATEFUL—COMFORTING COCOA

In labelled Tins. 14 lb. Boxes.

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

W. H. Malkin & Co.

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Grocers,
Provision and
Commission
Merchants.

Correspondence
Invited.
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T. A. Lytle & Co., Toronto.
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Every facility for handling all kinds of provisions and groceries.

137 Water St., VANCOUVER, B.C.

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Full of good practical hints on live subjects. Every merchant should keep himself well posted on matters concerning the welfare of his business.

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Offices in the principal cities of the United States, Canada, the European Continent, Australia and in London, England.

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'WELLINGTON KNIFE POLISH'

The Original and only Genuine Preparation for
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Manufacturers of Emery, Black Lead, Emery and
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