

THE CANADIAN GROCER

VOL. X

MONTREAL AND TORONTO, NOVEMBER 13, 1896.

No. 46

Manufacturers by Special-Warrant
To Her Majesty THE QUEEN



COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS

INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862 Only Silver Medal Paris 1875
Only Medal Dublin 1865 Grand Gold Medal Moscow 1872 & 80




TO THE COURT OF HOLLAND AND THE KING OF ITALY

COURT OF THE PRINCE OF WALES PURVEYORS

THE ONLY TEN CENT CIGAR



PEEK FREAN & CO'S

BISCUITS AND CAKES.

Have obtained great Celebrity for their
→ **PURITY & EXCELLENCE** ←

VARSAITY CIGAR 5c. THE BEST IN THE MARKET

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

ALL THE LEADING WHOLESALE TRADE HANDLE SEAL OF NORTH CAROLINA SMOKING TOBACCO

Deviled and Potted Meats



(Ham and Tongue) put up under the Helmet Brand are indispensable for luncheons, picnics, fishing parties and outing generally. These meats are well seasoned, perfect in taste, correct in color and consistency, very appetizing. At present prices they are attractive leaders for pushing grocers who cater to discriminating trade. The Helmet trade mark on any can of meat is a guarantee of superior excellence.

Manufacturers' Agents,
JAMES HAYWOOD
 Toronto
J. L. WATT & SCOTT
 Montreal
J. HUNTER WHITE
 St. John, N.B.

Armour Packing Co.
 Kansas City, U.S.A.

Batty's



Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS HAVE THEM.

EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

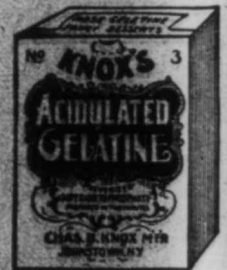
... Montreal

ABSOLUTELY PURE

IT IS PERFECTION



Knox's Sparkling Gelatines



The consumer finds in the Knox Gelatines both quantity and quality, as each packet makes two quarts of the most delicious jelly. The most **easily prepared** with the **best results**.

It obtained the only Medal and Diploma, World's Fair, Chicago, for its strength and purity.

SOLD BY ALL WHOLESALERS.

A. E. Richards & Co.

Canadian Agents

Hamilton.

Standard Goods THE Best to Handle

FOR
PURITY

Bi-Carbonate of Soda

FOR
STRENGTH



TRADE MARK

This brand is always reliable. Highest test 98.50% pure.

Made only by

The UNITED ALKALI CO., Ltd., Liverpool.

"New Process" Soda, finest on the market.



The Superior Quality of Lazenby's Solidified Jellies can always be relied upon as unsurpassed.



The most delicious Sauce you can buy is

"Stower's Peptonized Lime Fruit Sauce"

Buy

Fry's

*Chocolates
And Cocos*

BEST VALUE FOR THE MONEY

GENUINE MACARONI

Bears this Name.

P. CODOU

Only Finest Quality

Manufactured.

The above lines to be had of leading wholesale houses in the Dominion.

A. P. TIPPET & CO.

MONTREAL and TORONTO

F. H. TIPPET & CO.

ST. JOHN, N.B.

The St. Lawrence Sugar Refining Co.,

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR**, indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

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

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
MONTREAL

CRESCENT BRAND



BRUNNER, MOND & CO., Ltd,
NORTHWICH, ENGLAND

MANUFACTURERS OF

BICARBONATE of SODA

REFINED and RECRYSTALIZED--The Purest and Cheapest in the Market.

SODA CRYSTALS

Of the Finest Quality.
In Barrels and Drums
Orders for direct importation from
the Wholesale Trade only.

WINN & HOLLAND - - - MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA

OTHER SPECIALTIES.

NOUGAT
RAHAT LAKUHM
ALMOND ROCK
EL MAHNA

CANADIAN SPECIALTY CO., Toronto.



WORKS : LONDON, W.C.

MEDALS AND DIPLOMAS.

PARIS
SYDNEY
MELBOURNE

ROSE & LAFLAMME, Montreal.

SPECIAL
LIQUEUR HIGHLAND WHISKY.

Cockburn & Co.
ESTABLISHED 1796
Leith & London
8, LIME STREET E.C.

Try—

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

Cockburn & Co this year attain their centenary, the firm having been founded in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are

J. & R. McLEA, Montreal

AGENTS FOR
THE DOMINION



Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland

PACKAGE TEAS
HAVE COME TO

STAY

Consumers have

CAUGHT



ON

have you ?

ROSE & LAFLAMME

Eastern Agents

MONTREAL

- Before the first Ontario railway was built,
- Before the first ocean steamer arrived,
- Before postage stamps were used in Canada,
- When £. s. d. was Canadian Currency,

E. B. Eddy's Matches

Were known throughout Canada,
as they are now,
as the best matches made.

Grand Mogul Black or Mixed

JAPAN A cracker at 18c., with our advertising plan, adapted to win back your tea trade from the pedlars. If you are not selling all the tea you would like to, write us.

½'s and 1's—30, 40, 50 and 60c.

T. B. ESCOTT & CO.

Tea Importers.
Wholesale Grocers.

London, Ont.

Tea



BROOMS

Three most reliable lines :

ROSE, PANSY, THISTLE

Do you sell them? If not, why not?

MATCHES

Sovereign Brand

GUARANTEED equal to any match made.
Freight allowed on 5 case lots.

H. A. NELSON & SONS

Montreal and Toronto



Finds
Favor
Everywhere

A Difference of Opinion



May occur between the best of friends, even the most intelligent and best posted grocers sometimes vary in their judgment of the merits of tea—But—

When the demand for rich, full-flavored, creamy-bodied teas is so nearly filled by our **Standard Blacks**—and consumers everywhere are delighted with their satisfying and invigorating qualities—it is not strange that they enjoy such an enormous sale. These teas are always up to a certain high standard of quality—There are five—each a money-maker.

The 400 Select The Globe Imperial Congou
Morning Luxury Russian Congou

W. H. GILLARD & CO. WHOLESALEERS ONLY HAMILTON

JOHN MOUAT, Northwest Representative, WINNIGEG.

A Few Facts



Well worth the consideration of wide-awake grocers

DIXON'S

**CARBURET OF IRON
STOVE POLISH**

For over seventy years acknowledged by American housewives as the most effective, handiest and cheapest stove polish procurable. Rapidly finding favor with Canadian users since its introduction in Canada.

A polish that gives the utmost satisfaction to consumer and retailer alike. Our price is \$5.00 per gross, or 45 cents per dozen; put up in 1/2 gross packages.

NOTE.—That the same quantity of this polish will do twice the work of the ordinary article—and do it better. You can retail at 5 cents per package and make a good profit.

W. H. GILLARD & CO. WHOLESALEERS ONLY HAMILTON

We sell Gillard's New Pickle and Gillard's New Sauce

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

THE CANADIAN GROCER

Vol. X. (Published Weekly)

MONTREAL AND TORONTO, NOVEMBER 13, 1896

(\$2.00 per Year) No. 46

NECESSARY BOOKS FOR A RETAIL GROCER.

THIRD PAPER—BY A CITY GROCER AND RETAIL BOOKKEEPER.

IN our former efforts we successively bought, recorded, received, disposed and delivered our goods to our customers, and by easy stages have shown various ideas which have been of value in conducting a successful business. No idea is to be considered as being absolutely new. There are few indeed, now-a-days, which have a bright newness about them to attract people's attention to their merits. Books must of necessity be more or less compendiums of the best of that which has gone before. So it is that we crave the indulgence of those who may see that which they have seen before, or some idea of which they have thought many times, without actually putting it into practice.

This paper and also the following will be devoted to the more commonly known books of the office, viz.: the cash book, journal, petty ledger and ledger, and the minor diary, cheque book, cost book and others. The cash book for this system is not in any way new or startling; it merely has its place in any well-defined bookkeeping, like singing in a church service, and cannot be done without, even if one had any desire to do so. One's cash book ought to be a safe and confidential record of every action of the day. The ruling, as follows, is not perhaps necessary, but is inserted so as to afford illustration of every book in use.

| Cash. | | | Contra. | | |
|--------|-------------|--------|---------|-------------|--------|
| May 15 | To Sales | 158 00 | May 15 | By J. Jones | 426 75 |
| May 16 | To Imp. Bk. | 456 00 | May 16 | —Gas acct. | 15 67 |

The proper entering up of every transaction in the cash book is of great importance, as on its correctness depends the ease and consequent self-satisfaction experienced in finding your weekly cash balance. The forgetting of only one item will cause endless trouble, as most of our readers are

doubtless aware, and many of our more methodical merchants resort to the simple expedient of making a pencil memo, if not in the book itself, at least, on a tab of paper, for future recollection purposes. It is better, however, to make it a rule to enter cash book entries in ink at the time and not later.

For ordinary businesses, such as retail groceries, it is now a question as to whether there is any actual necessity for a journal in order to be correct in a book-keeping sense. As in every other controversy, there are two sides to the question, and while at this time taking no part in the discussion, we are inclined to omit the journal, and will therefore proceed with a consideration of the next important book, viz., the petty ledger.

This book will be, of course, the most used and most interesting in the outfit. In it will be found the tell-tale history of bad, doubtful and good debts, and a careful, painstaking study of its contents often and regularly will save many an account from growing too largely and being neglected too long. Of course if you sell exclusively for cash, you will not require a petty ledger, but if reports are correct, there are no grocers so fortunately situated. These ledgers may now be obtained with the main rulings placed in the centre of the page, thus doing away with the awkwardness of writing on the innermost folding of the pages of the book.

| Dr. JAMES JONES. Cr | | | | | |
|---------------------|-----------|-------|-------|----------|---------|
| Date. | | PDB | | PDB | Date. |
| May 12 | To goods. | 78 50 | 68 50 | By cash. | May 16. |

The convenience of such an arrangement is at once apparent, and if there should be any difficulty in procuring any books of this ruling, a slight alteration in the old form may easily be made without any disfigurement of the page. In the disuse of the journal, it is unnecessary to say, perhaps,

that of course all entries are made direct into the ledgers from the day book, and the before-mentioned plan of having all paid orders on one page, and unpaid orders on another, by themselves in the day book, makes it quite possible to have perfect accuracy in transferring your entries, one after the other, into the petty ledger.

We now take up the main ledger, a most important and momentous tome, as by its pages we are daily taught how much we owe, and how little we own. It is ruled, of course, precisely the same as the petty ledger, but should be a larger and more generous affair. The principal accounts in this book will be those of cash, merchandise and expense. Besides these there will be accounts for each of the purchases of any importance from the different houses dealt with, and in other ways, not necessary to enumerate here, the ledger will be of no less importance to an ordinary grocery house than to more portentous businesses. As we have presumed to dispense with a journal, it will be in order to state here the method pursued in posting to the ledger.

Cash and expense will come direct from the cash book. Merchandise will come in part from the cash, and in part from the invoice book, or if preferable from the invoice file direct. Many are to-day posting direct from the file, only indicating, on a corner of each invoice, page of ledger transferred to. Our invoice book, previously referred to, has been used solely for such purposes, in addition to its other uses. As, however, the invoices are in themselves more to be relied upon, these had better be carefully filed in alphabetical order and posted, when convenient. After account is settled the invoices may be removed or destroyed, as thought best or necessary. Whichever plan is followed, and each man will find some plan to suit his needs better than any other, there does not seem to be any necessity for the journal, and the time spent on another book may thus be saved.

We have now reached the stage in our remarks where we have the goods bought,

THE RISING SUN STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

AND THE SUN PASTE STOVE POLISH



FOR SALE BY ALL WHOLESALE GROCERS, ALSO THE M'CLARY MFG. CO., LONDON AND TORONTO.

sold and paid for, all being registered in the proper manner, so that in case of a dispute or error there are the records to be referred to to settle all differences. In closing this paper we cannot help hoping that criticism will freely flow. No man has, fortunately, a monopoly of the good ideas floating around. Canadians are not popularly known as inventors, nor do they lay any claim to being such. They do things well in a storekeeping way, much more thoroughly than the American grocers, as any who have investigated the matter will allow. Still we lack that certain spice in storekeeping life so necessary and so stimulating. May we not hope for an exchange of ideas on this matter with some of our U.S. people? This country does not brook old-time secretive methods of doing business, and he is not most thought of, nor indeed successful, who holds all his knowledge to himself, because this very habit will oft-times hinder him from taking up some brilliant idea of his more progressive fellow merchant.

(To be continued.)

CORRECT IDEA OF ADVERTISING.

THE Troy Laundry Machinery Co. are the largest manufacturers of laundry machines and supplies in the world. They do a business of close on a million dollars annually, and have branches in several of the leading cities of this country and in London, Paris, Berlin, Amsterdam and St. Petersburg. They believe in advertising and are generous patrons of the best trade journals that are pertinent, and spend a good deal of money on their catalogues, circulars, etc.

Mr. Allen Conkling is the secretary of the company and general manager as well. He also takes charge of the advertising. I found him at the western salesrooms, at 395 Fifth avenue, Chicago, the other morning.

"Whom do you strive to reach by your advertising?" I asked.

"Laundry, hotel owners and keepers,

the managers of public institutions and the architects."

"That must require quite a diversity of mediums, doesn't it?"

"Not so very great. We reach the laundry trade of this country through just one medium—The National Laundry Journal. For the hotel man we use quite a few papers—three here in Chicago—The Hotel World, Hotel Monthly and Hotel Reporter. Through The Architectural Record we keep our name before the architects of this country. We want them to keep us in mind, you know, when they are specifying for public buildings that need laundries. For the managers of public institutions we use no regular mediums, but send them our calendars, catalogues, etc., regularly."

"How much do you spend a year in the trade journals?"

"About ten thousand dollars."

"And in other things?"

"Quite as much more."

"In your journal advertising I notice you always use illustrations."

"Yes, and exact illustrations, too. Ours are all made from photographs. I do not regard an illustration as of any value at all in machinery advertising unless it is exact—in fact it has a negative value, I think."

I noticed that most of the illustrations used by Mr. Conkling were wood cuts, and asked him about it.

"Yes, we use wood cuts almost exclusively in our illustrating. There are times when a photogravure might look better, but the average utility of the wood cut I have found to be greater for exact illustration, and it preserves a sort of harmony to use the one form all the way through."

"In all your trade journal advertising that I have seen, Mr. Conkling, you are not technical—give no technical reasons for the use of your machinery."

"No. In our old catalogues we used to do that, but in our advertising we try to get the trade to write us for particulars. People

won't read a long technical argument, anyway. Then, too, trade paper advertising differs from ordinary advertising, in that it appeals to a public who are vitally interested in our goods. If they are thinking of buying they will write us, for they want to know far more than we could possibly say in an ad. We advertise mainly to keep our name prominently before the trade. That's why we use four pages an issue in The National Laundry Journal—it gives us a predominant prominence."

"And you don't advertise prices?"

"Not on machinery. They're too high. Our machines run up as high as \$3,000 apiece, and, while they are worth it, such a large number of dollars would probably deter a good many from writing at all who now respond to our ads and become good customers in a small way."

"Do you trace your advertising in any way?"

"No. We can't."

"It has often been estimated that about 30 per cent. of the replies from advertising state where the ad. was seen. Is that the case with you?"

"No. I don't think that applies to trade journal advertising. On the contrary, very few ever state where our ad. attracted them. I don't believe 1 per cent. do."

"What do you regard as your best advertising?"

"Our traveling men, of whom we have fifteen. Then our customers who recommend us, and lastly our work in the trade journals, catalogues and price lists."

"Could you leave out the last three?"

"We could." Mr. Conkling smiled, and I remembered that machinery makers must be exact themselves, and asked:

"Would you?"

"No sir. If our advertising did nothing but prepare the path for our traveling men, sold directly no goods at all, I should hesitate a long time before dropping it. Our advertising pays."—Arthur B. Chivers in Trade Press.

ARE YOU THINKING OF BUYING

TEAS

If so, then get our Samples and Prices, they are **Our Best Salesman**. Some values must be better than others—all are not equally good. You can decide which are best. Most merchants believe the evidence of their own test.

JUST TO HAND—B. C. SALMON IN HALF-BARRELS.

LUCAS, STEELE & BRISTOL Wholesale Grocers **Hamilton**

James Turner & Co., Hamilton

... ARE OFFERING ...

Jordan Shelled Almonds (*lower than ever before*)

Valencia Shelled Almonds

Tarragona Almonds

Formigetta Almonds

FIGS

Taps each 28-lbs.

Boxes each 28-lbs., Turkey Pulled

FIGS

Sacks each 56-lbs., Turkey Natural

Five-Crown Layers in 30-lb. boxes, 2½ inch figs

FIGS

Superfine Layers in 30-lb. boxes, 2½ inch figs.

These are the finest goods ever offered in Canada, and at prices we are asking are profitable goods to handle.

James Turner & Co., - Hamilton,

Controllers of Ram Lal's, Golden Age, Mascot Teas.

New 1896 Crop Currants, cases and half cases.

New F. O. Stalk and Selected Valencia Raisins.

New C. & B. Lemon, Orange and Citron Peels. Special price for case lots.

Above now in store at close prices.

BALFOUR & CO. IMPORTERS HAMILTON



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TRADE CHAT.

AT their annual meeting in Alexandria last week the Glengarry bee-keepers elected the following officers: President, Mr. John W. Calder, Lancaster; vice-president, Mr. John A. McCrimmon, McCrimmon; secretary-treasurer, Mr. Alex. Dickson, Lancaster. The date for holding the annual meeting was changed to the 1st of June of each year.

It is estimated that \$60,000 worth of apples will be shipped from Goderich this year.

The London and Petrolia Barrel Co. have shipped three carloads of barrels to Hull, Que., to be used in shipping pork to Europe.

Rev. M. L. Leitch, pastor of Knox Church, London, Ont., preached a sermon last night against the practice some merchants have of leaving the displays in their windows uncovered on Sundays.

Mr. E. Nicholson, who was for many years with the late Mr. W. F. Henderson, commission merchant, Winnipeg, has taken over the business, and is continuing the same in connection with a number of other agencies.

The grocery store of W. J. Borden, corner of Victoria avenue and King street, Hamilton, was swooped down on the other night

by thieves, who pried open a rear entrance and got away with two caddies of tobacco.

A Harlem firm has this rhymed advertising card:

How very cheap! how very choice!
The people all are crying;
They praise our goods with cheerful voice,
And back it up by buying!

The grocers of Thamesville, who have hitherto kept open all week evenings have now fallen into line and the Thamesville public must now buy its groceries, dry goods and hardware before 6 p.m. Monday, Wednesday, and Friday.

The creditors of James Ireland, cheese and butter maker, of Beachville, insolvent, have accepted the offer of 20 cents on the dollar. The secured liabilities amount to \$2,500, while those unsecured are placed at \$2,700 or \$3,000. Mr. Ireland will continue the business.

The different banks in Windsor, Ont., which had, pending the result of the election in the United States, refused to accept United States currency for deposit are now satisfied that no loss can accrue to them through the acceptance of American money, and the boycott has therefore been raised. American money will now be taken at par as heretofore.

The Customs returns for the port of London for October show the total value of

dutiable goods imported to have been \$121,172, on which \$36,937.35 was collected, a decrease of \$10,545.02 in the collections compared with October last year. The free goods imported were valued at \$64,496 and the exports at \$56,089, the heaviest items under the latter heading being bacon, \$23,916, and cheese, \$8,282. Of the duties collected, \$3,346.33 was on fruits and \$2,449.42 on spirits.

The new steamer Canada, of the Dominion Line, which left Liverpool at 5 p.m. October 29, arrived in Quebec at 11.30 a.m. on Friday, beating all previous records to the St. Lawrence. The Canada made the passage from Liverpool to Quebec in 6 days 23 hours and 30 minutes, correct time. She was detained somewhat by fog between Father Point and this port.

A London, England, cable under date of 7th inst., says: "The Canadian Government has granted from £3,000 to £4,000 to be expended in England with the object of introducing Canadian products in the British markets. A Canadian expert will shortly arrive in London and will take every opportunity to show where the Dominion may assist the Mother Country in supplying such agricultural produce as poultry, butter, bacon, eggs, fruit, cheese, and the like. It is also proposed to supply salmon for the market during the English close season."



"THERE ARE OTHERS"

. . . . But none so good as

MALLAWALLA



Malaga Fruit

We have in stock this week our direct importations of Malaga Fruits and Shelled Almonds. We are quoting these fruits put up by the

Best Packers . . . at . . . Close Figures

THE DAVIDSON & HAY, LTD.

Wholesale Grocers - - - TORONTO

Even Buckwheat Flour

may be sold oftener and in larger quantities to your customers—if the flavor pleases. And there's no better flavor than that which nature gave the berry itself. "Tillson's Roller Process Buckwheat Flour" is absolutely pure. The flavor is delicious. It is ground from the best selected buckwheat grain. Have it ready. Don't lose your trade on Buckwheat Flour because you have to substitute inferior brands.

**THE TILLSON COMPANY, LTD.
TILSONBURG, ONT.**

From Manufacturer to
Retailer Direct.

DO YOU KEEP

Pilkington's Powdered Perfumed Lye

Perfectly Pure.

"BELL BRAND"

Superior to all
Other Brands.

IF NOT ASK YOUR WHOLESALE GROCER FOR IT
THE BEST AND THE CHEAPEST IN THE MARKET

Sole Agents in Canada

Bellhouse, Dillon & Co.

47 Wellington Street East

.... TORONTO

30 St. Francois Xavier Street

.... MONTREAL

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1,500

JUST LANDING PER S.S. "PARISIAN"

1,500 BOXES FINE

Sultana Raisins

"SHIELD BRAND," 7½c. per lb.

Terms : 2% 30 days or 3% 10 days Montreal.



EVAPORATED APPLES

50-LB. BOXES

"ELITE BRAND," 4½c. per lb.

Terms : Net 30 days or 1% 10 days Montreal.



HUDON, HEBERT & CIE.

Wholesale Grocers and Wine Importers,

— MONTREAL.

satisfaction.



**MACK'S
DOUBLE STARCH**

A great trade bringer. Always used when once tried. No other preparation necessary. Cleanses—stiffens—and gives that pure white gloss which imparts such a dainty appearance to linen. Order some for your stock—you'll find it sells quick.

Vestas for the smoker.

Do you keep them?



Sole Agents for Canada

Robert Greig & Co.

MONTREAL.



PANCAKES

These frosty mornings will remind you of the Snow Drift Self-Rising Buckwheat Flour. We are now ready for your orders. Our goods are exceptionally fine this year. See our men.

The Snow Drift Co. = Brantford, Ont.



WHEN IN NEED OF

HAMS, BACON OR LARD

Try the "ROSE BRAND"—High-class Goods.

LETTER ORDERS PROMPTLY FILLED

Packed by

The GEO. MATTHEWS CO. Ltd., OTTAWA AND PETERBOROUGH

THE CANADIAN GROCER

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

The MacLean Publishing Co. LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.
MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.
Major A. G. Campbell,
General Subscription Agent.

RETAILERS AND THE TARIFF.

THE Government has asked for the assistance of the business men of the country in the work of revising the tariff. It is to be hoped it will be accorded.

There are times when the revision of a Customs tariff is necessary; but the less frequently the operation is performed the better. The knowledge that there is to be a re-arrangement of the import duties is certain to have a more or less deleterious effect on trade. But a nation, like an individual, has occasionally to take nauseating medicine. Tariff revising is intended as medicine to the commerce of the country, but we must guard against giving it an overdose.

It was less than three years ago that there was a general revision of the tariff, and now we are at it again. How soon we shall be repeating the operation depends upon the skill that is displayed in completing the task now in hand. And what the measure of that skill shall be depends a great deal on the influence of the business interests of the country.

As we have already declared in previous issues, this country needs a business tariff. Such a tariff can only be inspired or fashioned by business men. Professional politicians can no more bring forth a business tariff than can an elephant a crocodile. At best their production will be a deformity.

To obviate this is within the power of the business men of the country. Between this and January next, when the House meets to consider the tariff, every board of trade, every business men's organization, should give this subject careful consideration and take steps to acquaint the Ministers to whom the duty of gathering data is delegated, the suggestions they may have to make. To the retail associations particularly would we draw the attention of this matter. Great as are the

interests they represent, in the revision of former tariffs—due partly to their own apathy and partly to the ignoring of them by the Government of the time—the retail merchants of the Dominion have had no part or lot in the matter of tariff revision. We have not noticed that the present Government are any the less sinners in this respect. But even if the Ministers have not courted suggestions from retailers, the retailers should not be bashful in pushing upon them such suggestions as they may have to offer. The arch which has one stone left out of it is incomplete. And so is a tariff, in the compilation of which no cognizance of the business interests of the country has been taken.

A tariff that will please everybody is beyond the wisdom of any aggregation of human beings to devise, but that does not prevent our creating one that will be as near perfection as it is possible to make it. And the nearer we get to the desideratum the farther away will we be from the next tariff revision. Let all the business people say, "Amen," and take off their coats and lend a helping hand.

VALENCIA RAISINS STILL HIGHER.

Notwithstanding the marked advances which have characterized the market for Valencia raisins, the past week has witnessed still further appreciations in values.

Between Saturday and Tuesday last off-stalk advanced nearly four shillings per cwt., while selected were cabled two shillings dearer on the latter day.

At present prices ruling in the primary market off-stalk would cost 5.72c. per lb. to lay down upon the Toronto market, and selected 7 to 7¼c.

These advances have naturally caused increased interest in the market, and wholesalers are beginning to mark up their quotations, as large quantities of the fruit in stock and arriving have already been sold.

Advices from Denia state that stocks there are practically exhausted.

The situation in Valencia raisins is undoubtedly a strong one, and the trade would do well to keep stocks well assorted.

ALMERIA GRAPES HIGH.

The first receipts of new Almeria grapes in kegs were distributed to dealers in Canada this week. Like all other Spanish fruit, they have a higher range of value than last fall. They are selling to-day from \$5 up to \$7.50 for choice descriptions. Last year they opened at \$5 and varied very little from that.

Advices to hand state that the demand for these grapes for European consumption is much larger this year, and that this fact, as in the case of all other fruits, is largely responsible for the higher prices.

CANADA AND MCKINLEYISM.

SINCE the election of McKinley to the United States Presidency became known speculation has been rife in Canada as to what the outcome will be in regard to the tariff.

It is quite natural the subject should come in for some consideration. The expenditure in the United States has lately exceeded by many millions the revenue of the country; and the natural inference is that the two ends will be made to meet by increasing the revenue. It is the way politicians have. Then we have the sentiment of the Republican press and the Republican speeches of the past year or two in remembrance, while above all, we have before us the composition of the new House of Representatives.

That institution, according to the latest figures, will contain 213 Republicans, 118 Democrats and 24 Free Silver men (Republicans and Populists). This means a Republican majority over all other combinations of 71. And as Republicanism and protection are synonymous terms, it is obvious what the Lower House could do in the direction of higher tariff if it so desired.

In the Upper House, the Senate, the forces that might be mustered for a higher tariff have clearly not things so much their own way, for, out of a total of 90 members, the Republicans will number 47, and these are divided into gold and silver Republicans. The remainder are gold and silver Democrats and Populists, and we know pretty well where they stand on the tariff question.

As for the President-elect himself, the message which he sent out two days after the election contains not one word regarding the tariff. "The victory," he declared, "is not to party or section, but of and for the American people." But still we know enough of McKinley to know where his sympathies lie.

No doubt we shall witness a rearrangement of the United States tariff, but whether or no it will be an old-time McKinley rearrangement remains to be seen. Whatever it may be, Canada need not exhibit much alarm. The effect could scarcely be as keenly felt as it was in 1890, for the simple reason that we are not now nearly as dependent as we then were upon the United States as a market for our surplus products.

To have increased the difficulties of getting our products into the United States market was, of course, most regrettable, but that its results were not so injurious as might have been supposed is evident from the trade returns.

In spite of the hostile tariff of our second best customer, our total exports continued to increase, being about 20 per cent. larger the year the McKinley tariff went out of exist-

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tence than in the year of its advent. Then as far as our exports to the United States were concerned, the average of the four years under the high tariff was practically the same as that of the four years subsequent to it, while our exports to all these countries increased to a more or less extent: Great Britain, France, Germany, Belgium, Newfoundland, West Indies, China and Japan. How our exports increased to Great Britain during the existence of the McKinley tariff is known to all men. The following tables give a comparison of the percentage to the whole of the exports of our various products to the United States and also to Great Britain during the first and last years of the McKinley tariff; also in 1895, the first year of the Wilson tariff:

| | | | |
|----------------------------|-------|-------|-------|
| Mineral products | 1899 | 1894 | 1895 |
| United States | 81.64 | 88.44 | 89.81 |
| Great Britain | 13.99 | 4.44 | 5.56 |
| Products of the Fisheries | | | |
| United States | 33.69 | 29.37 | 28.29 |
| Great Britain | 32.03 | 41.31 | 38.76 |
| Products of the Forest | | | |
| United States | 30.67 | 59.70 | 66.05 |
| Great Britain | 68.07 | 39.54 | 23.41 |
| Animals and their Products | | | |
| United States | 23.76 | 7.25 | 10.80 |
| Great Britain | 74.02 | 98.92 | 87.34 |
| Agricultural Products | | | |
| United States | 63.75 | 15.75 | 23.60 |
| Great Britain | 36.75 | 70.32 | 66.25 |
| Manufactures | | | |
| United States | 42.91 | 42.91 | 45.50 |
| Great Britain | 45.31 | 43.63 | 45.37 |

A glance at the above figures shows that where the McKinley tariff did hit Canada was in her most vulnerable part—her agricultural industry. But while in animals and their products we sent 69 per cent. less in 1894 than in 1890, our sales to Great Britain were 53.50 per cent. more in the former than in the latter year. Then, again, while our exports of agricultural products to the United States decreased in the same period by 75 per cent., our exports to Great Britain increased by over 120 per cent.

Canada by no means desires another McKinley tariff. On the contrary, we desire closer trade relations. But another McKinley tariff should not, in the light of past experience, give us the "blues."

Dishonest dealing and business will only be compatible when it is demonstrated beyond question that commerce is the devil's medium for working evil, and not good, in the world.

IT DOES HIM GOOD.

Mr. Wm. Stephens, of Guelph, who recently bought out the business of Mrs. J. Clarke, has been busy getting in new goods and fixing up his stock and store.

In remitting his subscription, he expresses his appreciation of THE CANADIAN GROCER, and testifies to the benefit he has derived from his perusal of its pages.

THE ADVANCES IN OATMEAL.

THE oatmeal market has been more than usually interesting during the past few weeks. The reason is the sharp advances which have characterized it.

The advance from the lowest is no less than one dollar per barrel.

The causes which have been conducive of this are many. The most potent factor has been the inferior quality of oats for milling purposes, on account of their lightness, it taking on an average about two bushels more oats than is usual in other seasons to produce a barrel of oatmeal. At the present price of oats this alone means a difference of 45c. per barrel in the cost of producing the manufactured article.

Another bull factor is the export demand for oatmeal, which is decidedly active at present. Still another influence is the lightness of stocks.

Back some time ago, just before the oat harvest, it was the general opinion that this cereal would rule remarkably low during this campaign on account of the anticipated large yield. The mills, in their haste to grind up and dispose of the oats they had before the new crop was marketed, lowered prices and pushed business, with the result, so THE CANADIAN GROCER is assured, that at one time the millers were selling oatmeal at 75c. per barrel below cost.

At the moment the price of oats suitable for milling purposes is 24 to 25c. per bushel compared with 17 to 18c., the lowest point.

THE STRENGTH IN SPICES.

THE strength in all kinds of spices in the outside markets has been marked recently. Indeed it is no exaggeration to say that for late purchases Canadian roasters have paid all the way from 10 to 15 per cent. advance, and may pay more for future supplies.

In May last, black Singapore pepper in invoice lots, was worth 4 $\frac{3}{4}$ to 4 $\frac{7}{8}$ c. for No. 1; West Coast, 4 $\frac{3}{8}$ to 4 $\frac{1}{2}$ c., and Acheen, 3 $\frac{7}{8}$ to 4c. at New York. On October 24th the respective prices were, 5 $\frac{1}{8}$ to 5 $\frac{1}{4}$ c.; 4 $\frac{3}{8}$ to 4 $\frac{3}{4}$ c., and 4 to 4 $\frac{1}{2}$ c. The rise has, therefore, been from $\frac{1}{4}$ to $\frac{1}{2}$ c. per pound on these goods. Other peppers are even stronger. Penang white cost 6 $\frac{3}{8}$ to 6 $\frac{3}{4}$ c. in round lots at New York last May, or $\frac{1}{4}$ to $\frac{3}{8}$ c. less than it is worth now, recent contracts having been at 7 to 7 $\frac{1}{4}$ c. New York.

The rise in cayenne has been even greater, as it has cost 11 to 11 $\frac{1}{2}$ c. at New York within the past fortnight, against 10c. in May.

Zanzibar cloves are $\frac{3}{8}$ to $\frac{1}{2}$ c. per pound higher than in May, at 4 $\frac{7}{8}$ to 5c., and

Penang ditto, 2 to 3c. up, at 14 to 16c. round lots, New York.

Cassia is firm, and points still higher. It has cost 7 $\frac{1}{2}$ to 7 $\frac{3}{4}$ c. at New York, or fully 1c. more than in May. Other kinds are in line. Broken China has sold at 4c. against 3 $\frac{1}{4}$ c., and Batavia extra 2 $\frac{1}{2}$ to 2 $\frac{3}{4}$ c. higher at 13c. A corresponding gain has been established on No. 1 and No. 2, which were quoted recently at 12 $\frac{1}{2}$ and 11 to 11 $\frac{1}{2}$ c. respectively.

Jamaica ginger is 3 cents higher than it was in May, both bleached and unbleached, at 20 to 21c. and 18 to 20c. respectively, against 17 to 18c. and 15 to 17c. In a word, all staple spices are costing more, and the only surprise is that the cost to local jobbers has not been increased also. If the cost of supplies keeps up as it has, spot prices are bound to advance.

Silver was good enough for Bryan, but it was not good enough for the people of the United States.

SENATOR GEO. A. COX.

THE appointment of Mr. George A. Cox to the Senate is a most commendable one from a business man's point of view, whatever it may be from a politician's standpoint. It is on a par with that made by Sir John Macdonald when he called the late Mr. John Macdonald, the well-known dry goods merchant, to the Upper House.

Mr. Cox is a self-made man, who, by the business instincts and common sense which he possessed, has made for himself a name in the commercial world. The important position he holds in the banking and insurance institutions of the country are proofs enough of his ability if we had no other evidence.

The Senate should to all intents and purposes be an institution where men, independent in thought and rich in business common sense, should sit. The members may not have a great deal to do, but that which falls to their lot should be done well. If they are blinded by party prejudice, or are men of small mental calibre, they are obviously incapacitated from doing this.

Mr. Cox no doubt has his political sympathies, but he has never been a politician, a negative quality which increases his fitness for the position to which the Government has been pleased to call him.

THE CANADIAN GROCER has for some years advocated the election or appointment of practical business men to Parliament in place of the professional politician, and it is, therefore, with satisfaction that we see another stone added to the edifice which we have been trying to erect.

THE B.C. SALMON PACK.

VICTORIA, B.C., Nov. 9.—Inspector of Fisheries MacNab places the total salmon pack of the Fraser and Northern Rivers of British Columbia at between 590,000 and 600,000 cases for the season just at a close. The Northern pack can be estimated very closely, as, with perhaps two or three exceptions, the official returns are now in. The official returns of the Fraser River are not yet to hand, and till they are the estimate of the canners must be taken as under, rather than over, the mark, as past experience has proven. It is therefore quite probable that the total from all sources will somewhat exceed 600,000. The Vancouver Island Canneries at Clayoquot and other West Coast points have proved a dismal failure owing to the lateness of the run in this quarter, a sequence of which will probably be the abandonment of these canneries next year and the transfer of their plants to the North. It was in the North that especially good results were had this year, as the attached abstract of the catch shows :

| SKEENA RIVER. | | No. of Cases. |
|---------------------------------------|--------|---------------|
| Northern Pacific Canning Co | 10,000 | |
| Anglo-British Columbian | 12,000 | |
| Royal Canadian Pkg. Co | 10,800 | |
| Balmoral Canning Co | 12,000 | |
| Skeena Pkg. Co | 11,000 | |
| Windsor Canning Co | 10,000 | |
| Inverness Cannery | 11,120 | |
| Standard Pkg. Co | 10,500 | |
| Carlisle Canning Co | 13,600 | |
| RIVER'S INLET. | | |
| Good Hope Cannery | 30,000 | |
| Brunswick Canning Co | 17,500 | |
| Wannuck Pkg. Co | 20,400 | |
| Victoria Cannery | 13,966 | |
| River's Inlet Cannery | 26,400 | |
| Alert Bay Canning Co | 2,555 | |
| Lowe Inlet Canning Co | 10,000 | |
| Namu Harbor Canning Co | 4,000 | |
| West Coast (Clayoquot Sound) Co | 4,000 | |
| Naas River | 20,000 | |

This makes a grand total for the Northern canneries of 249,850 cases. Inspector MacNab estimates the Fraser pack at 350,000. To satisfactorily compare this season's pack with those of the past three years it is necessary to separate the Fraser River from the Northern pack, and it will be seen that while the Fraser pack has been continually diminishing the Northern pack has been simultaneously increasing, and it is the Northern pack that makes this "off" year the unexpected big year :

| | 1893. | 1894. | 1895. |
|-------------------|---------|---------|---------|
| Northern pack.... | 112,635 | 128,666 | 179,145 |
| Fraser River..... | 557,570 | 363,566 | 432,920 |
| Totals | 670,205 | 492,232 | 603,065 |

Inspector MacNab's theory of the gratifying yearly increase in the Northern pack is that though the fish have always been there they are more difficult to net than in the Fraser, owing to the strong currents, clear

water, etc. In addition, the number of fishermen is constantly growing, and they are spreading and fishing further outside. The inspector confesses that he was much surprised at the big catch this year, owing to its being an historical off year. There has, it is true, been a decline in the Fraser catch since 1893, but nothing like the sliding scale of previous off years. The total pack in 1889 was 76,000 cases, and four years previous to that, 68,000. The hatchery is generally believed to be responsible for the improvement. If this be the fact, the more hatcheries the better for British Columbia. The present hatchery will accommodate 6,500,000 ova, but there may be trouble in obtaining this number, as this year the water in the small creeks has been very low, and it is feared the usual number of gravid salmon have not spawned in the old spawning ground; although no one can answer for what took place earlier in the season. This fact may affect next season's run, and, if the expected big-year 1897 does not come up to anticipations, this will no doubt be ventured as a reason. There are now 35 canneries on the Fraser, and upwards of 25 in the North and on Vancouver Island. Next year will see 10 or 12 more added to the list, the majority of them on the Fraser, and also will witness the construction of hatcheries on both the Fraser and the Skeena. The British Columbia canners have now practically abandoned the talls for flats, finding the latter description of can much more favorably received on the market.

C. H. GIBBONS.

A good many men who curse the fates for their misfortunes would be less short of the mark if they were to anathematize a little nearer home.

MALAGA RAISINS DEARER.

Malaga raisins are evidently catching the bull fever. For some time they have been developing a firmer feeling, but within the last few days there has been an advance in prices of from 20 to 25 per cent. Dessert clusters alone would cost 2s. 1 1/2d. more to lay down upon the Toronto market than a short time ago.

Malaga raisins have been, and still are, relatively the cheapest fruit in the way of raisins on the market, and, in view of the strength of foreign dried fruit generally, a higher range of values was naturally expected.

Stocks on spot are on the light side, and it is expected that supplementary shipments will not reach here till after the holiday trade.

MONTREAL'S EARLY CLOSING LAW.

IN last week's issue of THE CANADIAN GROCER a mistake was made with regard to the number who signed the petition against the bylaw. Instead of reading 951 signatures against, it should have read 660 and 951 in favor. Out of this 660 against 105 names were submitted by merchants residing outside the city, 53 merchants not included in the bylaw, 6 doubtful, and 67 repeated signatures. This leaves only 429 genuine names against the bylaw. There are only 214 merchants engaged in the grocery business against, the rest being made up of other merchants, such as dry goods, etc. Out of the 951 merchants who are in favor of the bylaw : 497 are bona-fide grocers, which gives a majority of 283 grocers alone who are in favor of the bylaw. It is expected that judgment will be given out this week by Judge Loranger in the action taken by those against the bylaw to have it declared illegal.

The Retail Grocers' Association also considered the matter at their regular monthly meeting on Thursday evening last. Vice-President Jno. Scanlan was in the chair, President Vallieres being absent owing to illness in his family. The expressions at the meeting were both pro and con, though the majority admitted that if it could be universally carried out it would be a good thing. It was decided, however, that the wiser course would be to abstain from any decision until the superior court, before which the matter was at present, had given its decision. A resolution in accordance with this was passed.

It is not the size of the key which indicates the strength of the lock, nor the display a merchant makes the strength of his business.

LOOKING FOR AN ENGAGEMENT.

In another part of this paper appears the advertisement of E. A. Ramsay, of the firm of Wilcox & Ramsay, Virden, Man. Mr. Ramsay is withdrawing from the business and will soon be open for an engagement. He is prepared to take interest in or buy out established thriving business. Mr. Ramsay has had a wide experience in mercantile life. In 1887 he was a member of the firm of Farr & Ramsay, Woodbridge, Ont., and prior to that time he clerked for David Stewart, of Thistle town, Ont. He is still on the sunny side of middle life and is looking for an At opening where he can settle down for life.

Never fly higher than your financial wings are competent to take you. Many a business man has broken his neck because he flew too high.



Away up in Quality

EIGHT GOLD MEDALS

Have been awarded for superior excellence—at the great Exposition held in England—

Gillard's New Pickles And . . . Gillard's New Sauce

Incomparably superior to all others. The most delicious table relishes compounded. Only the choicest English and Eastern pickling vegetables and spices used in their preparation.

New Pickle—Put up 2 doz. in a case; Single case lots, \$3.40; 5 case lots, \$3.30.

New Sauce—Single dozen lots, \$1.75; brl. lots of 12 doz., \$1.60.

SOLD BY ALL WHOLESALE GROCERS IN CANADA

GILLARD & CO. MAKERS LONDON, ENGLAND.

EVERYBODY WILL EAT

Boulter's Preserved Citron

It is PRESERVED in flats, with 100 per cent. best granulated, with choice lemons, etc., to tone it up: we guarantee it to be a superior article, and one that will sell. Send in your order for a case. The price is right.

We are the only packers of Preserved Citron in Canada.

W. BOULTER & SONS

PICTON TORONTO DEMORESTVILLE



Thanksgiving Pies

Will soon be engaging the attention of housekeepers all over Canada. There isn't better filling to be had anywhere than

WETHEY'S CONDENSED MINCE MEAT . . . It is wholesome and delicious, is easily prepared and will keep any length of time.

You will find it all right in every way.

J. H. WETHEY, ST. CATHARINES, ONT.

MARKETS AND MARKET NOTES

ONTARIO MARKETS. GROCERIES.

A DECIDEDLY better tone has developed in the wholesale grocery trade of Toronto during the past week. Business has increased somewhat, but the chief factors which have contributed to bring about the better tone of the market are the continued upward tendency of the price of staples generally, and the election of the sound money candidate in the United States. Sugar of all kinds jumped up $\frac{1}{8}$ c. per lb. on Monday, and the outside markets have also been advancing. There has been no further change in canned goods, but the market is generally firm, particularly in regard to tomatoes, and purchases are being made more freely. Coffees are advancing. Further sharp advances in Valencia raisins are to be noted. Currants, on the other hand, are weaker in the primary market. California loose muscatels have again appreciated in price. So have Malaga raisins. And a further advance is reported in French prunes. Teas continue firm, but without any special change. Payments are fair.

CANNED GOODS.

The position of the canned vegetable market has gained rather than lost strength during the past week. This remark applies with particular force to tomatoes. The demand, however, is not very active, but it is improving, and we hear of purchases of tomatoes at $2\frac{1}{2}$ c. per dozen above the figures that the same buyers were willing to pay a few weeks ago. This is significant. The demand is a little better for salmon. The

position of the market appears to be strong, and next spring, when the demand begins to improve, higher prices are confidently looked forward to by the trade. The pack of cohoes does not appear to be up to anticipations, and THE CANADIAN GROCER learns that it will be impossible to fill orders placed by some Toronto wholesalers. Some houses, in fact, have already been notified to that effect. We quote best brands as follows: Tomatoes, 65 to 70c.; corn, 55 to 65c.; peas, 60 to 65c. for ordinary; sifted select, 95c.; extra sifted, \$1.35 to \$1.45; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.90 to \$2.20 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.75 to \$2.00; cherries, \$2 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.65 to \$2.25; salmon, "Horseshoe," \$1.37 $\frac{1}{2}$ to \$1.40; "Maple Leaf," \$1.37 $\frac{1}{2}$ to \$1.40; Lowe Inlet, \$1.30 to \$1.35, in tall tins; cohoes, \$1.15 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.10 to \$2.30 for tall tins; flats, \$2.65 to \$2.70; half tins, \$1.50 to \$1.55; Canadian canned beef, 1's, \$1.25 to \$1.30; 2's, \$2.25 to \$2.35; 6's, \$7 to \$8; 14's, \$14.50 to \$15.50.

COFFEES.

Brazilian and East Indian coffees continue to advance. Orders for a good deal of Brazilian coffee have been placed on the Toronto market lately at an advance of nearly 1c. per lb. Stocks of good green Rio coffees are light. We quote green in bags: Rio, 15 to 17c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22 $\frac{1}{2}$ c.; Java, 25 to 35c.; Mocha, 27 $\frac{1}{2}$ to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

SYRUPS.

The demand is improving a little, with the bright grades most wanted. We quote: Dark, 28 to 31c.; medium, 33 to 35c.; bright, 40 to 42c.; corn syrup, 3 to 3 $\frac{1}{4}$ c. per lb.

MOLASSES.

A fair demand is being experienced for molasses, and advices from New Orleans state that the market there is firmer with the demand improving. We quote: New Orleans, barrels, 28 to 30c.; ditto, half-barrels, 30 to 35c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The feature of the market is an advance of $\frac{1}{8}$ c. per lb. in the price of all Canadian refined sugars. The advance took place on Monday, and has stimulated the demand somewhat. Yellow sugars continue scarce, the St. Lawrence being the only refinery that, up to the time of writing, has any for prompt shipment. The market is strong at the advance, and the refineries are disinclined to make contracts even at to-day's prices. In New York there were two distinct advances of $\frac{1}{8}$ c. per lb. each on refined sugar during the past week, one being on Saturday and the other on Monday. Wholesalers in Toronto are now quoting granulated at 4.05 to 4 $\frac{1}{8}$ c. per lb., and yellows from 3 $\frac{1}{8}$ c. up.

SPICES.

The market rules firm, with demand moderate. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per

W. W. & CO.

Do you stock the W. W. & Co.

S. B. GLOBE WASHBOARD

If not, you should order a dozen at once.

The best proof of the quality of our S.B. is that "there are others" just as good, or said to be.

WALTER WOODS & CO. Hamilton

La Fayette Cigarettes

Are up-to-date

Give them a trial

5 cents

"One Great Advantage"

"SALADA"

CEYLON TEA

has over other teas for the retailer, is that he can return what he has in stock at any time. Anyone can do this, from the Atlantic to the Pacific, and we shall pay him his money back if he finds "Salada" not giving better satisfaction than any tea he has ever handled.

P. C. LARKIN & CO.
WHOLESALE AGENTS

and 25 Front St. East, TORONTO
318 St. Paul St., MONTREAL



THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

BRANCHES—

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

lb.; allspice, 14 to 18c.; cassia, 12 to 15c. for China and 18 to 20c. for Batavia.

RICE, ETC.

The firmness previously noted in the rice market has been maintained. Locally there is nothing specially new to note. We quote: Standard "B," 3½ to 3¾c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

NUTS.

A cable received in Toronto on Monday advised the shipment of Grenoble walnuts for this market. Nearly all the trade here have lots in this shipment. Prices quoted to-day for Sicily filberts are very much higher than the figures which obtained at the opening of the season. We quote: Brazil nuts, 11 to 12c.; Sicily shelled almonds, 25 to 26c.; Valencia shelled almonds, 22c.; Tarragona almonds, 12 to 13½c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 11 to 12c.; Bordeaux walnuts, 9c.; Sicily filberts, 8 to 10c. for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.; chestnuts, \$3.30 to \$4 per bushel; hickory nuts, \$1.50 to \$2 per bushel; Canadian walnuts, \$1 per bushel.

TEAS.

There is a good trade doing in China teas, both Congous and Young Hysons, and in the latter particularly. Trade has been active in Japans, especially in the medium grades. Young Hyson teas are scarce and wanted. The market for Indian and Ceylon teas remains much as before. Ruling prices on the Toronto market to retailers are: Young Hyson, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to

45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

Valencia raisins show further advances. Selected would now cost from 7 to 7¼c. per lb. laid down here, there having been an advance of 2s. per cwt. Between Saturday and Tuesday off-stalk advanced 4s. per cwt. The demand locally continues active, and wholesalers' ideas as to price are higher. We quote: Off-stalk, 5¼ to 5½c.; fine off-stalk, 5¾ to 6c.; selected, 6¾ to 7c.; layers, 7 to 7¼c.

Currants were on Tuesday last cabled 6d. cheaper, and our figures on Provincials and Filiatras are slightly lower than a week ago. The local demand is still brisk. We quote: Provincials, 4¼ to 4¾c. in bbls.; fine Filiatras, in bbls., 4¼ to 4¾c.; do., half-bbls., 4¾ to 4½c.; Patras, 5 to 5½c. in bbls., 5¾ to 5¼c. in half-bbls. and 5¼ to 5½c. in cases; Vostizzas, cases, 6 to 6½c.; do., half-cases, 6½ to 6¾c.; do., extra fine, 6¾ to 7¼c.; do., half-cases, 7¼ to 7½c.

Since our last there has been another advance of ¼c. per lb. in 3-crown California loose muscatel raisins, and they are still hard to get. Buyers have so far been willing to take practically everything offered by the shippers. We quote 3 and 4-crown at 4½ to 7½c. per lb.

Malaga raisins have advanced from 20 to 25 per cent. during the last few days. The actual advance on dessert clusters is about 2s. 1½d. per box. The first direct

shipment reached the Toronto market this week.

A letter from Smyrna, under date of Oct. 16, in regard to figs, states that since the opening of the market prices have steadily advanced, with the result that at that date quotations were from 6 to 7s. higher than in the beginning of September. Wholesale quotations are: 14 oz., 10c.; 10 lb., 12½ to 14c.; 18 lb., 12½ to 14c.; 28 lb., 12½ to 16c.; taps, 4 to 4¼c.; natural, 4½c.

In prunes the principal feature is the strength of the French article, which, according to the latest cable advices, are 50 per cent. above the lowest point. In California shippers are away behind in their orders, and are unable to cater at all to the Canadian market.

California new dried peaches and apricots are expected to arrive upon this market in about 10 days or two weeks.

GREEN FRUIT.

Oranges continue in fair demand, with prices steady. Further strength has been developed by the lemon market during the past week, and our quotations are higher. The demand is active, and there does not appear to be any possibility of values being any lower for some time. The cheap lines of lemons are about cleaned out on the market. Bananas are in a little better demand with prices ruling as before. Cranberries are not yet much wanted. In apples there is a fair trade doing. There has been a good enquiry during the past week for Almeria grapes and prices keep firm. We quote: Oranges—Jamaicas, fancy, \$3.50 to \$4 per box; barrels, \$6 to \$7. Lemons—Verdelli, \$2 to \$3.50; Maoris and Sorrentos, \$7 to \$7.50 per box; Malagas, \$7.50 per half-chest; cocoanuts, \$3.75 a

BUTTER, EGGS & POULTRY

Quick Sales and Prompt Returns

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AND

American Hogs' Casings

MANUFACTURER OF

BALOGNAS, ETC., ETC.

Kettle-rendered Lard of best quality.

Preservatives and Seasonings a specialty..

SOMETHING FRESH

FIGS

MALAGA
MAIORI
VERDELLI

ELEMES IN BOXES
NATURALS IN BOXES
COMMADRES IN TAPS

LEMONS

Fancy Jamaica Oranges

Fancy Cape Cod Cranberries

Fancy Jersey Sweet Potatoes

CLEMES BROS.

51 Front St. East, TORONTO

sack and 60c. per doz.; Jersey sweet potatoes, \$2 to \$2.25 per bbl.; apples, \$1 to \$1.25 for good packed stock; pears, 25 to 50c. per basket and \$2 to \$3 per barrel for ordinary; grapes, 2 to 2½c. per lb. for Concords, Niagaras and Rogers; onions, 65 to 70c. per 80 lb. bag for Danvers and \$1 per crate for Spanish; Cape Cod cranberries, \$6.50 to \$7 for fancy dark, and \$4.75 to \$5.50 for ordinary, Canadian cranberries, \$5 to \$6 per bbl.; quinces, 20 to 30c. per basket, and \$2.50 to \$2.75 per barrel; pineapples, 10 to 25c. each; bananas, \$1.25 to \$1.50 per bunch.; Almeria grapes, \$6 to \$7 per keg.

BUTTER AND CHEESE.

BUTTER—Receipts of butter during the past week have been principally large rolls, and the trade has been taking these freely. Tub butter has been neglected, except when an occasional fancy tub has been offered. Poor and medium grades are practically unsalable, and, as large quantities of these are coming in, stocks are accumulating. Creamery butter has been in fair demand, but reports indicate that a number of winter creameries will be operating about the middle of this month, when the supply, it is thought, will exceed the demand. The feeling is rather easier, in sympathy with cable advices. We quote: Dairy butter—Tubs, 12 to 13c. for good to choice; low-grade to medium, 7 to 9c.; pails and crocks, 12 to 13c.; pound prints, 13 to 14c. Creamery—Tubs, 17 to 18c.; 1-lb., blocks, 19 to 20c., according to make.

CHEESE—The tone of the market is easier. There is practically no export demand, and holders and buyers are apart. Stocks are accumulating, and it is probable that unless the British markets improve lower prices will rule. We quote: 10 to 10½c. for August make, and 10½ to 11c. for September.

COUNTRY PRODUCE.

BEANS—There is not much doing, and the idea of jobbers as to price is 70 to 75c. per bushel for hand-picked.

DRIED APPLES—Are coming in freely, but in spite of this, really good bright stock is scarce. A few lots are going out on export account. Good bright stock, large cut, is quoted at 2½c. f.o.b.

EVAPORATED APPLES—Dull and cheap, the idea of buyers for extra choice being 4c. f.o.b.

EGGS—The price of limed eggs are firmer than they were, with the result that cold stored eggs have come in for a little more alteration than they otherwise might. The demand for eggs is fair. We quote: Fresh gathered, 17c.; limed, 13 to 13½c.; cold stored and held, 14 to 15c.

HONEY—There is very little doing. We quote: Strained, 7 to 8c. in 60-lb. tins, and 8 to 9c. in 5 and 10-lb. tins; comb, \$1.50 to \$1.75 per dozen.

MAPLE SYRUP—The demand continues fair at 80 to 85c. per gallon.

POTATOES—Dull, at 30c. per bag in car-load lots on track, and 40c. out of store delivered.

Every up-to-date Grocer should keep

COWAN'S

HYGIENIC COCOA
ROYAL NAVY CHOCOLATE
and **FAMOUS BLEND COFFEE**

Send your orders to

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Butter Lard Cheese
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Raspberry Jam in 1, 5 and 30 lb. Pkgs.

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MORROW & EWING

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

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

"SHIPPERS ATTENTION"

Reference—Bradstreet's.

Our specialty is BUTTER, EGGS, FOWL for the next three months, and our facilities for its disposal are unexcelled. FOWL—Always dry pick, and NEVER DRAW. Anything you may have to sell in our line we will be pleased to handle on consignment, when your interests will be guarded.

Established 1892.

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General Produce and Commission Merchants

62 FRONT ST. EAST,

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RICE RICE RICE

Imperial Polished Royal

PATNA

Crystal JAPAN
J Seed JAVA

MOUNT ROYAL MILLING CO.

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4th Brand HAMS, BACON, LARD

All finest quality.

T. R. F. CASE, SEAFORTH, NT.

McL COUGH DROPS will not cure consumption in its last stages, but they will give instant relief from coughs, colds and hoarseness. Put up in 5c. packages, bottles and pails. Order at once a sample lot.

Jas. McLauchlan & Sons Biscuit Manufacturers **Owen Sound, Ont.**

POULTRY—There is not much doing. We quote: Chickens, 30 to 50c. per pair; turkeys are 7 to 8c. per lb.; geese, 5 to 6c. per lb., and ducks, 40 to 60c. per pair.

PROVISIONS AND DRESSED HOGS.

Trade continues active in long clear bacon and barrel pork. The demand for smoked meats is not as good as it was, but as stocks are light, traders find that their goods are going out as fast as they are cured. Lard continues active, with prices improving. Stocks are limited, and difficulty is being experienced in keeping up with the orders. Last week offerings of dressed hogs were not so large on account of the milder weather. This week, however, rail lots are offering more freely. Local receipts are not more than sufficient for the ordinary butchers' demand. Packers are, therefore, compelled to look to outside sources for their supplies, for which they are paying \$5 per 100 lbs. for select weights of 100 to 150 lbs.; heavy weights about 50c. less.

DRY SALTED MEATS—Long clear bacon, 5½c. for carload lots, and 5¾ to 6c. for small lots; backs, 7 to 7½c.

SMOKED MEATS—Breakfast bacon, 10c.; rolls, 7c.; hams, large, 22 lbs. and over, 9½ to 10c.; medium, 15 to 20 lbs., 11c.; small hams, 11 to 11½c.; backs, 9½ to 10c.; picnic hams, 7c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 7c.; tubs, 7¼c.; pails, 7½c.

BARREL PORK—Canadian heavy mess, \$12 to \$12.50; Canadian short-cut, \$12.50 to \$13; clear shoulder mess, \$10 to \$10.50.

FISH AND OYSTERS.

The fish market is not attracting much attention. There is an abundance of ciscoes on the market, and they are going at almost any price, although 75c. to \$1 is the ruling range. We quote: Pickerel, 6c. per lb.; haddies, 7 to 7½c. per lb.; Labrador herring, \$5.75 to \$6 per bbl. and \$2.50 to \$2.75 per half-bbl.; boneless cod, 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, 75c. to \$1 per 100. Oysters are quoted at \$1.25 for standards, and \$1.65 for New York counts.

SALT.

Trade continues fairly good and prices unchanged. We quote at Toronto: In carload lots, \$1 per barrel and 60c. per sack; in less than carload lots, \$1.05 per barrel and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of To-

ronto, and 45c. for Toronto and points east of Toronto.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—The receipts of grain on the Toronto market are liberal, and prices are advancing. We quote: White wheat, 88c.; red, 86c.; goose, 65c.; oats, 24 to 25½c.; peas, 46 to 47c.

FLOUR—Trade is good and prices are considerably higher than a week ago. We quote in carloads on track, Toronto: Manitoba patents, \$5.30; Manitoba strong bakers', \$4.90; Ontario patents, \$4.75 to \$5.25; straight roller, \$4.50, Toronto freights.

BREAKFAST FOODS—Another material advance is to be noted this week in the price of breakfast foods. We quote: Standard oatmeal and rolled oats, \$3.60 in bags and \$3.70 in bbls.; rolled wheat, \$2.60 in 100-lb. bbls.; cornmeal, \$2.40 to \$2.50; split peas, \$3.25 to \$3.50; pot barley, \$3.25 to \$3.50. Further advances are looked for in rolled wheat.

BALED HAY—Dull. We quote: \$11 for No. 1, and \$9.50 to \$10.50 for No. 2 in carloads on track.

PETROLEUM.

A good active trade is to be noted this week, with prices as before. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15½c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19½c.; Pratt's astral, 19c. in bulk.

MARKET NOTES.

Currants are cabled 6d. easier in Patras.

French prunes are 50 per cent. above the lowest point.

There has been a further slight advance in the price of lemons.

Brazilian and East Indian growths of coffee are still advancing.

Malaga raisins have advanced 20 to 25 per cent. within the last few days.

Sugar has advanced ¼c. per lb. in Canada and ¼c. per lb. in New York.

Another ¼c. per lb. has been added to the price of loose muscatel raisins on the Coast.

The price of Sicily filberts are much higher than they were at the opening of the market.

Oatmeal has advanced another 20 to 30c.

per barrel, and rolled wheat is 10c. per barrel cheaper.

The cable announces that Grenoble walnuts for the Canadian market were shipped on Monday.

Selected Valencia raisins advanced 2s. on Monday, and off-stalks appreciated 4s. between Saturday and Tuesday.

Smyrna figs are 6 to 7s. higher than at the opening of the season, and the stores in the primary markets are practically closed.

QUEBEC MARKETS.

MONTREAL, Nov. 12, 1896.

GROCERIES.

THERE has been more life and variety to the grocery market this week. The excitement in dried fruit has abated somewhat with the arrival of the second cargo, but jobbers here are not plentifully supplied, and, with prices very strong abroad, spot values are apt to advance. Sugar has taken a change for the better at last, yellows going up last Friday, and granulated on Monday of this week, and further advances may transpire before the week is out, as refiners' stocks are very low. Canned vegetables are more firmly held and the strength in tea is more marked, if anything. Spices outside show considerable appreciation, and it will be natural to expect a rise in spot values as a result. In a word, the general position of all staples seems to be stronger than it has been in any previous fall for years.

SUGAR.

The sugar market has at last taken a change and prices are firmer this week, both on yellows and granulated. The chief feature of the market is the great scarcity of the former, refiners' stocks of them being almost exhausted. As a result they asked ¼c. advance on Friday last, and to-day no goods are available at the refineries under 3¼c. On Monday of this week also, the local refiners advanced granulated and now will not shade 3¾c., while 4c. is the figure for small quantities. Jobbers, as a consequence of this firmer tendency in first hands, are not as prone to cut sugar as they were

.. CAUTION ..

DRIED APPLES

will be almost unsaleable this year unless the Farmers and Merchants give the strictest attention to **CUT, COLOR and CONDITION.** Requirements are **LARGE QUARTER-CUT FRUIT, BRIGHT COLOR and DRY.** DISCOURAGE under **SMALL-SLICED and CHIPPY** stock. **POSITIVELY REJECT** everything **DARK, BURNT or WET.** With careful attention given to these requirements there is hope for a considerable trade at vastly higher prices than the U.S. fruit returns; by neglecting them, Canadian fruit will be reduced to the U.S. level in quality and price. It is quicker to Cut fruit **LARGE** (in quarters) than **SMALL**, and as easy drying **BRIGHT** as **DARK**, it only requires therefore care on the Farmers' part and firmness on the Merchants' to ensure them both a profit as against a loss, besides creating a superior reputation for **CANADIAN DRIED APPLES.**

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W. B. BAYLEY & CO.



New Fruits

Off-Stalk. Fine Off-Stalk.
 Selected Valencias. Layer Valencias.

Malaga Raisins.

Royal Buckingham Clusters.

Non Plus Ultra Clusters.
 Imperial Russian Clusters.
 Blue Baskets.
 Fancy Cartoons Clusters.

London Layers.
 Connoisseur Clusters, boxes and 1/4s.
 Extra Dessert Clusters.
 Black Baskets.

FIGS

Choice Erbeilly Layer Figs in 10 and 28-lb. boxes.
 Finest Layer Figs in 10, 28 and 56-lb. boxes.
 Natural Figs in boxes and bags.
 Commadra Figs in tapnets.

NUTS

Valencia Shelled Almonds, boxes, 28-lbs.
 Finest Jordan Shelled Almonds, boxes, 28-lbs.
 Grenoble Shelled Walnuts, cases 55-lbs.

WE QUOTE ABOVE AT LOW RATES.

THE EBY, BLAIN COMPANY LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - CANADA

a week ago, their range on granulated being 4 to 4½c., and yellows 3½ to 3¾c.

SYRUPS.

This market continues quiet, orders being only for small lots, and prices are unchanged at 1½ to 1¾c. per pound, or 22 to 35c. per gallon.

MOLASSES.

As a result of a desire to turn over some stock in first hands a rather esier feeling is noted this week in molasses, though the jobbing range is unaltered. Ten puncheon lots of Barbadoes have sold as low as 27 to 27½c. and Porto Rico at 28c. The guild price, however, is unaltered at 30 to 31c., as to quantity.

RICE.

Advices on rice continue strong, and imported Patna sold at \$4.75, or ¼ to ⅓c. more than was asked for it a short time ago. Domestic mill prices are unchanged, however, at: Crystal Japan, \$4.75 to \$5; standard B., \$3.45; polished Patna, \$4.75 to \$5; Carolina, \$6.50 to \$7.50, and Java, \$3.75 to \$4.

SPICES.

It is costing roasters fully 10 to 15 per cent. more for their supplies now and if the strength continues local prices ought certainly to advance. The strong feeling is inducing an active demand from domestic manufacturers particularly for white and black Penang pepper. Zanzibar cloves have also been enquired for. Jobbing values are: Pure black pepper, 10 to 12c.; pure white, 15 to 22c.; pure Jamaica ginger, 20 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

COFFEE.

This market continues quiet, but is actuated by a rather firmer feeling this week, round lots of Maracaibo and Rio having changed hands at better prices. We quote: Rio, 15½ to 17c.; Santos, 15½ to 17c.; Maracaibo, 16½ to 19c.; Java, 23 to 26c., and Mocha, 23 to 25c.

TEAS.

With continued strong cables there is no change in the strength displayed in tea. In fact, sellers in most cases are disposed to demand higher prices. Round lots of Japans have changed hands at 14 to 16c., which is an advance of 2c. over what was bid for the same lots previously, and no Japans are now available here under 14c., Young Hysons cannot certainly be had cheaper than 12c. We quote: Young Hysons, 12 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 11½ to 18c. for mediums, and 25 to 55c. for high grades; Japans, 14 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

DRIED FRUIT.

The dried fruit market continues firm, and, as noted last week, with practically no Valencia raisins in first hands. Jobbers are demanding firm prices in the case of any new orders. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

Advices from the Coast report very light stocks of California raisins, and, as a re-

sult, the fruit is held firm here at the advance. We quote: 2-crown, 6 to 6½c.; 3-crown, 7 to 7½c., and 4-crown, 8 to 8½c.

Sultana raisins continue strong, as last noted, at 7¾ to 12c., as to grade.

Malaga raisins have been cabled 6d. to 1s. higher, and prices here are held firm at \$1.50 to \$4, as to grade.

The strength in currants is fully maintained. We quote as follows: Filiatras, bbls., 4c.; half-bbls., 4¼c.; cases, 4⅜c.; half-cases, 4½c. Fine provincials are worth about ⅓ of a cent a pound more; Patras, 5½ to 6c., and Vostizzas, 6¾ to 8c.

Prunes are firm, with no change in values. New French prunes are selling all the way from 5 to 9c., as to grade, and Bosnias are offered to arrive by jobbers at 5¾ to 6c., which is rather lower. Californias are strongly held as follows: 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's., and 7 to 8c. for 70 to 80's.

Dates are selling to arrive in a jobbing way at 5¾ to 6c., and figs all the way from 9½ to 15c., as to grade.

NUTS.

Cables on shelled almonds from Valencia quote an advance of 1s. per box since Saturday. Other nuts are strongly held. New Valencia shelled almonds have sold at 18 to 20c., and are the only new stock offered so far. In old nuts we quote: Filberts, 8 to 9c.; pecans, 8 to 12c.; peanuts, 8 to 10c.; Grenoble walnuts, 14 to 15c.; shelled walnuts, 20 to 22c.; shelled peanuts, 9 to 10c.; cocoanuts, \$5 per 100. There are no Tarragona almonds or Brazil nuts on the market.

CANNED GOODS.

There has been little change in canned goods, except that vegetables gradually display more apparent steadiness. We quote: Tomatoes, 70 to 75c.; corn, 65 to 75c.; peas, 70 to 90c.; beans, 70c. up; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.90 to \$2.25; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37½ to \$1.40; Lowe Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.15 to \$1.20; canned mackerel, \$1.15 to \$1.20; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.25; 6's, \$6.75 to \$7; 14's, \$14 to \$15; lobsters, \$8.25 to \$9 per case.

GREEN FRUIT.

There has been little change in the green fruit market. We quote: Jamaica oranges, \$5 to \$5.50; lemons, \$3 to \$3.50 per box, and \$6 to \$7 per chest; bananas, 50c. to \$1; pears, \$2 to \$2.50 per keg; grapes, 14 to 25c. per basket; California Tokay grapes, \$1.75 to \$2 per case, and new Almerias \$5 to \$7.50 per keg.

FISH.

A somewhat better business has been done in fish since last report. Pickled herrings and green cod have been in fair demand. The former has continued weak and prices show a further decline of 50c. per barrel, which makes a net drop in the past

two weeks of 75c. to \$1 per barrel. Recent sales of No. 1 N.S. herrings have taken place at \$4 to \$4.25 per barrel and at \$2.50 per half-barrel. No. 1 green cod have sold at \$4.10 to \$4.25 and No. 1 large at \$5. No. 2 small Labrador salmon have changed hands at \$11.50 to \$12 per barrel. A few small lots of B. C. salmon have come to hand and met with a ready sale at \$6 per half-barrel. No. 2 mackerel are quiet and unchanged at \$11.50 to \$12 per barrel. Smoked fish of all kinds are in good supply, for which the demand is fair and prices rule steady. Haddies are selling at 6½ to 7c. per lb.; Yarmouth and Bay bloaters at 90c. to \$1 per box, kippered herrings at \$1.50 per box, and new smoked herrings at 11c. per box.

There has been a better demand for dried codfish, and the market at present is pretty well cleaned up of stock; in consequence, prices are firmer at \$4.25 per 100 lbs. On the other hand, pollock is weaker and prices are 20c. per 100 lbs. lower at \$2. Skinless cod are selling at \$4.50 to \$5.25 per case as to brand; bonelss cod at 5½c. per lb., and fish at 3c. per lb.

Fresh fish are in good supply, especially haddock, of which the receipts are in excess of the demand for this season of the year, and prices in consequence are easier at 3½ to 4c. per lb., and cod at 3c. Frozen B.C. salmon are selling at 10c. and fresh at 11c. per lb. Dore are in demand at 6½ to 7c., and pike at 4½c. per lb.

The arrivals of shell oysters have been large during the past week, but really choice stock continue scarce and firm at \$4.50 to \$5 per bbl.; hand-picked extra Buctouche at \$4.50; Miramichi at \$3 to \$3.50, and ordinary at \$2.50 to \$3.

COUNTRY PRODUCE.

EGGS—Fair demand for eggs at 18 to 20c. for fresh laid and 13½ to 14c. for candled.

BEANS—Quiet at 70 to 75c.

HOPS—Only a small demand at 6 to 7c.

HONEY—Featureless, at 10 to 12c. in the comb and 8 to 9c. extracted.

POTATOES—Prices continue steady under a fair enquiry at 35 to 40c.

DRESSED HOGS—Receipts of these have commenced. They sell all the way from \$4.75 to \$5.25 per 100 pounds.

BALED HAY—Market continues firm at \$10.50 to \$11 for No. 1 and \$9 to \$9.50 for No. 2.

DRIED APPLES—Little demand at 3 to 3½c., with evaporated 5½ to 6c.

PROVISIONS.

Provisions continue dull, and in the main featureless. We quote: New Canadian pork, 11 to 12c.; old Canadian short cut, clear, \$10 to \$10.25; Canadian short cut, mess, \$10.25 to \$10.50; hams, city cured, per lb., 9 to 10c.; lard, Canadian, in pails, 6¼ to 6½c.; bacon, per lb., 7½ to 8½c.; lard, com., refined, per lb., 5 to 5¼c.

FLOUR, MEAL AND FEED.

In sympathy with the strong wheat markets Manitoba millers have advanced prices 25c. per barrel to \$5.30 for spring wheat patents and \$5 for strong bakers'. Ontario grades are very firmly held, and higher figures will likely follow. It was also stated that the large millers bought up all the smaller millers' flour they had to offer.

**TRADE
BEARDSLEY'S SHREDDED CODFISH
MARK**

Ready for the table in 10 minutes.
No Soaking. No Boiling. No Odor.

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J. W. BEARDSLEY'S SONS, New York, U.S.A.

**LONG CLEAR BACON
BREAKFAST BACON
BACKS AND ROLLS**

Write for Quotations

W. A. McCLEAN & CO.

Pork Packers, OWEN SOUND

APPLES

FOR EXPORT.

We are in position to handle all your apples in Great Britain, and as we have engaged considerable space to Liverpool, we can save you money in freight rates.

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32 WEST MARKET STREET

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Correspondence Solicited.

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GENERAL FRUIT

Commission Merchants

25 and 27 Church street,
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Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.

All orders will receive our best attention.

Sausages

of finest quality.
Fresh every day.

Pork Loins

Trimmed or not trimmed.
Supplied by express.

F. W. Fearman

HAMILTON

We quote: Winter wheat, \$4.90 to \$5.10; spring wheat, patents, \$5.20 to \$5.30; straight roller, \$4.40 to \$4.65; straight roller, bags, \$2.10 to \$2.25; Manitoba strong bakers', \$4.50 to \$5.

There was no change in meal. The demand was slow and business quiet, as buyers are well supplied for the present. We quote: Standard, bbls., \$3.35 to \$3.40; granulated, bbls., \$3.45 to \$3.50; rolled oats, bbls., \$3.35 to \$3.40; rolled oats, per bag, \$1.65 to \$1.70.

In feed, business rules fairly active and will likely continue so until the close of navigation. We quote: Bran, \$10 to \$11; shorts, \$11 to \$12; mouillie, \$15 to \$16.

CHEESE AND BUTTER.

Business in cheese continues inactive, current trading being confined to under grades, which are available at 10c. and under. Finest makes are purely nominal. Shippers have no orders for them and holders are not going to sacrifice what they have got for the sake of securing a purchaser. At the wharf Monday morning 3,500 boxes were offered, chiefly the tail end of October. The quality did not grade very high, and the prices paid, 9 1/4 to 9 1/2 c., a decline of 1/4 to 1/2 c. on last Monday's level, was considered all they were worth from a speculative point of view. At Cowansville on Saturday also, it is learned that 500 cheese sold at 9 3/8 c. off the board.

The butter market exhibits no change. Practically all the October make is still held in first hands. Factorymen have been bid from 19 1/2 to 19 3/4 c. for it, but have not seen fit to accept, and as demand is not brisk shippers do not consider it good speculation to advance on these prices. At Cowansville two creameries sold at 19 1/2 c in the country, which is the equivalent of 19 1/4 c. here.

MONTREAL NOTES.

Several good lots of Cottam's bird seed were distributed to the trade here this week.

Cables on Malaga raisins were quoted 6d. to 1s. higher on Tuesday, with an advancing tendency.

New dates are selling to arrive at 5 3/4 to 6c. in jobbing lots, and figs at 9 1/2 to 15c., according to grade.

The first large lot of Almeria grapes were distributed this week. They are selling all the way from \$5 to \$7.50 per keg.

New shelled Valencia almonds were the first new nuts offered on the market this fall. They are selling at 18 to 20c. this week.

Round lots of imported polished Patna rice have left first hands here during the

It Has No Equal

BROCK'S BIRD SEED



We know it because
The Wholesaler sells more. The Retailer sells more.
The Customer buys more.

It pays to handle such goods.
NICHOLSON & BROCK - TORONTO

POULTRY....

We can sell it for you to advantage, also **Fresh Eggs, Butter** and all Country Produce.

Reference—Bradstreet's Mercantile Agency.

H. P. Gould & Co.

Wholesale Produce and Commission Merchants,
33 Church St., TORONTO

We Can Sell

any quantity of good **Fresh Eggs** at top prices, also **Choice Dairy Butter** in pounds and tubs. **Quick Sales. Prompt Returns.**

WM. RYAN & CO.

70 and 72 Front St. East
TORONTO

S. K. MOYER,

COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST.,
TORONTO, ONT.

PURE LARD

TUBS PAILS

"MAPLE LEAF BRAND"

D. GUNN, BROS. & CO.

TORONTO.

Goods in Season

FINNAN HADDIES
OYSTERS
JAMAICA ORANGES

CRANBERRIES
JERSEY SWEET POTATOES
AND CHESTNUTS

Hugh Walker & Son

GUELPH, ONT.

week at 4 1/2 to 4 3/4 c., which is 1/4 to 3/8 c. advance.

Valencia shelled almonds advanced 1s. in two days this week at Denia. On Monday the cable came 6d. up, and on Tuesday another advance of 6d. was reported.

No new Bosnia prunes have arrived here yet, but some are expected to arrive in the course of a week or so. They cost net cash laid down in straight invoice lots 5 1/2 c.

H. J. Heinz & Co., Pittsburg, Pa., one of the largest pickle preservers in the world, have appointed Hudon, Hebert & Co., Montreal, their agents for the province of Quebec. Mr. Matthes, who has been in this province in the interests of H. J. Heinz & Co., has met with great success. As a result of his work one of their own special refrigerator cars will be here in a day or two, while three cars are expected before the end of the month. Mr. S. D. Stewart has been appointed as traveler for the district.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Nov. 12, 1896.

THE week just passed has been a busy one, and one of not a little profit to our merchants. Markets are still upward, particularly flour, which has shown more strength than expected. In cream of tartar our merchants have bought quite largely, some orders being placed at lower prices than for some time.

SALT—Of coarse salt there has been quite a famine here during the past week, and everything has been cleared up, the wholesalers even buying what stocks were held by the retail trade to fill outside orders, prices asked being as high as 60c. A large supply is daily expected, three sailers with each a quantity on board being now due. This, with the regular sailing of direct steamers to Liverpool, which will shortly begin, will prevent the market being again short, while it will bring the price down to usual limits. In fine, market is well supplied. We quote: Coarse, 48 to 50c., factory-filled, 90c. to \$1; 5-lb. bags in bbls., \$3.25; 10-lb. bags, in bbls., \$3; butter and cheese salt, bulk, \$2.60 to \$2.65 per bbl.; 20-lb. wood boxes, 20c.; 10-lb. wood boxes, 12c.; cartons, \$2 per case of 2 doz.; Canadian fine, \$1.

CANNED GOODS—While there is little change in prices, there is a firmer feeling and rather higher prices expected. There are, however, too large stocks here for much advance in our market this fall. Canned meats are higher, but sale at this season is light. New oysters are daily expected. Peaches and strawberries are the firmest lines, while corn is the weakest, there being still old corn here. Salmon continues to arrive and market is hardly as firm as was expected. Domestic sardines are having a better demand; besides the usual mustard and oils they are being put up spiced and also in tomato sauce. These goods are chiefly sold west. We quote: Corn, 65 to 75c.; peas, 65 to 75c.; tomatoes, 70 to 80c.; gallon apples, \$1.80 to \$2; corned beef, Canadian, \$2.25 to \$2.35; American, 2-lb. tins, \$2.40 to \$2.50; 1-lb. tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.20; 1's, \$1.34 to \$1.45; peaches, 3's, Canadian, \$2.85 to

Leonard Bros.

Wholesale Fish Merchants

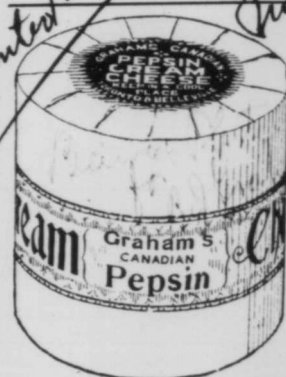
ST. JOHN, N.B., MONTREAL AND TORONTO

Ask your wholesale grocer for

Leonard's 1-lb. Cod, in blocks and 5 and 20 lb. boxes, and 1-lb. "Gem of the Sea," in 21-lb. boxes (GUARANTEED)

We are also putting up

New Haddies, Kippers and Yarmouth Bloaters



AN INSTANTANEOUS SUCCESS

The sale of this cheese during the past few months has been wonderful. There is no more tasty and delicious cheese on the market, and the public are quickly finding it out. Send for sample GRAHAM'S CANADIAN PEP SIN CREAM CHEESE.

R. J. GRAHAM,

519 King St., West, TORONTO.

BELLEVILLE, ONT.

A. E. RICHARDS & CO. HAMILTON, ONT., Selling Agents.

SALT

VERRET, STEWART & CO.

SALT

Importers and Dealers

SALT

MONTREAL.

QUEBEC.

SALT

MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.

Manufactured by . . .

JOHN E. MARSHALL

118 Commercial St., Boston.

D. H. RENNOLDSON, Agent in Montreal.



KILLED TWO BIRDS

With one stone. Bad seed has killed thousands and helps to kill many a short-sighted grocer's trade.

MORAL:—Handle only the best.

The demand for **COTTAMS BIRD SEED** is so great it will pay you well to handle it. Protected by five Canadian patents covering the most valuable discoveries for birds, it is 2 1/2 times the value of any other brand. All wholesalers.

One year's subscription to BIRD LIFE (50c.) free for addresses of twelve of your customers keeping birds

THERE ARE OTHERS, BUT,
**WHITE
 MOSS
 BRAND
 COCOANUT**

is the **BEST** on the market to-day.

Canadian Cocoanut Co.
 (J. Albert McLean, Prop.)
MONTREAL

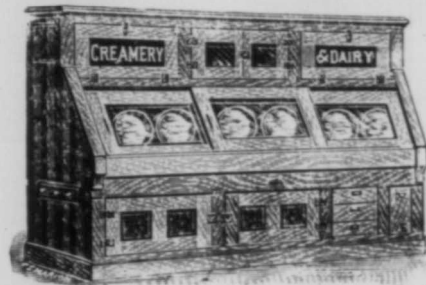


**The
 Club
 Coffee**

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a *good thing*? Write

Ewing, Herron & Co.
 Coffee and Spices
Montreal.

Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.

Send for Catalogue and Price List.

C. P. FABIEN 3167-3171 Notre Dame St.
MONTREAL

SCHEPP'S

| Packages | THE | Bulk | Pails | Br's. |
|-------------------------------|-------------------|------|-------|-------|
| 15 or 30 lb. cases | | | | |
| 1/2 lb. packages of 27c. lb. | Improved Shredded | | 20 | 18 |
| 1/2 lb. " " 26 " | Beaver | | 18 | 16 |
| 1/2 lb. " " 29 " | Edelweiss | | 22 | 20 |
| 1 and 1/2 lb. asst'd 27 1/2 " | Shavings | | 20 | 18 |
| 1 and 1/2 lb. " 26 1/2 " | Macaroon | | 18 | 16 |
| | Best Desiccated | | 17 | 15 |

5-cent packages, 4 doz. in case, 45c. doz.

For a limited time only, the 30-lb. case packages with contain handsome glass jar for counter display and sampling

**ONLY
 GENUINE
 COCOANUT**

Factory, 6 and 8 Bay St. **TORONTO**

**IT'S FIT FOR ANY MAN'S
 TABLE**

So you needn't hesitate about selling to your customers

Lytle's Mince Meat

Only the very best quality of ingredients used in it, and it's made from a tried recipe.

T. A. LYTLE & CO.

Vinegar Manufacturers

TORONTO

SELL . . .

"KINCORA"

CEYLON

For Strength and Flavor.

JOHN SLOAN & CO.

45 Front Street E.

TORONTO

Malaga Raisins

| | |
|----------------|-----------|
| ROYAL CLUSTERS | Boxes |
| DEHESA " | and |
| BLUE BASKETS | 1/4 flats |
| BLACK " | |
| LONDON LAYERS | |

Also . . .
**NEW VALENCIA
 SHELLED ALMONDS**
 Now in Store.

WARREN BROS. & CO.

35 and 37 Front St. East, Toronto.

Arriving this week

CASADO & REIN & CO.

London Layers
 Black Baskets
 Valencia Shelled Almonds

In 28-lb. Boxes

T. KINNEAR & CO.

49 Front St. East, TORONTO

SPECIAL VALUE

**Ceylon and
 Indian Teas**

PERKINS, INCE & Co.

TORONTO.

**PUDDING
 FOR
 THIRTY.**

One package of **Instantaneous Tapioca** will make pudding for thirty people, and to spare. It costs your customer just 15 cents per package, or only 1/2 a cent for each person. Instantaneous Tapioca goes much farther than ordinary tapioca. Reason—it's pure.

HOWE, McINTYRE CO.
MONTREAL

Commission Merchants and
 Manufacturers' Agents.
 Agents for Canada.

**Holds the
 Record**

**"Excelsior
 Coffee"**

As popular to-day as Twenty Years Ago. The most successful and reliable trade-winner to build up a profitable business with. Why should it be necessary to have your good trade experimented on with new brands having no reputation?

Todhunter, Mitchell & Co.

Coffee Importers and Roasters

TORONTO

THERE'S MANY A SLIP BETWIXT CUP AND LIP

BUT NEVER ANY DISAPPOINTMENT IN

JAMIESON'S BISCUITS

Manufactured by

R. E. JAMIESON - OTTAWA

All grocers keep them for a good reason. And the people will have them because they are the best.

\$3; 2's, \$1.90 to \$2; pineapples, \$2.25 to \$2.65; salmon, \$1.35 to \$1.40; lobsters, \$2.20; haddies, \$1.25 to \$1.30; clams, \$5 for 4 doz.; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

GREEN FRUIT—Apples continue to arrive in large quantities. There is a fair sale for best grades, but, on the whole, the trade is unsatisfactory. Over six thousand barrels have so far been sold at auction at from 50c. to \$1. Valencia oranges are expected about the last of the month. Jamaicas are rather higher. Lemons show quite a decline. Very few bananas are seen and pears are of indifferent quality. We quote: Lemons, \$4 to \$4.50; oranges, \$5 to \$6; bananas, \$1 to \$1.50; grapes, 40 to 50c. per basket; apples, \$1 to \$1.65 per bbl.; keg grapes, \$5 to \$6; N.S. pears, \$2 to \$3 per half-bbl.; cranberries, Cape Cod, \$5 to \$6.50 per bbl.; bog cranberries, native, \$4.50 to \$5.

DRIED FRUIT.—New goods are now all to hand. California loose muscatels are finding ready sale, though the present high prices somewhat affect quantity sold. Holders are firm. Quantity of Valencias appears short. Arrivals have been slow, keeping stocks low. Malaga fruit to hand is fine stock. Currants, of which sale is large, are of better grades than usual, and prices are held firm. Prunes show light sales. No new California have yet been received. New California evaporated fruits are also not yet seen, there being no demand at this season. Dried apples are not spoken of and evaporated move slowly. Some for future shipment have been bought. Figs are having a large sale this season, and in spite of reports of damage to crops, quality is good. Onions are only in fair demand. We quote: Valencias, 5½ to 6c.; California L.M. 3-crown, 6½ to 7c.; London layers, \$1.60 to \$2.25; currants, cases, 4¾ to 5c.; bbls., 4 to 4½c.; cartoons, cleaned, 6¾ to 7½c.; bulk, cleaned, 5½ to 6½c.; prunes, boxes, 5½ to 6c.; dates, 4½c.; dried apples, 3 to 4c.; evaporated apples, 5 to 5½c.; Canadian onions, \$2 to \$2.10; cocoanuts, \$4 to \$4.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 6½ to 7c.; citron peel, 16 to 17c.; orange and lemon, 12 to 13c.; Valencia layers, 6½ to 7c.; California 4-crown L.M. raisins, 7¾ to 8c.; Imperial cabinets, \$2; Dehesas, \$2.50 to \$3.

DAIRY PRODUCE.—There is a firmness in eggs owing to light stocks, and prices

are moving upward. Cheese continues lower here than in Ontario, but late makes are held firm, and stocks being light there is no doubt higher prices will rule. Butter is in good supply, but not in too many cases of good quality. Best grades rather higher, but poor moves slowly. We quote: Dairy butter, 17 to 20c.; new creamery, prints, 22c.; do., tubs, 20 to 21c. Cheese, 10 to 10½c. Eggs 16 to 17c.

SUGAR—Is showing a better movement. Yellows are showing more firmness than granulated this week. Stocks of yellow are lighter than granulated in proportion. Owing to refineries not selling future, merchants did not buy as largely as they otherwise would, but quite large stocks have been bought. We quote: Granulated, 4 to 4½c.; yellows, 3¾ to 3¼c.; Paris lump, 6c.; powdered, 5¾ to 6c.

MOLASSES—Continues without feature of interest. Prices low and unchanged. While quality of New Orleans arriving is hardly up to last year's, price is much lower, dealers, owing to small movement and low price of West India goods, not being willing to pay the price of better grades. The value is extra. We quote: Barbadoes, 27 to 28c.; Porto Rico, 28 to 32c.; New Orleans, bbls., 26 to 28c.; Antigua, 25 to 26c.; syrup, 36 to 38c.; Nevis, 25 to 26c.

FISH—While there is a good demand the upward tendency of prices appears to be at an end. While dry are quite firm pickled are hardly as firm as a week ago. Best grades of herring cannot be got. Shad are scarce, but above a certain figure they will not sell. Some fine No. 1 mackerel are on the market, but owing to the high price the sale here is light. In boneless fish rather less demand is noticed. The sale is to the west and dealers there appear stocked for the present. Smoked herring, kippers, haddies and bloaters have good demand. The express companies do a large business handling this for western markets. We quote: Large cod, \$3.25 to \$3.50; medium, \$2.75 to \$3; pollock, \$1.20 to \$1.25; bay herring, \$1.50 to \$1.60 per half-bbl.; smoked, 7 to 8c.; shad, half-bbl., \$5 to \$5.50; boneless, 2½ to 8c.; Yarmouth, 4c.; bloaters, 60 to 70c. per box; kippered, \$1 per box; Barrington herring \$3 to \$3.25 per bbl.; mackerel, \$18 per bbl.

PROVISIONS—There is a good movement in pork and beef. The latter is firm and quoted rather higher. Lard has shown a good deal of activity during the week and is also quoted higher. Local price continues low, but higher figures are looked for.

Smoked meats are in fair demand. Local cured stock is held high and brings the price. We quote: Clear pork, \$13.50 to \$14; mess, \$13 to \$13.50; plate beef, \$11.50 to \$12.50; hams, 11 to 12c.; rolls, 7½ to 8c.; pure lard, tubs, 8 to 8½c.; compound, 6½ to 7½c.

FLOUR, FEED AND MEAL—Flour continues to advance in price, particularly Manitoba. The difference in price between it and Ontario is from 75c. to \$1 per bbl., but the price does not seem to affect demand. Oatmeal, while hardly as firm, is still quite high. Oats show no change from last week. N. B. oats are offered here quite low, but merchants will not buy. They are poorly cured. P.E.I. oats are hard to get and prices are higher, but still below Ontario figures. Other lines show little change. Quite a quantity of barley and peas have arrived here lately. We quote: Manitoba flour, \$5.75 to \$6; best Ontario, \$5 to \$5.10; medium, \$4.60 to \$4.70; oatmeal, \$3.65 to \$3.70; cornmeal, \$2 to \$2.10; middlings, car lots, in bulk, \$14 to \$15; bran, do., do., \$13 to \$14; hand-picked beans, \$1.10; prime, \$1; oats, 31 to 33c.; hay, \$12 to \$13; barley, \$3; round peas, \$1.15; split peas, \$3.10 to \$3.25; yellow eye beans, \$1.50; buckwheat meal, \$1.20 to \$1.25.

ST. JOHN NOTES.

A. Armstrong is again at the old stand, having resumed his fruit business.

The effort to introduce standard time into St. John is a failure. It got only as far as the Customs house and post office, and now the post office is back to local time.

Four cases of California raisins from the firm of J. K. Armsby Co. arrived here this week, and another car is due next week. They were the first California raisins to arrive. J. Hunter White is the local representative.

The last English steamer brought large consignments of Lazenby's goods for merchants here. F. H. Tippet & Co., the local agents, in speaking to THE GROCER said that in spite of the number of cheaper goods being now put on the market, they found an increased demand for their different lines.

The following resolution was passed by the Charlottetown Board of Trade: That a committee be appointed to interview the Minister of Marine and Fisheries and Minister of Agriculture to ask them to use their influence with the Government to secure a subsidy for steamer from Montreal to Liver-

PURE DRUGS

are what your Physician counts on when he writes your prescription.

PURE SPICES

are what your Customers want when they are ordering Spices for their Xmas Cake.

You can guarantee Pure Gold Spices

PURE GOLD M'FG. CO. 31 & 33 FRONT ST. EAST.
TORONTO.

pool, calling at Charlottetown both ways, once or twice a month.

Marshall's Saratoga potato chips are to be found at our leading retailers, Van Wart Bros., W. A. Magee, Puddington & Merritt and W. A. Porter each receiving fresh supplies this week.

At a meeting of the creditors of Hall & Faither the following statement was made: Liabilities, \$58,250. Assets, estimated value, book debts, \$11,218; stock, \$11,000; cash, \$370; total assets, \$22,589. An offer of 20 per cent. cash or 25 per cent. extending over a year, was made, but neither were accepted at the first meeting. It is thought, however, that the cash offer will be eventually accepted.

Imports of St. John for Oct., 1896, were \$279,309. Of this \$125,690 were free goods. On the balance duty to the amount of \$61,263 was collected. The figures for the same month last year were: Imports, \$313,252; free, \$118,993; duty, \$75,105. The exports this year were \$321,724; last year, \$333,439.

Business men of Moncton are active in their opposition to the increased freight rate on flour, etc. Upwards of 40,000 barrels of such goods are handled yearly there. It took years of effort to get on equal basis with St. John and Halifax, but the freight business at the I. C. R. shed amounted to about a quarter of a million a year, and showed the justice of their claim. They rightly feel it is most unfair to be put back to their old position.

HALIFAX TRADE GOSSIP.

BAD weather has interfered with business somewhat during the week, but there is a fair volume doing notwithstanding. The fall business will be up to the average, but had it not been for the reaction of the past few weeks the indications are a reverse report would have to be made.

Breadstuffs are slow, owing to bad weather. The prices are still upwards. We quote as follows: "Ogilvie's" or "Five Roses," \$5.70; Ontario made Manitobas, in wood, \$5.00 to \$5.15; Ontario and Manitobas mixed, for patents, \$4.60 to \$4.80; 80 per cent. patents, \$4.55 to \$4.75; 90 p.c. patents, \$4.50 to \$4.60; low grades, \$3.90 to \$4; oatmeal and rolled oats, \$3.25 to \$3.50; cornmeal, \$1.95 to \$2; middlings, per ton, \$15.50 to \$16; shorts, \$15 to \$16.50; bran, per ton, \$14 to \$14.50; white oats, per bushel, in sacks, 32 to 33c.; cottonseed meal, per ton, \$22 to \$23; oil-cake meal, per ton, \$22 to \$23; hay, per ton, \$11 to \$11.50; split peas, \$3.15; pot barley, \$3.50; white beans, per bush., 95c. to \$1.

The provision market is also feeling the effects of the continued wet weather, particularly in fresh stocks, there being no cold storage available. Beef is in fair demand. Small cattle are worth from \$4.50 to \$5, and heavy \$7 to \$7.25. The demand for lambs is slow. Prices range from \$1.75 to \$2. Fresh pork is slow, on account of the

quantity of old on hand. The outlook for pork is not promising; quotation this week is 5½c. Poultry is plentiful and low in price. Turkeys are quoted at 10c. per lb.; geese, 50 to 60c. per pair; chickens and fowls, 40 to 50c. do.; partridges, 30c. do., and rabbits, 15c. do. Eggs keep moving up. The quotation for good stocks is 17c.

The domestic sugar market is strong. Granulated remains unchanged at 37½c., but yellows are scarce and in good demand at 3½c. for Circle C, and 3¼c. for extra Circle C.

The exceedingly bad weather interferes with the curing of fish. Fishermen are abandoning the work and allowing the bulk of the late catch to lie over until spring. West India herrings are in fairly good supply, with easier prices, \$2.25 to \$2.50 being about the value. Salmon are very firm. Mackerel, if anything, are lower. Alewives advanced to \$3.25 ex vessel. Fat herrings are much wanted. Grocery cod is scarce. Quotations are: Dry cod, shore, tol quol, prime, \$2.50 to \$3.50; small bank do., \$2.25 to \$2.50; large do., \$2.75 to \$3; bay do., \$2 to \$2.25; Labrador, \$2 to \$2.55; haddock, \$1.75 to \$2; hake, \$1.25 to \$1.50; pollock, \$1.25; Bay of Islands herrings, \$1.25; Labrador, No. 1, \$5; do., No. 2, \$3.50; No. 1, large, fat shore, \$3.25 to \$4; alewives, \$3.25; mackerel, No. 3, large, \$8 to \$8.50; No. 3, fat, \$10; No. 2, fat, \$11.50; No. 1, fat, \$13; salmon, No. 1, \$17; No. 2, \$14; No. 3, \$12.

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More cobble-stones



than diamonds in the world. There are many poor cheeses, but only one perfect one. That perfect one is **MACLAREN'S "IMPERIAL,"** and is so well-known, not only in Canada, but in foreign parts, that it is sought for by dealers all over the world. All wholesalers have it.

A. F. MACLAREN & CO., Manufacturers, **TORONTO**

HINTS TO BUYERS.

WH. GILLARD & CO. report a large sale for stove polish—Dixon's Carburet of Iron. The retailer is enabled to sell at 5 cents a package and make a good profit. In the United States this polish is sold for 10 cents per package.

The Davidson & Hay, Ltd. offer No. 1 Spanish onions in crates.

John Sloan & Co. received last week several lines of Japan teas, all of which show excellent value.

Tilsonburg rolled oats are in stock with The Davidson & Hay, Ltd.

Lucas, Steele & Bristol have now in store some excellent values in Gunpowders and Oolongs in cads.

The Davidson & Hay, Ltd. have just received a shipment of Burnett's English malt vinegar.

"We are quoting special prices on choice 4-row Eleme figs in 10-lb. boxes arriving this week," say The Davidson & Hay, Ltd.

Jams and jellies from the factory of T. A. Lytle & Co., Richmond street west, To-

ronto, always find ready sale. The firm reports business in these lines quite up to any previous season.

The Davidson & Hay, Ltd. are making special prices on round lots of corn, peas and tomatoes.

W. H. Gillard & Co. are reported to be showing some good values in Japans, which were bought before the advance.

Some excellent values in Young Hyson and Congou teas are still offering by Lucas, Steele & Bristol at 10 to 12½c.

The Davidson & Hay, Ltd. have in stock this week, ex. ss. Bellona, Malaga fruits, shelled almonds and currants.

Good quality syrup at a reasonable price is now for sale with Lucas, Steele & Bristol. The firm have just received another lot of bargain molasses.

Last fall Messrs. Morse Bros., proprietors of the "Rising Sun" stove polish and the "Sun Paste" stove polish, shipped over 23 carloads of 15 tons each in less than two weeks.

The Davidson & Hay, Ltd. report a brisk demand for their pure sugar syrup in pails

as advertised last week, and advise buyers to order early before this line is cleared out.

An enormous quantity of the "Rising Sun" stove polish is now being exported to Great Britain. Sixty-five thousand cases were sold through the English agency in London last year.

The F. F. Dalley Co., Ltd., say that the sales of their "Pure Fruit" extracts are increasing by bounds. It is the quality of the goods that makes them sell. "Some grocers complain," writes the firm, "that they are not selling nearly the amount of extracts that they used to, and that the trade has gone into other channels. The cause of their losing the trade is that a great many grocers will only keep the very cheapest goods that they can buy. They say it suits their trade. They may fancy it suits their trade but they are making a mistake, for when people have once used 'Pure Fruit' extracts, and then find that their dealer does not keep them, they invariably seek the store where they do keep them, and that dealer consequently gets the trade. A good deal of that trade has been

Don't Believe



all you hear—especially about canned goods. Believe what you see, taste and handle. Sample our goods at any time, and anywhere, and you will always find them pure, wholesome and carefully packed. We fear no comparison.

DELHI CANNING CO., DELHI, ONT.



SNAPS

We are thorough believers in advertising, and to keep our business and lines prominently before the trade, we have decided to inaugurate a series of offerings of special goods, which we will sell to bona fide dealers only.

OUR OFFER FOR THIS WEEK IS

500 doz. Good Corn Brooms

Regular price \$1.25 per doz. 3 string, varnished handles.
In 1 to 10 doz. lots. Not over 10 doz. to any one firm.

At 85cts. per doz. Net cash.

500 doz. Clothes Lines 48 feet, at 45cts. per doz. Net cash.

In 1 to 6 dozen lots. Not over 6 dozen to any one firm.

TERMS AND CONDITIONS.

Cash or equivalent **must positively** be sent for above goods with the order.

All snaps strictly F. O. B., Toronto.

Orders must be mailed not later than the Monday following date of this paper.

We **guarantee goods as represented**, or money refunded when returned.

We guarantee to supply quantity we advertise, and all money received after stock is exhausted, will be returned.

Orders filled in rotation as received.

Other lines can be ordered at same time, to make quantity sufficient for shipment, which we guarantee to fill at the lowest market rates, and on which we will allow 30 days time to strictly responsible dealers.

CATALOGUE AND PRICE LIST SENT FREE ON APPLICATION.

We manufacture a very large variety of **Brushes and Brooms**, and will be pleased to send you our catalogue and quote prices on application. Also all lines of **Woodenware, Pails, Tubs, Matches, Washboards, Butterware, Ladders, Twines, Cordage, Baskets**, etc., etc.

CHAS. BOECKH & SONS

Offices and Warerooms, 80 York St.
Factories, 158 to 168 Adelaide St., W.

Manufacturers

TORONTO, ONT.

This is the time to sell **BAKED BEANS** and **CANNED PUMPKIN**, and if you would sell something that will please your customers **besides giving you good profits**, order some of the

"LORNE" BRAND BAKED BEANS, in (3 lb. Cans) PUMPKIN . . . " " "

If your dealer has none in stock write to

The WEST LORNE CANNING AND EVAPORATING CO., Ltd.
WEST LORNE, ONT.

drifting away from the grocer to the druggist. We saw what was coming several years ago and have put on the market with our 'Pure Fruit' goods a superior extract to any that has heretofore been made in Canada, and hope by the virtue of these goods to win back to the grocery trade the sale of extracts. Poor goods of any kind will never draw or hold customers, no matter how cheap they are."

Clemes Bros. are offering some fancy marks in Almeria grapes.

H. P. Eckardt & Co. have "Caledonia" brand canned salmon in stock.

John Sloan & Co. have a line of Eleme figs, in bags, arriving this week.

W. H. Gillard & Co. are offering "Golden" haddies to the trade.

The Eby, Blain Co., Ltd., are in receipt of a shipment of fine large Brazil nuts.

Armour Packing Co. White Label soups are in stock with H. P. Eckardt & Co.

The Eby, Blain Co. report the arrival of a shipment of new Tarragona almonds.

New shipment fine Filiatra and Vostizza currants to hand with H. P. Eckardt & Co.

Bevans' new Malaga fruits, boxes and 1/4-boxes, are now in stock with H. P. Eckardt & Co.

The Eby, Blain Co., Ltd., report large sales of their "Crushed" coffee, put up in 25 and 50-lb. tins.

Laporte, Martin & Cie. report that the winter trade of Mitchell's Scotch whisky is opening up well.

"We have an excellent variety of Malaga table raisins arriving this week," say the Eby, Blain Co., Ltd.

An increase of over one hundred per cent.

was recorded in October for the sale of Robinson's patent barley and patent groats. They are always in good demand and pay a good profit all round.

Laporte, Martin & Cie. report that P. Richard's brandy is securing the same firm hold on the Canadian market as in Europe.

Hudon, Hebert & Cie. Montreal, are offering this week 50-lb. boxes evaporated apples, "Elite" brand, at 4 1/2 c. per pound.

D. Gunn, Bros. & Co. report the demand for "Maple Leaf" lard good, and that some difficulty is being experienced in satisfying it.

Laporte, Martin & Cie. report a shipment of Malaga raisins, in splendid condition, just arrived for them per ss. Bellona.

"The demand for our cleaned currants is increasing every day. Our 'Kalamos,' 'Morea' and 'Royal Vonitsa' are prime favorites," say the Eby, Blain Co., Ltd.

Hudon, Hebert & Cie., Montreal, have just landing 1,500 boxes Sultana raisins ex ss. Parisian. They are of the well-known "Shield" brand, and are offered at 7 1/2 c. per lb.

A shipment of Filiatra currants, in bbls., half-bbls., cases and half-cases, and Casalina Patras currants, in cases and half-cases, arrived this week for the Eby, Blain Co., Ltd.

Laporte, Martin & Cie. report that the 2,500 demijohns of Labruyere's are going rapidly, owing to the low rate at which they were being offered. There is still a small balance left.

The attention of the trade is called to the advertisement of Chas. Boeckh & Sons on page 31. The firm is up to date in its advertising, and its reputation is sufficient

guarantee that what it advertises will be strictly adhered to.

Business is picking up already since the election to the south of us, and the enquiries for the various lines handled by Frank Magor & Co., Montreal, such as Keen's mustard, Oxford blue, Southwell's jams and marmalades, show that the public appreciate these well-known articles. Shipments just in by the last London boats.

SECRETARY CORRIE RESIGNS.

At the regular meeting of the Retail Grocers' Association of Toronto, on Monday night, a communication was read from Secretary J. Muat-Corrie tendering his resignation. It was decided to accept the resignation, and the Executive was instructed to receive applications for the vacant position. Mr. Corrie, during the several years he has held the office, has proved a most efficient secretary. He was led to send in his resignation on account of his having accepted the agency of the H. J. Heinz Co.

ADMINISTRATOR'S SALE. . . .

Will be sold to close the estate,

The Stock, Fixtures and Good Will of the **Grocery Business** of the late

JAMES GOOD

Cor. of Yonge and Albert Streets, TORONTO.

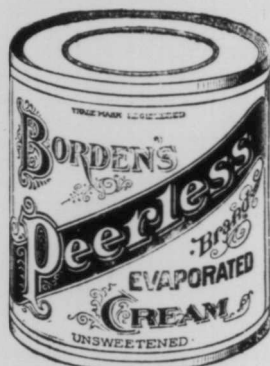
Apply at the store or to

THE TRUSTS CORPORATION
of ONTARIO.

Administrators

19 and 21 King St., West, Toronto.

Borden's Peerless Brand Evaporated Cream



ABSOLUTELY PURE

Is pure milk reduced to the consistency of cream,
light in color, natural in flavor.

It cannot be compared with any unsweetened milk or
evaporated cream heretofore offered.

It is not dark in color.

It does not thicken with age.

It does not spoil.

It is not disagreeable in flavor.

Prepared and Guaranteed by the

New York Condensed Milk Company

Send for particulars to

For quotations see price columns.

F. W. HUDSON & CO.

Selling Agents.....

TORONTO

A NEW ARRIVAL OF RAISINS

The S.S. Bellona
just arrived with a large
quantity of Malaga Raisins for us.

There is money in them for **you** too, if you try
them now **at our** close prices. The excellent quality and
good appearance of these raisins have made a name for them in Canada.
The shipment includes, **London Layers**, boxes and $\frac{1}{4}$ boxes, **Imperial Cabi-
net, Connoisseur Clusters, Royal Buckingham**, boxes and $\frac{1}{4}$ boxes.
Also shelled **Almonds** in 28-lb. boxes. Prices are very low just now. Correspond
with us now; we have some of that Labruyere's Vinegar left, but it is
going rapidly. If you want some you had better
get your order in.



72-78 St. Peter St.

Laporte, Martin & Cie. Montreal



YOU'RE LOSING BUSINESS

By not having Carr & Co's Fancy
Biscuits in stock. Your customers
must know of them, for their fame
and sale are world-wide. They have
been supplied to Her Majesty the
Queen for the past fifty years.

Give a trial order for "CAFÉ
NOIR," they're special favorites with
many.

Sole agents for Canada

Robert Greig & Co.
MONTREAL.

If you want

the cream of the

India and Ceylon growth

Buy

**Appleton's
Teas**



For the Whitest, Lightest and
Sweetest Cakes

USE

**Ocean
Wave**

**Baking
Powder**



Manufactured by the

HAMILTON COFFEE AND SPICE CO.

HAMILTON, ONT.

LIPTON'S TEAS

As Supplied to HER MAJESTY

THE QUEEN

**OVER
1,000,000**

Packets sold
weekly in
Great Britain
alone.

Largest sale in the World

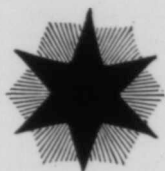
Wholesale Agents

- Montreal: Caverhill, Hughes & Co.
- Toronto: Ely, Blain Co., Ltd.
- Ottawa: P. Baskerville & Co.
- Kingston: W. G. Craig & Co.
- Hamilton: Balfour & Co.
- London: A. M. Smith & Co.
- Sarnia: T. Kenny & Co.
- Winnipeg: Sutherland & Campbell



Chief Offices: City Road, London, England.
United States Offices: 80 Front St., New York

LIPTON
TEA PLANTER
CEYLON



CEYLON

The Star of the East

Has Become the
Light of the World



**Ceylon Teas Rule
the Business World**

AS

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hill, Hughes Co.

, Blain Co., Ltd.

skerville & Co.

G. Craig & Co.

Balfour & Co.

M. Smith & Co.

T. Kenny & Co.

and & Campbell

N

LANTER

CEYLON

HAY BUYERS.

Mr. A. D. Urlin, Dutton, Ont., writes asking for the names of hay buyers in the east. The following are a few of the principal firms: Mr. James Malone, Three Rivers, Que.; White & Esdaile, Board of Trade, Montreal; Archambault & Co., Board of Trade, Montreal; Jas. Kerr, Wellington street, Montreal; A. L. Hurtubise, Board of Trade, Montreal; P. McIntosh & Son, James Goodall & Co., and Delaporte & Co., Toronto.

TYPES OF THE WORLD'S ARMIES.

Rose & Laflamme are distributing excellent representations of the different armies of Europe. They are most tastefully got up and form an excellent index as to the uniform that is worn by the crack regiments of the different countries. They should be sought after by the retailer, especially at this season of the year, when articles such as this, given with a pleasant word, go a long way towards cementing business dealings.

A NEW COCOANUT PREPARATION.

Preparations of coconut already in use, while being all that was desired for ordinary purposes, have not given perfect satisfaction in flaky ornamental work on the top of cakes and confectionery.

It has been difficult to obtain a straight, lengthy strip for this purpose with the machinery that has been in use. The Canadian Coconut Co. have, however, after long experiment, got a machine that gives the desired result. Its output is now on the market, and small lots of it, placed in the hands of leading confectioners, have given good results in the direction desired.

The company have christened the goods "Feather Strip," which will be their trade name in future. The title is fittingly descriptive of their appearance, for they look for all the world like milk-white feather strippings.

LARGE CARGO OF SUGAR.

The largest cargo of sugar that has ever entered the port of Montreal was landed this week by the steamship Assaye of the Elder-Dempster Line. The cargo consists of 42,000 bags which figures up to the enormous quantity of 9,000,000 pounds. The Assaye is from Hamburg, and the sugar aboard is of the German beet variety. The nearest approach in size to this cargo came

in this season on the steamship Aladdin, and was something like 36,000 bags. The present cargo is consigned to the St. Lawrence Sugar Refinery. The steamship Romulus, also with a cargo of raw sugar, is on her way to this port. This is for the Canada Sugar Refinery, and is the last sugar ship of the season.

M. Raphael, of Hamilton, is suing John Davis for \$5,000 damages for breach of contract. The plaintiff recently purchased a grocery business from the defendant, and claims that the latter has violated the agreement by going into business again.

VINEGARS

Made under Government Supervision. Absolutely pure.

**BADGEROW
SCOTT & CO.**

79 and 81
JARVIS ST.
TORONTO.

**SOAP
AND
WATER**

May be good for cleaning and scrubbing, but it's a well-known fact that there's something better. The grease and dirt and stains of ages quickly vanish before

**SILVER DUST
WASHING POWDER**

**Our
Cans
Have
No
Solder**



On the inside. The seam of the can is in the shape of two flat hooks dove-tailed together. These hooks are dove-tailed in such a way that the solder **has to be** placed on the outside of the can. It is absolutely impossible for the tomatoes to become lead-poisoned through contact with the solder.

It is worth something to you to be able to guarantee each can of tomatoes. Not only that, but customers who have not bought canned tomatoes before, on account of the solder scare, will be induced to try "Kent" brand.

There is no doubt about the **quality** of the Kent tomatoes; all those who handle them speak very highly of that. If you are not already a handler of our tomatoes, will you not try a few cases? They will be sure to please your best trade.

AGENTS—
Wright & Copp, Toronto.
Rose & Laflamme, Montreal.

* **THE KENT CANNING CO.**

* **CHATHAM, ONT.**

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

BUSINESS CHANCE.

E. A. RAMSAY, 15 YEARS' BUSINESS EXPERIENCE, for past four years active member of firm Wilcox & Ramsay, General Merchants, Virden, Manitoba, is withdrawing from said business. Will soon be open for engagement. Prepared to take interest in, or will buy out established thriving business. Correspondence solicited. Address, E. A. Ramsay, Virden, Man.

MILLERS, Pork Packers, Shippers, Bottlers, Commission Merchants, Grocers and others, make your Boxes, Barrels, Bags, etc., look respectable and attractive by using our Stencil Brands. Send to us for anything you want.

THE HAMILTON STAMP & STENCIL WORKS
HAMILTON, ONT.



Handle the Best and nothing but the Best

Chard, Jackson & Co.
AGENTS FOR THE DOMINION
10 Lemoine Street
MONTREAL

The "Vacuum" System

of making salt is as far ahead of the old-time methods as the modern roller system of making flour is ahead of the old stone process. When your customers once get using the "Windsor" Salt made by the "Vacuum" system, they will want no other. Suppose you write to us for prices on a car lot.

Toronto Salt Works
128 Adelaide Street East
TORONTO, ONT.
Toronto agents for the Windsor Salt Co.

The Hilliard House, Rat Portage

The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

Union Mutual Life Insurance Co.
OF PORTLAND, MAINE

Only Company whose Policy Contracts are governed by the statutes of the . . .

MAINE NON-FORFEITURE LAW

WALTER I. JOSEPH, Manager
Room 2, 162 St. James Street, Montreal

BUY
Ivory Bar Soap
THE BEST MADE



ASK FOR
MOTT'S



The Grocer

Who is not Handling

"SCIENTIFIC" Stove Enamel
This season is surely behind the times.
IT IS THE BEST SELLER.
FOR SALE BY ALL JOBBERS.
Telephone 2905 - - TORONTO.

Business Worries



Exhaust and Weaken

The business man should keep on hand a 16 oz. bottle of Johnston's Fluid Beef Bee, which can be prepared for use in a minute with hot water heated over gas or spirit lamp.

Johnston's Fluid Beef STRENGTHENS



An Automatic Selling Machine

TO SELL

Adams' Tutti Frutti

For full particulars, apply

GLOBE AUTOMATIC SELLING CO.,
13 JARVIS STREET, TORONTO, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JAMES IRELAND, cheese factory, Beachville, is offering to compromise at 20c. on the dollar.

H. M. Cote, grocer, Quebec, has assigned.

L. Mercier, grocer, Quebec, has assigned.

J. P. Garnett, grocer, Vienna, Ont., has assigned to J. A. Graves.

R. Neve, general merchant, L'Original, has assigned to W. S. Hall.

Desbiens & Brassard, general merchants, Pointe a Pic, Que., have assigned.

Brown Bros., grocers, Vancouver, have compromised at 50c. on the dollar.

J. E. Hutton & Co., general merchants, Thornbury, are offering to compromise.

P. Belanger, general merchant, St. Aime, Que., has assigned to Kent & Turcotte.

V. Desmarais, grocer, Three Rivers, is offering to compromise at 20c. on the dollar.

J. A. Joly, general merchant, St. Rose, Que., has compromised at 25c. on the dollar.

M. S. Persons, general merchant, Agnes, is offering to compromise at 60c. on the dollar, cash.

Alex. Scott, lumber, Buckingham, Que., is offering to compromise at 25c. on the dollar, cash.

John Wade, general store and blacksmith, Grenville, Que., is offering to compromise at 20c. on the dollar, cash.

A meeting of the creditors of A. F. Duclos, general merchant, Duclos, Que., has been called for the 14th inst.

W. G. Lowery, grocer, etc., Cedardale, has assigned to W. G. Scott, Mount Forest. A meeting of creditors has been called for the 17th inst.

B. H. Lepard, general merchant, Greenbank, has assigned to J. H. O'Brien, Uxbridge, and a meeting of creditors will be held on 12th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

M. Rubinski & Co. have formed a partnership in Montreal to carry on business as grocers.

CHANGES.

A. H. Aikenhead, grocer, London, has sold out to G. Yeo & Co.

R. Bannerman, fruits, etc., Eganville, has commenced business.

G. A. Boughner, grocer, St. Thomas, has sold out to W. G. Switzer.

A butter factory has been started at Contrecoeur, Que., by J. Cormier.

Dansereau & Co., grocers, Montreal, are



CLARK'S Potted Meats

Are nice goods inside and outside. You should have them on your shelves.

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

out of business. A. Dansereau has started a grocery and fancy goods store in the same place.

J. E. Hills, grocer, Halifax, has transferred business to M. E. Hills.

D. Filion and C. U. Martineau have each started a grocery store in Ottawa.

F. Le Marquaud has opened a general store at Ste. Adelaide de Pabos, Que.

Ed. McPherson, grocer, etc., Bancroft, has been succeeded by U. McPherson.

A. Miller, general store, Dundas, P.E.I.; stock taken possession of under bill of sale.

John A. Sterns, general merchant, Souris, P.E.I., has been succeeded by Lavinia Sterns.

J. M. Rousseaux & Co., groceries and liquors, Hamilton, are advertising stock for sale, and are retiring from business.

SALES MADE AND PENDING.

The stock of R. L. Prieur, hay and grain, Montreal, has been sold.

The stock of the Slocan Store Co., Three Forks, B.C., is advertised for sale.

Ethel E. Hemming, general merchant, Bognor, is advertising business for sale.

The stock of T. Kearns, grocer, Montreal, has been sold at 57c. on the dollar.

Cameron & Cassidy, general merchants, Port Elgin, are advertising business for sale.

The stock of W. Allard, grocer, St. Henri de Montreal, has been sold at 40c. on the dollar.

The stock of R. T. Spence, general merchant, Roberval, Que., has been sold at 55c. on the dollar.

The stock of C. Gaudreau & Frere, general merchants, Bruno, Que., has been sold at 53c. on the dollar.

The stock of J. E. Beliveau, general merchant, St. Leonard, Que., has been sold at 59c. on the dollar.

The general stock of O. S. Jaquith and Zoeger & Co., both of Beeton, have been bought by Bemrose Bros.

The stock of the estate of S. Lahosie,

general merchant, St. Eugene, Que., has been sold to Jamieson & McMillan.

THE WM. RYAN CO., OF TORONTO.

The William Ryan Co., of Toronto, Ltd., is applying for incorporation. The objects for which incorporation is sought are to acquire and carry on the pork-packing and commission business of the late William Ryan, and to pack and cure pork and other meats, render and refine lard, and to buy and sell and receive on commission all classes of provisions and produce and generally to carry on business as pork-packers, commission, provision and produce merchants. The capital stock of the company is to be fifteen thousand dollars divided into one hundred and fifty shares of one hundred dollars each. The applicants are: Hugh Ryan, John Ryan, Catharine Ryan, James Madden, and Michael P. Ryan.

Owing to the dissatisfaction with the rates named by the Grand Trunk and T. H. & B. Railways, it is reported that a number of wholesale houses are teaming their freight to Brantford and other points along the division.—Herald, Hamilton.

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

Consignments Stored in Bond

And shipped, when sold, to proper addresses. Specially convenient for consignments partly sold in transit.

BLAIKLOCK BROTHERS, MONTREAL

EPPS'S COCOA

The most nutritious Cocoa
1-4 lb. Tins. 14 lb. Boxes

EPPS'S COCOAINE

COCOA-NIB EXTRACT.

A light refreshing beverage. ¼ lb. Tins. 6 lb. Boxes
Special Agent, **G. E. COLSON, MONTREAL**



2 1/2 oz. Bottle

The best is the cheapest to use.

No trouble to sell

Dalley's Pure Fruit Extracts

These extracts are the strongest, purest and finest in flavor of any, foreign or domestic, sold in this country.

THE F. F. DALLEY CO., Ltd.

Hamilton, Can.

If you have never ordered . . .

Tetley's

Indian and Ceylon Packet Teas

just drop a post card to any of addresses below for a sample order, and we guarantee they will give you the best satisfaction of any packet tea on the market.

JOS. TETLEY & CO.,

14 Lemoine Street,

. . . MONTREAL

T. KINNEAR & CO.,

49 Front St. East, TORONTO.

THE HUDSON BAY CO., WINNIPEG.

LUMSDEN BROS., HAMILTON.

G. FOSTER & SONS, BRANTFORD.

McLAREN'S

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.

Kippered Herrings

The recognized leading Brand in all the markets of the world.



MARSHALL & CO.

Spring Garden Works, ABERDEEN, SCOTLAND.

Fresh Herrings

Herrings in Tomato Sauce

Herrings in Shrimp Sauce

Herrings in Anchovy Sauce

Herrings a-la-Sardine

Preserved Bloaters, etc.

SALT HERRINGS IN KECS. "CROWN" BRAND.

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

Walter R. Wonham & Sons

Sole Agents for Canada, MONTREAL.

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc.
Used for lunch and breakfast as sandwiches.
Highly recommended by H. R. H. Princess
Louise and by the late Sir John A. Macdonald.
For sale by leading wholesalers.

Prepared by **M. P. CARD, Guelph, Ont.**

"NEVER TURN A WHEEL" WITHOUT IT
CAN'T YOU SELL?

PEERLESS
MACHINE

Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you send for samples and prices.

SAMUEL ROGERS & CO
Sole proprietors, Toronto, Ont.

THE "DIAMOND" OIL BLACKING



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

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. ST. JAMES STREET **Montreal**

ENAMELLED MEASURES

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

GOVERNMENT STAMPED



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

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER

"CROSSE & BLACKWELL"

SEASON 1896

Fresh Fruits, Jams, Jellies and Orange Marmalade, in glass jars with patent vacuum covers. Also

CANDIED PEELS

Lemon, Orange, Citron.

The above are the finest goods in the market.

| | |
|--------------------------------------|---------|
| Cocoa— | per doz |
| Concentrated, 1/4's, 1 doz. in box.. | 2 40 |
| " " 1/2's, " " " " " " | " " |
| " " 1 lb. " " " " " " | " " |
| Homeopathic, 1/4's, 14 lb. boxes .. | 0 33 |
| " " 1/2's, 12 lb. boxes .. | 0 33 |

| | |
|--------------------------------------|--------------|
| 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 Caracas Chocolate | 0 40 |
| Mott's Diamond Chocolate..... | 0 22 |
| Mott's French-Can Chocolate..... | 0 18 |
| Mott's Navy or Cooking Chocolate .. | 0 27 |
| Mott's Cocoa Nibbs..... | 0 35 |
| Mott's Cocoa Shells..... | 0 05 |
| Vanilla Sticks, per gross | 0 90 |
| Mott's Confectionery Chocolate. 0 21 | 0 43 |
| 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, | |
| 1/4 lb. cake, per lb | 0 22 1/2 |
| Royal Navy Chocolate, 12 lb. boxes, | |
| 1/2 lb. cake, per lb | 0 30 |

| | |
|---|------|
| Mexican Vanilla Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb | 0 35 |
| WALTER BAKER & CO'S | |
| Chocolate— | |
| Premium No. 1, boxes, 12 lbs. each.. | 0 46 |
| Baker's Vanilla in boxes, 12 lbs. each. | 0 50 |
| Caracas Sweet, in boxes, 6 lbs. each. | 0 38 |
| Vanilla Tablets, 416 in box, 24 boxes in case, per box, net..... | 4 20 |
| German Sweet Chocolate— | |
| Grocers' Style, in boxes, 12 lbs. each. | 0 28 |
| Grocers' Style, in boxes, 6 lbs. each.. | 0 25 |
| Eight cakes to the lb., in bxs, 6 lbs. e. | 0 25 |
| Soluble Chocolate— | |
| In canisters, 1 lb., 4 lb. and 10 lb.... | 0 50 |
| Breakfast Cocoa— | |
| In bxs, and 12 lbs. each, 1/2 lb., tins. | 0 50 |

| | |
|--|----|
| COCOANUT. | |
| CANADIAN COCOANUT CO. | |
| White Moss Brand. | |
| Pkgs. 1 lb., 15 or 30 lb. cs..... | 27 |
| " " " " " " " " " " " " | 28 |
| " " " " " " " " " " " " | 29 |
| " " " " " " " " " " " " | 30 |
| Bulk. | |
| White Moss, 10, 15 or 20 lb. Pails.... | 20 |
| Feather Strip, " " " " " " " " | 22 |

| | |
|---|----|
| Special Shred, 10, 15 or 20 lb. Pails.... | 18 |
| Macaroon, " " " " " " " " | 18 |
| Crown Desic, 12, 20 or 25 lb. " " " " | 18 |
| Special, " " " " " " " " | 17 |
| Barrels, 2c. per lb. less. | |
| Terms, 3 p.c., 30 days net. | |

| | |
|---------------------------|---------------|
| COFFEE. | |
| Green. | |
| Mocha | 0 27 1/2 0 30 |
| Old Government Java | 0 30 0 33 |
| Rio | 0 14 0 16 |
| Plantation Ceylon | 0 29 0 31 |
| Porto Rico..... | 0 24 0 28 |
| Guatemala..... | 0 24 0 26 |
| Jamaica | 0 19 0 22 |
| Maracaibo | 0 18 0 20 |

| | |
|----------------------------|-----------|
| TODHUNTER, MITCHELL & CO'S | |
| Excelsior Blend | 0 34 |
| Our Own | 0 32 |
| Jersey | 0 30 |
| Laguaya | 0 27 |
| Mocha and Java | 0 32 0 35 |
| Old Government Java | 0 30 0 36 |
| Arabian Mocha | 0 32 0 34 |
| Maracaibo | 0 26 0 28 |
| Santos | 0 22 0 26 |
| Crushed East India..... | 0 60 0 20 |

CONDENSED MILK.
NEW YORK CONDENSED MILK CO.

Gail Borden
Eagle, 4 doz. 1 lb. cans per case 2 50

Gold Seal Brand
4 doz. 1-lb. cans per case..... 2 00

Borden's Peerless Evaporated Cream

Family size, 4 in case..... 1 75

Hotel size, quarts, 2 doz. in case

Half-gallons, 1 doz. in case

Gallons, 1/2 doz. in case

Quality thoroughly guaranteed.

Always in Season . . .

And always safe and reliable. No starch is purer or better than

BRANTFORD STARCH

| | | |
|-----------------|------|------|
| Bright | 0 38 | 0 43 |
| Redpath's Honey | 0 40 | |
| " 2 gal. pails | 1 10 | 1 15 |
| " 3 gal. pails | 1 45 | 1 50 |
| MOLASSES. | | |
| Barrels | 0 28 | 0 32 |
| Half-barrels | 0 30 | 0 35 |

SOAP.
Babbitt's "1776" Soap Powder . . . \$3 5



| | |
|-----------|------|
| 1 Box Lot | 4 20 |
| 5 Box Lot | 4 10 |

Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.



"Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 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.

| | | | |
|--------------------------|------|---------|---------|
| TEAS. | | | |
| BLACK. | | | |
| Congou— | | per lb. | per lb. |
| Half Chests Kaisow, Mon- | | | |
| ing, Paking | 0 12 | 0 60 | |
| Caddies, Paking, Kaisow | 0 18 | 0 50 | |
| INDIAN. | | | |
| Darjeelings | 0 35 | 0 55 | |
| Assam Pekoes | 0 20 | 0 40 | |
| Pekoe Souchong | 0 18 | 0 25 | |
| CEYLON. | | | |
| Broken Pekoes | 0 35 | 0 42 | |
| Pekoes | 0 20 | 0 40 | |
| Pekoe Souchong | 0 17 | 0 35 | |

| | | | |
|-----------------------------|------|------|--|
| CHINA GREENS. | | | |
| Gunpowder— | | | |
| Cases, extra firsts | 0 42 | 0 50 | |
| Half Chests, ordinary | 0 22 | 0 38 | |
| Young Hyson— | | | |
| Cases, sifted, extra firsts | 0 42 | 0 50 | |
| Cases, small leaf, firsts | 0 35 | 0 40 | |
| Half Chests, ordinary | 0 22 | 0 38 | |
| firsts | 0 22 | 0 38 | |
| second | 0 17 | 0 19 | |
| thirds | 0 15 | 0 17 | |
| common | 0 13 | 0 14 | |
| Young Hyson— | | | |
| PING SUEYS. | | | |
| Half Chests, firsts | 0 28 | 0 32 | |
| " second | 0 16 | 0 19 | |
| Half Boxes, firsts | 0 28 | 0 32 | |
| " second | 0 16 | 0 19 | |

| | | | |
|---------------------------|----------|------|--|
| JAPAN. | | | |
| Half Chests— | | | |
| Finest May pickings | 0 38 | 0 40 | |
| Choice | 0 32 | 0 36 | |
| Finest | 0 28 | 0 30 | |
| Fine | 0 25 | 0 27 | |
| Good medium | 0 22 | 0 24 | |
| Medium | 0 19 | 0 20 | |
| Good common | 0 16 | 0 18 | |
| Common | 0 13 1/2 | 0 15 | |
| Nagasaki 1/2 chests Pekoe | 0 15 | 0 22 | |
| " Oolong | 0 14 | 0 15 | |
| " Gunpowder | 0 16 | 0 19 | |
| " Siftings | 0 07 1/2 | 0 11 | |

| | | | |
|--|--|--|--|
| TETLEY'S TEAS. | | | |
| No. 1. Retail 70 cents, cost 50 cents. | | | |
| No. 2. " 50 " " 35 " | | | |
| Mixed. " 40 " " 30 " | | | |

| | | | |
|-------------------------|------|------|--|
| LIPTON'S TEAS. | | | |
| No. 1 Ceylon, retail at | 0 50 | 0 35 | |
| No. 2 " " | 0 40 | 0 28 | |
| No. 3 " " | 0 30 | 0 22 | |

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

| | | | |
|--------------------------------------|------|--|--|
| "SALADA" CEYLON. | | | |
| Brown Label, 1 lbs. retail at 25c. | 0 20 | | |
| Brown Label, 1/2 lbs. retail at 26c. | 0 21 | | |

| | | | |
|--|------|------|--|
| Green label, retail at 30c. | | | |
| Blue label, retail at | 40c. | 0 30 | |
| Red label, retail at | 50c. | 0 36 | |
| Gold label, retail at 60c. | | 0 44 | |
| Terms, 30 days net. | | | |
| "KOLONA" | | | |
| Ceylon Tea, in 1-lb. and 1/2-lb. lead packets. | | | |
| Blue Label, retail at 30c. | | 0 22 | |
| Green Label " 40c. | | 0 28 | |
| Red Label " 50c. | | 0 35 | |

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

| | |
|---------------------------------|------|
| TOBACCO AND CIGARS. | |
| British Consols, 4's; Twin Gold | |
| Bar, 8's | 0 59 |
| Ingots, rough and ready, 8's | 0 57 |
| Laurel, 3's | 0 49 |
| Brier, 7's | 0 47 |
| Index, 7's | 0 44 |
| Honeysuckle, 8's | 0 56 |
| Napoleon, 8's | 0 50 |
| Victoria, 12's | 0 47 |
| Brunette, 12's | 0 44 |
| Prince of Wales, in caddies | 0 48 |
| " in 40-lb. boxes | 0 48 |

CANADIAN TOBACCO CO., MONTREAL.

| | |
|---|----------|
| Cut Tobaccos— | |
| Comfort, 1-4, 5 lb. box | 0 22 |
| Champion, 1-10, 5 lb. bx | 0 38 |
| I. O. F., 1-10, 5 lb. box | 0 28 1/2 |
| Sohmer, 1-10, 5 lb. box | 0 32 1/2 |
| Imperial Cigarette Tobacco, 1-10, 5 lb. box | 0 40 |
| Queen's Tobacco, all sizes | 0 60 |
| Crown Cut Plug Mixture, 1/2 lb. tin | 0 50 |
| " 1 lb. tin | 0 47 |

| | |
|---|-------------------|
| Cigarettes— | |
| Sonadora Havana | per 1,000 \$10 00 |
| Royal Turkish Egyptian | 10 00 |
| Creme de la Creme | 7 20 |
| Lafayette | 3 80 |
| Marquise | 7 00 |
| Imperial (Virginia tobacco) | 3 50 |
| Plug tobaccos (sweet chewing)— | |
| Navy, in caddies | 0 35 |
| Navy, plug mark | 0 33 |
| Honey, boxes and caddies | 43 |
| Spun roll chewing, boxes | 55 |
| Plug smoking (with or without tags)— | |
| Black Crown, caddies | 0 35 |
| Crown Rouge smoking | 0 38 |
| Leaf tobacco, in bales | 0 08 0 20 |

| | |
|--|-------------|
| CIGARS— | |
| La Sonadora Reina Victoria Flor Fina, 1-20 | \$85 00 |
| La Sonadora Reina Bouquet, 1-10 | 55 00 |
| Creme de la Creme Reina Victoria Extra, 1-20 | 55 00 |
| Creme de la Creme Reina Victoria Special, 1-20 | 50 00 |
| Honeymoon, Regalia Comme il Fait, 1-40 | 55 00 |
| El Caza Culebras, 1-40 | 55 00 |
| La Fayette Reina Victoria, 1-20 | 32 50 |
| Noisy Boys, Blue Line, 1-20 | 25 00 |
| Princess of Wales, Princess, 1-10 | 25 00 |
| Ditto, low grades | 13 50 20 00 |

| | | |
|--|--------|---------|
| CIGARS—S. DAVIS & SONS, MONTREAL. | | |
| | Sizes. | Per M |
| Madre E' Hijo, Lord Lansdowne | 60 00 | \$60 00 |
| " Panetelas | 60 00 | |
| Madre E' Hijo, Bouquet | 60 00 | |
| " Perfectos | 85 00 | |
| " Longfellow | 85 00 | |
| " Reina Victoria | 80 00 | |
| " Pins | 55 00 | |
| El Padre, Reina Victoria | 55 00 | |
| " Reina Victoria Especial | 50 00 | |
| " Conchas de Regalia | 50 00 | |
| " Bouquet | 55 00 | |
| " Pins | 50 00 | |
| " Longfellow | 80 00 | |
| " Perfectos | 80 00 | |
| Mungo, Nine | 35 00 | |
| Cable, Conchas | 30 00 | |
| " Queens | 29 00 | |
| Cigarettes—All Tobacco— | | |
| Cable | 7 00 | |
| El Padre | 1 00 | |
| Mauricio | 15 00 | |

| | |
|------------------------|--------------------------|
| WASHING POWDER. | |
| "SILVER DUST" | |
| Case | 72 1-lb. cartons 5 00 |
| Half case | 36 1-lb. " 2 50 |
| Case | 24 3-lb. " 4 25 |
| Half case | 12 3-lb. " 2 12 |
| Case | 100 5-cent packages 3 50 |
| Half case | 50 5-cent packages 1 80 |

| | |
|-----------------------------|------------------|
| WOODENWARE. | |
| Pails, 2 hoop, clear, No. 1 | per doz. \$ 1 45 |
| " 3 " " " 2 | 1 60 |
| " 2 " " " 2 | 1 40 |
| " 3 " " " 2 | 1 55 |
| " " " painted " 2 | 1 40 |
| Tubs, No. 0 | 8 00 |
| " 1 | 6 50 |
| " 2 | 5 50 |
| " 3 | 4 50 |
| THE E. B. EDDY CO. | |
| Washboards, Planet | 1 60 |
| " XX | 1 40 |
| " X | 1 25 |
| " Special Globe | 1 50 |
| Matches— | |
| 5-Case Lots, Single Case | |
| " Telegraph | \$3 30 \$3 50 |
| " Telephone | 3 10 3 50 |
| " Parlor | 1 70 1 75 |
| " Red Parlor | 1 70 1 75 |
| " Safety | 4 00 4 20 |
| " Flamers | 2 25 2 35 |
| BRYANT & MAY. | |
| Robert Greig & Co., Agents. | |
| " No. 9 Safety, per gross | \$ 2 00 |
| " 10 " " " | 1 10 |
| " 2 Tiger, " " " | 5 00 |
| " 4 " " " | 2 00 |

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SOME OF OUR LEADERS ARE :

YOUNG & SMYLLIE'S
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Pure Calabria "Y & S" Licorice
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"Purity" Penny Licorice

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The Wm. CANE & SONS MANUFACTURING Co
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H. A. Nelson & Sons, Montreal.

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Oakville Basket Co.,**

MANUFACTURERS OF



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

For sale by all Woodenware Dealers

Oakville, Ont.

The Gulf of Georgia Cannery

MALCOLM & WINDSOR, Ltd.

Sole Proprietors, and Agents for

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All salmon packed under the "Ice Castle Brand" are guaranteed to be the celebrated Sockeye

FACTORY, Steveston, B.C. OFFICE, Vancouver, B.C.

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TORONTO

. . . . MONTREAL

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Windsor Salt



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Is the only salt manufactured by the Vacuum Process in Canada, and there is as much difference between it and imported Vacuum Process salt as between refined and unrefined sugar.

TABLE SALT
DAIRY SALT
CHEESE SALT

All packages containing these grades of salt are marked with the Registered Trade Mark, and the salt is prepared by a Patented Process, solely in use by the Windsor Salt Co.

ORDINARY FINE SALT
PACKERS' SALT

For general use and meat curing.

Prices can be obtained and orders promptly filled by addressing your **WHOLESALE GROCER.**

WINDSOR SALT CO., Ltd., - - WINDSOR, ONT.

ALL THE LEADING WHOLESALE TRADE HANDLE SEAL OF NORTH CAROLINA SMOKING TOBACCOS

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS



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is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass.



HEAT WILL NOT BREAK IT.



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COX'S GELATINE Always Trustworthy.

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