

Lunch Tongue



You've no idea of the delicate and delicious flavor of our Lunch Tongue till you've tried it yourself. Our way of preparing is vastly different from the ordinary way and the result is that **White Label** brand is vastly different from ordinary brands.

Carefully selected tongues free from skin and waste.

Agents:

J. L. Watt & Scott, Toronto.
Watt, Scott & Goodacre, Montreal.
George De Forest & Sons, St. John, N.B.
Or
ARMOUR PACKING CO. - Kansas City
U. S. A.

ANTOINE SOLARI'S



SULTANAS

ANTOINE SOLARI'S



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FIGS

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HEAD OFFICES:

GRAND VEZIR HAN,

SMYRNA

Importer and Exporter of

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

All orders executed at lowest prices.

Agent for Toronto:

E. FIELDING

34 Yonge Street,

TORONTO

PUREST AND BEST

WINDSOR SALT

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

THE

WINDSOR SALT CO. Limited. Windsor, Ont.

Fry's

**Diamond
Chocolate.**

**Concentrated
Cocoa.**

and Fry's Homeo-
pathic Cocoa and Fry's Choco-
late Cream Tablets. The
most cross-grained customer
you have can't find fault with
perfection.

A Few Suggestions.

Lazenby's Soup Squares
and Jelly Tablets. Stephens' Pickles and Real Malt Vinegar. Codou's Macaroni. Stower's
Peptonized Sauce. Thistle Brand Finnan Haddies. Lion Rouge Castile Soap. McUrquhart's
Worcestershire Sauce.

You and your cus-
tomers can pin your faith to its match-
less strength—98⁵⁰/₁₀₀ pure Bicarbonate
of Soda. As true as steel in the
evenness of its grade.

**The
Hand in Hand
Brand.**

Bi-Carb. Soda

All of the above are sold by the
leading wholesalers throughout the Dominion.

Agents :

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

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

FRUIT VINEGAR

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

R. J. GRAHAM - BELLEVILLE, ONT.

BOOKS FOR THE RETAILER

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

The following series of pamphlets by experienced business men, deal with matters of importance to the retailer and are well worth his careful perusal.

Pitfalls of the Dry Goods Trade

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

Buying, Selling and Handling of Teas

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

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

Necessary Books for a Retailer

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

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

New Customs Tariff

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

Credits, Collections and their Management

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

Address:

The MacLean Publishing Co. Limited
TORONTO and MONTREAL

Bamboo Handled Brooms

You depend largely for the trade you get upon your women customers.

Here's something that will please 'em and give you a good profit too.

Bamboo is so light and yet so strong. Quality, workmanship, finish, are just as you would have them—right. "Your money back" to prove this statement absolutely true.

Chas. Boeckh & Sons, Mfrs.
Toronto, Ont.

Capable Agents REQUIRED

throughout Canada by a large firm of English Manufacturers of high-class . . .

TOILET SOAPS

AND

HOUSEHOLD SOAPS

Apply, stating districts covered and giving full particulars, to

Box 30, THE CANADIAN GROCER

DALLEY'S PURE FRUIT FLAVORING EXTRACTS

Stand Alone

FOR THEIR

Rich, Delicate Flavor, Purity and Strength

We use nothing but prime Mexican Beans for our Pure Fruit Vanillas. Do not be deceived by representatives who have Extracts "just as good."

THE F. F. DALLEY CO. Limited - Hamilton, Can.



“To gild refined gold,

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

ARE YOU SUPPLIED WITH 5 CASE LOTS?

The E. B. Eddy Company, Limited

HULL, QUE.

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

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

CURRANTS

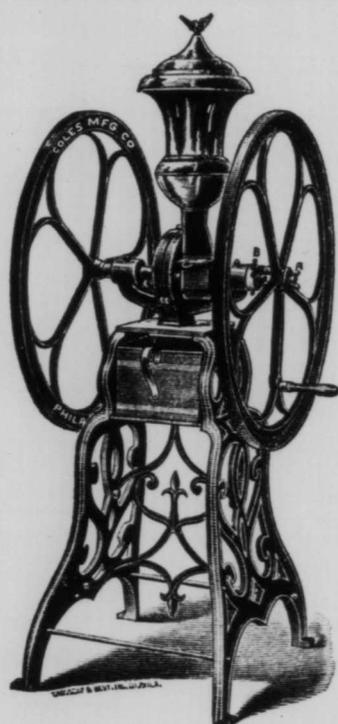


Grown in a specially selected and favored district, renowned for the high grade goods produced.

Most of our customers know the brands and can vouch for the great satisfaction they give to consumers.

These goods are the very finest you can buy on the Canadian market, and are being offered by us at almost the price of common grades.

W. H. GILLARD & CO. WHOLESALE ONLY HAMILTON



No. 18

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

Coles Manufacturing Co.
PHILADELPHIA, PENN'A.

Grocers!

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

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

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

Notice...

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

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

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

THE CANADIAN GROCER

Vol. XI. (Published Weekly)

MONTREAL AND TORONTO, OCTOBER 15, 1897

(\$2.00 per Year) No. 42

THE ART OF WINDOW DRESSING.

WE will devote this week's talk to a few suggestions about a branch of window dressing which is very seldom, if ever, utilized by a retail grocer, and that is the working up of some local feature into a window display, says a writer in *Grocery World*. Occasionally one sees in a drug store window a local baseball or football game worked out with little dolls, but the retail grocer, as a rule, sticks very close to the conventional window-display idea, which means the arranging in his window of the various goods which he handles.

We would not advise making displays such as these very frequently, because, while if properly made they invariably bring people to the window, their direct selling power is nowhere near as great as that of a display made actually of goods. Occasionally, however, the taking off of some local hit in a window display will prove both interesting and profitable.

The way to make these local displays is this: Suppose that in your town has been played a baseball or football game, or other sports, which, as is often the case in a country town, attracts universal local attention. Very often these games and other similar sports become the talk of the town for the time being. If you were to use this idea, for example, getting a number of little dolls, which you can get at or through any toy store, and, arranging your window in the semblance of a baseball diamond, placing the players in their proper positions and filling the grand stand, and then labeling the dolls with the names of the local players, the effect will be amusing and interesting, and everybody who passed your window would stop and examine. The effect of a window display like this is, of course, not direct. There is no inducement in it to buy any particular line of goods,

but it is all in the line of that indirect advertising which lies in getting one's store continually talked about.

One of the best window displays of this character which the writer ever saw was made by a druggist in a town of about 5,000 inhabitants. There was in the town a local character who was well known to everybody, and as he was the stoutest man for miles around he was more or less the butt of the town, although in a perfectly good-natured way. In almost every town there are characters of this kind. They are seldom taken seriously, and everything they do or say is laughed at.

It happened that this particular man visited Philadelphia on one occasion and accidentally missed the last train home at night. Instead of going to an hotel he walked the streets until morning. On this basis the druggist mentioned worked out an exceedingly spicy window display, and labelled it "Fatty ——'s trip to Philadelphia." The display gave the different scenes of the trip, the getting left on the train and the various other incidents which went to make up an occasion which long gave amusement to the people of the town. The display was worked out with little dolls, dressed appropriately, and the druggist told me at the time that the whole display did not cost over \$5. The effect of it upon the people of the town was electrical. Day and night a laughing crowd surrounded the window, and the store certainly must have secured considerable business in consequence.

This will explain the dominant idea of a display which takes advantage of some local feature. Of course, it must be borne in mind that the hit which is illustrated by the display must be of a character which will be readily recognized by everyone.

AMONG THE RETAILERS.

Breakfast Foods.

In my rambles the other morning I noticed in many of the retailers' windows displays of breakfast foods. On investigation I found the trade in this line of goods to be picking up as the cool weather advances. Some dealers find the trade in foods put up in packages to be larger than usual, but the general opinion is that the meals, etc., will sell more readily in bulk during the fall and winter months. During the summer the foods put up in packages were more liable to keep well, their air-tight qualities preventing moths from getting into them, and as a consequence sold better.

Large Pumpkin and Squash.

Mr. J. F. Yates, grocer, Queen street east, Toronto, has had on exhibition lately two remarkable products of the farm of his brother, A. Yates, Simcoe County, Ont., in the shape of a mammoth pumpkin weighing 172 lbs. and a great squash of 130 lbs. weight. These are all the more remarkable from the fact that Simcoe County is many miles north of Toronto, and the spring is much more backward there than in the southern counties. Mr. Yates also states that neither pumpkin nor squash were "fed." It is often the custom with growers to feed a "giant" with milk, the method being to stick one end of a piece of yarn through the stem of the pumpkin vine and to put the other end in the milk, when the plant sucks the milk through the yarn. Watermelons are often fed in this way with water, a good-sized plant absorbing as much as a pint a day.

Neat Stores.

Retail grocers, as a rule, keep their stores in a neat and cleanly condition, but a few (generally none too successful) grocers have not yet become cognizant of the fact that a dainty housewife likes to deal in a dainty store.

KURMA

Ceylon Tea

Your customers appreciate **THE BEST**. That is why our sales of Kurma have trebled in the past eight months. Do **YOU** handle it?

THE DAVIDSON & HAY, LIMITED Wholesale Agents **Toronto**

One cannot be surprised that a woman particular about her kitchen's cleanliness is not willing to deal with a retailer whose store bears many unmistakable signs of carelessness or uncleanness.

Business Tact. All men are not endowed with an equal amount of that blessing of the business man, tact; but many do not make use of what they have got. In these days of bargain hunting and rate cutting it is hard to keep a good number of regular customers and yet harder to regain a lost customer. It is also hard to keep some customers who run up a credit account to buy all they can pay cash for in the same store. Yet these are not impossibilities. One dealer who does not cut rates has a habit of taking his customers into his confidence, and giving them full information as to wholesale prices, etc., and showing how, if a dealer cuts rates on one article, he makes it on another. This dealer says his customers are numerous enough to make a good business, and they are smart, wide-awake people who buy the best goods, thus making their business a profitable one.

THE RAMBLER.

NEW SCHEME TO SELL LEMONS.

Consumption of lemons can be largely increased by a plan suggested by a correspondent of a New York fruit-trade paper, who is either an enthusiast on the value of the lemon or who becomes sarcastic because others write so much of its uses. He says: "We call upon 10,000,000 individuals to use one lemon each per day, which would ensure the sale annually of 10,000,000 boxes of this delicious citrus fruit, which has the immense advantage over other fruits in the use it can be put to: as a beverage in hot and cold water, with or without sugar, plain without any water, a little alcohol, if recommended by the doctor; wines of all kinds; on oysters, in their season; as an addition to the lettuce or tomato salad, and, in fact, in nearly every style, and a lemon per diem would not involve a large amount of expenditure.

JOBBER AND RETAILER.

MR. W. H. Preston, ex-president of the National Credit Men's Association of the United States, in a recent speech, gave utterance to some timely thoughts. He, after years' service in both the capacity of retailer and of jobber, could speak without bias either way.

The following are some principles he emphasized: "The jobber is an economic necessity from the fact that his buying in carloads from different factories, and placing them at some central distributing point enabled him to sell an assorted order of goods in small quantities at a better rate than the retailer could buy in small quantities direct from the different factories. Then the manufacturer needed an outlet for his goods upon which he can depend, and the jobber with his traveling men in every part of the country is a much more reliable outlet than the retailer would be.

"The jobber is under obligations to his natural outlet, the retailer, not to sell to the consumer direct, or even to catalogue stores, who through unfair methods of advertising, etc., are doing an all-round injury to the trade.

"Each retailer should be patriotic to the place wherein he does his business, should help build it up, and influence others to do the same. All money sent away weakens, all spent inside strengthens, the resources of the town, thus decreasing or increasing the possibilities for business.

"The organization of the retailers is advisable, not for the purpose of class legislation or persecution of any bodies, but for the adoption and encouragement of better business methods and the education of the consumer to loyalty to home industries and enterprises and also to the improvement, if not abolition, of the credit system.

"Exchange of goods for farm produce is an unbusinesslike system that should be ended at once. It would be of advantage also if all prices were put on a cash basis,

and if credit must be had, an open and legitimate charge of interest should be made.

"Legislation is not necessary nor advisable in dealing with department stores, as the general stores are all department stores to a great extent. Unless the retailer convinces the consumer of the ultimate disadvantage of the catalogue stores, these stores will continue to encroach upon the business of the retailer."

THE SAFETY OF THE BAY OF FUNDY.

The following, addressed to the editor, recently appeared in The St. John, N.B., Daily Telegraph:

"SIR,—We are much interested in the efforts you are making to establish the reputation of St. John, N.B., as a safe winter port.

"You have drawn special attention to the fact that during the winter months fogs are not so frequent as during the summer months. We are very much pleased to be able to make the statement that during the summer months, since the year 1878 to this time, in the year 1897, we have shipped from the head of the Bay of Fundy 1,516 cargoes of manufactured and unmanufactured plaster. During this period we know of only one vessel coming to us for cargo which has been lost in the Bay of Fundy, and only one outward bound vessel from us which met with any mishap on the way down the bay.

"With this summer record, and all you claim for the winter season, one can feel justified in thinking that the Bay of Fundy is safe at all seasons for experienced and careful navigators.

"We are especially interested in the establishment of regular steamship service between St. John and British ports, as we look for increased opportunity for business both in manufactured and unmanufactured goods on the other side of the Atlantic in the near future.

"We remain, dear sir,

"Yours respectfully,

"Albert Manufacturing Co.,

"C. J. OSMAN.

"Hillsborough, Sept. 30, 1897."

JUST TO HAND--

Van Camp's

MACARONI AND CHEESE, prepared with Tomato Sauce.

PORK AND BEANS, prepared with Tomato Sauce.

PURE CARTOON CATSUP.

LUCAS, STEELE & BRISTOL - AGENTS - HAMILTON

Japan Tea Dust

We have just received the first of our
new season's

Sailor Girl No. 4 in 1-lb. papers

HALF-CHESTS, EACH 80 LBS.

Let us have your order early.

JAMES TURNER & CO. - HAMILTON

A Sample Order

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

5 CASES

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

New Goods Now in Store

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

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

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

THOS. KINNEAR & CO. WHOLESALE GROCERS **TORONTO**
49 FRONT STREET EAST

IMPORTANT CHANGE IN COTTONS.

THE most interesting subject in trade circles recently has been the withdrawal of D. Morrice & Co. from the selling agency of the Dominion Cotton Mills Co. On Sept. 21 a circular was sent out to the wholesale houses of Canada doing business with the company, announcing the change and stating that their salesmen were now on the road and would wait on the trade.

WHAT DOES IT MEAN?

Behind this simple announcement there is endless discussion, many rumors, and a good deal of surprise in the trade generally. As far as The Review is able to ascertain the facts, it seems that the Dominion Company felt that the commission paid to the selling agents was larger than the company itself could sell the goods for. A proposition was made to reduce the amount of the commission, but no arrangement could be come to, and the selling agents resigned. The Dominion Company at once engaged two salesmen, Messrs. Cochran and Hardy, and will engage, it is said, three more. Offices were opened at 316 St. James street, Montreal, and Mr. C. R. Whitehead was appointed general manager to succeed Mr. James Jackson, who resigned. Mr. Leslie Craig, the secretary-treasurer, devotes his time to the financial management, while Mr. Whitehead controls the manufacturing entirely.

It was rumored in Montreal and elsewhere that the Dominion Cotton Co. proposed to sell direct to the trade, but this has since been denied. There appears, if rumors can be relied upon, to have been some discussion on this point before Messrs. Morrice resigned the selling agency. But it was not any difference of opinion as to this policy that led to the change in selling. In fact, positive assurances have been given to the jobbing trade that there will not be any direct dealings with the retail. Certain wholesalers were prepared to unite in not selling Canadian white and grey cottons if the retail trade were dealt with direct. For

the present, therefore, there is nothing new in the situation, except that the Dominion Company is selling by its own representatives. The seven mills controlled by the Dominion Cotton Co. are as follows: Hochelega, Magog (where the Canadian prints are made), Coaticook, Brantford, Kingston, Windsor, N.S., Moncton, N.B., and Halifax, N.S. (where prints are also made). When this combination of mills was effected it was arranged that they should manufacture white and grey cottons and not compete with the mills grouped under the name of the Canadian Colored Cotton Mills Co., the selling agents of which are still D. Morrice & Co.

NO COMPETITION JUST NOW.

The break, therefore, does not necessarily mean competition. At the same time there is always a possibility of this. The mills controlled by the Canadian Cotton Co., the selling agency of which D. Morrice & Co. still retain, are St. Croix (where colored goods are made), Merritton and the Lybster Cotton Co. (making cotton blankets, etc.), the Canada Cotton Co.'s and Stormont Co.'s mills at Cornwall, the Ontario Cotton Co. and Hamilton Cotton Co. (situated at Hamilton), the Dundas Cotton Co. and the Gilson Cotton Co. at Marysville, N.B. (where flannelettes are made). Of the above mills those at Dundas and the Lybster mill at Merritton are closed down under the arrangement with the syndicate. These mills could be used for the making of grey cottons by the addition of bleacheries, so that the Canadian Colored Cotton Co. could easily compete with the other concern in making white and grey cottons if a policy of competition were resolved upon.

THE NEW MANAGER.

Mr. Whitehead, the new manager of the Dominion syndicate of mills, is a young man of 28, but experienced and capable. He still retains the management of the Montmorenci mill. The Montmorenci mill withdrew from the syndicate about two years ago. It has for years been making cottons

for the China market and has apparently done well since its withdrawal, as a new addition is being built by it. This mill, during the past few years, has been selling grey cottons to the Canadian trade as well as to China, and is acknowledged by the trade to make very nice goods. The Chinese trade compels exactness as to weight, etc., so that the Montmorenci cottons are noted as being carefully made. It is also said of this mill that in every detail their business is carefully run; even their bills are carefully made out, so that the appointment of Mr. Whitehead is warranted not only by his experience, but by his record in the mill at Quebec.

WHAT ONLOOKERS SAY.

The above are the bare facts, as far as they can be ascertained when the principal interests concerned make no statement for publication. The public, therefore, are left pretty much to draw their own conclusions. The Review has heard a great many theories advanced to account for the break between the selling agents and the Dominion Company. It is generally supposed that the severance of relations was not altogether amicable, and that competition between the two syndicates may come sooner or later. For the present, as stated above, "all is quiet on the Potomac."

Then, as to the profits enjoyed by the selling agents, an experienced man said to The Review: "You must consider that if Messrs. Morrice got a profit yearly by means of a commission they also assumed the risk by guaranteeing large accounts and bearing the loss if any accrued. You know that in both the large failures of wholesalers in Toronto in recent years Messrs. Morrice sustained the loss; the mills lost nothing."

"But that argument does not apply in this case," declared a bystander who overheard this remark; "it is understood that D. Morrice & Co. did not guarantee the account for the Dominion Company, but received 2 per cent. commission. The accounts of the Colored Company were

“Better the Grade Bigger the Trade”

but a good and a true one. Right to the point on our Rolled Oats. Right, now—for your Fall and Winter trade. Think it over—“the better the grade the bigger YOUR trade will be.” While thinking, drop us a line for quotations on those absolutely clean—free from hulls—rich, nutty-flavored . . .

The Tillson Company, Limited
Tilsonburg, Ont.

An old axiom,
Tillson's “Pan Dried”
Registered
Rolled Oats

guaranteed and the commission therefore was higher, being 3 per cent.”

Another point of far more general importance is that of selling direct to the retail. On this matter The Review has heard many opinions. One gentleman said: “I have no doubt that there are two sides to this question. The mills could not possibly distribute as cheaply all round as the jobbers can. The latter send their travelers into the back townships and are content to sell cotton in small quantities, because they are handling other lines. Canadian cottons, many lines of them anyway, are not sold in the large centres at all. They are specially manufactured for country trade. Take lines like colored shirtings, denims, cottonades, etc.: these are exchanged for the butter, eggs or poultry of the farmer, so that the manufacturer could not pay the cost of direct distribution for such goods. I have, of course, heard the rumors that the mills

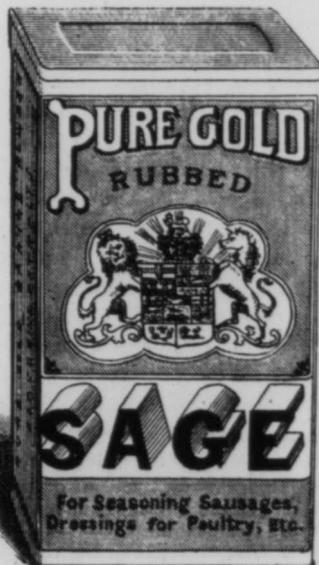
would go direct to the retail trade, but from the assurances given by the mills, evidently there is nothing in it. Will they do so later? Well, it is hard to read the future, but it seems to me that, as there are ways now by which a large retail store by placing an immense order can buy direct, it is probable that in time a certain fixed quantity will be considered a wholesale order and sold accordingly. But there are so few firms in Canada which could place such an order, I do not expect, as long as I continue in business, to see such a system in common use.”

“Depend upon it,” said another merchant, “this change will lead to others. Though the two syndicates do not compete now, the fact that their interests are separate may lead to competition. Where competition exists there is more or less uncertainty in prices. For instance, there is the recent cut of ¼c. per yard in one line of flannelettes made by the Canadian Colored

Cotton Co. While this does not directly affect the Parks flannelettes, it is done because of their being in the market. Meantime, I do not see how the mills could afford to court a breach with the jobbers. The latter can handle the large lots left over at the end of the season as the retailers could not do, so I do not expect any speedy change.”

THE MORAL OF THE SITUATION.

The Review is inclined to think, after hearing all sorts of opinions, that the break between the Dominion Company and the selling agents is indirectly, but inevitably, the result of the old flannelette strife of last year. This produced friction and disagreement, and the policy of the Canadian Colored Cotton Co., being evidently to squeeze the Parks Co. of St. John out of the market, roused a feeling not easily quelled. The feeling has developed into a thorough discontent with the former arrange-



Calls will now be frequent for

SEEDS in bulk, of which we have fine qualities in the following:—

Cardamon
Carraway
Celery

Coriander
Mustard

HERBS powdered from the finest grades of whole goods, sealed in tin cans immediately after grinding, thus preserving all the finest flavors.

Sage
Thyme
Mint

Summer Savory
Sweet Marjoram
Parsley

Have we
your order?

PURE GOLD MFG. CO.

Toronto

RETURNED

Nov 1st 97



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

THAT IS WHAT

Enameline

The Modern **STOVE POLISH**

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

ments. A policy that upset trade and flooded the market with flannelettes at less than cost was neither wise nor fair. Other elements contributed to raise discussion, and now we have the first step in what may eventually result in a complete reorganization of the cotton trade. The Review has much more to say on this subject, but contents itself at present with remarking that the interests of the retail and wholesale trade of this country must be protected by a wise and careful policy on the part of the manufacturing industries. If episodes like the flannelette war and the hideous farce of the unequal duties on cottons and shirts continue to be repeated, an upheaval cannot long be staved off.

THE CANADIAN PRINT SITUATION.

The sale of Magog prints is not affected by the change in selling agents. The old arrangement has been renewed between the mills and wholesale trade, and the jobbers have again acceded to the demand of the mills, which is: "We will continue to sell these goods only after receiving satisfactory assurances that the purchasers of the same will not sell, nor offer to sell, the goods, either directly or indirectly, at less than the regular price." The wholesale trade, therefore, cannot honorably offer these goods at less than the regular mill prices. The chief advantage to retailers seems to be that the big city stores cannot get these goods less than the country trade. The spring prices are as follows:

MAGOG PRINTS.

H. Cloth.....	4½c.
No. 1.....	6
No. 1 Aniline.....	6½
No. P.C.....	6½
No. 2.....	7½
No. 2 Aniline Pumps and Embossed.....	8
No. 3.....	9
No. C.....	9½
No. C Aniline and Embossed.....	10
No. H.H.H. Heavy.....	8
No. 1 Indigo.....	6½
No. S.C. Indigo.....	8
No. D.C. Indigo.....	10
No. H.H.H. Indigo, Heavy.....	10
No. G.C. Indigo.....	12½
Light and Dark Challies.....	5
26-in. Muslin, Corded.....	5½
30-in. Muslin.....	8
A. Duck.....	8
A.A. Duck, Indigo.....	9½

C. Duck, Indigo.....	11 c.
Pique.....	8½
Pique Aniline.....	9½
Striped Satin Muslin.....	8
C.C. Crinkles.....	8½
Striped Leno.....	11
Sateen, 28-in.....	10½
Welt Cords, 30-in.....	10½
Henrietta, 30-in.....	10½
Coburg Twill.....	12½
Lappet Weaves.....	15
Jacquard Sateen, Brocades.....	15
Summer Suitings, Salisburys.....	8
M.C. Cloth.....	10
38-in. Skirting.....	11½
Ladas Tweeds.....	10
Extra Heavy Moles.....	19
X.X.K. Skirting.....	10
Wrapperettes, H.T.N.....	10½
Sleeve Linings—	
No. 11.....	7½
No. 22.....	8½
No. 22 X.....	9
No. 22 Embossed.....	10½
No. 33.....	10½
No. 44.....	12½
No. O.C.....	12
No. O.C., Embossed.....	13½

—Dry Goods Review.

SAW THROUGH HIS LITTLE GAME.

THE man with the red necktie and the raveled shirt cuffs smiled brightly as he entered the grocery carrying a paper bag.

"Good morning," he said, cheerily; "you remember I bought two dozen eggs from you last night. Well, after I had reached home I found there had been a mistake, and—"

"Fritz," called the grocer, who was doing some figuring on a piece of wrapping paper with a stumpy pencil, "gif dis gentleman von dozen more of eggs righd quick."

The grocer's boy started to obey, but the man with the red necktie beamingly interposed.

"No, no," he said, "you don't understand me. The mistake—"

"Fritz," said the grocer, without looking up, "gif dot gentleman two dozen eggs, and you don't better make any more mistakes, or I vire you."

"But, my dear sir, that isn't right yet. When I counted the eggs I found there was—"

"Gif der gentleman dese fife dozen eggs vot you sheated him out mit righd away, I dell you, Fritz," said the grocer, sternly,

as he bit the end of his pencil and frowned, "or I discharge you at vonce."

The man with the red necktie laughed softly and looked sidewise at the canned goods on the shelves.

"The mistake was the other way," he said. "You gave me six eggs too many, and I have brought them back to you. It is a small matter, but it has always been my rule to be correct in small matters as well as in large. Your store is convenient on my way home, and we may be needing some more things in a day or two. Those hams, now, look very nice."

"Fritz," said the grocer, "you gif dis gentleman six dozen virst-class eggs in a bag, und drow in two oranges und a hantful of dose nice dried currants. Ve always corrects dose mistakes ven ve makes dem. You yoost trop in, mein friend, on your way home as often as you please, und buy dose hams und uder groceries, und you will please remember dot dey vos spot cash on der counter efery time. I vos very sorry apout dot mistake ve make mit dose eggs. Ve dries to please our cash gustomers in efery way dot ve can."

VALUE OF COLD STORAGE.

In connection with the circular issued from the Department of Agriculture lately on the need of ventilated chambers on steamships for the carriage of apples, the following is a case in point: A lot of 267 barrels of apples was carried lately in cold storage to Glasgow. They are reported as having averaged 18s. per barrel. At the same time a lot of 325 barrels of apples was shipped in the old way to Liverpool, without cold storage, and realized only 8s. per barrel. Both lots of apples were from the same stock. Of the 325 barrels of apples shipped in the old way, without cold storage, 124 barrels were reported "wet" and "slightly wet" and 81 barrels were reported as "slack." Thus, out of the total shipment of 325 barrels shipped in the old way, without cold storage, 205 barrels were reported as arriving in a damaged condition.



BUY THESE GOODS

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



For sale by all leading Wholesale Grocers.

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

CREDITS AND COLLECTIONS.

THE following appeared in a price list sent out by a St. Louis wholesale grocery firm, and contains much wisdom:

Perhaps the most perplexing part of every business is that department which regulates credits and collections. The difficulties which surround the credit man of a grocery house are simply enormous. He has to contend not only with troubles that come to him from those who want facilities, favors and extensions, but he is burdened by adverse criticism from those in the sales department and who should of right know better.

Many merchants do not seem to realize that a man's credit depends largely on the promptness with which he meets his bills. Merchants will sooner or later have to come to understand that their lines of credit are regulated, not by their intentions, but by their means, their methods and their promptness. It will not do to put on airs with those from whom we wish to buy goods on credit. It will not do for salesmen to misrepresent; to report that their customers discount, when in fact they do not discount. The credit man of a jobbing house is a matter-of-fact man. He takes nothing for granted; he analyzes every statement that is made to him. He, like everyone else, can be imposed on once or twice, but in the long run he learns to place a just estimate on the value of statements made to him by salesmen, by merchants, by mercantile agencies and by all with whom he comes in

contact regularly. Excuses may go occasionally, but they will not do as a rule. It is unjust to the close buyer to have the long-winded man buy goods as cheap as the one who meets his bills promptly. In a business like ours in which the selling prices of many goods are limited, in which all pay the same price, it is, as above stated, an injustice to the prompt man to sell goods to the long-winded man at the same price.

There is an element of risk in every account. He who discounts eliminates that element of risk and should buy for less money. He who pays promptly eliminates another portion of the risk, and should buy at close prices. The dealer who is habitually and chronically slow; who is good only in his own estimation; who thinks he can do as he pleases about paying, and still maintain his standing, is mistaken, and will sooner or later be forced to realize the position which he occupies in the mercantile community.

Selling goods on credit is the source of many evils with the retail merchants. The sooner they realize that they must cut down the lines of those of their customers who do not pay promptly, the sooner they will be abreast of the times and in line for promotion in the great struggle for prosperity.

We have made it a rule to collect for our bills when they mature, and we have neither the desire nor the means to do business on any other line. We do not wish to do a carrying business. We recognize that all merchants may be occasionally slow, but we do not wish to carry those that are chronically slow. Our salesmen know our wishes and our ideas, and those who act on

them have no trouble in securing the trade of prompt-paying, responsible merchants. Those who depend on empty promises find their orders turned down, their trade dissatisfied, their sales decreasing, and their business unpleasant. We have no apologies to make when we ask for our money when it is due. Our customers have a right to stand for everything that we agree to do for them; we on the other hand, have the moral, the legal and the commercial right to ask of them to fulfil their part of the agreement and to pay for their goods as they mature.

WILL BRING BACK A GOLD BRICK.

Mr. H. N. Kittson, of the financial end of Messrs. W. H. Gillard & Co., wholesale grocers, Hamilton, passed through Toronto Tuesday last. Mr. Kittson is the secretary-treasurer of the now well-known Saw-Bill Lake Gold Mining Co., and is on his way to the mine, and will bring back to Hamilton the result of the stamp mill's first fifteen days' run. The Saw Bill Company was floated and successfully managed under the supervision of Mr. Kittson and Mr. Beckett, of Gillard & Co., and the shareholders in particular and the country in general owe a great deal to the integrity, enthusiasm and business ability of these gentlemen.

New Clerk—"I notice some of these barrels of apples are marked X and some Z. Are they different kinds?"

Dealer—"No; same kind, but differently packed. Some customers want a barrel opened at the bottom and some at the top."
—N. Y. Weekly.

NONSUCH JUBILEE STOVE ENAMEL

The most popular Stove Polish in the Market.

SAVES TIME ENERGY MONEY and WORRY **IS A** **PERFECT PASTE POLISH** **PURE PLUMBAGO** **FREE FROM FOREIGN MATTER**

FOR SALE by the Wholesale Trade and...

A beautiful Jubilee Souvenir with every Box. FIRST MONTH'S SALES OVER 35,000

The Nonsuch Mfg. Co., Limited, Toronto.

THE MEMORY OF FISHES.

PROF. LUDWIG EDINGER, of Frankfurt-on-the-Main, has raised the question if fishes have memory, and has sent his question all over the world. His doubts are based upon the fact that "until now we believed the function of memory to depend on the action of the brain cortex. All experience in man and in higher animals has led to that conclusion. During the last years it has been proved that fish have no brain cortex at all. They are the only existing vertebrates without a brain cortex. Now, if we could prove beyond the possibility of doubt that fish really have a memory, that they gain experience and can make use of it, then we shall have to give up the till now general opinion that memory has its seat in the brain cortex. Therefore it is extremely important to have an entirely new set of experiences."

We are not prepared to discuss the "brain cortex," but all fish culturists know that fishes have memories. When we had charge of trout ponds it was the duty of one man to feed the adult fish, and they would pay no attention to people walking about the ponds, but would become excited and leap in the air when the feeder appeared with a pan of chopped liver. They remembered him. At the State hatchery, at Caledonia, N.Y., a man used to chop liver in a room set on piles over the water, with which to feed the wild trout in the stream. As soon as the pounding of his heavy knife was felt—we use the word advisedly, because we do not wish to discuss the hearing of fishes at this time—the trout would gather by the hundred where not a fish could be seen a moment before. They remembered the jarring of the chopping which was conveyed through the floor and the piles to the water.

The fact that fish which have been hooked and got away will take the hook again is no evidence that they do not remember it. A hook gives a fish little, if any, pain, unless it may be when it tears the gills or stomach. A hook in the jaw is in a part where there is no feeling to speak of, and the fish evidently attaches little importance to it, having no knowledge of man and his devices.

As an angler we know that the largest and strongest trout in the brook takes possession of the most secure hole among the tree roots under the bank and keeps out all others. Drive him from there to-day and he will be found there to-morrow. Surely that is memory. Catch him and the next strongest fish takes the place that he knew of but could not get. What's that but memory?

The migratory salmon and shad return to the rivers where they were hatched or planted. There is no haphazard about that.

They remember the river, whether by the flavor of its water, the instinct of direction or some other sense we cannot say; but they remember it. We cannot imagine what can be said on the other side of the question.

BOCK SAUSAGE.

The following recipe for bock sausage is given in response to numerous requests:

Take about equal parts of beef, veal and pork, chop up fine, add for 100 lbs. $42\frac{1}{4}$ oz. salt, $3\frac{1}{2}$ oz. cayenne pepper, $3\frac{1}{2}$ oz. white pepper, add some water and a few small dice of boiled bacon (about 10 lbs.). Fill into narrow sheep casings, twist off pairs of about 4 oz., and smoke hot to a light yellow.

Another recipe is to use 60 lbs. beef, 20 lbs. veal, freed from the thick sinews, all chopped up fine. Then 20 lbs of pork, both fat and lean, are added. When all is uniform, add some water, sufficient salt (about $42\frac{1}{4}$ oz.) $2\frac{3}{4}$ oz. saltpetre, 6 3-10 oz. white pepper, $1\frac{3}{4}$ oz. cloves and some coriander or garlic. Knead with it also 12 lbs. finely cut lard, fill into narrow beef casings; make short sausages and smoke red-brown. To be boiled before eating.

A very good sausage is also obtained from the same mass as garlic sausage is made out of, horseradish being used, however, instead of garlic. Use 4 lbs. horseradish for 100 lbs.; scrape fine and mix up well with the mass. Fill into narrow hog casings, about 4 inches long. To be just cooked and eaten hot.—National Provisioner.

CANADIAN EGGS IN LIVERPOOL.

It will be pleasing news to Canadian egg shippers that their consignments are becoming more welcome than ever in Liverpool; but the reasons assigned by the Liverpool merchants for this growing favor will not be such cheerful reading in Ireland. It is not a matter of yesterday that complaints against the condition of eggs arriving in the Mersey from Ireland have been made. Their bad packing, their want of selection and their staleness have become so proverbial that grocers have declined to have anything to do with them. At a meeting of the merchants this week it was decided to circularise the Irish farmers with a view to getting the anomaly of the present situation redressed; for it is certainly, to say the least, curious that eggs which have traveled between 2,500 and 3,000 miles should arrive in Liverpool fresher than those which have only crossed the Irish Sea. Yet, so it is. French exporters could show our Irish friends the way to remedy this state of things—Grocers' Journal.

BIG DROP IN GLUCOSE.

MUCH to the surprise of syrup refiners and others who use glucose a cut of 40c. per 100 pounds has been made by the glucose trust. This reduction in price may be regarded as a direct stab at outside competition by the new combine. Only two glucose factories remain outside the trust, and these belong to Col. Pope who is the special object of the trust's designs. They cannot be misunderstood when they plainly say: "Sell out or do business at a loss." Col. Pope, however, is a fighter and the loss will not be all on one side as it affects the manufacturers. But the users of glucose! They are not in pleasant frame of mind. They bought a large stock of glucose last week when the price was \$1.65 per 100 pounds net. Then the combine put into effect a rebate plan which is said to have cost the merchants \$30,000. The price was then cut to \$1.40. The cut of 40c. Tuesday is said to have cost the trade \$50,000. The burden fell upon less than six houses that had bought 13,000,000 pounds on the verbal guarantee of the combine that no further reduction would be made. These houses will have to cut the retail price and lose considerable money. They are wondering whether they will have to make another cut. The Pope Glucose Co.'s factories have a capacity for only 5,000 bushels of corn a day. The combine uses 100,000 bushels a day. The consumption of glucose in the United States requires about 60,000 bushels of corn a day, and the export nearly 40,000 bushels.

BICYCLE ROAD RACE.

The staff of The Davidson & Hay, Limited, held their third annual road race last Saturday afternoon. The course was a five-mile one on the Don and Danforth road, the start being made at Heber's Hotel. Great interest was taken in the event and the handicappers' task was not an easy one. Limit allowed was 3 minutes. The contestants finished in the following order: Sid. Kennedy, Fred. Oakley, F. H. Oulcott, Jack Bremner, J. McKenzie, Don. Bremner, J. Caskie, A. Oakley, Johnnie Goldring, A. H. Paffard, C. Shields, F. J. Dixon, C. Newman, J. B. Robertson, Jno. Findlay.

Sid. Kennedy, who came home first, also wins the time prize. He started at scratch and covered the distance in 12.43.

The prize list was a good one, being liberally contributed to by the members of the firm. The first prize was a handsome gold seal ring donated by Col. Davidson, and the second prize, a gold watch chain, from Major Hay. The presentation of prizes was made by Col. Davidson in the company's offices on Monday afternoon.

LAPORTE, MARTIN & CIE.

IMPORTERS AND WHOLESALE GROCERS

Agents in Canada for

"Princess Louise" Japan Tea.
"P. Richard's" Brandy.

"Victoria" Japan Tea
"Mitchell's" Whiskeys

72 to 78 St. Peter Street, MONTREAL

COMPETITION OF FOREIGN SUGAR.

A NOTABLE fact in connection with the sugar market is the increasing competition the domestic refined article has to meet from imported refined sugars, particularly German. This has become so keen that, as every trader knows, the domestic refiners have been compelled to manufacture a special grade of granulated sugar entirely from beet root to compete with the foreign article.

The imports of foreign refined sugar at Montreal for the three months ending September 30 show to what extent this trade in the imported article has grown.

In 1896 there were no imports at all of German refined sugar, whereas, this summer the imports at Montreal for the three months in question amount to 367,390 lbs., while from France and Great Britain the imports were 145,462 lbs., against 1,000 in 1896.

These figures show that this foreign sugar under the new tariff has already secured a hold that it is very likely to enlarge, for the indications point to its being entirely shut out of the United States.

With the present countervailing United States duty in force traders south of the line will be unable to import additional supplies, and this will, of course, divert more attention

to the outlet which exists in Canada under present conditions.

Already reports state that stocks of foreign sugar in New York are steadily decreasing owing to the causes now at work.

DATE SHIPMENTS LATE.

THE first shipments of new dates will leave Bussorah on the 10th or 15th of the present month, according to cables received in Montreal this week. This means that they will not reach London much before the 10th of November, and that the first supplies will not reach Montreal until after the middle of November. This is about ten or fifteen days behind last year.

Advices from London state that owing to the small supply of old crop there the market is firm, and that high prices are expected to rule on the first arrivals on the turnover between shippers and the large London handlers. This is having its influence on the offers that have been made so far on this side.

Based on the prices named, dates should open between 6½ and 7c., which is about 1c. per pound higher than last season.

H. P. Eckardt & Co. are showing samples of Japan teas, which buyers are advised to see before purchasing.

THE CRANBERRY CROP.

The total crop of the United States a year ago was over 900,000 bushels, divided about as follows: Cape Cod and other New England districts, 650,000 bushels; New Jersey and Long Island, 225,000; Wisconsin and other western states, 40,000. Based on above figures the estimated crop for this year shows: Cape Cod and other New England districts, 487,500 bushels, decrease 25 per cent.; New Jersey and Long Island, 231,750 bushels, increase 3 per cent.; Western States, 60,000 bushels, increase 50 per cent.; estimated total crop in bushels, 779,250.

INDIAN TEA.

Shipments of India tea to the United Kingdom from April 1 to the middle of September were 58,150,000 pounds against 57,690,000 pounds for the same period in 1896.

The revised estimate of the present season's crop of Indian tea is 148,000,000 pounds, of which 130,000,000 pounds will be available for export to Great Britain.

H. P. Eckardt & Co. are offering a fine line of 3-lb. peaches, which can be retailed at 20c. a tin.



Looking 'round . . .

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

WETHEY'S CONDENSED MINCE MEAT

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

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

We Sell

HEINZ'S

Sauces and India Relish
Famous Sweet and Sour Pickles
Baked Beans in Tomato Sauce
Mincemeat in Tins and Pails.

These goods are the finest of their kind, and are a credit to any store. Write for illustrated catalogue.

H. P. ECKARDT & CO.

Wholesale Grocers

TORONTO



SCIENCE--in a Pickle

That is, a pickle manufactured on a strictly scientific principle; combining those delicious, palate-tickling requisites which make it by long odds the finest article of its kind put up, and superior to all others. Such is

Gillard's New Pickle

10 GOLD MEDALS have been awarded this pickle at the Great Pure Food Expositions held in England.

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

Gillard's New Sauce

A most delicious relish, of world-wide reputation.

Barrel lots of 12 doz, \$1.75.

Single doz. lots, \$1.90.

Sold by all
Wholesale Grocers
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GILLARD & CO. Manufacturers **London, England**



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UNIFORM PRICE OF SUGAR.

AS readers of THE CANADIAN GROCER will remember, the wholesale merchants have for some time been endeavoring to bring about a uniform price for sugar. We are this week enabled to announce that they have succeeded in their efforts, the wholesalers in Toronto, Hamilton and London having arrived at an agreement.

According to this agreement, all sugars, yellows as well as granulated, are to be sold at a uniform figure. Under the old agreement, which, it will be remembered, expired six or seven years ago, granulated sugar only was sold at a fixed price, any wholesaler being allowed to sell yellows at whatever figure he chose, as long as he did not sell below cost. As is well known, this was the cause of endless trouble, a cut frequently being made on yellows in order to induce a sale of granulated.

The wholesale price of granulated under the new order of things is now 4 5-16c. per pound for less than carload lots, and for carload lots the figure is one-sixteenth less. Yellows range from 3 9-16c. for dark to 3 3/8c. for very bright. These prices are uniform for city and country alike. By this re-arrangement of prices Toronto grocers will obtain their granulated sugar one-fourth of a cent per pound cheaper than before.

On Monday last the refineries advanced their figures one-eighth cent per pound on granulated and yellows alike, making the price to the wholesaler 4 3-16c. per pound.

By an arrangement with the refiners the wholesalers are to be allowed a rebate of 2 1/2 per cent. on all purchases up to 250

barrels, and 3 1/2 per cent. on all lots ranging from 250 barrels and over.

Taking the margin of one-eighth and the rebate together, the wholesalers' profit will be, roughly speaking, from 5 to 6 per cent., not one at which anyone is likely to cavil.

What the retailers, as a rule, declaim against is not a uniform price of sugar, but an exorbitant price, and as long as the wholesale trade do not use the agreement as a lever for reaping big profits they are not likely to incur much enmity.

In addition to fixing the price, it has also been decided to change the regulations in regard to carload lots. Heretofore a traveler would make up a carload of sugar for a certain town at a carload price by accepting orders from two or more merchants. This, the wholesalers claim, not only gave them extra work, but often a great deal of trouble as well, for sometimes the orders for a certain point would not total a carload, and then, in order to fill the car, an additional number of barrels of sugar would have to be placed therein and stored in the particular town until such time as a customer could be found for them. Now, however, carloads will only be shipped to one order. This will not, however, prevent retailers clubbing together and ordering through one of their number.

It should be stated that the arrangement is an experimental one, being made only for thirty days. The question of its continuance will have to be decided at the expiration of that period.

COURTESY PAYS.

It is to the credit of the retail grocers that as a body they are courteous. Yet here and there we meet a man whose disposition is so far from sweet that we are glad to get through our business with him and are not in a hurry to return.

More often, however, it is a clerk who forgets to be courteous. Possibly a child or a poorer customer comes into the store, and sees himself or herself neglected, while some "more important" customer has attention lavished upon them. Such a clerk hurts his employer's business both ways: the poorer customer naturally feels the slight, and resents it, while the "more important" customer loses respect for the clerk, and loss of respect is always followed by loss of confidence and business.

CANADA AND GREAT BRITAIN.

EXPORTS from Great Britain during September decreased 7 1/2 per cent. compared with the same month a year ago, and, according to the cable, the British press maintain that it is mainly due to the Dingley bill, which, in the words of The Times, "is to close the American markets very largely to British goods."

It is significant at this time for Canada that the Dingley law should have gone into operation and that the diminished exports from Great Britain should be ascribed to be, in the main, due to that law.

With John Bull business is business. Sympathy as a factor in trade counts for little. It does not matter to whom he sells goods so long as he is paid for them, or from whom he buys as long as he can buy right. But there is, nevertheless, a point where sympathy can be aroused.

Canada awoke it when she put the preferential tariff into operation, and the United States with its Dingley tariff stirred it into greater activity. To-day sympathy is a factor in Great Britain's trade with her colonial possessions.

Of all the goods the United States last year exported Great Britain took no less than \$405,741,339 worth, or about 46 per cent. of the whole, while the British Empire took \$511,326,162 worth, or near 57 per cent. of the total exports to all countries.

There is no question, then, that Great Britain alone, not taking the Empire into account at all, is incomparably the best customer the United States possesses to-day, a customer which, if it were to impose the same disabilities on United States goods as the latter has upon British goods, would cause Uncle Sam much concern.

A merchant or a manufacturer is never discourteous to his best customer, particularly if he takes 50 per cent. of his output. He is always courteous and solicitous for the maintenance of his trade.

Nations, who are aggregations of individuals, should do the same; but they do not always do so. The United States does not. Her best customer is the special object of her spleen. Her tariffs are designedly shaped to injure Great Britain and her chief colony, the Dominion of Canada, while treaties and awards affecting Canada

and the Mother Land are ignored with consistent impunity by Congress.

Canada long ago recognized the antipathy of the United States towards Great Britain and British institutions, because she was the first to feel it. And now Great Britain, unwilling as she is to do so, is feeling it too.

Canada always was, and probably always will be, willing to extend her trade relationship with the United States on equitable grounds; but there is yet no indication that the day when such conditions shall exist is even near the dawning. The price at which we can get it is discrimination against Great Britain, and this is a price we never were nor probably never will be willing to pay. In fact, at present we are in less mood to do so than we were at any time in our history.

It is to be hoped the present Government, like its predecessor, will be just as quick to spurn closer trade relations under such conditions. Hon. Mr. Fielding, who is in Great Britain, stated on Friday last, according to the cable, that Canada's "willingness to meet reciprocity approaches from Washington would exclude discrimination against England, which was quite impossible." It is evident, therefore, that the present Government is actuated by the same spirit as its predecessor.

Canada's position in the British market was never as favorable as it is to-day, and her prestige was never as great. Within a few months she has developed, in the eye of Great Britain, from a colonial to a national status. More interest is being taken in her, more pride is felt in her, and more aggressive means are being taken by the manufacturers and merchants of the Motherland to do business with her. As a result of this, together with the inducements for investment which our wonderful natural resources hold out, will naturally follow an increased flow of British capital in the country.

It is to be hoped that the Government of the Dominion will employ itself with increased vigor to the task of increasing our trade with the Old Country, while at the same time carefully avoiding all semblance of double dealing, trickery, or any other improper thing which has become so characteristic of politicians on this side of the Atlantic. Even a semblance of these things might be dangerous, particularly just now.

THE TRADE SITUATION.

THE trade situation in Canada continues to bear the mark of a healthy improvement.

Nearly every wholesaler and manufacturer whom THE CANADIAN GROCER has questioned on the subject, has experienced, during the past four or five months, a steady increase in trade compared with the same period last year.

It is true prices are not yet on the whole satisfactory, but with the improved demand will naturally come better prices. But those who may be looking for the prices of long ago are likely to be disappointed.

The perfection of machinery and the rapidity with which goods are turned out will naturally have a minimizing influence upon prices, but that does not prevent money being made. It chiefly means that economical conditions are changed. Manufacturers and merchants who fail to conform to these conditions will not be able to do business under comfortable circumstances.

Another sign of the times is the manner of buying of the farmers. For some years, as every merchant knows, farmers, as a rule, have been the most conservative of buyers. Not only have they bought in a hand-to-mouth fashion, but they have commonly bought the cheapest goods, and could not be induced to buy anything better, the plea being hard times.

Within the last month or two this has all been changing. Merchants doing business in Toronto in localities where farmers congregate state that the agriculturists are not only buying larger quantities but they are buying goods of better quality.

There is every reason why they should: They are getting at least fair prices for their wheat, hogs, cattle, poultry, dairy produce, hay, etc. And while they are getting, compared with a year ago, more for that which they have to sell, there has been no increase in that which they have to buy.

Aside from the improved conditions being enjoyed by the wholesaler and the retailer, there are the signs of the times as seen in the clearing house returns. These have for some time been steadily increasing.

Taking the aggregate clearing house returns of last week for the three cities of

Montreal, Toronto and Winnipeg, the increase, compared with the same week in 1896, was over 40 per cent., a most gratifying and reassuring result.

Then there are the railway returns. They are increasing week by week. And railway earnings only increase when there is the merchandise to induce them to do so.

The outlook for the lumbering industry, as far as trade with the United States is concerned, is not good, but it is bright as far as that with Great Britain is concerned. If our trade in lumber is decreasing with the United States it must not be forgotten that it is increasing with Great Britain. During the summer enormous quantities have been shipped across the Atlantic from the St. Lawrence and Maritime Province ports.

Now that good times are upon us business men can prolong their stay by consistently and persistently following good business methods, and by a judicious exercise of push and enterprise.

Because good times are upon us it would be foolishness to become careless in the scrutiny of accounts or injudicious in buying or in any other business particular.

CIVIL SERVANTS' PRIVILEGES.

THE retail grocery associations of Toronto, Hamilton, and Montreal are doing well in reviving at this time the agitation for having the garnishee law extended to civil service employees: Parliament will meet in a few months, and there is nothing like being in time when legislation is sought for.

Civil servants as a class are not dishonest, but there are a great many of them who will not pay their debts, and the law, to the disgrace of the country, prevents such forces being put into operation to compel them to pay as are operative against all other classes of society.

The day when the civil servant was considered the special ward of the Crown and his person practically sacred passed away long ago, but the special privileges still exist. It is to the task of removing these that the retail merchants throughout the country are setting themselves, and they are entitled to the support of citizens of all sorts and conditions.

We would say to them, keep hammering away.

DRIED APPLE SITUATION.

THE position of the dried apple market is not at the moment altogether reassuring. There are several contributing causes to this.

Six months ago the extraordinary low price of the commodity induced, as the trade well know, an unusual speculative demand, but it is questionable whether the results will come up to anticipations, in spite of the fact that the apple crop in Canada is much smaller than it was anticipated it would be.

In the first place, while the crop of apples is a great deal less than a year ago, yet there is likely to be a good proportion of it turned into dried fruit on account of the small percentage of first-class apples there will be available. And our belief is based largely upon the fact that enquiries for prices are coming in freely from farmers and dealers in localities where the crop of apples is this year known to be light. We have seen a great deal of the correspondence and are not, therefore, speaking from mere hearsay.

Then as to the stocks of last year's dried apples speculatively held: Investigation by an expert has led to the discovery that there is at least 75 cars of 1896 fruit known to be held. A great deal of this held fruit is unfit for human food, worms having played havoc with it, and can only be used for manufacturing purposes. THE CANADIAN GROCER has examined a number of samples during the past few weeks and is fully persuaded that worms have done a great deal of damage to the fruit carried over from last season. And everybody knows what effect on the price of even a good article a superabundance of inferior and low-priced fruit has; so long as it is in evidence so long does it tend to bear the price of the first-class goods.

Now it is well known that Canada's consumptive capacity for dried apples is not large. Estimates place it at fifteen carloads annually. The chief sources from which the consumptive demand comes are the Ontario lumber camps and the Northwest. The eastern part of Canada is now able to about supply its own wants in this particular. Canada has to depend a great deal upon the foreign markets for its outlet for dried apples. Consequently its price for this commodity is largely regulated by the

same markets. And the price in the foreign markets is regulated a great deal by the competition we meet there from the United States product.

What then is the outlook in the United States? On the whole it is for a good crop. California, we are told, has an abundant crop. So has Illinois, Kansas, Missouri and other states in the west, while New York has a good crop along the shores of the lakes. In the Southern States the crop is a large one. A private letter states that Illinois will have an immense crop of sun-dried apples.

As to what Canada may expect in the way of competition from the United States, we take the figures now ruling in San Francisco and New York for new fruit. In the former city they are quoted at 2¼ to 4c., and in the latter, according to The Journal of Commerce of Tuesday, at 3 to 4c. per pound for both sliced and quarters. Yet in spite of this fact holders in Canada are asking as high as 4 to 5c. per pound free on board. We hear of country merchants paying one dollar per bushel for dried apples, which is about equal to 4¼c. per pound.

It looks very much indeed as if prices in Canada are much inflated.

Last year a large quantity of California dried apples were brought into Manitoba and the Canadian Northwest in competition with the domestic article, and with the large crop of apples California has, together with the fact that the price of the Canadian dried article is ruling higher, it is quite likely the experience of last season will be repeated this season.

In Canada at the moment the great disturbing factor is the large stock of last season's damaged fruit there is on the market. Because of this fruit and the uncertainty of its effect on values exporters are afraid to attempt to operate, even if they could buy at prices which would allow them to compete with New York.

Were it not for the speculative demand which developed some months ago a great deal of the fruit which is now held and damaged would have been exported, for there was a demand for it at a price.

Nine times out of ten it pays to keep goods moving: to sell them when a market can be found. But people prefer to take the maximum of risk in order to try and secure the minimum of possibility.

A SENSIBLE CONCLUSION.

IN an interview in London, Eng., last week the Canadian Minister of Customs, Hon. Mr. Fielding, stated that "though the present tariff falls short of his free trade intentions and ideas, tariff tinkering is most harassing to trade. Hence, no material change will be made next session."

This may not be good news to politicians whose delight is to meddle with the tariff, but it will be good news for the business men of the country, and should be scattered broadcast over the Dominion.

Aside altogether from the merits of free trade or protection, to undertake any important change in the tariff at the next session of Parliament would be a mistake.

It does not matter whether the work be controlled by free traders or protectionists, tariff revision means, for the time being, quiet trade.

Just now the first step towards a revival of trade has been taken, and the general outlook in Canada is better than it has been for a number of years. To meddle, therefore, with the tariff at this juncture would not only be short-sighted: it would be positively foolish.

THE CANADIAN GROCER is glad the Government has decided to do the sensible thing, and it is to be hoped it will not allow theorists or impracticable persons to deter it from its purpose.

The tariff may have its anomalies, but it is better that there should be a few anomalies than that the whole country should suffer.

The merchant who is respectful towards his customers earns business as well as respect for himself.

ZANZIBAR CLOVES HIGHER.

Zanzibar cloves have been advancing sharply lately. Cables received in Toronto on Monday quoted an advance of ½c. per pound from the previous Friday. This makes the advance about 2c. per pound since June last.

The abolition of slavery in Zanzibar gave the market its first impetus, but now a syndicate is alleged to have got possession of the output, and its intention is to set aside a certain part of the crop not to be sold below a minimum price, and destroy the remainder.

PRATT'S
POULTRY
FOOD . . .



Is a guaranteed egg producer.

This is backed by countless testimonials from all parts.

You can supply all the demand for fresh eggs throughout the winter by having your poulterer feed Pratt's Food to his stock. Packed as follows:

26-oz. package, retails for 25c.; 24 in case, \$4.20 per case.
 5-lb. package, retails for 60c.; 10 in case, \$4.20 per case.
 12-lb. sacks, retails for \$1.25.; 8 to the cwt., \$7.00 per cwt.
 25-lb. sacks, retails for \$2.50.; 4 to the cwt., \$7.00 per cwt.

Handsomely lithographed charts of different breeds of fowls with each case.

SOLE AGENTS FOR CANADA



Robert Greig & Co.

MONTREAL.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, Oct. 14, 1897.
GROCERIES.

THE feature of the wholesale trade this week is the inauguration of a uniform price on sugar of all kinds in both city and country, while the refiners have advanced their figures $\frac{1}{8}$ c. per lb. all round. Wholesalers still report a good movement of merchandise, although the output of sugar is not as large as it was. Canned vegetables are strong and in good demand. The strength is particularly noticeable in tomatoes. Green coffees are meeting with a fair demand. The feature of the tea market is the increased strength of Indian and Ceylon growths in London. Zanzibar cloves are cabled dearer and the market is strong at the advance. Syrups are more plentiful, but the demand is poor. Currants are cabled dearer again this week and the market for all kinds of foreign dried fruits is firm.

CANNED GOODS.

Tomatoes are even exciting more attention than they were a week ago, and the feeling is decidedly bullish. Some of the packers report they are sold out, while others have advanced their views as to price. A bid of even 85c. was refused by one packer and 90c. asked, but no transactions are taking place at these figures, these being the prices at which the wholesalers are selling. The continued mild weather is, of course,

favorable for the pack. There is also a firmer feeling in corn, and at least one of the packers has advanced his prices $2\frac{1}{2}$ c. per dozen. Peas continue strong. Canned salmon remain in much the same position as before. We quote: Tomatoes, 85 to 90c.; corn, 65 to 85c.; peas, 85 to $87\frac{1}{2}$ c. for ordinary; sifted select, 90 to \$1; extra sifted, \$1.25 to \$1.40; beans, 65 to 80c.; peaches, \$2.25 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.90, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$1.75 to \$2.25; apples, 3's, 80 to 95c.; gallons, \$2 to \$2.25; salmon, "Horseshoe," \$1.25 in 5-case lots and \$1.30 in less quantities; other red salmon, \$1.20 upwards, according to quality and brand; cohoes, 95c. to \$1.10; canned mackerel, \$1.25 to \$1.30; lobsters, \$2.40 to \$2.50 for tall tins; 1-lb. flats, \$2.85 to \$2.95; $\frac{1}{2}$ -lb. flats, \$1.60 to \$1.70; Canadian canned beef, 1's, \$1.35 to \$1.40; 2's, \$2.35 to \$2.50; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

COFFEES.

Stocks of Rio on the spot are not heavy; in fact, they are lighter than they have been for some time. The demand is good. Jobbers quote green in bags: Rio, 9 to $12\frac{1}{2}$ c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, $12\frac{1}{2}$ to 18c.; Java, 30 to 33c.; Mocha, $27\frac{1}{2}$ to 30c.; Maracaibo, 16 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

Syrups are more plentiful, particularly in the medium grades. One refinery has nothing but medium syrups to offer, while another has nothing but brights. Prices are unchanged at last week's advance. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to $3\frac{1}{4}$ c. per lb.

MOLASSES.

Advices from New Orleans state the prospects are for a late movement of the crop of molasses on account of the quarantine regulations. Locally there is nothing of interest to note. We quote as follows: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The wholesalers in Toronto, Hamilton and London have agreed upon a uniform price for granulated and yellow sugars, and the refineries have advanced their price $\frac{1}{8}$ c. per lb. all round. Further particulars are furnished in our editorial pages. The demand for sugar, while gradually easing off, is still of fair proportions. The outside markets are quiet but steady. The American Sugar Refining Co.'s refineries at Boston and Philadelphia have been temporarily closed down. Cable advices from London state that the market is strong, with beet sugar for November delivery $\frac{1}{4}$ d.



THOROUGH. CLEAN. FAST.

Positively removes every seed.

WE have them. YOU ought to have them.

Walter Woods & Co. - Hamilton.

DRINK :::

::: Chocolate for Breakfast

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



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

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

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

Ask your grocer for **Chocolat Menier**

The world-renowned French Vanilla Chocolate.

WE INVITE YOU

to send us any

"SALADA"
CEYLON TEA

you have in stock, if it is not giving your customers and yourself the very best satisfaction of any tea you have ever handled.

WHOLESALE AGENCIES . . .

25 Front Street East - - TORONTO
318 St. Paul Street - - MONTREAL
411 Cordova Street - - VANCOUVER, B.C.
15 Niagara Street - - BUFFALO, N.Y.
206 State Street - - BOSTON, Mass.
347-349 Fifth Avenue - - PITTSBURG, PA.
59-61-63 Jefferson Ave. - DETROIT
15 Exchange Street - - ROCHESTER, N.Y.

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

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WINNIPEG: E. W. Ashley.
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THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

higher. Geisecker estimates the present crop of Europe at 4,850,000 tons. It is, however, believed that Licht's estimate will be close to 5,000,000 tons. Wholesalers' quotations for sugar are now as follows: Granulated, 4 5-16c. for less than carload lots, and 4 ¼c. for carload lots; yellows, 3 9-16 to 3 ¾c. per lb.

SPICES.

The market still rules firm on all kinds of spices, particularly on Zanzibar cloves, which are cabled ½c. dearer. Spices are meeting with a fairly good demand. We quote as follows: Pure Singapore black pepper, ground, 11c. in kegs, pails and boxes, and 13c. in 5-lb. cans; ditto, whole, 11 to 12c. per lb.; pure white pepper, ground, 18c. in kegs, pails and boxes and 20c. in 5-lb. cans; ditto, whole, 15 to 20c., according to quality; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 23 to 25c.; do. best, 28 to 30c. per lb.; allspice, 13 to 16c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

NUTS.

Market is quiet and unchanged. We quote: Brazil nuts, 11 to 12 ½c.; Valencia shelled almonds, 20 to 22c.; Tarragona almonds, 9 ½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts,

\$4.50 to \$5 per sack; Grenoble walnuts, 12 ½c.; Marbot walnuts, 9 ½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10 ½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12 ½c.

RICE, TAPIOCA, ETC.

There is the usual trade doing. We quote as follows: Standard "B," broken lots, 3 ¾c.; 1 to 5 sacks, 3 ¾c., and 5 sacks and over, 3 ¾c. per lb.; Japan, 5c.; Patna, 4 ¾ to 5 ¾c.; tapioca, 3 ¾ to 4 ½c.; sago, 3 ½ to 4 ½c.

TEAS.

The London, Eng., market is firmer on Indian and Ceylon teas, the quantities coming forward to London being smaller than anticipated, while the quality of the goods is a shade better. A few lots of China green teas were cabled for a few days ago, and the reply was to the effect that the orders could not be filled, the market being bare. Teas held here in first hands are in consequence considered to be of good value. Japan teas continue firm. The volume of business in all kinds of tea is light. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades;

Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

CURRENTS—Prices continue to advance in the primary markets, a cable this week announcing an appreciation of another shilling per cwt. Local quotations are unchanged. We quote: Filiatras, 6c. in barrels; 6 ½c. in half-barrels and 6 ¾c. in cases. Patras, 6 ½c. in barrels; 6 ¾c. in half-barrels, and 6 ¾ to 7c. in cases. Vostizzas, 7 to 8c. in cases.

VALENCIA RAISINS—The demand is good and prices are being well maintained. We quote: New goods—Fine off-stalk, 5 ¾ to 6c.; selected, 6 ¼ to 6 ¾c. Old goods—Off-stalk, 4c.; fine off stalk, 4 ½c.; layers, 5c.

MALAGA RAISINS—There is not much doing, and for the few lots on the market we quote as follows: London layers, \$1.70 to \$1.90; black baskets, \$2.30 to \$2.50; blue baskets, \$2.50 to \$2.75; Connoisseur Clusters, \$2.40 to \$2.50; Dessert Clusters, \$3.60 to \$3.80; quarter flats, 75 to 90c.

FIGS—The market is much about the same as a week ago. We quote: 4-crown, 10 to 11c.; 5-crown, 11 to 13c.; 7-crown, 13 to 14c.; 9-crown, 15 to 16c., natural figs, in bags, 4 ½ to 5c.

SULTANA RAISINS—Advices from Smyrna state that the market there is strong owing

BUTTER AND EGGS

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

J. A. McLEAN,

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

CANADA'S CANNED FISH

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

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

JOHN SEALY
SAINT JOHN, N. B.

The Following Brands
Manufactured by

The American Tobacco Co.
OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS
OLD CHUM.
SEAL OF NORTH CAROLINA.
OLD GOLD.
CIGARETTES
RICHMOND STRAIGHT CUT.
SWEET CAPORAL.
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BUSINESS OUTLOOK

FIRST-CLASS IN

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If you want to reach the **WINNIPEG** Wholesale Trade with your goods **WRITE ME**, with Samples and Prices. Letters and Telegrams promptly replied to.

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Successor to

W. F. Henderson & Co.

Wholesale Commission Merchants and Brokers.
15 years' experience. Established 1882

ONIONS Spanish, in Crates
Domestic, in Bags

Fancy Jersey
Sweet Potatoes

Special

Have a few packages left

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

SEASON
1896

CLEMES BROS. - TORONTO

to the backing given by some large operators who have confidence in the future of Sultana raisins, owing to the enlarged British and European demand. New fruit is quoted at 10 to 12c. by local wholesalers.

CANDIED PEELS—We quote as before: Citron, 19c.; orange, 13c.; lemon, 12½c.

CALIFORNIA EVAPORATED FRUITS—The market is quiet for apricots and peaches, with prices steady. Oregon prunes are unsettled.

CALIFORNIA RAISINS—Two-crown loose muscatels are reported easier on the Coast.

GREEN FRUITS.

Grapes are the chief article on the fruit market this week, great quantities of Niagara and Concord grapes still coming in. Crawford peaches, Bartlett pears and Canadian tomatoes are done, while cranberries, quinces and chestnuts have begun to arrive.

We quote: Lemons, fancy, \$4.50 to \$5; extra fancy Rhodi, \$5.50 to \$6. Cocoanuts, \$4.50 a sack and 60c. per doz. Bananas, \$1 to \$1.50. New cabbage, \$1 to \$1.25 per 100; peaches, 50 to 75c.; cranberries, \$7 to \$7.25 per bbl.; quinces, 20 to 30c.; chestnuts, \$5 a bushel. Canadian apples, \$1.75 to \$2.50 per barrel and 25 to 35c. per basket; Spanish onions, \$1 per case, pickling onions, 75c. per basket; yellow Danvers, 80 to 85c. per bag of 80 lbs.; fall and winter, 35 to 60c.; celery, 25 to 30c. a dozen; grapes, 10-lb. ConCORDS, 13c.; 10-lb. Niagaras, 15c. ConCORDS, large baskets, 1 to 1½c. per lb.; Niagaras, large baskets, 1½ to 2c. per lb.; sweet potatoes, \$3.25 per bbl.

BUTTER AND CHEESE.

BUTTER—Receipts are not large, yet they are almost sufficient to meet requirements, the price still remaining for the best grade, 15 to 16c. Inferior butter can be purchased in abundant quantities for from 10 to 12c. Creamery butter is plentiful, especially in 1 lb. lots. We quote: Early make, tubs, 17 to 18c.; late make, tubs, 18 to 19c.; prints, 19 to 20c.

CHEESE—Offerings are liberal, but buyers and sellers still do not agree as to prices and little business is done. Local quotations are 9½ to 10c., according to month's make.

SALT.

Trade has begun to pick up well lately, and will continue to improve. Toronto prices are: Carload lots, \$1 per bbl., and 65c. per sack; less than carload lots, \$1.05 per bbl., and 70c. per sack. At the wells we quote: F.O.B., barrels, 70c.; sacks 50c.

GROCERS IN B. C.

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

OKELL & MORRIS GOLD MEDAL BRANDS

Sold by every wholesale man in B. C.

RIVERSIDE CANNING WORKS

Wallaceburg, Ont.

Eagle Brand Tomatoes, Corn and Catsup

THE BEST IN THE MARKET.

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

W. J. BADDER, Prop.

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

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

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

W. H. Seyler & Co.

Brokers and Commission Merchants

Room 100, Board of Trade,

Toronto

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

English, German and French Goods a specialty.

Representing

J. Lewenz & Hauser Bros., London, Eng.—Teas.

Tellier, Rothwell & Co., Montreal—"Royal" Black Lead and Blues.

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

German Gelatine Works, Hoechst am Main Germany.

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

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

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

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

G.F. & J.GALT

42 SCOTT ST. TORONTO.

PACKERS OF THE

CELEBRATED

BLUE RIBBON TEAS

FRUITS ARRIVING

AND IN STOCK

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

PEELS.

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

RAISINS.

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

FIGS.

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

Bought before the recent advance. Ask for prices.

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

FISH.

The demand this week has been so great that dealers have not been able to meet it, whitefish and trout especially being in demand. We quote: Pickerel, 6c. per lb.; pike, 5½c. per lb.; whitefish, 7c.; trout, 6½c.; perch, 3c. per lb.; fresh herring, 3½c. per lb.; haddies, 7½c. per lb.; Labrador herring, \$3 to \$4 per bbl. and \$2.25 per half-bbl.; split herring, \$4.50 per bbl. and \$2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; fresh water herring (heads off), \$2.50 per keg;iscoes, 75c. to \$1.

PROVISIONS.

The demand is still good, supplies for lumber camps continuing active, especially in long clear bacon and barrel pork. Hams have also been in some demand in this quarter. Lard has fallen the ¼c. it advanced last week.

DRY SALTED MEATS—Long and short clear bacon, 8¾c. for carload lots, and 9 to 9¼c. per lb. for ton lots and cases; backs, 9½c.

SMOKED MEATS—Breakfast bacon, 12½ to 13c.; rolls, 10c.; hams, large, 11 to 11½c.; 12 to 12½c. for small and 12c. for medium; shoulder hams, 9 to 9½c.; backs, 12c.; all meats out of pickle, 1c. less than above.

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

BARREL PORK—Canadian heavy mess, \$14.50 to \$15; Canadian short-cut, \$17; clear shoulder mess, \$13.50.

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

J. McLAUHLAN & SONS,

Biscuit Manufacturers,

Owen Sound, Ont.



COUNTRY PRODUCE.

EGGS—Plenty are now coming forward and the demand is good. New laid eggs are worth 15 to 16c., and the second grade brings 11 to 13c.; pickled eggs, 12 to 13c.

POTATOES—There is a fair demand for potatoes and the supply keeps well up to demand. Carload lots are quoted at 45c., while on the market they are worth 60c. a bag.

HONEY—Demand and supply both very good this week. Our quotations are: Light colored, in 60-lb. tins, 6 to 6½c.; 5 and 10-lb. tins, 6½ to 7c.; comb, \$1.50 to \$1.75 per dozen, and are selling clover honey at 7c. and buckwheat at 5c.

BEANS—Still coming in in good quantities. We quote hand-picked beans at from 85 to 95c. Prime beans are quoted at 80c.

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

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—The wheat market is firm, though tendency is to weaken. Oats and barley have dropped about 2c. bushel. Peas

are firmer. We quote: Winter wheat, 80c.; No. 2 red, 77 to 79c. at outside points; freights to Toronto are about 3 to 5c.; barley, 27 to 31c.; peas, 44 to 46c.; oats, 20 to 21c., Toronto freights, and No. 1 hard wheat is quoted at \$1, Toronto freights.

FLOUR—The market is firm, a good demand keeping prices unchanged. We quote in carloads on track, Toronto: Manitoba patents, \$5.30; Manitoba strong bakers', \$4.80; Ontario patents, \$4.50 to \$4.75; straight roller, \$4.35 to \$4.50, Toronto freights.

BREAKFAST FOODS—Trade is brisk, the only change of prices being split peas, which have advanced 10c. We quote: Standard oatmeal and rolled oats, \$3.40 in bags and \$3.50 in bbls.; rolled wheat, \$2.70 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$3.35; pot barley, \$3.

SEEDS.

As far as jobbing is concerned the seed trade is over. For export, business is fair, many samples of seed offering, but dealers not bidding up to buyers' expectations. Owing to low price in foreign markets, the holders are reluctant about selling. The

WE ARE
PAYING
CASH
 FOR

DRIED
APPLES



W. B. BAYLEY & CO.
 EXPORT BROKERS

48 FRONT ST. E. **Toronto**

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

VALENCIAS.

Trenor's F. O. S. and Selected.
Rogers' F. O. S. and Selected.
Arguimbau's O. S., F. O. S. and Selected.
Ferchen's F. O. S., Selected and layers.

SULTANAS.

Prime, Choice, Extra Choice.

MALAGA RAISINS.

London Layers, Black and Blue Baskets.
Connoisseur Clusters and Extra Dessert Clusters.

FIGS.

Eleme Layers, Natural in Bags, Comadra in Taps.

CURRENTS.

Our special brands cleaned and stemless
"KALAMOS," "FANCY VONITSA," "FANCY
MOREA," "BLUE PEARLS." Nothing to
equal them in the market.

PEELS.

In stock and to arrive. Batger's DRY DRAINED
in Kegs and Barrels---Special quotations.
CRYSTALLIZED :---PRESERVED in fancy
1-lb. Drums, 6 doz. in Case. A splendid seller.

SPECIAL "DIOVA" TURKEY FIGS } **3** c. lb.
35-lb. Boxes. Special quotations in Lots.

SULTANAS, 2,000 boxes } **8** c. lb.
Arriving—Fine Old Fruit. Special quotations in Lots.

Wholesale Importing and Manufacturing Grocers, **TORONTO.**

quality of the alsike crop is rather poor generally. Alsike is quoted at \$3.50 to \$4.50 per bushel, superior grades bringing higher figure. Red clovers, \$3 to \$3.25 per bushel. Timothy, machine threshed, \$1 to \$1.25, and choice unhulled brings a slightly higher figure.

HIDES, SKINS AND WOOL.

HIDES—There is no change in prices here. In Chicago there has been a reaction, prices having recovered from $\frac{1}{4}$ to $\frac{1}{2}$ c. the decline of last week. Quotations are: Cowhides: Dealers pay $8\frac{1}{2}$ c. for No. 1, $7\frac{1}{2}$ c. for No. 2, and $6\frac{1}{2}$ c. for No. 3.

CALFSKINS—Few skins are now offered, the season having about finished. Prices are: No. 1 veal, 8 lbs. and up, 10c. lb.; No. 2, 8c.; Dekins, from 30 to 35c.; culls, 15 to 20c. each.

SHEEPSKINS—Local market quiet. Best fresh taken off are quoted at 75 to 85c.; country lots from 75c. down.

WOOL—Foreign wools are still being imported as a substitute for Canadian wool, all of which is disposed of. Pulled wool also are in fair demand, dealers paying 20 to $20\frac{1}{2}$ c. for pulled wools.

PETROLEUM, ETC.

Trade is brisk this week. Prices, however, remain unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14c.; carbon, safety, $16\frac{1}{2}$ c.; Canadian water white, 17c.; American water white, $17\frac{1}{2}$ c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Cream of tartar is 2s. per cwt. cheaper.

Indian and Ceylon teas are firmer in London.

Lard has lost the $\frac{1}{4}$ c. per lb. it gained last week.

Currants are cabled another 1s. per cwt. dearer from Greece.

The Canadian refiners advanced the prices of all kinds of sugar $\frac{1}{8}$ c. per lb. on Monday.

Zanzibar cloves advanced $\frac{1}{2}$ c. per lb. between Friday and Monday last, according to cable advices.

QUEBEC MARKETS.

MONTREAL, Oct. 14, 1897.

GROCERIES.

THERE has been a moderate trade in general groceries during this week, but jobbers are not operating as extensively as they were except in the case of dried fruit. In this line continued advances abroad in Valencia raisins have led to a small-sized rush to place orders for the second steamer and fruit by it will cost all the way from 1s. to 1s. 6d. more than by Avlona, owing to the rise in values at primary points. Currants are firm also, and the same can be said of French and Bosnia

prunes. Refiners have advanced their prices $\frac{1}{8}$ c. on sugar, and tea rules firm, though the demand is light. Molasses and syrups are steady, and spices of all kinds point in an upward direction.

SUGAR.

The sugar market has ruled firm and a more active business is noted than a week ago. The chief news of the week is the intelligence of the arrangement between the wholesalers and the refiners regarding the sale of sugar, the facts of which are given in our editorial columns. The new arrangement has necessitated an advance of $\frac{1}{8}$ c. in refiners' prices. Granulated is firmly held in a jobbing way as last quoted, with a good business doing, and the same can be said of yellows. In raws there is nothing new to report except that the market is steady, while in German granulated business is doing at $3\frac{3}{4}$ c. in wholesale lots and the domestic refiners are meeting this by producing what they call a German granulated, made entirely from beet, which they sell to the wholesale trade at the same price. We quote granulated at $4\frac{1}{4}$ c. up to 10-bbl. lots and $4\frac{3}{8}$ c. for larger quantities, yellows, $3\frac{3}{8}$ to $3\frac{5}{8}$ c., creams, $3\frac{3}{4}$ to $3\frac{7}{8}$ c. and German granulated, 4c.

SYRUPS.

With very light stocks the syrup market is exceedingly firm, though business is quiet. Values here are firmly held at $2\frac{1}{4}$ to $2\frac{1}{2}$ c. per lb.

MOLASSES.

There is no new feature in this market,

which rules quiet, but very firm. Demand is slack for the moment, and round lots of Barbadoes are held at 25c., and Porto Rico, 26c. Altogether it is estimated that the stocks of molasses here do not exceed 6,000 puncheons. We quote in a jobbing way: Barbadoes, 26c., and Porto Rico, $27\frac{1}{2}$ to 28c.

RICE.

The strength in rice continues abroad, but no change is noted on the spot range, as old contracts still cover current business. We quote: Crystal Japan, \$5; standard B, \$3.50 to \$3.75; Patna, \$5 to \$5.50; Carolina, \$6.75 to \$7.75; choice Burmah, \$4 to \$4.25, and Java kinds, \$4.25 to \$4.50.

SPICES.

The spice market continues active and excited outside, especially on pepper, but spot jobbing values on ground spices are unchanged. We quote as follows: Black pepper, 10 to 12c.; pure white, 13 to 17c., as to grade; pure Jamaica ginger, 20 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; allspice, 12 to 14c.; nutmegs, 50 to 90c.

COFFEES.

The coffee market is quiet, and buyers generally have the best of any negotiations now going on. We quote: Maracaibo, 17 to 18c.; Rio, 11 to 12c.; Santos, 13 to 14c.; Mocha, 24 to 25c., and Java, 24 to 25c.

TEAS.

The tea market is generally quiet but



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

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Perfection in cure

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steady, the volume of wholesale business being light. In a jobbing way, demand is of a moderate kind for Gunpowders and Japans at a range of 14 to 17c. Advices continue strong from primary points, and it would cost an advance of 1 to 1½c. per lb. to-day to procure supplies compared with eight or ten days ago. We quote as follows: Young Hysons, 14 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15½ to 21c. for mediums, and 28 to 40c. for high grades; Indians and Ceylons, 17 to 20c. for mediums, and 35 to 65c. for higher grades.

CANNED GOODS.

There is a fair jobbing enquiry for all kinds of canned goods, and prices generally are firmly held. This is especially the case in staple vegetables, such as tomatoes and corn. We quote: Tomatoes, 80 to 90c.; corn, 60 to 75c.; peas, 75c. to \$1.25; peaches, \$1.75 to \$1.90 for 2's; raspberries, \$1.50 to \$1.90; strawberries, \$1.75 to \$2, according to brand and quality; cherries, \$2.30; apples, 3's, 95c.; gallons, \$1.65 to \$1.75; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.25 to \$1.45; "Clover Leaf," \$1.25 to \$1.45; "Lion," \$1.25 to \$1.40; Lowe Inlet, \$1.20, in tall tins; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.30; lobsters, \$11 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

DRIED FRUIT.

The currant market is very firm in its tone and prices are steadily held, while to procure fresh goods ex the second steamer is costing quite as much, if not more, than ex ss. Avlona. We quote: Patras, in cases, 6 to 6¼c.; Filhatras, bbls., 5¾c.; ½-bbls., 5½c., and cases, 5¾c.; Provincials, 5c. in bbls., 5¾c. in cases and 5½c. in ½-cases.

Valencia raisins continue firm, prices at Denia having advanced 1s., the best offers on fine off-stalk now being 17s., and the advance has caught a lot of buyers short who declined to book by the first steamer because they thought they could get supplies for less by the second boat. As a result their stocks will cost from 1s. to 1s. 6d. more than the earlier purchases. Accordingly, firm values are looked for on Valencia raisins this fall, and prices are steady at 4½c. for off-stalk, 4¾ to 5c. for

WINE Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.
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BROCK'S BIRD SEED

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



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GUELPH, ONT.

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

fine off-stalk, $5\frac{3}{4}$ to 6c. for selected, and $6\frac{3}{4}$ to 7c. for 4-crown layers.

California raisins continue unsettled, and prices for forward shipment from the Coast vary considerably. In fact, the expectation is for a much smaller importation of California raisins this season than last, owing to the fact that they are disproportionately higher than Mediterranean fruit. The first carloads of new fruit are selling at $6\frac{1}{2}$ c. for 2-crown; $7\frac{1}{2}$ c. for 3-crown, and $8\frac{1}{2}$ c. for 4-crown.

Jobbers here will be quoting Malaga table raisins presently for prompt delivery. Based on the cable quotations, London layers should open in a jobbing way at \$1.50 per box, Imperial Cabinets \$1.75, and Empire Dehesa clusters, \$2.

Malaga loose muscatels, in 50-lb. boxes, are also on the way, and they are expected to compete more successfully this fall with the California fruit owing to the high price of the latter. Their price will be much lower, and the quality, according to samples at hand, fully up to the standard.

French prunes are very firm, and shippers have withdrawn quotations this week, while no large sizes are obtainable at all. There are some now on the way that will cost from 4 to $4\frac{1}{4}$ c. in jobbing lots.

Cables state that Bosnia prunes have advanced 1s. 6d., and they are expected to open in a jobbing way here at about $6\frac{1}{4}$ c. for ordinary descriptions.

New figs were offered for the first time this week. They are selling at 12c.

NUTS.

Valencia shelled almonds are dearer at primary markets than they have been for four or five years, but Tarragona almonds open about the same as last year. Shelled walnuts are quoted for shipment on the 15th, and will cost in a jobbing way in Montreal about 16 to 17c. We quote: Grenoble walnuts firm at 11 to 12c.; do. shelled, 20c; Brazils, 11c.; almonds, 10 to $10\frac{1}{2}$ c.; do shelled, 17 to 18c.; filberts, $8\frac{1}{2}$ to 9c.; peanuts, 7 to 9c.; pecans, 9 to 10c.

DRIED APPLES.

There is no change in dried apples, prices ruling steady at 3 to 4c., with evaporated at 6c.

APPLES.

The green apple market continues active and strong with brisk demand. New winter apples came to hand this week and are selling at \$3.50 to \$4 per bbl.

GREEN FRUIT.

The green fruit market has ruled quiet this week, but prices generally are steady. Peaches are still plentiful and rather in excess of the demand. Pears also are in over supply, while plums are only offering to the extent of a few odd lots. Receipts of grapes

have been very heavy and prices are easier. Cranberries are now on the market and are selling at \$7.50 for Cape Cod, and \$6.50 to \$7 for Nova Scotia. First receipts of Jamaica oranges are offering at \$9.50 to \$10 per bbl. We quote: Peaches, 30 to 40c.; plums, 25 to 40c.; pears, 20 to 40c., and grapes, 14 to 15c. per basket; bananas, \$2 per bunch, and lemons \$3 per box; Bartlett pears, in bbls., \$2 to \$4; cranberries, Cape Cod, \$7.50, and Nova Scotia, \$6.50 to \$7 per bbl.; Jamaica oranges, \$9.50 to \$10 per bbl.

COUNTRY PRODUCE.

EGGS—Although the receipts of eggs continue very liberal for the season of the year, the market rules remarkably steady, and no immediate change in values is anticipated. The demand for small lots on local account is fair, and new laid in single cases are selling at 17c. per dozen. The demand for export, however, is not up to what it was at this time last year. We quote: New laid, 15 to 16c.; choice candled, $12\frac{1}{2}$ to $13\frac{1}{2}$ c., and culls, 10 to 11c. per dozen in round lots.

BEANS—There was no change in beans, sales being chiefly in small lots at 80 to 90c. per bushel for primes, and at 95c. to \$1 for choice hand-picked.

HONEY.—The supply of honey is ample, for which the demand is only moderate, and prices unchanged. Clover comb sold at 10 to 11c.; bright extracted, $7\frac{1}{2}$ to $8\frac{1}{2}$ c.; and dark, 5 to $5\frac{1}{2}$ c.

GAME—The demand for partridge continues active, and any coming forward meet with a ready sale at 70 to 75c. per brace.

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

PROVISIONS.

A fairly active jobbing trade continues to be done in provisions, and the market is without any change in values to note. We quote: Canadian pork, \$15 to \$16 per bbl.; pure Canadian lard, in pails, at $7\frac{1}{2}$ to 8c., and compound refined at $5\frac{1}{2}$ to $5\frac{3}{4}$ c. per lb.; hams, 12 to 14c., and bacon, 12 to 13c. per lb.

FLOUR AND MEAL.

The flour market was without any new feature. Business on local account continues moderately active, there being a fair demand for small lots, and values rule about steady. We quote: Winter wheat patents, \$4.75 to \$5; straight rollers, \$4.50 to \$4.65, and in bags, \$2.15 to \$2.25; best Manitoba strong bakers', \$5 to \$5.25; second do., \$4.50 to \$4.75, and low grades, \$2.65 to \$2.90; Hungarian patents, \$5.40 to \$5.65.

The receipts of meal were large, there being 2,800 barrels received on Monday, and if this is to be put on the market prices will probably be depressed. The demand was slow. We quote: Rolled oats, \$3.40

per barrel, and \$1.65 per bag; standard meal, \$3.30 per barrel and \$1.60 per bag.

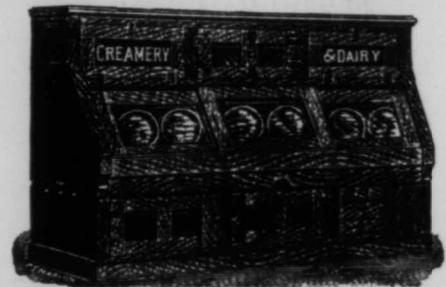
There was no change in the feed market. The demand is good and business active. Ontario bran sold at \$11, and shorts at \$12 per ton in bulk; Manitoba bran, bags included, at \$11.50 to \$12.50, and shorts at \$13.50 per ton.

BALED HAY.

The demand for hay continues good, and the market rules fairly active and steady. No. 1 sold at \$11 to \$11.50, and No. 2 at \$9 to \$10 per ton, in car lots on track.

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Extra Choice, Bold, Bright Fruit

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THE BEST MADE

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THE ORIGINAL "London Pearl" Cocoa

EXQUISITE

"French" Chocolate

In quarter pounds.

Todhunter, Mitchell & Co.
Manufacturers
TORONTO

CHEESE AND BUTTER.

Cheese is more active this week, and besides the trading on spot there were transactions in the country, which showed that buyers had started in again in earnest. The reaction from the high prices paid for August cheese early in September has been considerable, fully $\frac{3}{4}$ c. per lb., and at prices now current fine fall cheese are cheap when compared with the top prices paid for August. This fact has a good deal to do with the present demand, which is divided, according to all accounts, between operators both on this and the other side of the water. In the Brockville district there has been some pretty heavy contracting, and private advices state that fully forty factories have been taken over on the basis of 9 to $9\frac{1}{4}$ c. for September and October make. In the more eastern section, the Allan Grove and the Eager combinations, which constitute the bulk of the output in it, about 30,000 boxes, have been sold on private terms. These cheese, it is understood, are bought on English account. At St. Hyacinthe on Saturday, about 2,000 boxes sold at 9c., while at the wharf Monday morning, 4,000 boxes from down the river changed hands at 9c., which is the same price as paid last week. In Ontario Septembers also business was done at $9\frac{1}{2}$ c., and altogether the demand is good at steady prices. We quote: Finest Ontario Septembers, $9\frac{1}{2}$ to $9\frac{3}{4}$ c.; finest Townships Septembers, $9\frac{1}{4}$ to $9\frac{1}{2}$ c.; finest Quebec cheese, 9 to $9\frac{1}{8}$ c.

The butter market continues easy in tone, and it is understood that offers are being made over the cable for a figure that is less than 19c. on spot. This price represents the extreme bid that buyers are prepared to make on spot, but sellers are reluctant about accepting it as yet. Accordingly trading is dull aside from the local jobbing demand, which concedes full prices. The Liverpool cable quotes finest 90s., and good 60s. We quote: Finest creamery, 19 to $19\frac{1}{4}$ c.; seconds, 18 to $18\frac{1}{2}$ c.; dairy butter, $13\frac{1}{2}$ to 14c.

MONTREAL NOTES.

First receipts of Malaga table raisins are expected to arrive very shortly.

Cables from Patras on currants state that the market is 1s. 2d. higher and prices firm at the advance.

Advices state that shelled Valencia almonds are dearer at primary points than they have been for four or five years.

The first receipts of new dates cannot possibly arrive on this market before the middle of November.

Cables this week stated that Bosnia raisins had advanced 1s. 6d. at primary markets.

The first arrivals of new figs were offered on the market this week. They are selling at 12c. per pound.

Brokers here find it impossible to get any quotations on the larger sizes of French plums, for the reason that there is practically no supply.

Refiners have advanced prices on sugars $\frac{1}{8}$ c. per pound, and the jobbing range is expected to advance in proportion before the week closes.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Oct. 14, 1897.

THERE is a good wholesale demand. Fall orders are coming in freely.

Supplies for lumbermen are always a large feature of the fall trade. While there is quite a demand in this way, there is rather less than usual, the lumber market is so flat, and made more so on account of the very high freights. Large quantities of logs and manufactured lumber will be wintered. From the present outlook many think they would get better results to give the trees a year's growth rather than cut a very large quantity this season. Of course, a certain quantity will be got out. Arrangements for handling the winter's export business are moving along with success, and the facilities this year will show great improvement and enlargement. The matter of most general interest in the markets this week is the continued decline in flour, particularly Manitoba.

OIL—In burning oil the demand is active. Prices remain unchanged. In the past two years fall contracts have expired rather earlier than formerly. This year deliveries have to be made previous to Dec. 1. The better terms allowed on those contracts encourage nearly all dealers to buy in this way. It is said the Standard Oil Co. is about to refine Canadian oil in Ontario in large quantities. We quote: Best American burning oil, $17\frac{1}{2}$ to $18\frac{1}{2}$ c.; Canadian water white, 16 to 17c.; Canadian, prime, 14 to 15c.; cod oil, 22 to 24c.

SALT—There is a rather better demand. Stocks here are getting quite light, owing to the delay in the arrival of shipments now on the way. There is quite a quantity now due. In Canadian salt the demand for small bags has very largely given place to that for the 10 and 20-lb. boxes. We quote: Coarse, 47 to 50c.; Liverpool factory-filled, 85c. to \$1; Canadian fine, 90c. to \$1 per bag.; 5-lb. bags, in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.50 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.; rock salt, \$5 to \$6 per ton.

CANNED GOODS—The firm feeling in vegetables continues, and as far as tomatoes go quotations from some canners show an advance of 40c. over what standard packers sold for earlier. Our dealers are better supplied with corn than with either peas or tomatoes. Of late dealers have been selling quite freely. New Brunswick canners have no tomatoes to offer. The new factory at Woodstock offer quite a full line except tomatoes, but they want high figures, claiming extra quality for these goods. In apples there is some enquiry, but prices are held high, and the fruit is scarce. There is likely to be a better demand this year owing to the small receipts of green apples. A few lobsters are still offered, but at full figures. Other lines unchanged. We quote: Corn, 65 to 70c.; peas, 75 to 85c.; tomatoes, 95 to \$1; gallon apples, \$2 to \$2.15; corned beef, Canadian, \$2.40 to \$2.50; American, 2-lb. tins, \$2.60 to \$2.70; 1-lb. tins, \$1.40 to \$1.60; oysters, 2's, \$2.10 to \$2.20; 1's, \$1.40 to \$1.50; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.75 to

\$1.85; American, 3's, \$2 to \$2.25; pineapple, \$2.50 to \$2.75; salmon, \$1.15 to \$1.20; lobsters, \$2.50 to \$2.60; haddies, \$1.05 to \$1.15; clams, \$5 for 4 doz.; chowder, \$2.50 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

GREEN FRUIT—Canadian grapes have been plentiful this week. There have been a number of cars of Ontario fruit received, including upward of three cars of grapes, so that the retail and wholesale price have been about the same. This is the more the case, as some of the cars were consigned to retail grocers. Prices ruled low. Peaches, tomatoes, and pears fared better. In apples, the market shows increased strength. This is very different from last year. The present demand is for Gravensteins, many of which are going to the American market. Nova Scotia winter fruit will be scarce. Some few Ontario apples are being received. Malaga grapes are offered, but Canadians are too low to allow of much sale. Bananas and oranges are scarce. Quinces have fair sale. Lemons are without change. We quote: Oranges, \$5 per box; lemons, \$4.50 to \$5.50; Gravenstein apples, \$3 to \$4; other kinds, \$2 to \$3; bananas, \$1.50 to \$2; pears, 50 to 60c. per basket; grapes, 20 to 25c.; peaches, 40 to 60c.; Malaga grapes, \$5; native bog cranberries, \$4.50 to \$5.50 per bbl.; sweet potatoes, \$3.25 to \$3.50 per bbl.; Cape Cod cranberries, \$7 to \$7.50 per bbl.

DRIED FRUIT—There is still but light trade doing. California raisins have more attention. The market seems unsettled. The lower prices of last week are still quoted, but reports are conflicting as to the future. The sale of Malaga in 50-lb. boxes has effected the demand for California here. Valencias, of which a fair stock is bought, are firmer. Some bought earlier from New York were landed very low and to better advantage than the larger part of those bought direct. Currants are scarce and dried and evaporated apples firm, particularly the latter, which are very scarce. It is said new dates will be later than usual this year. Demand for new prunes is light. There is no sale for California evaporated fruit. We quote as follows: Valencias, $5\frac{1}{2}$ to 6c.; California L. M. 3-crown, 7 to $7\frac{1}{4}$ c.; London layers, \$1.75 to \$2; currants, cases, $5\frac{3}{4}$ to 6c.; bbls., $5\frac{1}{4}$ to $5\frac{1}{2}$ c.; cartoons, cleaned, $7\frac{3}{4}$ to 8c.; bulk, cleaned, $6\frac{1}{2}$ to 7c., prunes, boxes, 5 to 10c.; dates, $4\frac{1}{2}$ to 5c.; dried apples, $3\frac{1}{2}$ to 4c.; evaporated apples, 6 to 7c.; onions, \$2.15 to \$2.25 per bbl.; cocoanuts, \$3 to \$3.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, $7\frac{1}{2}$ to 9c.; Malaga loose muscatels, 6 to $6\frac{1}{2}$ c.; 4-crown L. M. Californias, $7\frac{3}{4}$ to 8c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.; new Valencias, layers, $6\frac{1}{2}$ to 7c.

SUGAR—While there is no change, dealers hardly hold prices as firm. There have been good sales reported for the week. We quote: Granulated, $4\frac{1}{4}$ to $4\frac{3}{4}$ c.; yellows, $3\frac{3}{8}$ to $3\frac{3}{4}$ c.; Paris lump, $5\frac{1}{2}$ to $5\frac{3}{4}$ c.; powdered, $5\frac{1}{4}$ to $5\frac{1}{2}$ c.

MOLASSES—Prices are firmly held. Even Barbadoes, which has ruled so low this season, is looking up, and a better feeling is expected. In Porto Rico there is also a feeling favoring higher values. Some little Demerara which is here is very choice, and a stiff price is asked. We quote

WILLIAMS BROS. & CHARBONNEAU'S PICKLES

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

½ pints and pints.

The **BEST VALUE** offering.

Ask your wholesaler.

A. E. RICHARDS & CO. Agents, HAMILTON



Pickles.

If Heinz's Baked Beans sell so well, there are Pickles. Grocers should be obliged for the hint.

Other Popular Specialties—

SWEET PICKLES
INDIA RELISH

TOMATO CHUTNEY
TOMATO KETCHUP
ETC.

For sale by—

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

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

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



as follows: Barbadoes, 23 to 24c.; Porto Rico, 27 to 29c.; New Orleans, barrels, 25 to 28c.; Antigua, 22 to 23c.; syrup, 36 to 38c.; St. Croix, 20 to 22c.; Demerara, 33 to 34c.

FISH—There is still a firm market. In dry cod, those to hand are of nice quality. Pollock, during the fall, have been moving up in price a little. Receipts are light. New smoked herring come upon a bare market. Some 15,000 boxes were received this week, and were at once shipped by the dealers, so stock is still light. Pickled bay herring is rather easier on account of somewhat larger arrivals. The Canso herring to hand is not as good as usual. In Shelburne, quite a few have come in during the week. They find a good sale. In boneless fish there is a good demand. Prices show quite a range. Persons buying pure cod should see they get it. We quote: Large cod, \$3.25 to \$3.50; medium, \$3 to \$3.15; pollock, \$1.35 to \$1.40; bay herring, \$1.40 to \$1.50 per half-bbl.; smoked, new, 7½ to 8c.; shad, half-bbl., \$4.50 to \$5; boneless, 2½ to 4c.; cod, 6 to 6½c.; Shelburne, bbls., \$3.50; half-bbls., \$1.85 to \$1.90; Canso, \$5 to \$5.25 per bbl.; do. half-bbl., \$3 to \$3.25; wolves, \$2.25 to \$2.50 half-bbl.

DAIRY PRODUCE—There is little new. In the local market there is no change in cheese. Buyers, however, are not as anxious. In butter, supply is still ample and the market is dull. It almost seems as if the quality of dairy butter got poorer from year to year. Much complaint is heard about the price, but the fault is with the butter. In eggs, for fresh stock there is a

good demand at full figures, but held stock moves slowly. We quote: Dairy butter, 15 to 17c.; creamery, 19 to 20c.; prints, 20 to 22c.; cheese, 10 to 10½c.; eggs, 13½ to 14c.

PROVISIONS—Clear pork, which is sold here chiefly from Boston, shows rather less demand than usual at this season. There is still considerable old pork here, which keeps prices down. Mess is in light supply. It comes chiefly from Prince Edward Island. Beef is held firm and has a fair sale. The American ham still keeps its hold on the market. Prices are quoted lower. United States bacon, however, has had to give way to local cured. In lard, the market has shown more strength than was expected. This week has shown a further advance of ¼c. We quote: Clear pork, \$14.50 to \$15.50; mess, \$13 to \$14; plate beef, \$13.50 to \$14.50; hams, 12 to 13c.; rolls, 9½ to 10c.; pure lard, 8 to 8¼c.; compound, 6½ to 6¾c.

FLOUR, FEED AND MEAL—There has been quite a reaction in flour, particularly in Manitoban. We quote: Manitoba flour, \$5.90 to \$6; best Ontario, \$5 to \$5.10; medium, \$4.75 to \$4.85; oatmeal, \$3.75 to \$3.85; cornmeal, \$2.05 to \$2.10; middlings, car lots, in bulk, \$16 to \$16.50; bran, do, \$14.50 to \$15; hand-picked beans, \$1.20 to \$1.25; prime, \$1 to \$1.10; oats, 34 to 36c.; hay, \$11.50 to \$12.50; barley, \$3.15 to \$3.25; round peas, \$1.25; split peas, \$3.25 to \$3.30; yellow eye beans, \$1.75; timothy seed, Canadian, \$2 to \$2.25; do. do., American, \$1.75 to \$2; clover, 8¾ to 9c.; alsike, 8½ to 9c.

ST. JOHN NOTES.

Some salmon are still being shipped from the North Shore, two carloads going forward to New York this week.

Nova Scotia shippers are finding quite a demand for dry cod and pollock for shipment to Portland, Maine.

City manufacturers of biscuits, on account of the reaction in flour, have marked their goods down to the old prices.

Hops are again quoted higher, and it is said further advances may be expected. There does not appear to be any chance of a reaction.

It is said the steamer Havana, owned by E. Churchill & Sons, Hantsport, N.S., is to be purchased by a party for the Klondike. She is a vessel of about 140 tons.

Buyers should note that boneless fish is not boneless cod fish. But John Sealey not only offers what is a pure boneless cod, but also a grade in which there are no bones. This cannot be said of all so-called boneless fish.

THE CANADIAN GROCER would extend congratulations to Mr. Herbert B. Schofield, of the large wholesale house of Schofield Bros., who this week arrived home with his bride. Messrs. Schofield Bros. represent the E. B. Eddy Co., Limited, here.

During the week Mr. Brittain, representing the William Davies Co., Limited, pork packers, of Toronto, has been in the city. It is said this company is talking about starting a factory here. At present quite a quantity of hogs are shipped from this province west.

MANITOBA MARKETS.

WINNIPEG, Oct. 11, 1897.

THE market here shows no marked change from last writing. In wheat the farmers are very generally holding for higher prices. Almost all the threshing is done, and, as before stated, the elevators are full. The price is 74 to 75c. for No. 1 hard on an 18c. freight rate. Business generally is good with steady demand in all staple lines. Payments are fairly well met.

BUTTER—A carload of creamery was forwarded to British Columbia this week, which practically cleared up the balance of the make of factories throughout the province. I understand that it was placed at 20c. f.o.b. point of shipment. In dairy butter the bulk of supply is held by dealers, there being little or none in the hands of country merchants, everything being pretty well picked up. The price, 14 to 16c., according to quality.

CHEESE—Market very firm and factories are holding at high figures. Dealers are of the opinion that there is going to be a shortage in the make and that the supply will not equal the demand. One dealer took a stock of 40,000 lbs. this week and the price was 10c. at the factory. Cheese is unquestionably cheese this year and the factories have all made good money, notwithstanding the low price at the beginning of the season.

EGGS—Owing to the extremely, and we might say unprecedentedly, fine weather for the past ten days, the egg market is slow. Dealers are buying at 15c. delivered at Winnipeg, and selling at 17c. The weather changed sharply Saturday night, and no doubt a few days' cold will improve the market.

GREEN FRUITS—Owing to short crop and inferior quality of Ontario apples the supplies for Winnipeg and the province generally are coming from the southern states. Canadian falls are selling at \$4 to \$4.50; American winters, \$3.85 to \$4.25. No Canadian winters as yet on this market. Pears made a sharp advance the other day, and are now selling from \$2.25 to \$2.50 for 40-lb. boxes, Washington and Oregon fruit. Ontario preserving pears, 50 to 75c. per basket, according to variety and condition; Concord grapes, (Canadian) 35c. per 10-lb. basket; Red Rogers and Niagaras, 35c. Sweet potatoes, \$5 per bbl. Bananas are again on the market and selling for \$2.50 per bunch. A few late peaches are offering at \$1.15 to \$1.25, according to condition. Plums are of the past. A few Cape Cod cranberries are finding ready sale at \$9 to \$9.50 per barrel. Lemons remain the same as last week, \$5 to \$5.50, for first-class California fruit. Oranges will again be on the market in a few days, though the price will be high and supply somewhat limited.

EVAPORATED FRUITS—This market is a little easier though no change in prices is yet reported.

CANNED GOODS—It looks as if tomatoes were going out of sight. Eastern packers are asking 85c. per dozen. At present the price here is \$2.15 per case, but it will go higher almost immediately if these prices are maintained in the east.

RICE—Advices from Japan indicate that the price there has risen so that the Japanese commodity is still absent from this market, and likely to remain so.

TOBACCOS—Macdonald's black has shot up another cent. This is a rise of 3c. per lb. in a little over three weeks.

COFFEES—Rios (green) are a little easier and are now selling here at 11½c.

CURRENTS—This fruit is not yet on the market. Shipments are coming in by a steamer expected to arrive on the 10th, so they will be on this market about the 20th. Present indications are that the price will run 6¾ to 7c. per lb.

RAISINS—Advices from abroad show Valencias to have gone up 1s. per 100 since last week. The stocks here were all bought early, while raisins were cheap, and at present there is no rise, but it is expected there will be a general increase in price in sympathy with the foreign market.

FIGS AND DATES—Are not yet to hand.

TEA—Demand is steady and price unchanged.

SUGAR—Granulated, 4¾c.; yellows, 4 to 4½c.

CEREALS—In this line the market is somewhat easier. Rolled oats have dropped 10c. per bag and are now selling at \$1.55. Split peas bring \$2.25 per sack of 98 lbs.; barley, \$1.75.

A LUNCHEON-FOOD DISPLAY WINDOW.

For a luncheon display the window should be draped in light blue, terra cotta, or some other delicate colored cheesecloth so as to resemble as nearly as possible the wallpaper of a dining room. In the centre of the window, or, if the window is deep, pretty far towards the back, should be placed a small tea table covered with a sunny cloth and set with glasses, dishes and all the appurtenances of a tea table. On the table, as if set for a meal, should be placed a number of light prepared foods, such as potted chicken, potted tongue or ham, anchovies, Saratoga chips, shrimps, olives, sardines, salmon, wafers or light cakes, salted nuts and something in the way of sweets. Care should be taken not to put too many of these on the table, and they should be arranged as attractively as possible. At every place on the table there might be a glass of iced tea, with a small section of lemon floating on the top. Chairs should

also be put around the table in their proper form. Then at the back of the window, or at the sides, could be placed small cardboard signs bearing the names and prices of articles displayed on the table, or other appropriate remarks.—San Francisco Grocer.

HINTS TO BUYERS.

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

“WE know that business throughout Canada is on the upward move,” write Frank Magor & Co., Montreal, “because the goods we handle are more or less luxuries. Our travelers have brought in better orders by far for Southwell's marmalades and jams, Rae's olive oil, Cadbury's cocoas, chocolate and confectionery than during the same period last year.”

Morton's arrowroot in 7-lb. tins is in stock with the Eby, Blain Co., Limited.

Morton's pickles, square bottles, are in store with Lucas, Steele & Bristol; also “Enameline.”

D. Gunn, Bros. & Co. report a very active demand for dairy and creamery butter from outside dealers.

The Davidson & Hay, Limited, are clearing out a line of bright syrups in pails at “bargain” prices.

Warren Bros. & Co. report they are offering special value in Japan tea dust and low-grade Young Hysons.

“If you want A1 imported sardines cheap get our figures for some just to hand,” write Lucas, Steele & Bristol.

Rutherford, Marshall & Co. are daily receiving orders for dairy and creamery butter from outside points.

Shipments of French peas, mushrooms and Castile soaps are to hand this week for the Davidson & Hay, Limited.

Rutherford, Marshall & Co. have orders for dried apples to such an extent that they report they are unable to fill them.

D. Gunn, Bros. & Co., report that their special prices for hams in barrel lots are causing an active demand for this line.

Full stocks of Labrador herrings, shore herrings, codfish, and boneless fish, are in store with the Eby, Blain Co., Limited.

The Davidson & Hay, Limited, report good sales of new fine off-stalk raisins, selected Valencias, to arrive next week.

“Keen's fortune-telling fishes have created quite an enquiry from Vancouver, B.C., to Halifax, N.S. We mail one free to all applicants as long as our supply holds

THE QUEEN CITY OIL CO. LTD.

SAMUEL ROGERS, President, TORONTO.
See that you get the genuine brands. Boston Coach Oil, Harness Oil, Sewing Machine, Bicycle, Lantern and Gun Oil, Hoof Ointment, Axle Grease, Paraffin Wax Candles, Electric Light and Granite Candles, Coach Candles, Christmas Candles, Plain and Decorated, Cordova Wax Candles. Enquire for prices.

Use **PEERLESS OIL** for Machinery.

POTATOES AND APPLES
Wm. Hannah & Co.

TORONTO and **MONTREAL**
Board Trade Building. 14 St. Nicholas St.
We are always open to buy or sell car lots.
Write or Wire us for Prices.

**Going to Retire?
Want to Sell Out?**

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



J.M. Douglas & Co. . .
Montreal
AGENTS

You make no mistake
when you buy . . .

**RICE'S
PURE
SALT**

"THE SALT OF THE EARTH."

We guarantee every package to give
entire satisfaction.

**PROMPT
SHIPMENT
GUARANTEED**
SOLE MAKERS

THE
North American Chemical Co.
LIMITED
GODERICH, ONT.

out," write Frank Magor & Co., 16 St. John street, Montreal, agents for the proprietors of Keen's mustard.

Another carload of fine New Orleans molasses is in store with the Eby, Blain Co., Limited.

The Davidson & Hay, Limited, have in stock this week tapnets new Comadre figs, for which they report a good demand.

W. H. Gillard & Co. have arriving ex Avlona, due in a few days, Arguimbau's and Trenor's selected and fine off-stalk Valencias.

T. B. Escott & Co. have another carload of "Puritan" vinegar arriving, which they are quoting at the same price as previous shipments.

The attention of the trade is drawn to the list of Mediterranean fruits announced in our advertising columns by the Eby, Blain Co., Limited.

Warren Bros. & Co. are in receipt of shipments of Trenor's selected and fine off-stalk Valencia raisins; also a shipment of new Sultana raisins.

The Eby, Blain Co., Limited, have received a stock of Morton's table salt, in 2-lb. glass jars, and Morton's preserved pineapple, in 2 1/2-lb. tins.

T. Kinnear & Co. have just arriving in stock "Maple Leaf" and "Clover Leaf" brands of canned salmon. They expect cohoes in two or three weeks.

The Eby, Blain Co., Limited, are making a specialty of Reins "Blue Basket" raisins, in 1-lb. fancy cartoons, which retails at 25c., and is proving a rapid seller.

T. B. Escott & Co.: "We are making contracts for fruit jars for 1898, and believe the present a good time to buy, as we can arrange time of shipment to suit buyers."

When ordering goods from Lucas, Steele & Bristol don't forget "Empire" coffee, "Empire" tea, "Empire" extracts, "Empire" baking powder, "Empire" salmon.

T. Kinnear & Co. have two or three lines of Japan tea in stock, which can be retailed at 25c. per lb. They state the teas show exceptionally good value, having been bought before the advance.

Rose & Laflamme are again offering this year M. Campuzana's loose muscatel raisins in 50-lb. boxes. The prices ruling on these fruit this season are much lower than the California fruit.

T. B. Escott & Co.: "Our fruit ad. appears in this issue. These goods were bought before the recent advance and we are prepared to sell them at old prices for shipment in November.

T. B. Escott & Co. have a large shipment of blueberries which they state they are offering at reasonable prices. "Packers," they write, "report that prices have advanced materially, as large shipments are going to the United States."

ROYAL JUBILEE OIL

Is the Best Burning Oil
in the Market.

ROYAL OIL COMPANY

SOLE MANUFACTURERS
Geo. Anderson, Manager. Toronto

Buy Concentrated
VINEGAR

We claim a saving of 20 per cent. and a vinegar superior to any other brand.

Awarded Three Gold Medals.

Put up in demijohns and bottles, (smallest package contains 1 gallon). One gallon will make 23 gallons of vinegar that will keep pickles in prime condition.

Read the Dominion Analyst's Report in last week's issue. Ask other vinegar manufacturers to have their goods analyzed, (compare reports and buy the best).

Write for prices and full particulars of contents of different sized cases.

GRAPE WINE VINEGAR CO.

25 Front St. West

Sole Manufacturers. TORONTO



At the

**PREMIER'S
BANQUET**

the crowning piece
on the table was a 5-
storey cake covered
with . . .

White Moss Cocoanut

Which ought to be sufficient guarantee for you to recommend it to your customers. The best goods command the best trade. Ask your jobber, or write us for samples.

Canadian Cocoanut Co.

MONTREAL

OTHER FIRMS

Are not content with copying our package, but are using the identical words on our labels. Imitation is the sincerest flattery, but do not be deceived, as Meadow Sweet Cheese has the largest sale of any package cheese in England and United States, and the sales in Canada are growing every day.

Sold retail in 10c. packages, and 15 and 20c. pots, allowing 30 per cent. profit to the Grocer.

Write to

Meadow Sweet Cheese Co.

P.O. Box 2321, Montreal

For Price List.

THE COST OF RETAILING.

A MUCH-DEBATED subject, the cost of doing business in a general store, has been brought to the front by The Bulletin and Trade, of Minneapolis. It says:

"A subscriber from Litchfield, Minn., sends to The Bulletin and Trade the following query:

"What do you consider as the minimum percentage of expense for selling goods in a general country store, such as store rent, living expenses of proprietor, clerk hire, taxes and insurance, and every incidental necessary to conduct business? How do expenses of retailing goods in the city compare with those in the country?"

"The answer to these questions can be nothing more definite than an estimate formed through the judgment of men who have been in the business and have estimated their own expenses in terms of a percentage on their goods. Several merchants in this city have been interviewed regarding this question, and several answers have been received. The result as obtained from these merchants is: Ten per cent. in the city will give the retail merchant, if he is exceedingly economical in his living and careful about his store, a bare living, with nothing to lay up as a profit over his living. This reckons the movement of the goods laid down at the door of the store to the homes of the consumers. This also reckons on a fair total of business.

"A merchant who has run a store on the 10 per cent. plan says it cannot be done, except in very good times, with more than the average of trade. When hard times come, a store run on such a per cent. is almost sure to fail. He says he would not think of doing business on less than 20 per cent. on the average goods he sells. The merchants seen on this question say they believe that a country store can be run at less expense than the city store. One merchant thinks that the country storekeeper can do as well on 7½ per cent. as the city storekeeper can on 10 per cent. The taxes, clerk hire and living of proprietor must be more in the city than in the country. Clerks of good ability cost \$50 a month in the city. They can be hired for considerably less in the country. Insurance is higher in the country, but taxes are probably double in the city what they are in the average country town.

"In any case, the estimate must depend in a great measure on the amount of goods sold during the year. There are stores in the country that sell no more than \$5,000 worth of goods in a year. The expenses of such a store would have to be painfully small to live on 10 per cent. On the other hand, the department store might be able

to come out with a large margin on less than 10 per cent."

It seems to us that The Bulletin and Trade has not erred through extravagance of statement in fixing the percentage of cost of doing business, and we think the higher figures mentioned will commend themselves to the most careful investigator. But the point upon which the merchants' attention should be fixed, in a perusal of the foregoing article, is the relation of cost to sales. The man who can only sell \$20,000 worth of goods with the same expense for rent, clerk hire, etc., as a rival incurs who sells \$25,000 worth annually, will find that his percentage of cost is much larger than his more successful competitor will find his percentage to be.

If a merchant is in doubt whether it is costing him too much to sell goods, let him push the sales a bit, and keep on doing so whenever any doubts arise. If he does this he will never be alarmed by discovering that the cost of doing business on his plan is too heavy.—Merchants' Review.

PERSONAL MENTION.

Mr. Wellington Boulter, of Picton, has returned from his annual trip to the Coast. He reports having sold a large quantity of canned goods and at fair prices.

Messrs. S. Demers, N. Lapointe, John Johnston and R. Manning, of the Montreal Retail Grocers' Association, left on the 8th inst. for an extended pleasure trip through the eastern states, visiting New York, Boston and other points.

Mr. John Mouat, W. H. Gillard & Co.'s Northwest representative, reports business in that part of Canada "looking up" considerably, and states that his sales of their standard black teas in that locality this season have been more than double that of any previous year.

ORDER BROOMS LIGHTLY.

The H. A. Nelson & Sons Co., Limited, Montreal and Toronto, had their stock of brooms and whisks totally destroyed by fire on the 4th inst. at the Central Prison, causing a delay in the execution of orders of from four to six weeks. They request their customers to order as lightly as possibly in the meantime in these lines. The fire did not cause the slightest injury to any of the other branches of their business.

SHIPMENTS OF CHEESE.

The shipments of cheese to Great Britain have undergone a great increase, 1,495,469 boxes having been already sent over as compared with 1,168,220 boxes for the same period last year. Last week alone there was an increase of nearly 30,000 barrels in our shipments. The shipments of butter have also increased, 179,054 packages having been sent this year as compared with 107,492 packages last year.

THE TOBACCO CROP.

Ernst Muller & Co., Clarksville, Tenn., review the crop situation on October 1 as follows: "The new crop, which a month ago gave promise of turning out better than had been expected, had most unfavorable weather during September, and instead of being better than we expected, it will be the worst crop we have had for several years. We have had no rain to amount to anything for seven weeks now and the weather has been excessively hot, causing much tobacco of the early planting to be field-fired and dry-weather ripe. On the 20th of September about 40 per cent. of the crop was cut and housed—nearly all of it being of the first planting. The weather, which had been very hot up to that time, turned suddenly very cold, and that night we had frost, which damaged the tobacco in the low lands. Farmers cut their crops as fast as they could on the 21st, although green, with the hope of saving as much as possible, but were unable to get it all in the house, and on the night of the 21st we had a more severe frost, which did much damage to tobacco, both in the low lands and on the hills. Cutting went on furiously on the 22nd, but considerable tobacco was left out, and that night we had another frost, but not so severe as the one we had on the 21st. About 5 per cent. of the crop is still in the field and the balance is cut and housed in the following condition: 60 per cent. fairly good useful tobacco cut at maturity before frost, some of which was damaged by drouth; 20 per cent. cut green, 15 per cent. damaged by frost. We think this a conservative estimate, as many claim that only 50 per cent. of the crop was cut before frost, but from all we can gather 60 per cent. is about right. Although the weather is very dry and the tobacco in the barns is not cured, the loose market in the country has been opened by the dealers, who are paying all the way from \$10 to \$15.50 round for the best crops. The whole Clarksville section has been ridden over by the local buyers and Regie agents and all the best crops have been bid upon. Farmers' views are very high in consequence, and many are holding for \$20 round."

NOT IN DIFFICULTY.

An item appeared in our issue of September 10 to the effect that the Slocan News Co., grocers, etc., Sandon, B.C., were in financial difficulties. The information came from what we believed to be a reliable source; but we have since learned that the statement was not true, and we tender our apology to the Slocan News Co. From enquiries we learn that the firm is composed of energetic men, and that, according to a recent statement, it shows a surplus of \$12,000.

H. P. Eckardt & Co. report a large shipment of dried fruits received off steamer Avlona.

The demand for "Ludella" Ceylon tea is steadily increasing. H. P. Eckardt & Co. are agents for this tea.

ONE WAY TO GET GOODS.

MANY people often wonder how department stores manage to get goods made by manufacturers who constantly declare they do not sell such trade or permit their jobbers to do so, says an exchange. Sometimes there may be a leak somewhere which the maker or distributor may be instrumental in creating, but the following instance, given in The Reporter, which is especially worthy of quoting on account of its rather romantic nature, shows clearly how houses holding decidedly rigid views regarding the department store trade could be deceived, although in this case the makers involved happened to be regular sellers to the department stores.

Down in the city of Mexico is a large importing house, one of the members of which is a fiery Spaniard and the other a native of the Emerald Isle. The latter married the former's sister, and the net result was a son who, as he grew into manhood, showed a judicious mingling of Celtic and Spanish characteristics that promised a rather aggressive career. The promise is on the way to fulfilment. Last summer the young man took a little vacation from his desk in his father's office, and accompanied by a bag of money and a boom companion went up to Chicago.

He immediately visited the department stores and found two articles, sold by the hardware trade, which the department stores were pushing very energetically and having an immense sale on. He then went to the manufacturers, both of whom are in Chicago, and told them that he believed he could work up a big sale for their goods in Mexico. He would have to ask them to make him a very low price the first year, he said, as the cost of introduction in Mexico would be great, but that afterwards he would pay their regular quantity rates.

The manufacturers were suspicious, but the young man smoothly answered all questions, and as he was posted as to prices and had the cash with him it ended in their selling him several thousand dollars' worth of

goods at a price considerably below that given the department stores, and which pretty nearly eliminated profits from their side of the transaction. The young man paid for the goods and had them shipped to St. Louis, where he said he would make up his car lots for Mexico. When the goods reached St. Louis he was there to receive them and shipped them immediately back to Chicago, where his companion had no difficulty in selling them to the department stores at about 75 cents a case below the manufacturers' quotations. Quite a neat little sum was realized by the operators, and when the manufacturers next visited their largest customers in Chicago they found them loaded up with their goods for several months ahead.

U.S. FILLED CHEESE LAW.

The "filled cheese" law appears to have operated as expected by the framers of the Act, notwithstanding that dissatisfaction has been expressed abroad that it has not entirely shut off the export trade in the filled goods, according to a New York paper. Statistics of the operations of the law from September 8, 1896, up to the end of the fiscal year, June 30, 1897, show a decided falling off in the number of factories and the production of artificial cheese. In that period 1,663,067 pounds of filled cheese were manufactured, upon which a tax of \$16,630 was collected, against 12,000,000 pounds during the fiscal year 1896, 10,000,000 pounds in 1895, and 14,000,000 in 1893. The number of factories which paid the special tax of \$400 during the fiscal year just ended was seven, all of which were in Illinois. They numbered an even hundred in the previous year, and in 1893 reached 265. Only one wholesale establishment paid the tax of \$250 and sixty-two retail licenses were issued. Of the latter, four were in Illinois, three in Indiana, twenty-nine in Louisiana, nineteen in Maryland, two each in Missouri, Virginia and New Jersey and one in West Virginia. Within the period named no filled cheese was withdrawn for export.

CANADA'S FRUIT IN BRITAIN.

The Canadian Gazette (London) of Sept. 30, to hand by last mail, says, with respect to the shipment of Canadian fruit to England in cold storage: The first consignment consisted of 880 cases of pears, peaches and tomatoes, and were shipped to Bristol by steamer Merrimac. The ship arrived on Friday morning and the cargo was despatched in time to be disposed of at Covent Garden in the afternoon. The quality was described by the experts as excellent, both the Williams pears and the peaches being very fine, but the system employed in packing is such as would prevent the proper ventilation of the contents of the cases. As a result some of the fruit was more or less out of condition. Mr. Crandall, the representative of the Canadian Minister of Agriculture, inspected the fruit, and was much interested in the opinions expressed in the market as to the need of improved packing. There is no reason to doubt that the Canadian Government officials will take steps to instruct the producers as to a better method of packing. The best to follow is the system employed by the California shippers, and there should then be a good sale on the English markets of Canadian produce, especially as it can be brought here at a less cost than the greater part of the fruit from France. Considering the condition of fruit, the prices realized were regarded as very satisfactory.

MADE HIS PATH EASY.

Mr. George Mann, of Montreal, manager of the eastern branch of the Salada Tea Co., has just returned from a trip through New Brunswick, Nova Scotia and Prince Edward Island. "I saw," he said, "THE CANADIAN GROCER everywhere. The people in the Maritime Provinces are largely drinkers of China tea, but the advertisement of the Indian and Ceylon tea associations, which has been running in THE CANADIAN GROCER for some time, made it comparatively easy for me to open up accounts there for our tea."

RAW SUGAR

We offer at a special price in lots . . .

645 Barrels of Raw Sugar

First-class grain and bright color.

Just received from the West Indies.

ASK FOR
SAMPLE.

L. Chaput, Fils & Cie., Montreal

MEETINGS OF RETAIL GROCERY ASSOCIATIONS.

TORONTO RETAIL GROCERS.

THE monthly meeting of the Toronto Retail Grocers' Association was held on Monday evening, 11th inst., in St. George's Hall, the president, J. S. Bond, in the chair. Letters were received from the Hamilton and the Montreal Associations asking for co-operation in a petition to the Federal Government asking for a repeal of the statute now in force by which the salaries of Government employes are not attachable for debt.

On motion it was decided to write the Hamilton and Montreal Associations that the Toronto members, Messrs. Wm. Lount and John Ross Robertson, had promised their aid to have the statute changed, and suggested that a joint deputation from the different associations should wait upon the Government in the matter.

The Purchasing Committee then brought in the report, and after much discussion arrangements were made whereby much more buying will be done this month than ever before.

It was also decided to meet in the future every fortnight instead of monthly.

Mr. W. J. Sykes gave notice of a motion that next year the association should give prizes for the best kept set of books among the smaller grocers of the city.

A committee was appointed to purchase souvenirs for the team winning the majority of the games in baseball series between the Retail Grocers' Association and the Travelers' Association.

HAMILTON RETAIL GROCERS.

The regular monthly meeting of the Retail Grocers' Association of Hamilton was held in their new board room, 100 King street east, Ladies' College building.

The meeting was well attended. President J. O. Carpenter occupied the chair.

The following grocers were admitted as members: A. Williamson, G. Hayes, D. Laverock, J. and A. Morris, J. Bews, L. Revell, B. Crysler, D. Sutherland, A. Swazie and J. Colvin.

The injustice of allowing Government employes' salaries to be exempt from garnishee was discussed at some length, and the co-operation of the other societies of the country will be asked with a view to bringing pressure to bear on both Governments to have the present law changed.

Mr. W. N. Warburton, general agent of the T., H. and B. Railway, wrote, advising the association that the Michigan Central Railway had agreed to build steps

and a platform at the road crossing entering Queen Victoria Niagara Falls Park so that future excursions could be landed at that point and thus avoid the long walk from Niagara Falls station to Falls View.

The association instructed the secretary when replying to the letter to ask the officials of the road to call the new station Ballentine's Landing, because Mr. Adam Ballentine had taken so much interest in inducing the railways to make the desired concession.

The association will be pleased to receive framed show cards from any of the manufacturers with which to adorn the walls of their rooms.

WM. R. HARVEY, Secretary.

MONTREAL RETAIL GROCERS.

The regular meeting of the Montreal Retail Grocers' Association was held in the Mechanics' Hall Thursday evening, October 7, President Scanlan in the chair.

It was decided to have the secretary communicate with Toronto, Hamilton, London and Quebec Grocers' Association to ask them to join in sending a delegation to Ottawa, to impress upon the Government the necessity of having the garnishee law extended, to apply to the Civil Service employes.

A QUEER PHASE OF ADVERTISING.

Most of the writers on advertising have to thresh out old straw nowadays, because there are no more new phases of the subject to handle, yet we do not remember to have ever seen in print any allusion to the curious operation of the law of chance in the selection of objects for advertising, remarks Merchants' Review. Some of the too, too prosy and verbose instructors of the art of advertising might enliven their lucubrations by glancing at this particular phase.

Why is it that cocoa and chocolate are so extensively advertised while tea and coffee are so seldom treated in the same manner? It is not because the former are novelties, for they have been on the market for several generations, and for nearly the entire period have felt the magic stimulus of printer's ink. There are more private brands of coffee than of cocoa, and therefore more competition—then why the coy reluctance to use printer's ink among the coffee roasters and packers?

Why do soap and bicycles get such a "booming" in print and canned goods none at all? There are some rare things canned, such as dandelions, sweet potatoes, cabbage, carrots, beets, onions, turnips, parsnips, sauerkraut and frankfurters, which are not commonly known to some grocery

editors, not to mention consumers—and surely here is a fine field for a trial of the magic properties of printer's ink, yet it is very seldom that one sees a canned goods ad. in a newspaper or magazine; indeed, the foolish canners have even cut off the trade journals.

Why is this thus?

HUMOROUS SIGNS.

Of unwittingly ludicrous or humorous signs there are plenty. A tinsmith near Exeter, England, has a sign which reads:

"Quart measures of all shapes and sizes sold here."

At a market town in Rutlandshire the following placard was affixed to the shutters of a watchmaker who had decamped, leaving his creditors mourning:

"Wound up and the mainspring broke."

Equally apposite was one in Thomaston, Ga. On one of the principal streets the same room was occupied by a physician and a shoemaker, the disciple of Galen in front, while he of St. Crispin worked in the rear. Over the door hung the sign:

"We repair both sole and body."

On the windows of a London coffee room there appeared the notice:

"This coffee room removed upstairs till repaired."

The proprietor of the place was not an Irishman, though the framer of the notice over the entrance to a French burying ground, "Only the dead who live in this parish buried here," must have been.

One may see in the windows of a confectioner in Fourth avenue, New York, "Pies Open All Night." A Bowery placard reads, "Home Made Dining Rooms, Family Oysters;" while a West Broadway restauranter sells "Home-Made Pies, Pastry and Oysters;" and still another caterer on East Broadway retails "Fresh Salt Oysters and Lager Beer."

"Boots Polished Inside" is a frequent sign in New York, and on Atlantic avenue, Brooklyn, there is a "Stationary Library."

The latter is really a circulating library, and the word "Stationary" adorns one window and "Library" the other.

Philadelphia has a sign reading "Home Made Pies!" and a barber shop in the same city bears this inscription on the window: "G. Washington Smith, Tonsorial Abattoir."

Machinery is being put in the new grist mill at Goderich, now building by Mr. N. Dietrich, by the Stratford Mill Building Co. The mill is to have a capacity of 40 barrels per day.

This happy man didn't have to go to

KLONDIKE



among the Bears
and



THE Icebergs, and rough it over dreary
ice wastes on a dog train'



to pick up Gold---He stayed at home selling

Ceylon and India Teas

“GO THOU AND DO LIKEWISE.”

A CURIOSITY FROM AFRICA.

MR. J. L. WATT, of Watt & Scott, the other day received by parcel post from a brother in British East Africa, a curiosity in the shape of an elephant's foot. The flesh and bone has been removed, leaving only the skin and horny substance which served the late Mr. Elephant with toes. The skin is about quarter of an inch thick. Mr. Watt proposes to use it as a rest for a fern pot.

"I should suppose the bottom of the foot is about twelve inches across," I remarked as I picked up the curiosity to examine it.

"Yes, I suppose it is: it's a foot you know," was the pun Mr. Watt worked off as a reply.

"But isn't it a four foot," remarked another punster, who, by the way, is also a broker.

Then the toes of the foot, which had been the cause of the puns, worked as if with irritation, and there was no more punning.

EXCITING CONTEST.

At Sammy Stewart's fish market on Lisbon street the other day a barrel of big live green lobsters was turned out on the floor, preparatory to washing some of the big ones and putting them in the window for sale. One old father lobster, over two feet long, was found and tossed out of the pile. Mr. Stewart went out into the back room for a minute, and was startled by a great rattling and rumpus in the front shop. The giant mud turtle that he has had about the shop for a few days evidently didn't like the salt water fellows, and had snapped off a leg from the aldermanic lobster. He was about to nip off another when the green-eyed monster made a snap at him which surprised the old hero of Barkerville. The turtle's head was out of the shell several inches, when one of the angular arms of the sea monster caught him by the throat in a death-like grip. The other claw wrestled with one of the turtle's muscular legs, while the turtle caught the lobster's tail in its mouth and bit clean through it. The spectators stood back and held up their trousers' legs while salt brine and blood mingled on the floor. The turtle couldn't draw in its head, and the giant lobster, used, probably, to fierce battles in the ocean depths with monsters more terrible than the turtle, seemed to relish the fight. All at once the claw holding the turtle's head broke off short at the lobster's body, and the turtle, feeling he had enough, waddled away, his head still in the vise of the claw's hold. They broke off the claw with a hammer, and, after that, had only to shake a lobster at the turtle to make him draw in his head like a flash.—Lewiston Journal.

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

SALT

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

VERRET, STEWART & CO., Montreal - Quebec.



AN AUTOMATIC SELLING MACHINE . . .

To sell—

Adams' Tutti Frutti

For full particulars, apply . . .

Globe Automatic Selling Co.

13 Jarvis Street. - TORONTO, ONT.

Crosse & Blackwell

NEW 18



SEASON'S 97

Candied and Drained Peels.

Now is the time for ordering for Fall shipment.

C. E. COLSON, - MONTREAL.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A MEETING of the creditors of J. A. Dupras, grocer, St. Louis de Mile End, Que., was held on the 14th inst.

J. P. Pothier, general merchant, Batiscan, Que., has assigned.

Henri Garon, general merchant, Causapscal, Que., has assigned.

D. A. Bishop & Co., crockery merchants, Truro, N.S., have assigned.

John A. Simpson, cigar jobber, Guelph, Ont., has assigned to C. Reinhart.

George Giller, general merchant, Berlin, Ont., has assigned to Charles C. Scott.

Gouin & Frere, grocers, Montreal, have compromised at 20c. on the dollar, cash.

Gonzague Gagnon, general merchant, Thurso, Que., has assigned to Kent & Turcotte.

Cyrille Fortier, general merchant, Lake Megantic, Que., has compromised at 50c. on the dollar.

Joseph Germain, grocer, St. Bazile, Portneuf Co., Que., is offering 20c. on the dollar, cash.

An assignment has been demanded of Drouin & Trudel, general merchants, Abenaquis, Que.

C. B. Parker, general merchant, Cole's Island, N.B., is offering to compromise at 25c. on the dollar.

Lamarche & Benoit have been appointed curators of the estate of B. Damien & Co., grocers, Montreal.

The property of H. A. Munro, late grocer, Bridgewater, N.S., has been sold by sheriff under foreclosure.

Lamarche & Benoit have been appointed curators of the firm of Joseph Bourgeois, grocer, Ste. Angele De Laval, Que.

A. Dury, general merchant, St. Jovite, Que., has assigned to Lamache & Benoit, and the stock has been sold at 50c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Grenon & Ouellette, storekeepers, Sudbury, have dissolved.

Hudon & Orsali, wholesale grocers, have registered partnership.

L. N. Bergeron & Co., grocers, Quebec, have dissolved partnership.

McDonald & Mather, general merchants, Westville, N.S., have dissolved partnership.

Moore & Gardner, general merchants, Hawkestone, Ont., have dissolved; George Moore to continue.

E. Noble & Co., grocers, etc., Sault Ste. Marie, Ont., have dissolved partnership; W. H. Ewing to continue.

Hillman & Mirault, manufacturers aerated waters, Ottawa, have dissolved; Eugene Mirault to continue.

John Gillard & Co., fruits, etc., Hamil-

DO YOU WISH to serve your customers with a strictly first-class
TOMATO SOUP? **3's** Handsomely labelled. **25c.** Retail

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

ton, have dissolved partnership; James Thompson to continue the business.

Villeneuve & Co., Blackstone Cigar Factory, have dissolved; Leonidas Villeneuve to continue and the style to be unchanged.

L. Marchand & Cie., flour dealers and bakers, Champlain, Que., have dissolved; the firm to continue under the style E. Marchand & Cie.

SALES MADE AND PENDING.

The assets of L. N. Mainguy, Quebec, have been sold.

A. W. Miller, grocer, Ripley, Ont., has sold out to W. J. Crawford.

The assets of Alfred Duchesne, Roberval, Que., were sold on the 12th inst.

The Vancouver Biscuit Co., Vancouver, B.C., advertise their effects for sale.

The stock of the estate of Gilbert McIntyre, Wingham, Ont., has been sold.

The book debts of R. Stafford, general merchant, Joliette, Que., have been sold.

The assets of J. M. Thibaudeau & Co., grocers, Quebec, were sold on the 13th inst.

Wm. H. Scott, general merchant, Shawbridge, Que., has sold out to Henderson & Bell.

H. J. Lehman, general merchant, West Montrose, Ont., is advertising his business for sale.

The business of late G. H. Falconer, general merchant, Streetsville, Ont., is advertised for sale.

The assets of George Audet, general merchant, Les Eboulements, Que., were sold on the 11th inst. at 46 1/2 c. on the dollar.

E. A. Baker & Co., hardware, groceries and grain dealers, Moose Jaw, N.W.T., have sold their grain business to T. D. Baker.

Laing & Meharry (estate of) general merchants, Port Perry, Ont., advertise their auction sale of stock to be on the 19th inst., instead of the 20th as previously advertised.

CHANGES.

H. N. Gillis, grocer, Dutton, Ont., is giving up business.

Aaron Brown, candy dealer, Victoria, B.C., is giving up business.

Wilfrid Touchette has opened up a general store in Rapides De L'Orignal, Que.

The estate of J. B. Michaud, jr. flour dealer, Montreal, is to be wound up.

R. J. Parkin has opened out in business as a victualler in St. John, N.B.

H. W. Legare has commenced business as a general merchant in Labelle, Que.

G. F. & J. Galt, wholesale teas, Winnipeg, are opening a branch in Montreal.

Charles J. Harper, Goderich, Ont., will succeed A. R. Allan in his fruit business.

Miss Josephine Marois has opened up a grocery business in L'Annonciation, Que.

Joseph Longpre has commenced business as a general merchant in St. Jovite, Que.

Joseph Berthiaume has commenced a grocery business in L'Annonciation, Que.

Napoleon Denis has re-commenced business as general merchant in L'Annonciation, Que.

The Abbey Effervescent Salt Co., Limited, Montreal, has obtained charter of incorporation.

Wm. Laughton, general merchant, Bothwell, Ont., has been succeeded by G. H. Walker.

Wilhelmina B. Allan, wife of George H. Holland, has registered as proprietress of the grocery firm, W. S. Holland & Co., Montreal.

Joseph Belisle and Arthur Racine have registered as proprietors of the firm, Belisle & Racine, grocers and grain dealers, Roxton Falls, Que.

Wm. F. Shores and Samuel Jamieson have registered as proprietors of the firm W. F. Shores & Co., commission merchants, Montreal.

FIRES.

Edwin Squier's cheese factory, Norwood, Ont., has been burned out.

V. H. English, grocer, Barrie, Ont., suffered damage from smoke and water.

The general store of J. C. Merkley, Casselman, has been burned out; no insurance.

The warehouse at Fletcher, Ont., of J. L. Scott, produce, coal and ice dealer, Chatham, Ont., was burned.

Joseph Benoit, Hurtubise & Co., and Pilon Bros., all general merchants, were burned out in South Casselman last week. All are partially insured.

Pierre Dorais, general merchant; F. Leveille, grocer, and Morris Shaver, general merchant, were burned out in South Indian last week. Morris Shaver was partially insured.

DEATHS.

John N. Murphy, grocer, St. Stephen, N.B., is dead.

He couldn't remember

QUOTATION FROM LETTER RECEIVED FROM HAGERSVILLE, ONT.

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

Chase & Sanborn

BOSTON MONTREAL CHICAGO

A SUCCESSFUL MAN'S CAREER.

THE merchant prince leaned back in his revolving office chair and smiled cheerfully at a newspaper man. The former was rotund and complacent, the latter symmetrical, but weary. He had for years been ennuied by the sameness of things.

"So you want a brief history of my life," said the merchant prince. "Well, there isn't very much to tell."

"About the usual thing, I suppose," suggested the reporter, sorrowfully.

"Just about. You see, I was born in the country, and until I was sixteen I went to school—"

"I know," interrupted the reporter. "It was a little red schoolhouse with green blinds. It nestled in the shadow of the hills."

"It didn't nestle for a cent," said the millionaire; "it was on the top of a hill, and it was a five-storey brick building. When I was sixteen I left school—"

"To take care of your family—yes, of course, I understand," said the reporter.

"I was expelled for kissing the head teacher's pretty daughter," went on the rich man, ignoring the interruption.

"After that I went to another school,

where I remained until I was twenty, when I —"

"Embarked in your business career and began to lay the foundation for your great fortune," almost begged the reporter.

"No, I went to college."

"You did the four years' course in three years," pleaded the newspaper man.

"It took me six. You see, I was suspended three or four times for getting drunk, and I got into two or three other pretty nasty scrapes, but I finally managed to pull through. After I left college I went home."

"Your father was growing old and needed your help in his declining years," implored the writer.

"Not much he didn't. He told me I was no good at all and sent me to Europe for three years. My, my! but I did have good times there! While I was in Europe the old man died and I came home again."

"At last," murmured the reporter to himself. Aloud he said: "And took the burden of the family and business on your young shoulders."

"Well, you might call it that, I suppose. There wasn't any burden, because father left us comfortably off. Anyhow, I came to New York and managed the business."

"You toiled early and late," suggested the reporter.

"I toiled not at all. I had competent employes, and the business practically ran itself. All went along quietly until Black Friday, when—"

"You lost every dollar you had in the world," said the reporter hopefully.

"I was on the right side of the market and made nearly two millions. Then I went back to my former home."

"Your aged mother needed your loving care"

"I went home to be present at mother's second marriage," said the banker stiffly. "There I met—"

"Ah, yes, of course. All these years you had been haunted by the face of some childhood's friend."

"I met Miss Gertie MacMillions. We fell in love at first sight and were married six months later. I have always been very successful. Is there any other question you would like to ask?"—San Francisco Examiner.

Gross earnings of the Canadian Pacific Railway from January 1 to September 30 were \$16,330,811, as against \$14,628,712 in the corresponding period of 1896, and \$12,595,538 in the corresponding period of 1895, showing an increase of \$1,712,099, as compared with 1896, and an increase of \$3,735,273 as compared with 1895.



What's in a name?

Everything, when the name is an honorable one ---

Keen's D. S. F. Mustard .. and .. Keen's Oxford Blue

Have an honorable record of

Over one hundred and fifty-five years

CURRENT MARKET QUOTATIONS

Toronto, Oct. 11, 1897.
This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

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

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

BAKING POWDER.

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

Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	\$ 2 40
" 10 in 4 doz. boxes.....	2 10
" 2, in 6 ".....	80
" 12, in 6 ".....	70
" 3, in 4 ".....	45
Pound tins, 3 doz. in case.....	3 00
oz. tins, 3 ".....	2 40
oz. tins, 4 ".....	1 10
lb. tins, 1/2 ".....	14 00

Diamond—		W. H. GILLARD & CO.	
1 lb. tins, 2 doz. in case.....	per doz.	1 20	
1/2 lb. tins, 3 ".....	"	90	
1/4 lb. tins, 4 ".....	"	60	

MAPLE LEAF BAKING POWDER,

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

THE F. F. DALLEY CO.

Silver Cream, 1/4 lb. tins, 4 to 6 doz. cases.....	per doz.	\$0 75
English Cream, 1/2 lb. tins, 4 to 6 doz. cases.....	1 25	
1 lb. tins, 2 to 4 doz. cases.....	2 00	
Kitchen Queen, 1/4 lb. tins, 4 to 6 doz. cases.....	0 55	
1/2 lb. tins, 4 to 6 doz. cases.....	0 80	
1 lb. tins, 2 to 4 doz. cases.....	1 15	
English Cream, glass tumblers.....	0 75	
1/2 lb. jellies.....	1 25	
1/2 lb. Crown sealers.....	2 25	

BLACKING.

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

THE F. F. DALLEY CO.

English Army Blacking, 1/4 gross cases.....	\$9 00
No. 2 Spanish ".....	3 60
No. 3 ".....	4 50
No. 5 ".....	7 20
No. 10 ".....	9 00
Yucan Oil Blacking, 1 doz. cases, liquid.....	2 00
per doz	
New York Dressing, 1 doz. cases.....	0 75
Spanish Satin Gloss, ".....	1 00
Crescent Ladies' Dressing, 1 doz. cases.....	1 75
Spanish Glycerine Oil Dressing.....	2 00
BERRY'S ENGLISH BLACKING.	
No. 1 Bronze Tins, per gross.....	\$ 2 60

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

THE ALPHA CHEMICAL CO.		per Gross	
Shoe Dressing—in 1/4 gross cases.....	\$ 22 00		
French Oil in 3-doz. cases.....	22 00		

Reliable Shoe Dressing.....	9 00
Ecliptic Combination tan.....	12 00
Moody's Ox Blood.....	12 00
Chocolate.....	12 00
Alpha Chemical Co. French Castor Oil.....	9 00
Alpha Chemical Co. Refined Sweet Oil.....	9 00
Alpha Chemical Co. Turpentine.....	7 80
Moody's Non-Corrosive Inks.....	4 50

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

United Service Blacking No. 4.....	8 00
United Service Blacking No. 1.....	4 25
Patent Leather Polish No. 1.....	9 00
Waterproof Dubbin No. 4.....	9 00
Alpha Metal.....	9 00

Polish No. 2.....	9 00
Patent Stove Polish—	
Sunlight Lead Bar.....	4 25
Packed in 1/2 gross cases.....	10 80
Sunlight Liquid, Moody's Black Lead.....	4 25

Reliable Stove Pipe Varnish.....	15 00
1/2 gross cases.....	
6-oz. bottles.....	
Quickshine Pipe Varnish.....	12 0
1/4 gross cases, pressed top tins.....	

Stove Polish— per gross

Quickshine Polish.....	60
Reliable Paste.....	6 00
Electric Crown Paste.....	8 00
Electric Crown Lead Bar.....	7 80

BLACK LEAD.

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



STOVE POLISH.

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

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

THE "DIAMOND"
OIL BLACKING

TRADE
OIL
MARK



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

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

W. BERRY, - MANCHESTER.

Send for samples and quotations to

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

COWAN'S

Hygienic and Perfection
and Cocoa Essence

Queen's Dessert Royal Navy and Perfection

Chocolate Icing

Pink White Lemon Color
A child can ice a cake in three minutes.

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

THE COWAN CO. LIMITED TORONTO

THE MOST NUTRITIOUS COCOA.

EPPS'S
GRATEFUL-COMFORTING
COCOA

In labelled Tins. 14 lb Boxes.

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

Butter Pots

GOOD FOR



40

YEARS

HART BROS. & LAZIER

Stoneware Manufacturers,

Belleville, Ont.

Mail Orders promptly filled.



ASK FOR

MOTT'S



Always the Same.
The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St.

MONTREAL

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

McLAREN'S



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

CADBURY'S.	
Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages.....	\$1 65
	per lb
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40
Rock Chocolate, loose.....	0 40
" " 1-lb. tins.....	0 42 1/2
Cocoa Nibs, 11-lb. tins.....	0 35
TODHUNTER, MITCHELL & CO'S.	
Chocolate—	per lb
French, 1/4's—6 and 12 lbs.....	0 30
Caracas, 1/2's—6 and 12 lbs.....	0 35
Premium, 1/2's—6 and 12 lbs.....	0 30
Sante, 1/4's—6 and 12 lbs.....	0 26
Diamond, 1/4's—6 and 12 lbs.....	0 22
Sticks, gross boxes, each.....	1 00
Cocoa—	
Homeopathic, 1/4's, 8 and 14 lbs..	0 30
Pearl, " " " " " "	0 25
London Pearl, 12 and 18 " " "	0 22
Rock " " " " " "	0 30
Bulk, in boxes.....	0 18
Royal Cocoa Essence, packages.....	per doz
	1 40
BENDORF'S ROYAL DUTCH COCOA.	
1/4 lb. tins, boxes 4 doz.....	2 40
" " " " " " " " " " " "	4 50
1 " " " " " " " " " " " "	8 50
	per lb.
Ralston Health Club, boxes 6 lbs.....	45

CHOCOLAT MENIER.	
	In Cases of In 12
	5 case 10x12 lb lb bxs
	lot. bxs.
Vanilla—per lb.	
Yellow wrapper, \$ 0 32 \$ 0 34 \$ 0 36	
Unsweetened—	
Blue Premium C 35 0 37 0 39	
	Per case. Less
	than
	case
Pastilles—	
Yellow wrapper, 108 bxs.	
to the case.....	\$20 00 0 20
Croquettes—	
Yellow wrapper, 9 bxs. of	
12 packages.....	\$20 00 0 20
FRY'S.	
Chocolate—	per lb.
Caracas, 1/4's, 6-lb. boxes.....	0 42
Vanilla, 1/4's.....	0 42
"Gold Medal" Sweet, 1/4's, 6 lb. bxs	0 29
Pure, unsweetened, 1/4's, 6 lb. bxs.	0 42
Fry's "Diamond," 1/4's, 14 lb. bxs.	0 24
Fry's "Monogram," 1/4's, 14 lb. bxs.	0 24
Cocoa—	per doz.
Concentrated, 1/4's, 1 doz. in box..	2 40
" " " " " " " " " " " "	4 50
" " " " " " " " " " " "	8 25
Homeopathic, 1/4's, 14 lb. boxes ..	
" " " " " " " " " " " "	
1/4 lbs. 12 lb. boxes ..	

JOHN P. MOTT & CO.'S.	
(R. S. McIndoe, Agent, Toronto.)	
Mott's Broma.....	per lb. 0 28
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 Nibs.....	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, 1/4 lb. tins, per doz..	\$3 75
Cocoa Essence, 1/4 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,	
1/4 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..	

Baker's Vanilla in boxes, 12 lbs. each.	50
Caracas Sweet, in boxes, 6 lbs. each.	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
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, 1/2 lb., tins. 0	
COCOANUT.	
CANADIAN COCOANUT CO.	
White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs.....	0 27
" " " " " " " " " " " "	0 28
" " " " " " " " " " " "	0 29
" " " " " " " " " " " "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb. Pails....	
Feather Strip, " " " " " " " "	
Special Shred, " " " " " " " "	
Macaroon, " " " " " " " "	
Crown Desic, 12, 20 or 25 lb. " " "	
Special, " " " " " " " "	
Barrels, 2c. per lb. less, off 30 days.	

To Our Grocery Friends.

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

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

For puddings, custards, etc.

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

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—

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

Lily White Gloss—

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

Brantford Gloss—

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

Canadian Electric Starch—

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

SUGAR. per lb.

Granulated	04 5-16
Paris Lump, bbls. and 100-lb. boxes	0 05½ 0 25¼
" " in 50-lb. boxes	0 05½ 0 05½
Extra Ground, bbls. Icing	0 05½
Powdered, bbls.	0 05¼
Very bright refined	0 03¾
Bright Yellow	03 11-16
Dark Yellow	0 03¾ 03 9-16
Demerara	0 03¾ 0 03¾

SYRUPS AND MOLASSES.

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

MOLASSES.

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

SOAP.

Babbitt's "1776" Soap Powder	33 50
------------------------------	-------



Box Lot	4 20
Box Lot	4 10

Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.



Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.

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

TEAS.

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

BLACK. per lb. per lb.

Congou—	
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 firsts	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 firsts	0 22 0 38
Half Chests, seconds	0 17 0 19
" " thirds	0 15 0 17
" " common	0 13 0 14

Young Hyson— PING SUKYS.

Half Chests, firsts	0 28 0 32
" " seconds	0 16 0 19
Half Boxes, firsts	0 28 0 32
" " seconds	0 16 0 19

Half Chests— JAPAN.

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

LIPTON'S TEAS.

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

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

"SALADA" CEYLON.

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



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

Terms, 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets, black or mixed.	
Blue Label, retail at 30c	0 22
Green Label " 40c	0 28
Red Label " 50c	0 35

Orange Label, retail at 60c	0 42
Gold Label, " 80c	0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

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

WOODENWARE.

Pails, 2 hoop, clear, No. 1	per doz \$ 1 45
" 3 " " " 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
" " X X	1 40
" " Special Globe	1 50

Matches—

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

BRYANT & MAY.

Robert Greig & Co., Agents.	
No. 9 Safety, per gross	\$ 3 00
" 10 " "	1 10
" 2 Tiger, " "	5 00
" 4 " " "	2 00

Young & Smylie's

Newest...
Specialty

MINT... PUFF-STRAPS

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

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

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

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

For

10 cents

We will mail you a valuable little book on

BUYING SELLING AND HANDLING OF TEA

This is a complete and useful work, which every grocer should have in his possession.

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26 Front St. West, Toronto. Limited

DURABLE PAILS AND TUBS.



TRY THEM

The Wm. GANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.

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

Represented by...
Chas. Beech & Sons, Toronto.
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THE 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.

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THE DRY GOODS REVIEW

TORONTO MONTREAL

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to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man

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The right man

knows that to insure his life is the only way to make such provision, and he knows that

The right policy

is the UNCONDITIONAL ACCUMULATIVE Policy of the

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It contains one condition only--that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association.

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We have a full stock of all sizes, in Wine and Imperial Measures. . . .

Jelly Tumblers and Jar Rubbers.

GOWANS, KENT & CO.

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I Want Every Grocer

Who Wants a Handsome

DELIVERY WAGON FREE

And every Grocer's Clerk who wants a

CAMERA FREE

to send me his name and address on a Postal Card that I may tell him how to get it by merely speaking a good word for **KNOX'S GELATINE.**

THE ONLY PURE GELATINE MADE.

C. B. KNOX, Mfr.

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Manufacturer's Agents Wanted.

In view of the constant inquiries from manufacturers and merchants for names of good representatives in leading centres in Canada we are preparing a typewritten list of all the firms open for agencies.

This will be held at our offices for use of such inquirers.

It is important that the list be as complete as possible, and we will be glad to include everyone interested.

There will of course be no charge.

The following information is necessary

- Name.
- Address.
- List of agencies now held.
- References.

Address replies to _____

THE CANADIAN GROCER
 Montreal or Toronto



"GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried, always used. Largest quantity. Finest quality. Retail at 25 cents.

"NOBBY" BROWN COMBINATION

Package contains a 4-oz. bottle of Nobby Brown Dressing and a full-size box of Nobby Brown Polishing Paste for renovating all shades of Brown and Chocolate shoes. The brown dressing cleans and renews the surface of the leather, and the paste adds a brilliant, durable and waterproof polish. Retail at 25 cents.

"JEWEL" BROWN COMBINATION

Package contains a 2-oz. bottle of Brown Dressing and a small decorated tin box of Brown Polishing Paste. The dressing cleans and renews the surface of the leather and the paste adds a brilliant, durable and waterproof polish. Retail at 10 cents.

BOSTON LIQUID WATERPROOF BLACKING

For men's and boys' shoes, produces a brilliant jet black polish without brushing, thus saving time, labor and money. Retail at 25c.



PATENT LEATHER POLISHING PASTE

For giving patent leather shoes a quick, BRILLIANT and WATER-PROOF lustre without INJURY to the leather.

For sale by—

All Wholesale Grocers.

CHARLES F. CLARK,
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 TREASURER

ESTABLISHED 1849.

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The Original and only Genuine Preparation for Cleaning Cutlery.

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Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

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