

**PAGES
MISSING**



THE CANADIAN GROCER

THE CANADIAN GROCER
THE LARGEST
AND MOST COMPLETE
ESTABLISHMENT
WHOLESALE AND RETAIL
MONTREAL, P. Q.

Eddy's
Macaroni

PLEASE NOTE
USE OF NO OTHER
THE E. EDDY COMPANY,
MONTREAL, CANADA.

DAY & MARTIN'S
Bread, Pastry, Confectionery

COLMAN'S
MUSTARD

SOLE IMPORTERS

THE CANADIAN GROCER

HUNTLEY & PALMERS
ENGLISH BISCUITS

READING, ENGLAND

THE NEW LEAF PUBLISHING CO.

1000 GUYTON STREET

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ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT AND DEER BRAND STAMING TOBACCOES

8 K d, ca so ill it c-ly it. — H id et



ESTABLISHED 1842



L. Chaput, Fils & Cie

WHOLESALE GROCERS and
IMPORTERS



Teas, Wines,
Liquors, Syrup,
Molasses, Fruit.

AGENTS FOR THE CELEBRATED

GREENBANK LYE

♦ ♦ ♦ ♦ RED HEART
SOAP MAKER } BRANDS

Merchants are cordially invited to visit our establishment.

2, 4 and 6 de Bresoles St. 17 St. Dizier St.

123 to 133 Le Royer St.

East of Notre Dame Church,



Montreal



Standard Goods THE Best to Handle

E. Lazenby & Son

Established more than 100 years ago. Under the direct patronage of

His Royal Highness

The Prince of
Wales.



His Excellency

Lord Aberdeen

The Governor General
of Canada.

And all the best families in Great Britain and the Colonies. The variety they manufacture and put up is very large. No grocer should be without them. These cuts show a few of the lines that no grocer should be without.



LEVER TOP.



MOST HIGHLY CONCENTRATED.



A I PICKLES.



The superior quality of these goods can always be relied upon as unsurpassed. The strongest testimonial in their favor is that they are in the greatest demand where they are best known.

A. P. TIPPET & CO.,

MONTREAL.

ST. JOHN, N.B.

TORONTO.

Standard Goods THE Best to Handle

FOR
PURITY

Bi-Carbonate of Soda

FOR
STRENGTH



TRADE MARK

This brand is always reliable.

Highest test 98.50% pure.

Made only
by

The UNITED ALKALI CO., Ltd., Liverpool.

"New Process" Soda, finest on the market.



Fry's

MOST DELICIOUS

Pure Cocoas
and . . .
Chocolates

100 Prize Medal goods. It pays to sell them.



MACURQUARHT'S

**Worcestershire
Sauce . . .**

A first-class article at a reasonable price.

**INCREASES THE APPETITE.
AIDS DIGESTION.**

FAULDER'S Silver Pan

Jams and Marmalades

contain no verdigris as fruit does not touch copper or brass during manufacture, being made in Silver-lined Pans.



STANDS SECOND TO NONE.



Cox's

REFINED
SPARKLING

Gelatine

For Strength and Purity, stands unrivalled.

Grocers would do well to keep all the above brands in stock.

ARTHUR P. TIPPET & CO., Agents

MONTREAL

TORONTO

H. LAPORTE
J. B. A. MARTIN

J. O. BOUCHER

A. DELORME
J. O. ETHIER

HOUSE FOUNDED IN 1870

LAPORTE, MARTIN & CIE.

Wholesale Grocers and
Importers of

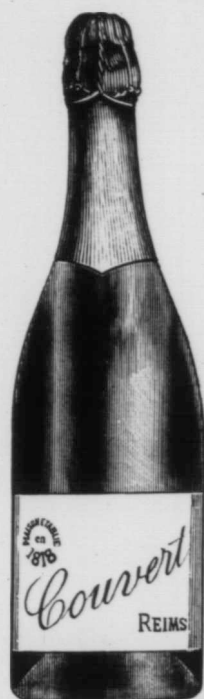
Wines, Liquors, Etc.

Sole Canadian Agents for

"COUVERT" CHAMPAGNE

"P. RICHARD" COGNAC

"AMIOT" CHAMPAGNE



SOLE PROPRIETORS OF THE CELEBRATED BRANDS OF

Japan Teas, "Victoria" and "Princess Louise"

In boxes of 5, 10, 20, 40, 50, 80 pounds.

Sole Agents for

Brandy . . . "Richard"	Cigars "H. L."	Baking Powder "Princess"	Soap . . . "Desalaberry"
Brandy . . . "C. Couturier"	Cigars "L. M. & Cie."	Soap "Superbe"	Soap "President"
Brandy "F. Marlon & Cie."	Claret "Berton & Cie."	Soap "Dollar"	Soap "Montcalm"
Champagne . . . "Couvert"	Claret "M. Demelle & Cie."	Soap "L. M. & Cie."	Flour "Princess"
Champagne "Vve. Amiot"	Scotch Whisky "Mitchell & Co."	Soap "Leader"	Coal Oil . . . "Princesse"
	Irish Whisky "Mitchell & Co."		

Orders by mail receive special attention.

Samples and prices sent on demand.

SPECIAL AGENTS:

M. T. N. CHASSE, No. 50 St. Paul Street, Quebec, P.Q.—For Quebec and vicinity.

M. ET. SMALL, No. 104 Rideau Street, Ottawa, Ont.—For Ottawa and vicinity.

MARSHALL & CO.

Aberdeen, Scotland



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

KIPPERED HERRINGS



HERRINGS IN TOMATO SAUCE

FRESH HERRINGS



For sale by all leading wholesale and retail grocers. . . .

Walter R. Wonham & Sons

Sole Agents for Canada

MONTREAL

CROSSE & BLACKWELL



Celebrated for . . .

**JAMS, PICKLES
SAUCES
POTTED MEATS
TABLE DELICACIES**



Sold by _____

ALL GROCERS IN CANADA.

Manufacturers by appointment to Her Majesty the Queen,
H.R.H. The Prince of Wales and the Army and Navy.



150 Years' Record



Liquid and Paste Blacking
Black and White Cream for Patent Leather.

Russet Cream
For Brown Boots, Saddlery, Etc.

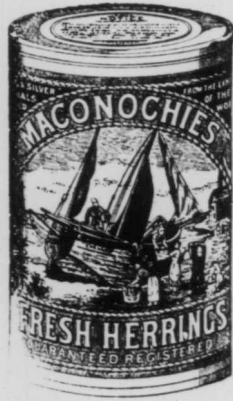
DAY & MARTIN LTD. London and
Liverpool

M. MARTIN & ROBERTSON,
Victoria and Vancouver,
for British Columbia

E. T. STURDEE, St. John, N.B., for Maritime Provinces.

CHAS. GYDE, Montreal, for Ontario and Quebec.

TEES & PERSSE, Winnipeg, for Manitoba and North-West Territory.



First Quality

Potted Meats

AND

Fish Delicacies



Jams

Jellies

Essences

Marmalades

etc.



To be obtained through all Leading Wholesale Grocers.

Maconochie Brothers

131 LEADENHALL STREET LONDON, ENGLAND

For further particulars apply to agents:—

WRIGHT & COPP, Toronto SEETON & MITCHELL, Halifax, N.S.
LIGHTBOUND, RALSTON & CO., Montreal




The Only Matches

To be universally used in Canada will undoubtedly be the non-sulphurous.

Eagle Parlor Red Parlor Beaver Wall-Box Safety Matches

The two first are put up in handy sliding boxes.

Red Parlors are put up in patent boxes that can be hung on the wall and utilized as match-safes.

Wall-Box Safeties are put up in the same way as Red Parlors, and light only on the box.

All these may practically be called **Perfect Matches**; each demand has been met, all imperfection in their manufacture has been overcome, and they stand pre-eminently at the head.

The wood is culled from the finest of artificially dried pine.

The laboratory is perfectly equipped.

The chemicals are the purest.

There are no droppings of fire, and the match heads do not fall off.

Immediately the flame is extinguished, the match becomes cold and dead and there are no embers.



Atmospheric changes have no effect on them.

SOLE MAKERS:

The E. B. Eddy Co. Ltd.

Head Office and Factories: HULL, CANADA
Branch Offices: MONTREAL and TORONTO

Agents: F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria; Permanent agents not yet appointed for St. John's, Nfld., Sydney and Melbourne, Australia.

BUYING, HANDLING AND SELLING OF TEAS.

BY W. J. FORMAN, INGERSOLL.

THE buying, handling and selling of teas constitutes trade, and the object of trade should be, and generally is, profit. There is profit in trade to some traders, and with wise methods employed there ought to be profit to all traders. Money has been made, and we believe can be made, by trading in teas; and the difference between the trader who makes money out of tea, and the one who does not, is for the most part a difference of methods rather than a difference of men, although difference in men does count to some considerable extent. We therefore strongly urge, for an assured success, the use of the wisest methods in the buying, handling and selling of teas.

It is an old saying that goods well bought are half sold. We think this is particularly applicable to teas, and believe that a large responsibility for the success of a tea trade depends on the buying. Much care, thought and attention must be devoted here. The buyer should make a study of the different kinds and grades of tea, knowing the colors, forms, flavors, strength and weight of each respective kind. The man who buys his teas by simply chewing a small portion of one and then of another, or by breathing through a portion held in his hand, and then testing the strength and flavor by holding it to his nose, may sometimes buy well, but he is bound to be beaten in competition with the man who carefully draws and compares his tea.

SAMPLING.

In selecting teas, he will have samples from the best of the different sources from which they can be obtained. He should carefully weigh each sample, placing in clean vessels, having each marked to designate the different samples. He should then pour on each the same quantity of freshly-boiled water, noticing how each sample draws, and with a clean spoon test the flavor of the leaves by smell, and the flavor and strength of the liquid by taste. Although we think strength an important point in the value of tea, we believe flavor to be still more important, and think the buyer will wisely be ready to sacrifice a certain amount of strength if he can thereby secure a finer, sweeter or richer flavor. Having found a tea to suit him in flavor, weight, strength and price, the buyer should buy in quantities proportionate to the amount of his trade. Care should be taken to guard against over-buying, preferring rather to take the risk of being able to repeat, equal, or even better it, for it costs money and lessens profits to carry too much stock, whereas a light stock costs less to carry and will allow the buyer to take advantage of some of the many special offerings which are from time to time on the market. It will also allow him, as far as possible, to pay cash, gaining thereby not only the discount for



SCENE IN A CEYLON TEA GARDEN.

cash, but other advantages in the way of prices, terms, quantities, etc. On receipt of teas, all weights and tares should be checked by invoice, and also by weighing each package separately, making claim for all shortages and allowing for all overweights. Teas should be carefully stored in a dry place, and care taken to keep them free from all dampness, as they lose flavor and become musty when thus exposed. They should be kept in their original packages until required to be brought forward and opened for sale. When thus brought forward for sale they should be kept as much as possible free from exposure, and a good, tight, well-made tin box or chest, with a tight-fitting cover, is far preferable to the wooden chest with the cover removed and loosely put on, thereby allowing deterioration in flavor. Consumers should also be encouraged to keep their tea in tight-covered tin or lead-lined caddies until safely placed in the pot, thereby conserving, as far as possible, all those properties which go to make a cup of good tea.

BLENDING.

Blending of teas is one of the most critical, if not the most critical, parts of the whole trade. It has generally either one of two objects, or perhaps a combination of both: That is, to increase the profit or to join two or more qualities or flavors in one which shall be an improvement on either or any of its constituent parts. A good knowledge of teas with their respective properties, and great care and experience, is required to do this wisely and well. When you have found a blend of teas which suits your trade and customers well, be wise and stick to it as long as your customers are pleased. Do not

be continually experimenting with your customers' tastes, or you may, like some good men before you, with best intentions to improve their teas and keep their trade, experiment their trade away. If your customers have any fault to find or suggestion to make, wisely listen to what they have to say, and try to please their individual taste in the way they indicate. It will pay you to know and remember from time to time what that individual taste is.

CLEANLINESS.

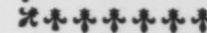
It is an old saying that cleanliness is next to godliness; and it is assuredly a fact that cleanliness is a great point in a successful tea trade. Have your store neat and clean. Have your samples shown always fresh and clean. Have your counters scrupulously clean; your scales and weights bright and shining; your paper and bags something different from what you would have for sugar or salt fish, and, if possible, have a tea-mixer; or if your tea must be mixed by hand let the hands be the cleanest of the clean. Be careful in delivering your teas to have them put up in neat tidy parcels, and, if need be, in a box or basket by itself away from coal oil, cheese, butter, lard or fish. Let

It . . .
Floats



Venus

It . . .
Floats



WASHES

the most delicate fabrics
without injury. . . .

Purifies and thoroughly
cleanses



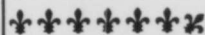
Soap

A HOUSEHOLD LUXURY

J. T. LOGAN, St. John, N.B.

MANUFACTURER

It . . .
Floats



It . . .
Floats



ASK YOUR WHOLESALER



Canadian Leaf Chewing Tobacco

Made in all size plugs. Cheapest and best.

F. W. HUDSON & CO., - Toronto, Ont.

AGENTS FOR ONTARIO

WRITE US FOR SAMPLES

your customers see that you care for their trade and that you desire to do it in a suitable and proper way, and the probability is you will get it and keep it.

FIXING THE PRICE.

Then as to fixing the prices of your teas: Do not imagine that all the stories you hear about the exorbitant profits on tea are true, and that it is a regular thing for dealers to add a straight one hundred per cent. profit on the cost price, and that if you only add 75 per cent. profit you will be sure to be below all competitors and capture all the trade. No, no; there are some dealers satisfied with 50 per cent. profit. I have actually heard of dealers who have been satisfied with even less than 33 $\frac{1}{3}$ per cent., and they have done a good trade and made money. Many consumers are poor judges of the value of teas, and might be easily deceived, but some consumers are excellent judges of the value, and it is wise to fix the prices of your teas so as to be able to gain the trade of those who know, or think they know, their value. It is well also to have a stated reduction in price for larger quantities, in lots of, say, five, ten or twenty pounds, and to make the saving in price an argument in inducing your customers to buy the larger quantities.

SELLING.

Having your teas well bought, properly cared for, and the prices wisely fixed, the work which means success to the dealer is half done; the selling of them—so as to continue the selling of them from time to time to the same person, and so as to add from time to time new customers and retain them, so as to build up and maintain a successful trade—is the remaining part of the work which requires much care and wisdom. Having put yourself in the position that you believe you are offering the people such good value for their money that you can afford to talk about it, do not fail to talk about it; that is, advertise. Write bright, crisp advertisements. Catch the eye in some way; in many ways. Then talk to them about tea—your tea. Reason with them kindly. Invite them to come and see you—to see and try your teas. Change your advertisement often as to matter, and keep at it until you have them all trying and buying your teas. Then keep at it to keep them buying your teas. Let them be bright and well written. Keep a supply distributed through your store, and when a customer buys a can of salmon or a bottle of pickles slip inside of your paper wrapper one of your dodgers telling about your teas. Keep displayed prominently in your store attractive signs, such as: "We Sell Teas," "Try Our Teas," "The Cup that Cheers," "New Season's Teas," etc., and others which might be suggested. Have in places where they will be sure to be seen and where they can be reached and tasted samples of some leading lines with the prices attached. In your window displays keep your teas prominently before the public in an attractive way. Have done up in neat small packages samples of leading lines with prices marked. Find out from customers who do not buy tea from you what kind they use and price they pay, and enclose with their parcels a sample of your best at same price, calling their attention to it at the time, remembering to enquire at their next call how they liked it. If any fault is found try and rectify it in another tea, and give another sample, counting not the trouble if you can make a customer. Keep yourself well informed by subscribing for and reading the best trade journals, and there is no good reason why you should not make a success of buying, handling, and selling of teas.

CHANGES IN THE FISH TRADE.

By W. A. R.

EVOLUTION and the transaction of trade under new conditions is the rule in the business world at present. There is no branch to which this applies more emphatically than the interior Canadian fish trade.

Ten or twelve years ago it was the usual thing for Montreal fish dealers to handle from 30,000 to 40,000 barrels of pickled fish in a season. This condition of affairs has been so entirely altered that when there are 3,000 barrels of pickled fish on the Montreal market it is considered a glut.

In those days a big percentage of the entries at the Montreal Custom House came from the fleets of fishing schooners that came direct from the barreling establishments with their cargoes of pickled fish. Improved communications and a more fastidious palate educated to a taste for fresh fish, or fish specially prepared, refuses to be satisfied with the coarse, pickled herring, etc., of our grandfathers' days. Nowadays fish just freshly caught, with the ocean taste almost on it, can be delivered on tables hundreds of miles inland eighteen or twenty hours after being caught. This great fact, assisted by the many different kinds of prepared fish, smoked, boned and otherwise, that are offered to the consumer, has almost killed the trade in pickled fish.

In Quebec and Eastern Canada the consumption is largely supplied with fresh salt-water fish; which are shipped from St. John, St. Andrews and other points at 4 p. m., and delivered at Montreal, Sherbrooke, Quebec, and some points in Eastern Ontario also, early the following morning. These fish come through by express in iced cars from the seaboard during the summer months, one icing being found sufficient to land them fresh and sweet at their destination.

In the winter season the demand in Quebec is largely supplied with frozen fish, herring and mackerel principally, which is sent forward by freight. This supply of fresh fish naturally gets the preference in Quebec, but there is quite a demand also for finnan haddies, boneless cod, Yarmouth bloaters and kippered herring.

For their fresh fish supplies fish eaters in Ontario largely depend on the yield of the fresh-water lakes, such as trout, whitefish, bass, pickerel and sturgeon. Very little of these fish go east during the summer season, but in winter they supply a portion of the Quebec demand. They are exported to the States also quite largely.

Another source of supply for fresh fish, both for Ontario and Quebec, is British Columbia. Salmon from that province is sent across the continent, kept constantly iced, by express and delivered in the east in six days. The carrying charge alone is 7c. per lb., but despite this fact there is a fairly large demand for these Pacific Coast salmon. The great bulk of them not required by the canneries, however, are taken by American buyers.



If Canadian capitalists were enterprising we would have a ship like this in a fast Atlantic service out of Montreal.

Do You Want

To get the bulk of the family trade in your town? If so, send in your order to
EWING, HERRON & CO. for the following goods :

Pickling Spice, Allspice

Or any other kind of Spice.

We will give you nothing but the best, what everyone wants,

Durham Mustard

Rio, Mocha and Java Coffee

Whole or Ground, Blended or Separate. Sole agents in Canada for

Peterman's Roach Food, New York.

Trade Coffee and Spice Mills - Montreal.

579 and 581 St. Paul Street.



Do You Know

THE BEST PLACE

To buy the very finest
kind of values in

Teas

AND GROCERIES ???

Well, I Should Smile—

W. H. GILLARD & CO., of
Hamilton, are the up-to-date
firm with the best goods money
can buy, and the lowest prices.

SEE their ads. on
pp. 33, 34, 35

**TEAS
FRUITS
PICKLES**

THE SCIENCE OF ADVERTISING.

By W. L. E.



BY NO means monopolized by medicine, geology, botany, astronomy, biology, ethnology, physiology, etc., is the use of the word science: Accessories to business have become prefixed with it. We hear of the science of buying, the science of selling, the science of bookkeeping, and last, but not least, the science of advertising. It is this last-named science that I propose briefly to deal with.

To term advertising a science is not a misnomer. It is a science. It was not always considered important enough to be styled such; but the greatest of our sciences were not deemed important enough at one time to be classed in the field of science. It was as men, and generations of men, investigated them that they became thus classified. With advertising it is the same thing. Advertising followed in the wake of the art of printing. But the science of advertising has not kept pace with the art of printing. And it was because the eyes of the people were holden that they could not see the advantages that accrued therefrom. Advertising was a thing not to be encouraged. It was merely throwing money away—and allow me to remark that, judging from much of the advertising of days of yore, much money was thrown away. This was, in substance, the way the majority of people argued. And I am free to confess that there are still some of this species extant; but where they were once the majority they have become the minority, and a small minority at that.

Much of this marked change has come over the commercial world during the last twenty-five years. During the last ten years the evolution has been particularly marked. In the large mercantile houses, retail as well as wholesale, there are men employed whose special duty it is to write the advertisements, while there are experts in the large commercial centres who earn their livelihood by designing and preparing for the press the advertisements of a series of firms.

With the recognition of advertising as a science is the further realization that it is one of the essentials to success in business, just as is bookkeeping, etc. And by and-by it will be one of the subjects taught in the commercial colleges, as is the science of keeping books now.

The first essential to successful advertising is to make the announcement as attractive as possible. An advertisement something after this style may have some value if Jones & Co. happens to be a new firm:

JONES & CO.

GROCCERS, ETC.

49 Plank St. BLANKVILLE

We keep in stock sugar, tea, raisins, currants, coffee, canned goods, etc., etc.

Call before going elsewhere.

Whether the firm advertising in this style is new or old the advertisement is of little or no value. Every grocer has sugar, tea, etc., in his store. The consumer does not need to be told where he can buy these things. What he is looking for is a place where

he can get an article of particular quality or price, or variety. But granted that Jones & Co. is a new firm, it is obvious that

it is of little value to them or anyone else. Supposing the firm is a new one, would not an announcement something like this have more effect?

Announcement

Dear Madam,

We beg to advise that we have opened up a new Grocery Establishment in the Vaughn Block, next door to Stirrett & Co.'s dry goods store, and respectfully solicit your esteemed patronage.

THE NEW GROCERY

We trust that by keeping a good, clean stock of superior goods, and conscientiously employing our best efforts to establish a sound and satisfactory business, we may merit your valued support.

We purpose conducting our business on a strictly cash basis, as we feel that in doing so we can better serve the interests of our customers and maintain a better stock.

Obediently yours,

The Ewing Bros.

As the character of a man is known by his works, so the measure of a merchant's brightness can often be gauged by the character of an advertisement. The firm of Ewing Bros. is evidently composed of bright men. The arrangement of their "ad." is excellent and the subject matter terse and to the point.

Before a man can be really termed an adept at advertising he must know how to construct his announcements. And this means more than the mere putting of words together. In a word, he should know how the advertisement should be "set up" by the compositor in order that the best results may be obtained. Therefore, in writing an "ad." he should endeavor as far as possible to convey to the compositor the character of the advertisement he wants: how it should be displayed, and what parts should be particularly emphasised. Many a good advertisement has been killed at its birth because of incompetence in bringing it forth.

An advertisement to be attractive must be interesting. Here are a couple of samples which may serve as ideas for ad-smithing:

**A Burglar
Opens Safes
With a Jimmy
But we
Open
People's Hearts
With**

**New Season's Salmon at
00c., Lobster at 00c.,
Valencia Raisins at 00c.,
Prunes at 00c., Currants
at 00c.**

What will the Harvest be?

Is no longer a life question. It is settled, and so will be

Your Husband's Opinion

Of your good judgment if you use our prime breakfast

Coffee

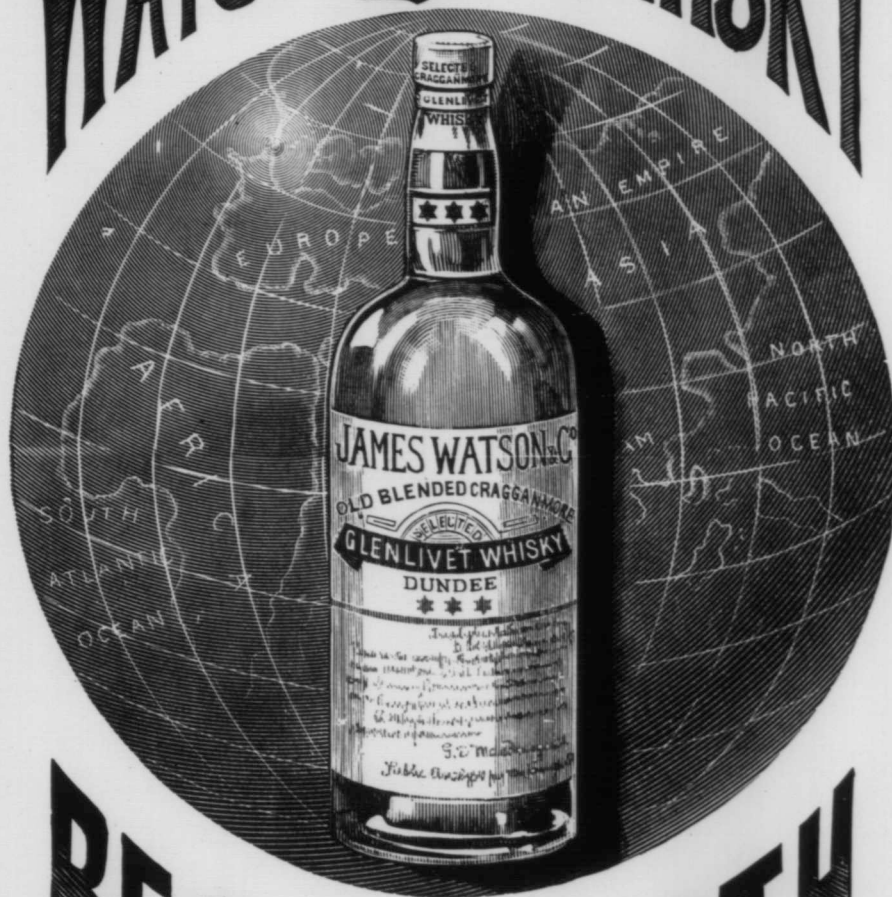
The above samples are simple, and are such that any moderately well-equipped country newspaper office can "set up."

ESTABLISHED 1815

C. W. MURPHY & CO.

Formerly
JAMES GUEST & CO.
MONTREAL

WATSON'S DUNDEE WHISKY



BEST ON EARTH

AGENTS FOR THE DOMINION OF CANADA

OFFICES . 27 and 29 ST. SACRAMENT STREET
MONTREAL

HOW SPICES ARE ADULTERATED.



OVERNMENTAL inspection and the cheapness of the pure article have done much of late years towards decreasing the practice of adulterating food products. Still, as everyone knows, adulteration is still practised to some extent.

A few days ago I fell into conversation with a well-known spice manufacturer regarding this very subject. Coffee, baking powder and pepper were the particular articles treated upon.

"In Boston, he said, in reply to a query of mine, "there is a concern which manufactures coffee beans. It is a large concern. The way in which it makes the artificial bean is, briefly, this: Cereals, such as peas and rye, are first roasted to the color of coffee. This done, they are reduced to powder by a milling process. The powder thus obtained is mixed with a small percentage of plaster of paris. The decoction formed from the union of the cereal and plaster of paris is next put through a machine, which molds it into beautifully regular roasted coffee beans, even the little white mark which is in the centre of the natural bean being faithfully reproduced. This manufactured bean sells in the United States at 3c. per pound. When mixed with the genuine roasted coffee the spurious bean cannot be detected until you happen to try one between your teeth. You will detect it then soon enough."

"The use of this bean makes easy, then, the reduction in the price of coffee," I ventured.

"Well, yes. The genuine whole roasted coffee, say at 30c. per pound, can be brought down to a pretty low figure when the manufactured bean is used."

"Is the spurious bean used much?"

"In the United States lately, on account of the higher prices obtaining for Rio coffee, there has been, I understand, an increased consumption of the made bean. These Boston made beans are brought into Canada occasionally, but the duty of 2c. per lb. and 10 per cent. ad valorem does not encourage its importation. Coffee is, of course, adulterated with other foreign substances besides the made bean. Acorns are used sometimes when the coffee is being ground. Acorns for this purpose come largely from Germany, and they can be laid down on this side of the Atlantic at about 4c. per pound. In the Southern States bullock's liver is used a great deal in the adulteration of coffee, the liver being first dried and then worked into the coffee as it is being passed through the mill. Oh, no; there is no liver-adulterated coffee in Canada."

Speaking of baking powder, my informant said: "Terra alba is probably more used than anything else in the adulteration of baking powder. There is any amount of stuff sold as cream of tartar that contains 10 per cent. cream of tartar, 50 per cent. terra alba and 40 per cent. alum. The cost of terra alba is about 1c. per pound. There, that is terra alba," added my informant, as he pointed to a glassy-looking clay pipe lying on a near-by desk. "What is known as commercial pure cream of tartar often contains 10 or 12 per cent. of lime. There is, however, really pure cream of tartar on the market, and this can be got from first-class and reputable houses."

"What about pepper?" I queried.

"One way of adulterating pepper is with cocoanut shells. The cocoanut shells are first roasted; to what extent is deter-

mined by the proportion of the darkness which is to be imported to the pepper. Buckwheat middlings and pea hulls are also sometimes used. A great deal of the adulterated pepper that is used in this country is brought in from the United States. The adulteration of pepper is, however, not carried on to the extent it formerly was: where ten barrels of adulterants were formerly used, there is probably not more than one now, genuine pepper now being so cheap, while manufacturers are now watching each other so closely that it is more risky to adulterate. And this may be said of not only pepper, but of spices generally."

COMMERCIAL TRAVELERS' GRIEVANCE.

"YOU may talk about a Kentuckian not knowing what water is, but I'll be blessed if a stranger traveling in certain parts of Ontario would not come to the conclusion that some of the people there did not."

These somewhat strong words were addressed to me the other day by a commercial traveler of fifteen years' experience. He is well known, and while he takes a little "something" for his stomach's sake occasionally, he likes a tumbler of water without a stick in it better than he does when the stick is in it.

"I am not joking," he continued. "I am speaking the truth. In country hotels north of Toronto you can seldom get water for any purpose. I declare you cannot in 75 per cent. of them. And this applies to hotels in towns of 6,000 as well as those in hamlets. Ask the girl waiting on the table for a glass of water, and she will look at you with as much surprise as would a waiter in a Kentucky hotel. 'Water?' she'll repeat. And if she does go to the pump and get it for you, you'll be a sorry man, nine times out of ten, that you ever asked for water before she gets through with you: for the rest of the meal she'll throw things at you as if you were a wild animal. Some of the girls do not know better: The onus is upon the proprietors. Now I like my porridge, but I'll tell you I would rather forego my porridge than a tumbler of pure water before breakfast. In the bar water is as scarce as it is in the dining room. A traveler coming in from a long drive naturally wants a glass of water, but you'll look for it in vain in the bar-room. Why, do you know there are lots of hotels where you can't get water for your whisky. The bartender will tell you he has soda water or ginger ale if you ask for water. The rule I have adopted is this: If I want a glass of gin or whisky on retiring I first ask, 'Have you any water?' If the bartender says 'No' I take nothing; if he says 'Yes,' I take the whisky or gin just as the case may be. This is of course when I am sick. Then you go to your bedroom, and the chances are you'll find the water jug empty. Complain about it, and you'll be told that it was 'full this morning.' And should you happen to have caught a cold, as the result of a long drive, and wanted a pail of hot water, you'd have to wait: You couldn't get it to save your soul. I often get hot; that is, my temper does."

"Goodness knows, there is plenty of water in the country," I interposed.

"Yes, there is, but it is not in the hotels; and when it does occasionally get in, it is seldom fit to drink, either because of a dirty well or a foul vessel. Why, my dear fellow, the little water that you do get in a country hotel has 'bead' enough to say your prayers on. You don't appreciate the joke," he added; "we Catholics use beads in saying our prayers."

TILLSON'S
MOLINA
TILSONBURG

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THE HISTORY OF MILLING BEGINS WITH EGYPT

TILLSON'S
MOLINA
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MEDAL AWARD

Molina
Wheat

IS...
FAMOUS

We have made
it so.

ONLY THE
CHOICEST

**White
Clawson
Wheat**

... USED

*

Thoroughly cleaned
and polished
in preparation.

E. D. TILLSON

Tilsonburg, Ont.

A TALE OF SIX CITIES:

MONTREAL, TORONTO,

HAMILTON, LONDON,

HALIFAX, ST. JOHN.

MONTREAL, THE COMMERCIAL METROPOLIS.

By W. A. R.

FEW branches of commerce bear so striking testimony to the advance in business methods as the grocery trade. The evolution in the past half century would startle the old grocery men of fifty years ago. One of the most noticeable and commendable advances has been in the direction of beautifying business premises. The day of the old-fashioned dingy warehouse is gone by and now offices and sample rooms are resplendent in plate glass and polished brass, so that the eye as well as the taste of a customer is appealed to. The premises of the leading houses in the trade in Montreal bear striking evidence to this fact. At the present time there are some thirty firms engaged in the business, either in staple and heavy groceries, groceries and liquors or grocers' sundries. These firms have from \$3,500,000 to \$4,000,000 invested in the business, and their individual turnover ranges from the million-dollar point down to \$100,000 per year. A good idea of the aggregate quantity of groceries turned over may be gathered from the Custom House figures. These show that the total value of groceries, etc., entered for consumption at Montreal in 1894 was \$9,000,000. This means that the Montreal grocery houses handled these goods. They were not doing very badly therefore on their investment of \$4,000,000, especially as the goods of domestic manufacture handled, which must have amounted to nearly as much more, are not counted in the above amount.

During the past fifty years there have been many changes in business methods and practices. In the old days most of the wholesale houses in Montreal dealt in wines and liquors as well as groceries. Nowadays the houses that carry on a wine and liquor as well as grocery trade are the exception to the rule. In fact, if the French wholesale firms are left out of consideration, all the Old Country firms confine their attention to groceries alone. With the French firms, however, wines and liquors is an extensive and important branch of their trade. Forty or fifty years ago, in the golden days of "good, solid profits," as a member of one of the oldest established firms put it, wines and liquors was an important branch with almost every house in the trade. Importers then got all their supplies from Great Britain, and confined their attention to staples, such as sugars, teas, spices, etc. Many articles that are considered common necessities now were absolutely unheard of then. There was no canned goods, etc., to be sold on "close margins"; in fact the old leaders in the trade did not believe in doing business for the fun of the thing.

Many firms doing a large and profitable business in the forties have long since ceased to be known as active members of the trade. Perhaps two of the most prominent of these old firms in the years from 1845 to 1875 were Gillespie, Moffatt & Co. and John Torrance & Co. Both had their warehouses on St. Paul street near Custom House square. Other well known firms who flourished about the same period were Buchanan & Harris, Jos. Tiffin, Hutchins & Proctor (afterwards C. D. Proctor alone), and Robertson, Hutchins & Co. This latter

firm, through its descendants, was practically in business until a year ago. It was the predecessor and founder of the business afterwards carried on by Robertson & Beattie; Robertson Lightbound & Co., and, finally, Lightbound, Ralston & Co., who very recently wound up their affairs.

A few of the houses now in existence can trace back an experience of fifty years, and between the time that the "old guard" already referred to fell out of the ranks and the present day quite a number of firms had a brief but unsuccessful existence. Of the firms at present actively engaged in trade, that of J. A. Mathewson & Co. has the honor of being the oldest. It was founded away back in 1834 by Mr. Samuel Mathewson, Sr., and in 1841 Mr. J. A. Mathewson, Sr., the present leading partner, assumed the chief direction. He now has his three sons associated with him. Next in point of age is the business now conducted by the firm of Hudon, Hebert & Co. The founders of this firm were E. and V. Hudon, who started in business in the year 1837. Kinloch, Lindsay & Co. take rank as the third oldest house in the trade. Mr. Kingan and the present senior partner, Mr. Kinloch, founded the business in 1843. Mr. J. A. Mathewson, therefore, and Mr. Kinloch are the two patriarchs of the trade, but Mr. W. B. Lindsay, the latter's junior partner, can remember how groceries were sold in the fifties and early sixties. Lockerby Bros. is another house that can date its life back over forty years. D. Masson & Co. and L. Chaput, Sons & Co. are also qualified to be numbered with the "old guard." Geo. Childs & Co. date back 31 years.

It is interesting to contrast the methods of buying goods in the old days, as described by the old-timers, with those in vogue now. Forty years ago a buyer had to stock up twice a year. Retailers came to town in the spring and fall, and placed their orders themselves. There were no railways or the indefatigable drummer to see that wants were supplied as required. It was the same with the jobber. He had to provide supplies for his business on the spring and fall fleets, and, naturally, those two periods meant lively times in the old days. Payments were largely by a system of barter.

Potash was the great equivalent for money in the forties and fifties. A country merchant came to town, bought his supply of stock, and then sent his jobber a lot of potash in return. The jobber sent this to the public store. It was graded there as firsts or seconds, as the case might be, sold at the ruling prices, and the amount realized either discharged the country merchant's debt, or if not sufficient to do so was placed to his credit. The volume of this potash business, when the country was more wooded than it is now, may be gathered from the fact that in a single week the receipts frequently amounted to 5,000 barrels.

There was no great hurry about collecting either in the good old days. Firms like Gillespie, Moffatt & Co. and John Torrance & Co. sent a collector around twice a year. Each firm had its own particular circle of customers, and as there appeared to be enough to go round, there was none of the cut-throat tactics frequently resorted to nowadays.

When you want Salt

FOR ANY PURPOSE

write for our quotations. We have always on hand and to arrive Salt of Best Quality.

Carefully shipped in good, strong, clean packages.

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Representing in Canada the Salt Union of England.
The largest manufacturers of Salt in the World.

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**Finest
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ASK YOUR DEALER OR
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**J. M. DOUGLAS
& CO. . .**

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BY ROYAL WARRANT TO HER MAJESTY THE QUEEN.

GOLD & PRIZE
30
MEDALS.



GOLD & PRIZE
30
MEDALS.



"SPECIAL LIQUEUR"

*Finest Highland Whisky
of great age.*

John Dewar & Sons,
DISTILLERS, Limited.
PERTH, SCOTLAND.

London Offices,
48 Lime St., & Co.

TORONTO, THE QUEEN CITY.

By W. L. E.



NO need to be ashamed of its history has the wholesale grocery trade of Toronto. Of purely wholesale grocery houses in the "Queen City" there are eleven. This does not include, of course, the large number of grocery brokers, some of whom carry stock; nor does it include the jobbing houses that sell to small storekeepers, farmers, etc. The aggregate capital of these eleven houses is nearly \$1,500,000, or an average of \$136,363 each. And there is not a weak house among them.

The position to which the grocery trade of Toronto has attained is of comparatively modern development. There are men alive to-day who can remember when it was in its swaddling clothes.

Thirty-five or forty years is not a long time, and yet it is practically during that period that the wholesale grocery trade of Toronto has developed to what it is to-day.

Forty years ago the wholesale grocery trade of Toronto was in the hands of a couple of firms. These firms were: F. & G. Perkins (now Perkins, Ince & Co.) and Howland & Fitch. Commercial travelers there were none in those days. What a void there would be were we to again suddenly lapse back into that condition of affairs! I doubt that there is a merchant in the broad Dominion that would welcome it, nuisance and all as he may consider the drummer. His worst wish, probably, is that there were fewer of them. Country merchants in that day came to the city in person and bought their supplies. And I cannot refrain from remarking parenthetically that it is a pity they have now gone so much to the other extreme. In most instances, especially in the winter, purchasers took their goods away with them by teams. "Frequently, in fact nearly always," remarked an old-timer to me some time since, "the storekeeper would come into the city with his load of farm and dairy produce, which he had obtained in trade with his customers. His load disposed of, he would then visit the wholesale house, make his purchases, load them on his wagon or sleigh, and wend his way homeward." There was no attempt at secrecy in those days, and there is no need of it to-day: the principal beverage these early storekeepers carried home was not that which cheers but does not inebriate, the chief beverage to-day: It was whiskey. And some of my old friends have repeatedly assured me that it was better than the whiskey of to-day. "A man could drink a gallon of it and get up in the morning with a head as clear as a bell." I am not speaking from experience. It is what I have been told.

The difference in values then and now is by no means the least of the interesting features of the grocery trade. Sugars that sell wholesale to-day at about $3\frac{1}{4}$ c. per pound were then worth 8 to 9c., and sometimes even 10c. White sugars worth $4\frac{1}{4}$ c. to-day sold at from 12 to 15c. per pound.

In regard to teas. The aim of the retailer in those days, I am informed, was to get a tea that he could sell at 50c. per pound. "That tea," said my informant, "was of about the same quality that now retails at 30c. But about the time of the rebellion in the United States," he added, "teas doubled in value.

In fact, I have sold Young Hysons at \$1.10 per pound and Gunpowders at \$1.30 per pound."

Seated under a shady tree one day, I was relating this particular conversation to an old friend of mine, when he remarked:

"I can remember when tea retailed at \$1 per pound in country places, and yet people, especially the Irish, would have it. And I can tell you this: there were no bad teas in those days. Coffee beans then we used to brown in the fry-pan."

Foreign dried fruits 40 years ago were also much higher than they are to-day. Currants ran up to 25c. per pound, and it was difficult to get them at that price. The nice handy packages in which currants now come to hand were unknown in those days. The package then was what is known as the caroteel; and it held nearly half a ton of currants. Bulky as these caroteels were, they kept the currants in good condition. During years of scarcity currants that were three and four years old were sold on this market, which, except for two or three inches around the outer edges, were in excellent condition. Currants were in these pre-railway days brought by vessels to the city and unloaded at the old market wharf.

Valencia raisins were a scarce commodity on the Toronto market four and five decades ago. The Sultana was the principal raisin then used for cooking. When Valencia raisins began to come into general consumption they ranged in price, I am told, from 9 to 12c. per pound. Forty years ago prunes, both Bosnia and French, were but little seen on this market.

The wholesale grocer of half a century ago carried such a diversity of stock that he was in reality scarcely entitled to be termed a wholesale grocer. Wholesale general merchant, it seems to me, is a more appropriate term. Besides groceries, he handled spades, shovels, powder, shot, chain, nails, spikes, glass, putty, paints, oils and numerous other articles that are to-day foreign to a wholesale grocer's stock.

But great as was the diversity of the wholesale grocer's business then, in volume to-day it is much larger, although less diversified. There is one thing, however: the profits were much greater and the expenses infinitely less.

"You made a great deal more money then?" I ventured one day in conversation with an old-time wholesaler.

"Yes," he replied slowly, "we made much more money. But there were failures then just as now."

"A great deal of business was done on credit those days, was there not," I further queried.

"O, yes; a great deal. The bulk of the sales we made were on credit. Why, it was considered nothing unreasonable or unusual for a man to pay 25 to 50 per cent. of his note when it fell due and get a renewal for the remaining 75 or 50 per cent. of his indebtedness. Present profits, I can tell you, would never stand such custom. I do not think that more than from 5 to 10 per cent. of our sales were for cash, while at present 75 to 80 per cent. are cash. Failures in those days were I think relatively as numerous as they are now. And then, as now, complaints were common that there were too many in business."

Speaking to an old shipper regarding freights he said: "Before the railways most of our carrying was done by teams, and the cost of carriage was not really so very much greater than it is to-day: The regular rate for 30 to 40 miles was 25c. per 100 lbs. I remember that well."

Rice's Salt

ABSOLUTELY
PURE

FOR . . .

For years celebrated for its
purity, even grain and
superlative keeping quali-
ties. IS NOT GROUND AND
WILL NOT CAKE.

TABLE,
BUTTER AND
CHEESE

Manufactured with utmost care by

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GODERICH, ONT.

THE PALACE REFRIGERATOR



Capacity

From 3 to 8 tubs,
or from 200 to
600 lbs. butter.

Bottom space 12 to
20 dozen bottles.

Over 200

Of them in use in
the city of Mon-
treal, and every
one pronounces
them

**THE BEST
IN THE
WORLD.**

Every grocer in the Dominion who considers his interests ought to have one of those refrigerators. Their usefulness is not their only merit. They are a handsome piece of store furniture. If you are thinking of getting a refrigerator for next season, write us for price list. We will fill orders as received and would ask you to favor us with them early, so that you can have your refrigerator delivered in good time.

C. P. FABIEN 3167 and 3169 Notre Dame St. **MONTREAL**

Proprietor and Manufacturer of Aubin's Patent Refrigerator.

ST. JOHN, THE LUMBER CITY.

By J. H. W.

IN a short article on the grocery trade of a city covering the changes of forty to fifty years it is hard to know where to begin. The faces to be met are almost all new. Perhaps Mr. Hall, of Hall & Fairweather, is the man longest and still actively connected with this business in St. John. From year to year the faces change. Besides the house already named, those of Gilbert Bent and Geo. S. De Forest & Son are the oldest. Many large firms have passed away, and many have started and dropped out. The following are well remembered by the older ones: William Hammond, L. H. DeVeber & Sons, A. W. Masters, W. D. & H. A. Austin, James Donville & Co., C. & T. Robinson, J. & W. F. Harrison, White Bros., Turnbull & Co., and others.

Then the manner of doing business has so changed. Fifty years ago takes us back to the time when all goods came here by water, and by sailing vessels at that. For the business of our city in general these were, however, good days, as our money was made, and in many cases made fast, in lumber and wooden ships, both building and sailing the latter. Then there were no telegraph, railroad, telephone, commercial traveler or broker. Business came to the merchant, the competition not being as keen as now. Profits were better, and larger quantities changed hands in single transactions. In fact, there was what is to-day termed wholesale trade, with the opportunity of getting goods daily. Liquor was never as much kept by general dealers in St. John as elsewhere. And in later years, when, in many cities, the wholesale liquor and grocery business were combined, no large wholesale grocer in St. John was found carrying on the two. The larger part of our goods came from the United States, although we brought in a great quantity of merchandise from England.

The first oil used in St. John was of Canadian origin, and was to some extent manufactured here. Cheese is largely a new line. Match manufacturing, too, is of recent origin. Perhaps nothing is more noticeable than the fact that the bulk of the goods now bought are Canadian, and in many cases manufactured in our own province. The goods of to-day are much better and cheaper. Perhaps no new line is so widely known in the market as canned goods, business in which has developed wonderfully. Let us look at some other goods. Take flour. First, it was such American brands as "Reindeer" and "Napier." Then came such Canadian brands as "Howland's Choice" and "Tea Rose." The quality of flour has much improved, while prices are lower, though at all times prices have varied a great deal. Our best flour (Manitoba) is one of the new lines. In the old days almost equal quantities of rye and wheat flour were sold. Going back, say, twenty-five years, one of the largest flour dealers at that time, talking to me, said for three years they sold over 100,000 barrels each year, and sales of 500 to 1,000 were more frequently made than now, while in all lines it was much more easy to unload goods quickly. The

terms were three months' note, with interest. In cornmeal, it was all American, while to-day the importations are very light. The prices do not show much change. In sugar, the price is not one-third what it was. Much larger quantities of West India sugar were then used. Quantities were brought from the United States and England, while a large proportion of the granulated, or white, sugar was Dutch. Now it is all Canadian, and very largely the output of our own province. In tobacco, the line has all changed. At first it was American, while now it is Canadian. An odd feature in the tobacco business is that one dealer for years had almost a monopoly, but, of late, others are working in. Vinegar was also early imported from the States, while now it is all Canadian, with a fair proportion manufactured in St. John. Prices now average about 10 cents per gallon lower than forty or fifty years ago. In fish the quantity handled is not nearly as large as, say, thirty years ago. And then a great many more fish were cured here. The fact that less fish are now handled is accounted for when one remembers that St. John is not the distributing centre that it was then. There are many reasons why it is not. In the first place the many railroads take goods direct to the stores of the merchant through the province from first hands; and then there are now other wholesale centres,

as St. Stephen, Fredericton and Moncton. These not only cause the volume of business here to be smaller, but many goods sold by merchants never come here, going direct from the mill or other first hands to the buyer. In apples the quantity handled is also less. One merchant told me he had seen as many as nine thousand barrels in the market-slip on schooners from Nova Scotia at one time. Now, such a thing is practically unheard of.



A SCENE NEAR ST. JOHN.

In the wholesale grocery trade the capital invested here would be somewhere about \$500,000. It is very hard to make a close statement. Many merchants have made money, though it is a regrettable fact that many of the older and larger houses failed. But in most cases the cause was the placing of money in other ventures. Our own province is now supplying our market with cheese; and more this year is being made than the local market will be able to take care of. Matches is another article of which the demand is supplied by local manufacture. Domestic packed pork and smoked meats are very largely used, and the quality, except heavy packed pork, is fully equal to anything we import. A goodly quantity was imported in the past, which is now largely supplanted by the home article and it gives as good satisfaction. The best quality of ground spice sold here is all, as a rule, the output of either Nova Scotia or New Brunswick mills.

We boast here of possessing, relatively, a greater number of fine grocery stores than any other city in the Dominion. In business methods we are well up to date. And in all movements in the Maritime Provinces for the organization of business men's associations, having in view the obliteration of out-of-date systems and the inauguration of those newer and better, St. John, N.B., has not taken second place.

(Continued on page 30)

the kind that pays

When your customers ask for Chewing Gum give them the best—give them Adams' Tutti Frutti. It pays because it gives satisfaction and they ask for it again. They not only appreciate it as a genuine good article, but they appreciate your common sense in keeping an article so good. They call again—that's what's the matter. They tell your friends and their friends that what you keep is good.

Of course, you can keep cheaper goods, you can keep cheaper chewing gum, but ———.

Our Tutti Frutti Glass Jar is a beauty. It's useful ; it's decidedly ornamental ; you get it free. Also our half-gallon Crystal Pitcher. If you want another of these get it from your wholesaler.

Your window : When you want to decorate it drop us a postal. We'll send you something.

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Washboards

See that you get the *OLD* and *RELIABLE*

Genuine
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Three
Grades

\$1.30

\$1.50

\$1.75

... OUR ...

Genuine

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Globe

(Solid Back)

Manufactured by

*Is without doubt the BEST VALUE.
Try them.*

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HAMILTON

ON WAY

From China

500 Half-Chests Cheap Congous
 400 Half-Chests Fine Congous
 600 Catties Pakling Congous
 100 Half-Chests Fine Ning Chows
 100 Half-Chests Fine Ching Wo's

From India

125 Chests Assams

From Colombo

150 Half-Chests Fine Ceylons.

We have immense stock of Young Hysons, Gunpowders, Japans, Congous, Orange Pekoes, Assams, Ceylons in warehouse which we are prepared to sell at close margins.

On way—**New Prunes :**
Finest Off-Stalk, Selected,
Layer Valencia Raisins ;
Blue Table Raisins ;
New Peels, Etc.

In Stock and Arriving

One car White Rose Salmon
 Part Car Lowe Inlet Salmon
 Part Car Maple Leaf Salmon
 One Car Horse Shoe Salmon

We still lead as manufacturers of **COCOANUT** — without aid of Wholesale Grocery trade are able to sell all we can make. You cannot get old goods from us. Our Brands :—**Standard Cocoanut, Cream Cocoanut, Feather Strip Cocoanut.**



Jersey Cream Baking Powder

Still leads as the high-grade Baking Powder of Canada.

STANDARD AND BOSTON BAKING POWDER
 HOLD THEIR OWN.

Our Mustard Trade, Our Spice Trade,
 Our Coffee Trade **Are All Right.**

Old Flag Washing Compound will
 be heard from in 1896.

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Wholesale Grocers,
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MANUFACTURERS OF



Biscuits,
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Albert Street

STE. CUNEGONDE
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Grocers will be consulting their interests
in ordering their

Xmas Supply of Candied Peels

from us, the quality of which we guar-
antee superior to most of the imported.

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ESTABLISHED 1834

**J. A. MATHEWSON
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Importers
And . .
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The trade are cordially invited to partake of the following

ROYAL BILL OF FARE

Clark's Soups . .

A full line of the best quality.

Clark's Truffled Game Pates

Wild Duck, Partridge, Chicken, etc.

Clark's Potted Meats

Of all kinds.

Compressed Corned Beef

Boneless Pigs' Feet

Yorkshire English Brawn

Lunch Tongue, (Whole) Ox Tongue

English Plum Pudding

In 1 lb. and 2 lb. Tins.

English Mince Meat

In Glass. In Pails. In Tubs. In Barrels.

The relishes supplied with the above are: **Perfect Satisfaction Guaranteed,
Fair Prices and Good Profits.**

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Montreal

Price List and Quotations supplied on application.

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Feed, Grain, etc.



Exporters of Raw Furs

To Europe.

We buy every kind of fur caught from
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TRURO NOVA SCOTIA

.....BUY

Canada Malt Vinegar

AND SAVE DUTY

We are manufacturers of

MALT BLEND VINEGARS

IN CIDER, WHITE WINE AND PROOF.



Vinegar and Pickle Factory, Smythe St.
Office and Brewery, Robinson Place.

Write for Quotations.

Thos. McCready & Son
ST. JOHN, N.B.

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Brushes

Are an essential part of every Groceryman's stock,
and as we have in the past

Given...

The best of satisfaction to our customers by the
fact that our prices are

Away...

Down and the quality of our goods **equal to the best**, we have no hesitation in asking you to **Send for Samples and Prices**, feeling assured that a trial of our goods will place you on our regular list of customers.

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Manufacturers of all
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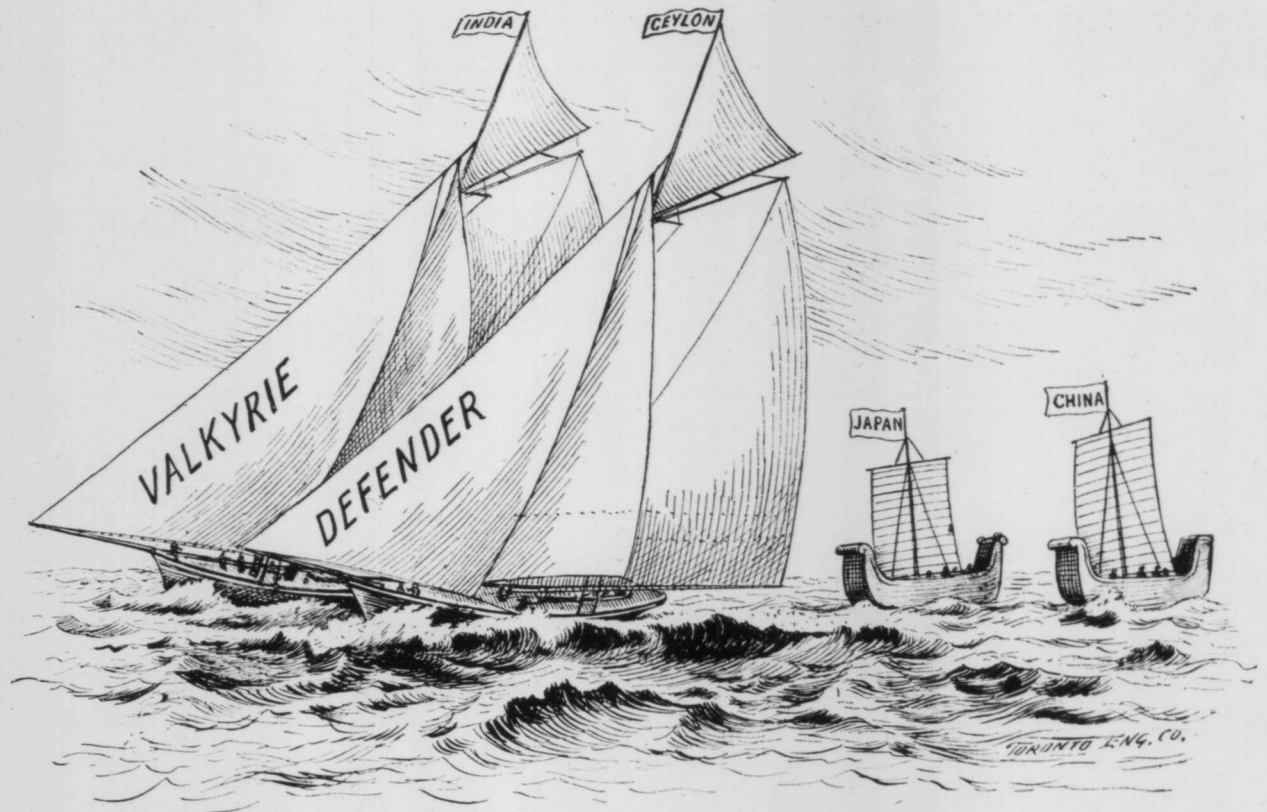
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We are
**constantly
introducing
new varieties**



Jobbers please send for
samples of specialties in
penny goods, of which
we have the best selling
line in Canada

HALIFAX, - N.S.



“Good Thing, push it along”

The above diagram shows the types of the fastest yachts afloat, as well as of the old Chinese junks. There is as much difference between Defender and Valkyrie and the old-fashioned junk as there is between the delicate, well-flavored, machine-made India and Ceylon Teas and the hand-rolled and lead-colored Japanese and Chinese article. The comparison is striking, you say! Try the teas and be assured of the statement.

Insist on your wholesale grocer supplying you with

CEYLON and INDIA Teas

Three pounds of India and Ceylon Tea go as far as five pounds of China and Japan Teas.

PRICE LIST
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DR. J. G. LAVIOLETTE'S
SPECIALTIES

	Retails at	Costs
Syrup of Turpentine.....	25c. each	\$1.60 doz. or \$18.00 gross
do do	50c. "	3.20 " 36.00 "
Anti-Catarrhal Balm	25c. "	1.60 " 18.00 "
Norway Tar Liquor	25c. "	1.60 " 18.00 "

N. B.—The above Specialties assorted in quantities equivalent to one gross of Syrup of Turpentine, 25c. size, \$18.00 gross.

Terms: as usual.

To the Wholesale Trade Only: 10 gross of any of the above preparations, assorted (1 gross Syrup of Turpentine, large, equivalent to 2 gross small) \$16.00 per gross net, freight prepaid, subject to 30 days draft from date of shipment. Not less than 10 gross at this price.

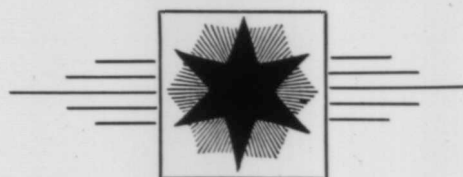
Sole Proprietor

J. Gustave Laviolette, M. D.

No. 232 and 234 St. Paul Street

MONTREAL, Canada.

STAR BRAND



Finnan Haddie

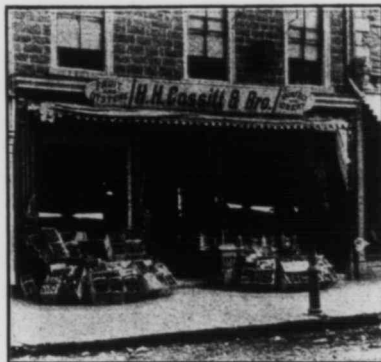
.. Cured by ..

D. & O. SPROUL

Digby, N.S.

The above Brand won **First Prize** at the Exhibition held at Digby, Sept. 24th, 1895.

Ask your grocer for Star Brand Finnan Haddie and take no other.



ESTABLISHED 1882
TWO (2) STORES



H. H. Cossitt & Bro.

BROCKVILLE, ONT.

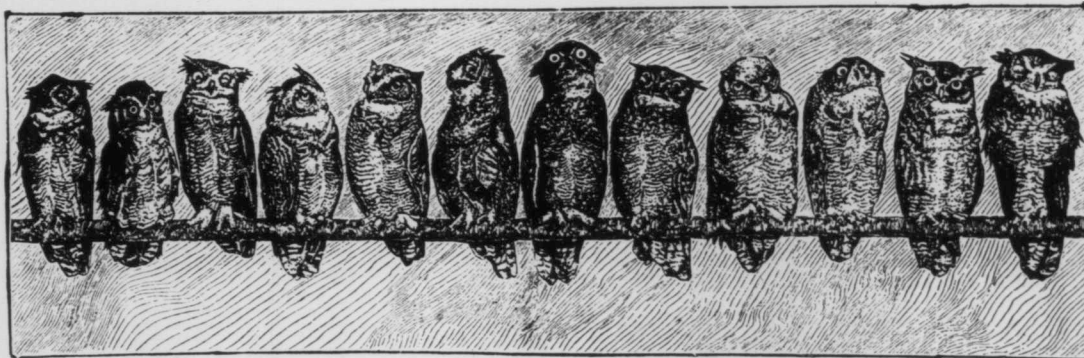
Jobbers in . . .

**Foreign and
Domestic Fruits.**



**Confectionery
and Oysters.**

Consignments Solicited.



THE GROCER'S MECHANICAL DEPARTMENT MANAGERS.

LONDON, THE FOREST CITY.

BY AN EX-GROCER.

THAT little book of Bellamy's has been called by critics a beautiful dream, and, like all such dreams, a vain anticipation of the future. Were I to review the past, noting the wondrous changes, even during the last half century, and then reflect that every century, or part of a century, is but one of preparation for the following one, and those changes are but forecasts of what is yet to come, I am almost tempted to think that Bellamy's picture of a New Era may not be so shadowy after all.

Let me take you back fifty years and review a few of the improvements in the grocery line of London and its neighborhood. At that time, in Western Ontario, the old log cabin store was still doing duty, though it was being superseded by the more pretentious frame structure. The log cabin store was a unique affair, built of logs hewn on the outside, the gables being clapboarded, seldom lined or plastered on the inside. There was no lack of ventilation. The store fittings and equipments were primitive in the extreme, and like the store itself entirely devoid of paint. The shelving was made of rough lumber and supported by pegs driven into the wall. The counter was also roughly but strongly built and was generally used as a seat by the customers and loungers who frequented the store. Here they sat and discussed the topics of the day, many of them either smoking or chewing tobacco; and when the crowd was unusually large, a soap box or a barrel of salt was pressed into service. The box stove occupied a central position and served the double purpose of heater and spittoon.

Groceries then only formed a part of a general stock, and the grocery stock consisted of tea, sugar, rice, raisins, currants, unground spices, salt, tobacco, snuff, indigo, madder, chalk, matches and whisky (the latter being a staple). The merchant, when engaging a clerk, did not inquire as to his activity as a grocery salesman, for if he could handle the other lines carried, the groceries would take care of themselves.

Such was the older brother of the departmental store of to-day, but the old chap was a business fellow, and kept his departments well in hand, securing a profit from each, while his younger brother runs one department to advertise another.

When we compare the stores and stocks of fifty years ago with those of to-day we find that the improvement has been very marked. The old log or frame buildings have been replaced by beautiful, commodious structures, and the old 7 by 9 window by a handsome plate-glass front, while the interior fittings and equipments are not only convenient but, in many cases, very costly; so much so, that the habitual lounge of old, finding

the surroundings so changed, has transferred his allegiance and his presence to humbler quarters.

The London of to-day has good reason to be proud of her grocery houses. To my mind she has the finest all-round retail grocery stores in the Dominion. Toronto and Montreal have undoubtedly a few stores which surpass anything we have in London; but, taking it on the whole, I do not hesitate to claim for the "Forest City" the premiership in this respect. London's grocery stores look like grocery stores, and modern ones at that. Around the centre of the city you see few, if any, of those dirty, one-horse affairs that are to be met with in other cities. The London grocer knows his business. This fact is exhibited by the manner in which he conducts his business and arranges his store. But while London's grocers have made the stores, the country has made the grocers. What I mean is that London is the centre of one of the best agricultural districts of Canada, and it is to it that the farmers from a radius of twenty five miles come for the bulk of their groceries. The "Forest City," on its principal market days, is a scene not soon to be forgotten.

But great as has been the change in the grocery stores of London, the revolution in prices is not less marked. To establish proof of this it is not necessary for me to glance back more than thirty years. Here are the comparisons:

Article.	30 years ago.	Now.
Tea, per lb.....	\$0 50	\$0 20
" "	0 75	0 40
" "	1 00	0 50
" "	1 25	0 60
Sugars—Loaf, per lb.....	0 15	0 7
A "	0 12½ ga.	0 4½
Raw "	0 11	0 3½
XXX "	0 20	0 8⅓
Valencia raisins.....	0 15	0 6¼
Layers.....	0 30	0 20
Currants.....	0 12½	0 5
Rice	0 8	0 5
Starch	0 12½	0 6
Matches	0 25	0 12½
Table salt.....	0 25	0 10
Bicarb. soda.....	0 12½	0 5
Sal soda.....	0 5	0 2½
Salmon (canned).....	0 25	0 12½
Lobster (canned).....	0 25	0 20
Mackerel (canned).....	0 25	0 10

Canned vegetables, fruits and breakfast cereals can now be found in all grocery stores where they were unknown 50 years ago.

(Continued on page 36.)



TEA DEPARTMENT



We set out to win trade by giving our customers the kind of goods that will, in the long run, tell to their advantage. This is what you want, "isn't it?"

Special attention is called to the **fine cup** quality of our Teas. We look more to this than **fine appearance**. We recommend the following to your favorable consideration :

Blend No. 13 in 70 lb. and 100 lb. cases.
 Blend No. 14 in 70 lb. and 100 lb. cases.
 Blend No. 15 in 70 lb. and 100 lb. cases.
 Potmahoff in half-chests and Acme cases.
 Mallapore in Acme chests.

When in the market write us for samples. We are always pleased to forward same.

All orders shipped same day as received.

Lucas, Steele & Bristol

WHOLESALE GROCERS AND IMPORTERS

Hillwattee Tea
 Agents

73 McNab Street North

 HAMILTON

THE

“KENT”

PACK . . .

TOMATOES

Canning and Pickling Co.

of Chatham, Ont.

ONLY Perfect Fruit used in our factory.

WE PRIDE OURSELVES ON THE
CLEANLINESS OF THE PLANT.

OTHER SPECIALTIES.

NOUGAT
RAHAT LAKUHM
ALMOND ROCK
EL MAHNA

CANADIAN SPECIALTY CO., Toronto.



WORKS : LONDON, ONT.

MEDALS AND DIPLOMAS.

PARIS
SYDNEY
MELBOURNE

ROSE & LAFLAMME, Montreal.



Cough Drops . . .

Lots of "between seasons" colds going the rounds soon. Are you prepared for the demand for Cough Drops?

B. F. P.

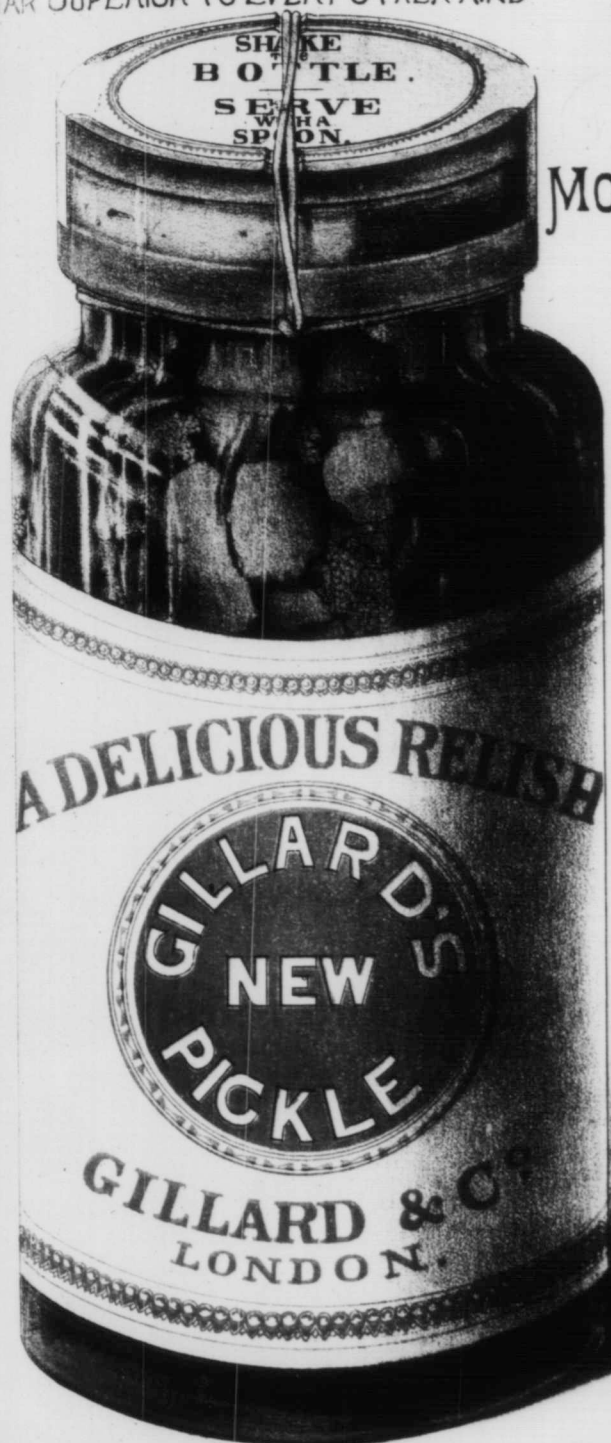
Cough Drops are pleasant to the taste, soothing and effective in all cases of coughs, colds or sore throat. Send for sample.

Toronto Biscuit and Confectionery Co.
TORONTO

SUPPLEMENT TO THE CANADIAN GROCER.

GILLARD'S
NEW PICKLE
FAR SUPERIOR TO EVERY OTHER KIND

GILLARD'S
NEW SAUCE
PREPARED ONLY FROM FINEST INGREDIENTS



MOST DELICIOUS
MADE



MADE BY GILLARD & CO. LONDON, ENGLAND.
W. H. GILLARD & CO. WHOLESALE GROCERS & TEA IMPORTERS HAMILTON, ONT.
SOLE AGENTS FOR WESTERN ONTARIO.

Gillard & Co. Hamilton, Ont.



THE FINEST FRUITS

Never in Your Life —

Has such an opportunity occurred to give your customers **exactly what THEY are after**, viz:— **The Largest, Richest and Finest Mediterranean Fruits seen in years**, at about the price of ordinary goods.

WE LEAD THE VAN

OTHERS FOLLOW AFAR OFF



GREECE'S
FINEST
PRODUCTIONS



VALENCIA RAISINS

Off-Stalk, Fine Off-Stalk
Finest Off-Stalk, Selected
Finest Selected
Extra Selected
Extra Royal
Ondara Layers

Sultana and Malaga

(20 lb. Boxes.)

(4 Boxes and Boxes.)

Fine, Finest, Extra
Imperial London Layers
Black Baskets
Choice Clusters
Imperial French Plums in 25 lb. Boxes
Unicorn Prunes in 56 lb. Boxes

PEELS

Crosse & Blackwell's
York Confectionery Co.



FIGS . . .

Eleme Layers
Turkish Delights
Comadre in taps



W. H. GILLARD & CO. HAMILTON, ONT.

IT IS NOT NECESSARY

To Wear Bloomers



To DRINK OUR TEAS

And thoroughly appreciate their sterling qualities.

THOUSANDS OF MERCHANTS daily delight Canadian consumers with the grand values we supply.

YOU ARE IN BUSINESS TO
MAKE MONEY ♦ ♦ ♦

SO ARE WE—and keenly alive to the fact that by best serving you we enrich ourselves.

Our range of fine teas this year is wider than ever and comprises values unexcelled.

Our selections have been made with a view of meeting the requirements of the tea-drinking public. We have bargains and we want you to know where to get them.

OUR TEAS are all new season's
FRESH AND FRAGRANT

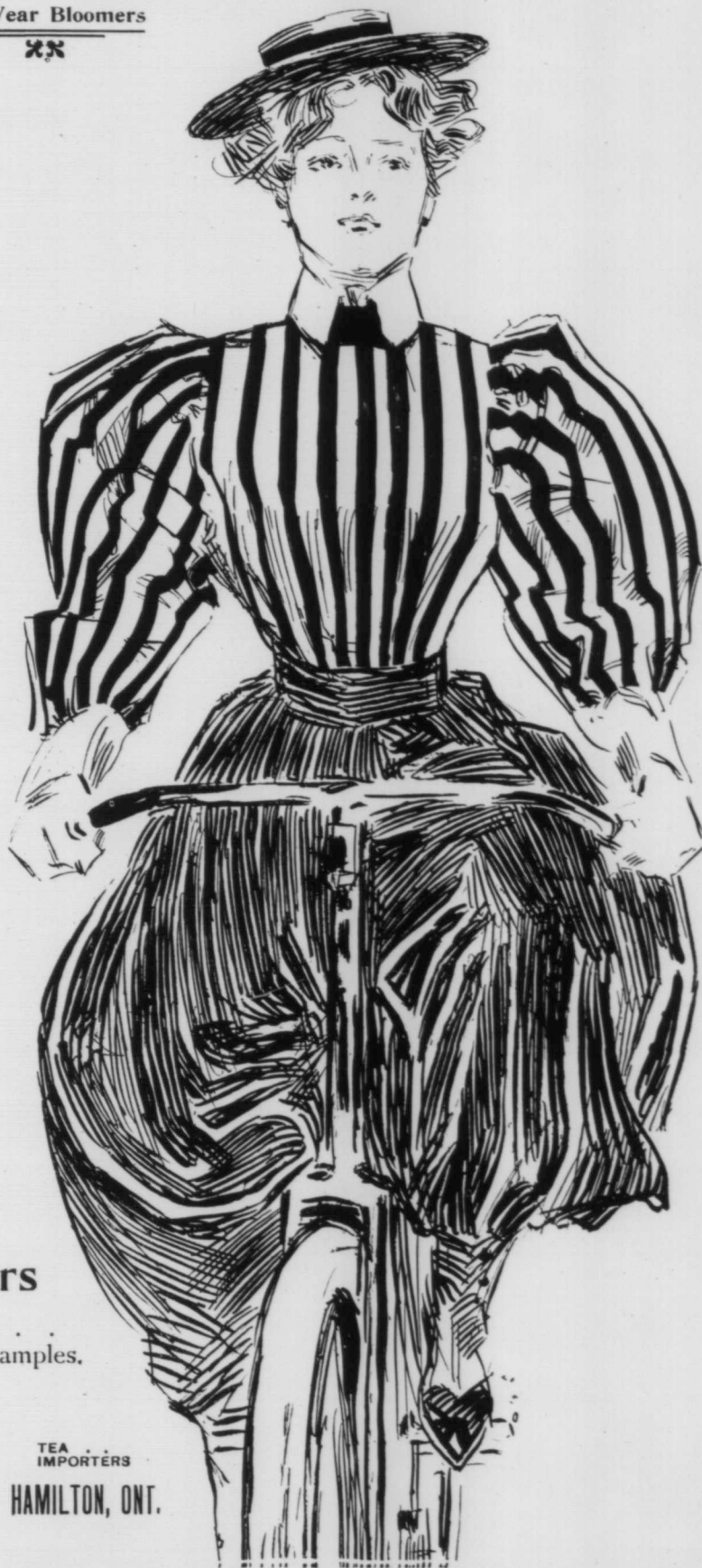
1895
CROP

YOUNG HYSONS
PEKOE CONGOUS
PAN YONG CONGOUS
ASSAMS, DARJEELINGS
CEYLONS, ETC., ETC.
JUNE " JAPANS

IF THE LINES of tea you are handling don't suit your trade if you arepushing to the front

Like the Girl in Bloomers

write us. . . See what we've got. . . .
Write anyway. . . We'll send you samples.

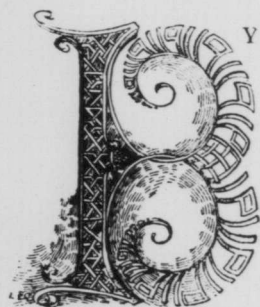


W. H. GILLARD & CO. HAMILTON, ONT.

TEA IMPORTERS

GROWING FIGS IN CANADA.

By F. D. L. S.



BY MANY Canadians, but more especially by those outsiders who are accustomed to look upon British North America as a land of perpetual ice and snow, the statement that in some parts of the Dominion fruits and vegetables indigenous to tropical or semi-tropical countries can be grown in the open air will be considered surprising. Such, nevertheless, is the case; for figs, exotic grapes, peanuts and yams or sweet potatoes have been for years, and are still, grown within our borders. Up to date these articles have been cultivated only for fancy's sake by an enthusiastic horticulturist or two here and there, but, taking the experience of these as a basis for the assertion, it is safe to say that all four can be grown here at a commercial advantage.

When, hereafter, fig culture becomes an acknowledged thing in Canada there is one gentleman who will always be looked upon as the father of the industry—namely, Mr. Henry Paffard, of Niagara-on-the-Lake. Mr. Paffard is an ardent gardener, and finds time outside of the hours he devotes to mercantile and official duties—for he is the chief druggist in the Niagara peninsula and Mayor of his town—to give considerable attention to one of the prettiest and best kept little fruit areas to be seen anywhere. Into this garden, the fame of which has led such men as Lord Lansdowne and the late Senator Plumb to visit it, the writer the other day had a peep.

The first thing to attract my attention on entering was a row of beautiful dark-foliaged trees, varying from 10 to 14 feet in height, and spreading out their branches like banyan trees. When Mr. Paffard informed me that these were fig trees, and called my attention to the green and half-ripe fruit with which they were laden, I became interested indeed, and asked for more information, which he very kindly gave, and which I here produce in part for the benefit of my readers.

About 25 years ago a citizen of Niagara by the name of Nash had some fig plants in tubs in his hot-house, which during the warm weather he stood in the open air. Mr. Paffard, who even then had developed a penchant for fruit culture, seeing these plants cramped in tubs and never coming to anything, determined to try the experiment of growing figs in the open air. He got some roots from Mr. Nash and planted them. The roots sprouted, the sprouts grew into trees, and in a couple of years the trees bore their first fruits. The species he chose were the hardiest, and the earliest to ripen, viz., the White Ischia, and the Brown Turkey, and every summer for 22 years the trees have all borne a full crop. Each tree I should estimate bears two or three bushels a year, and a peculiarity about the fruit is that it comes to maturity and ripens continually from July until October, so that all summer long one can have delicious ripe figs hanging from the branches ready to be plucked.

Mr. Paffard considers the fig tree the surest and most prolific producer he knows. It never misses a year, and it seems to be affected by no disease or insect of any kind. The only measure of precaution he takes is to bend down the ends of the branches every winter, and cover them with earth for fear of some particularly heavy frost. To facilitate this he each year

cuts out the bigger wood of the tree, leaving the younger branches to be fruitful and multiply, which scriptural injunction they faithfully obey, by the way. The fruit grows to the size of an ordinary pear, and may be used raw, stewed or preserved in sugar. To show how hardy the fig plant is it need only be said that a small piece of the root of an uprooted tree, which was accidentally left in the ground, sprouted and became a tree itself, and now bears good fruit every year. A piece of wood cut from any part of the tree, in fact, if stuck in the earth, will grow, after the manner of the Canadian willow.

Mr. Paffard has received diplomas and awards of merit for his figs from the Philadelphia World's Fair and the Imperial Institute at London, and some of his fruit also attracted considerable attention at the Chicago Exposition. He is of the opinion that figs can be successfully cultivated on a large scale in any district where peaches can be grown, such as the Niagara peninsula, the counties of Essex and Kent and the Lake Huron peach belt.

In this same garden I saw some splendid specimens of exotic grapes, of which Mr. Paffard is a successful cultivator. His finest exotics are the Black Hamburgs, the Bowood Muscats, the Golden Chassilas, and the Chassilas de Fontainebleau. Some single bunches of these measure ten inches in length, and weigh from 3 to 3½ lbs. The only pains he takes with these vines is to cover them with earth during the cold weather.

It is in this same Niagara peninsula that sweet potatoes and peanuts are successfully grown. The possibilities of this and other sections of Canada in this direction may be enormous, and we hope that some enterprising men will try their hand at raising at least one or two of the four articles of commerce we have mentioned.

IS YOUR STORE CLEAN?

Few stores, remarks American Grocer, are kept scrupulously clean. Is yours? Is the floor as bright as soft soap, water and elbow grease can make it? A clean floor adds to the tone of the entire store. It is the best paying sort of an advertisement, an index to the stock, and indicative of a high-class service. Have you noticed that heavy, damp, overpowering, musty odor that characterizes many stores when the door is first opened of a summer morning? The stock has been shut up with a dirty floor for ten or twelve hours; the warm temperature and lack of circulation has made the atmosphere heavy and disagreeable. A clean floor and a current of fresh air at night will avoid that trouble and keep the stock in perfect condition. It follows that the grocer who keeps his store bright also keeps scales, counters and fixtures as bright as a new dollar. Try scrupulous cleanliness as a trade winner.

A TALE OF SIX CITIES.

We are sorry to say that the copy for the completion of "A Tale of Six Cities" has not arrived up to the time of going to press. Hamilton and Halifax are the two defaulting cities; or, rather, the gentlemen who were assigned to write up the "tale" of each have failed to send their copy in on time.

It was our original intention to include Winnipeg, Vancouver and Victoria on the list, but these will also have to be left to a subsequent issue.

WE WILL MOVE

In about a month to our own premises, No. 72 MacNab Street North, where all our friends will be made welcome.



Our New Warehouse has been designed especially with a view to the quick handling and shipping of goods.

ORDERS

Personal, Letter, Post Card, Telegraph and Telephone promptly and carefully attended to. **Our highest aim** is to serve our friends well. **A I GOODS** and at **Bottom Prices.**



TEAS

A specialty

Cup quality our first consideration.

AGENTS FOR

Lipton's Teas, Hop Tea
Darra Cherra Tea
Le Roy Salt
Faulder's Marmalade
Lazenby's Goods



THE BEST SELECTED



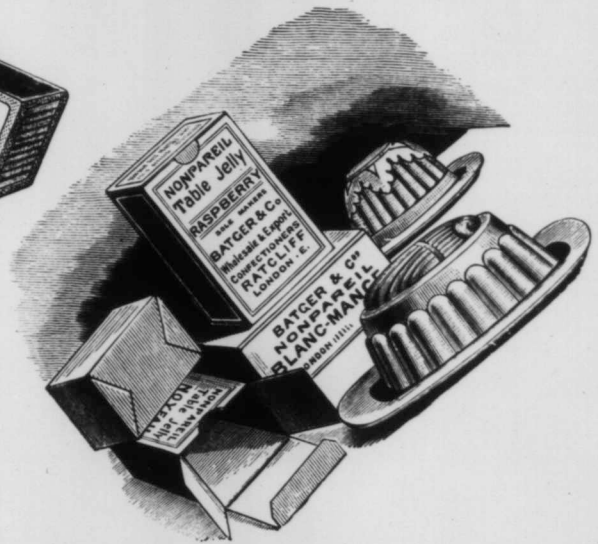
Valencia Raisins

Are shipped to England and are sold by **sample** — not brand. **OUR AGENTS** in London and Liverpool have orders to buy and ship us only **prime fruit**. Customers can rely on getting the **best raisins in Canada from us**. The same applies to Currants, which we clean before shipping.

Balfour & Company

TELEPHONE NUMBERS
Sample Room 439 Counting Room 1289

HAMILTON



ROSE & LAFLAMME

AGENTS . . . Montreal

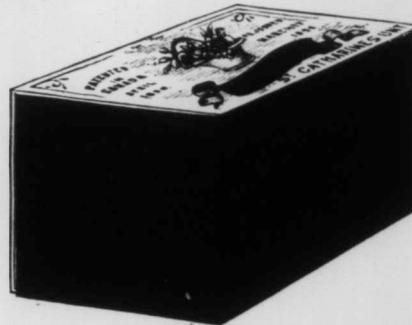
Handsomely boxed and labelled.

WETHEY'S

Sells at a popular price.

Condensed Mince Meat

A most healthful and delicious article



Guaranteed strictly pure and wholesome

Sample cheerfully submitted.

Put up only from Finest Meats, Fruits and Spices by

J. H. WETHEY - St. Catharines, Ont.

It's Not So Much



How Much You Pay

But It's What You Get For What You Pay



Ask the energetic grocer the cause of his steadily increasing tea trade, and there is but one answer—"We sell **Ram Lal's Pure Indian Tea**, no other brand will please our customers." These goods require no comment from us. The public have long sat in judgment upon this brand. The verdict is universal—"They outclass all competitors; they are never used only to be appreciated."

For years the question has been asked, "Is it not possible to procure a higher grade of coffee than any of the brands now offering?" That question we answered three months ago by placing on the market the celebrated **MECCA Brand**, a selection of earth's choicest productions.

At that time we had some doubts as to the accuracy of that answer; to-day it is accepted as a universal fact. Every mail brings us, from all points of the Dominion, duplicate orders, attesting to the excellence of these goods. The popularity of the **MECCA Coffee** has surprised us in excess of all anticipations. We want every reader of **THE GROCER** to order one tin of these goods as a sample and be convinced. By handling this brand you will have a distinct advertising advantage over your competitors, who are committing business suicide by endeavoring to palm off inferior goods. These goods are carefully packed in 25-lb. tins. Sample sent by express, charges prepaid.

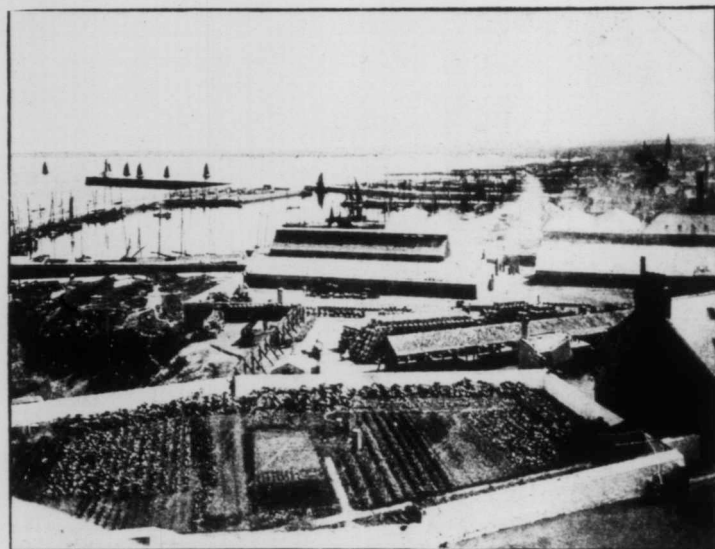
We are also controllers of the very popular brand of coffee, **DAMASCUS**, which is meeting with considerable favor and is of very fine quality. Ask for prices.

JAMES TURNER & CO.

HAMILTON, ONT.

SCOTLAND'S GREAT INDUSTRY.

HAVE any of the readers of THE CANADIAN GROCER ever heard of the fishing village of Fraserburgh, in Scotland, founded in the sixteenth century by Sir Alexander Fraser, of Philorth, from whom it takes its present name? Its old name



MACONOCHE BROS. - VIEW OF PORTION OF KINNAIRD HEAD WORKS.

was Faithlie; it is a thriving seaport and the centre of an extensive fishing district, and contains a handsome Town Hall, of 1855, in front of which is the market cross, the Dalrymple Hall and Cafe, containing a library, news-room, public halls, an hospital, an academy, and several fine churches, and a floating population of 14,000.

The Town Hall is ornamented by a statue of Lieutenant-General Lord Saltoun, a Peninsula hero, who commanded a battalion of Guards at Waterloo. The harbor is one of the most magnificent on the east coast, and has cost nearly three million dollars, and at present is being considerably enlarged.

The inhabitants are supported entirely by the fishing industry. A large fleet of 820 boats are sent out every day, and the writer saw more herrings in one day in this little village than he had seen in the whole course of his life. The fish, after being cured in the most complete and exacting system in the world, are packed in barrels and shipped all over the civilized world.

The most extensive and best equipped factory in Fraserburgh is owned by the Maconochie Bros., whose advertisement our readers will notice on page 6. The two brothers, James and Archibald, commenced life, like so many of our successful business men in Canada, on railroad work; but they were ambitious to make a name in the world, and twenty-six years ago Mr. James founded the business in Fraserburgh, which has grown to be one of the largest fish-curing businesses on earth; but, unfortunately, this gentleman, after traveling 400,000 miles establishing agencies in Africa, Australia, America, and many other important countries, became a victim to over-work and pneumonia, and died this spring universally regretted and respected by his intimate friends and his 1,300 workpeople at Fraserburgh and Lowestoft.

The business is now carried on by Mr. Archibald Maconochie, who joined his brother some years since and at whose invitation I had the very great pleasure of going over the whole of the factory at Fraserburgh. As our readers may be aware, fish curing and cleaning is not the cleanest of work, but I was much impressed with the wonderful cleanliness of the whole building after the curing process had been gone over. The whole of the floors are of polished concrete. The buildings cover over 2½ acres of ground. I declare to you I could have eaten my dinner off these floors; and I am about as particular as most people.

The average quantity caught during the fishing season of ten weeks is 75,000 tons. Of this quantity about 7,000 tons is used by Maconochie Bros., who, while they have never exceeded 100,000, have the capacity of turning out 140,000 tins of fish per day. To Germany and Russia alone the firm ships on an average one million of barrel herrings. Among other places in the world which take large quantities of Maconochie's goods are Australasia and Africa. Canada, too, is now being numbered among the nations which show a liking for the product of the Kinnaird Head Works.

There is not the slightest doubt that Fraserburgh to a very great extent owes its prosperity and gradual rise to a very important fishing town, to the energy, time and money given to it by Maconochie Bros., who have shown the greatest interest in all the people's welfare.

Judging by the laughter and high spirits I heard in the town on the Saturday night, I should say this kindness was fully appreciated by a happy and contented people.

The herrings caught and cured in Fraserburgh are very much superior to those caught south. I believe this is result of the former place being on a point where the tides are stronger.

If any of our readers at any time are visiting Scotland it would well repay them to visit this, what is considered the most magnificent fishing depot in the world. Fraserburgh is about 45



MACONOCHE BROS. - FRASERBURGH HARBOR - CLEANING HERRING NETS.

miles north of Aberdeen. By obtaining a tourist ticket from London you can return by Inverness. The scenery from there to Perth and Carlisle equals anything to be seen in any country in the world.



THE SALESMAN

MR. WELLINGTON BOULTER
SENIOR MEMBER OF THE FIRM
WHO SOLD THIS TRAIN LOAD
OF CANNED GOODS

THIS TRAIN IS
FILLED WITH
BOULTERS' PEERLESS
"LION" BRAND
CANNED GOODS
AND IS SENT
FROM
PICTON & TORONTO
DIRECT TO
VICTORIA, B. C.

THE LARGEST ORDER
OF CANNED GOODS EVER FILLED IN CANADA,
WE ARE THE LARGEST PACKERS IN ALL CANADA.

W. BOULTER & SONS, PICTON, TORONTO, & DEMORESTVILLE.

CHICORY AND ITS USE IN THE GROCERY STORE.

By W. L. E.

PREJUDICE has frequently deferred for years the general use of an article beneficial in its properties. Chicory is an example of this. In itself chicory is a health-giving herb; but in spite of the fact that it has been a mercantile commodity for many generations, yet it is doubtful whether the average man and woman consider it anything but a thing to be viewed with suspicion. All the blame for this misconception does not lie with the people who are laboring under it. On the contrary, the onus is rather upon the early coffee manufacturers who adulterated their product with chicory, selling the same as pure. And as with the greater proportion of the masses the word "adulteration" is synonymous with "deleterious," chicory has obtained a signification with a good many the very opposite to what it should be.

I do not know when chicory first attracted attention as a food product. This, however, I do know from history: that its cultivation was introduced in England away back in 1780, and that its importation into that country began in 1832, the duty levied on it being the same as on colonial coffee. In those days the law stipulated that chicory and coffee must be sold separately. But in 1840 the admixture of the two was allowed, the compound to be sold at a moderate price. And by the year 1850 it was estimated that 18,000,000 pounds of chicory was sold annually in England as a surreptitious substitute for coffee, while the total consumption was placed at 28,000,000 pounds. In 1852 the mixture of chicory with coffee was again prohibited, but this prohibition does not appear to have been long-lived.

The chicory plant is indigenous to Europe. As a chicory-producing and chicory-using country, Belgium occupies the first position. There, chicory alone is used largely as a staple drink by the poorer class of citizens. Germany is also an extensive producer, and the Netherlands occupies a place among the chicory-exporting countries.

The chicory plant is cultivated in Canada, and while not nearly to the extent it is in Europe, yet there is probably more raised in this country than most people are aware of. The other day I had a conversation with a man who both raises and grinds chicory. He ventured the opinion that Canada consumed about 400 tons of dried chicory per annum. If his estimate be correct something like three-fourths of this quantity is produced in Canada. I am inclined to think, however, that he overestimated the quantity consumed in this country, and that what the Dominion does produce is about 50 per cent. of our requirements.

As far as I have been able to ascertain, chicory growing in Canada is largely confined to the Province of Ontario. There is a large chicory farm at Scarboro, five or six miles east of Toronto; and a friend of mine, a well-known naturalist, informs me that a few years ago a good deal of chicory was grown in Toronto and suburbs. "Around some of the old fence corners you can see the evidences of it in the little blue flowers that poke their heads up there," he explained. Besides in York County, chicory-producing centres are to be found in Peel and

Huron Counties. Its cultivation has been attempted in the Northwest territories, but the results do not appear to have been satisfactory. The trouble appears to be that it grows too rank and strong. Lately chicory cultivation has been undertaken in the vicinity of Montreal, but with what result I cannot say.

In Europe the chicory plant must be more productive than it is in this country. There, from what I can learn, the yield of roots ranges from eleven to fourteen tons per acre. In Canada, on the other hand, about eight tons per acre appears to be the average yield. This, when dried and roasted, shrinks down to about one and a half tons.

In Canada the planting appears to be done much about the same time as in Europe, the seed being sown in May. In order to the proper cultivation of the plant a great deal of attention is demanded from the grower. In its early stages care must be taken to keep the plant free from weeds, to accomplish which requires a great deal of labor.

"I can grow five acres of wheat cheaper than I can one acre of chicory," remarked a farmer to me some time ago who cultivated chicory in western Ontario. "When you get a good crop of chicory it pays well; but it is an uncertain crop: We have had two tons to the acre and we have had but half a ton to the acre. It is a rare thing to get two tons to the acre. I would rather have a mixed farm than a chicory farm. Chicory, however, is more profitable than wheat."

Chicory seed is sown in drills after the manner of turnips. The harvesting takes place about October, when the roots are taken out of the ground with a plow made for this special purpose. Sandy loam is the soil best adapted for chicory. During the process of growth care is taken to cut the flowers of the chicory plant before they run to seed. There are two reasons for doing this. The one is to give the root all the substance possible, and the other is to prevent the seed from scattering, for chicory growing wild is more to be dreaded than mustard.

Chicory is rich in saccharine matter, but before being roasted it produces a bitter white milk, similar to that of the dandelion.

After being gathered the chicory roots are run through a cutting machine, which slices them up into small pieces. Then they are taken to the kiln and dried. It takes about four days for one kiln to dry a ton of roots. The dried product is sold to the coffee mills, where it is ground to a powder.

The cost of erecting a good chicory mill is about \$3,000. "Of course," said a chicory grower to me, "you can do it for less, but you cannot do it for much less and have it right." The kiln building must be of brick and fireproof, with wire netting floors. The temperature of the drying room requires to be about 180 degrees.

In spite of what all former beliefs may have been, it is now generally accepted that chicory, mixed in proper proportions, improves the quality of coffee. The grocery trade has long recognized this, and the consuming public are gradually awakening to the fact as well. And a great many more would also be of this way of thinking if the proportion of chicory they have been getting, unknown to themselves, in their coffee was to be suddenly cut off, they, of course, being acquainted with the fact.

I remember reading some time ago of a man who was always complaining to his wife that the coffee she made was not as good as he got at the club. It was not as pure. His wife bought pure coffee here and pure coffee there, but to no purpose. It was still not as good as he got at the club. In desperation, his

CALIFORNIA FRUITS

3 and 4 Crown
Loose Muscatels.

Prunes, 40/50 Fruit, in 25-lb. Boxes
 " 50/60 " " "
 " 60/70 " " "
 " 70/80 " " "
 " 80/90 " " "
 " Silver, in 25-lb. Boxes

Plums, (unpitted Egg) in 25-lb. Boxes
 Pears, " "
 Peaches, Fancy, - " "
 " Choice, - " "
 Apricots, Fancy, " "
 " Choice, - " "

QUALITY THE FINEST.

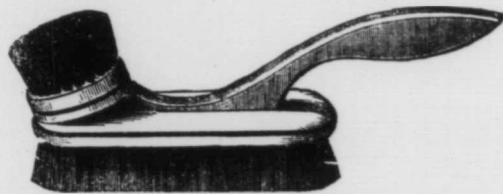
PRICE REASONABLE.

H. P. ECKARDT & CO.,

WHOLESALE GROCERS

Toronto

London Brush Factory



Manufacturer of

BRUSHES

For the

GROCERY and
HARDWARE TRADE

Send for Illustrated Catalogue.



THOS. BRYAN

London, Canada.

Blackstone Cigar Factory

VILLENEUVE & CO.

1200, 1202 and 1204 St. Lawrence St.,
MONTREAL

Manufacturers of the following
High Grade, Union Made Cigars:

ABERDEEN

MELROSE

MONTREAL BOUQUET

BLACKSTONE

LITTLE BUCK

SUPERIOR TO ANY IN THE MARKET

Also, ABERDEEN, 10c., and LITTLE BUCK, 5c., Cigarettes

G. HECTOR CLEMES,

Representative for Toronto, West and North

Grasp these Facts!

To make MONEY is to please one's Customer, and there is only one way of doing this, and that is by BUYING and SELLING the BEST ARTICLE of a kind at the LOWEST REMUNERATIVE PROFIT. Now, if you have never stocked

Eben Roberts' Invalid and Table Jellies

You are, without doubt, neglecting this Golden Rule, as they are acknowledged by Friends and Foes alike to be the

Best Table Jellies on the Market.

MADE IN ALL FLAVORS AND HANDSOMELY WRAPPED.

D. H. RENNOLDSON,

Sole Agent for Montreal. . . 100 Foundling St.

The Canada Sugar Refining Co'y

LIMITED

MONTREAL

REFINED SUGARS AND SYRUPS

OF THE PUREST AND BEST
QUALITY---BRAND

Redpath

Certificates of Strength and Purity.

OFFICE OF THE PUBLIC ANALYST.

MONTREAL, September 9th, 1887.

To the Canada Sugar Refining Co., Montreal :

GENTLEMEN,—I have personally taken samples from a large stock of your Granulated Sugar, "REDPATH" brand, and carefully tested them by the Polariscope, and I find these samples to be as near to absolute purity as can be obtained by any process of Sugar-Refining.

The test by the Polariscope showed in yesterday's yield 99.90 per cent. of Pure Cane Sugar, which may be considered commercially as ABSOLUTELY PURE SUGAR.

JOHN BAKER EDWARDS, P.L.D., D.C.L., F.C.S.

Public Analyst for the District of Montreal, and Professor of Chemistry.

CHEMICAL LABORATORY,

MEDICAL FACULTY, MCGILL UNIVERSITY.

MONTREAL, September 9th, 1887.

To the Canada Sugar Refining Co. :

GENTLEMEN,—I have taken and tested a sample of your "EXTRA GRANULATED" Sugar, and find that it yielded 99.88 per cent. of Pure Sugar. It is practically as pure and good a Sugar as can be manufactured.

Yours truly,

G. P. GIRDWOOD.

SEA FOOD



LEONARD BROS.

Wholesale Fish
Merchants



ST. JOHN, N.B., and
MONTREAL, P.Q.

Largest Smokers and Packers of Fish in Canada.
We make a specialty of Fibered or Shredded Cod, something new.
"Ask your grocer for Leonard's."
All grocers should handle our Finnan Haddies, Kipperd Herring,
and Yarmouth Bloaters.

Fresh and Frozen Fish
in season

Boneless Cod and Fish always
in stock . . .

OUR BRANDS ARE RELIABLE

**BE
IN
THE
SWIM!**

Everybody likes tapioca, but every woman hates to cook it when she requires to start to-day to make to-morrow's dessert. Give her "Instantaneous"



and in
fifteen minutes
it is ready.

Needs no soaking
and very little
cooking.

INSTANTANEOUS

Ask your
wholesale grocer for
"Instantaneous Tapioca"
or order direct from

Howe, McIntyre Co.
MONTREAL

**SEE
WHY
IT
SELLS?**

wife one day went to the cook at the club and explained her position. The cook revealed the formula of his "pure" coffee. In this formula was a percentage of chicory. After that the good wife had no more trouble in suiting her husband's taste as to coffee.

In a work on the "Food of London," an instance is cited where a coffee dealer objected, on conscientious grounds, to mix chicory with the coffee sold by him. Gradually he found his coffee sales diminishing. He was for some time unable to account for the decline; but one day a lady saluted him with the remark: "You do not sell as good coffee as your neighbor." The dealer examined his neighbor's coffee, and found that it contained chicory. With the next coffee he sold the lady in question he mixed chicory. "Now your coffee is good," she said. Then he experimented with his own family and again the verdict was favorable.

I have been informed that the much-admired coffee that is to be found in the French capital contains about one-third of the finest chicory. And I am told that certain Toronto restaurants, whose fame is known far and wide for the excellence of the coffee they dispense, use a proportion of chicory.

The question of mixing chicory with coffee is a nice one. The better way is, of course, to label the mixture what it really is. And yet by this means it is quite probable that a great many people, while not at all partial to pure coffee, would not buy the mixed article, and who, on the other hand, could be secured as regular customers if, unknown to themselves, they drank coffee in which a little chicory had been put.

It seems to me that what should govern the dealer in the matter of mixing chicory with coffee is motive: If he puts in a small percentage with the object of improving the flavor of the coffee, it is legitimate. If a large quantity, with the object of enhancing his profits, it is illegitimate. I am strongly of the opinion that the grocer, actuated by the former motive, who mixes a little choice chicory with his coffee will tend to popularize his coffee with his customers, and furthermore, build up, in the long run, a more profitable trade than he who adulterates to make money.

RARE HAVANA CIGARS.

ONE of the prettiest and most tastefully arranged exhibits in the Main building of the Montreal Exhibition this year was made by Villeneuve & Co., manufacturers of some of the most celebrated brands of pure Havana cigars. The general design of the exhibit was that of a square tent rising to a point in the centre of the ridge pole. This was elegantly draped in different shades of blue. In the centre a handsome silk banneret bore the escutcheon of Lord Aberdeen. The corners were decorated with prettily designed trophies of flags, and in the centre of the stall hung a fine shield consisting of a head of Lord Aberdeen, surrounded by a glory of the celebrated cigars bearing his name. The exhibit consisted of specimens of twenty-three brands of choice cigars, manufactured by the firm, including the widely known and popular brands, Aberdeen, Melrose, Blackstone and Little Buck. These cigars have justly achieved a widespread renown and are most popular amongst all lovers of a really good Havana cigar. This enterprising firm was established about two years ago, and has already, by means of supplying none but the best goods made from choice selected tobacco, steadily progressed until they have attained a prominent place in the front rank of Canadian and American cigar

manufacturers. All the tobacco used in the production of these cigars is purchased by the firm in Havana from the best selected stocks of each year's growth, and is imported direct by themselves. In their factory the greatest care is exercised in the stripping and manipulation of the tobacco, whilst a hundred and fifty skilled union cigar-makers are employed in rolling and packing. None but first-class skilled labor is employed in any department, and the greatest care is exercised in the packing of the goods. The progress made by Villeneuve & Co. is phenomenal; in the short space of two years they have increased their output from a few thousand, comparatively speaking, to the immense number of four million and a half, and in all this quantity they can make the proud boast that not one inferior cigar can be found. The tasteful display of Messrs. Villeneuve & Co. was the largest and finest exhibit of cigars ever yet made in the Dominion of Canada, and is significant not only of what they have achieved in the past, but of what, by means of giving a first-class article for a fair price, they will do in the future.

For this exhibit and the cigars they were awarded the highest prize medal. Recently they began the manufacture of cigarettes, which they are putting out under the brand "Aberdeen," to sell at 10c., and "Little Buck," to sell at 5c.

G. Hector Clemes will open an office in Toronto, from which he will superintend the sales to the trade in northern and western Ontario.

NEW TEA-PACKING MACHINE.

Mr. Larkin, of P. C. Larkin & Co., packers of Salada tea, has invented and patented a new machine for putting up package tea. It was put into commission the other day. Last week I had the pleasure of seeing it work, and an ingenious machine it is, while it is at the same time simple and easily manipulated. With this machine two boys can, it has been ascertained, put up a little over two thousand packages of tea in nine hours. One boy wraps a sheet of tinfoil around a funnel-shaped instrument, which the operator takes and thrusts into a cavity immediately beneath the machine. Into this he quickly pours the stipulated quantity of tea, pulls one lever with his hand, which sends an iron press into the cavity where the tea has vanished; simultaneously he presses another lever with his foot, when out comes a package of tea complete in everything but the label. Davidson & Hay, the Eby Blain Co., and James Lumbers, of Toronto, and Hubert Galt, of Chicago, have ordered one each of these machines.



A DOG TRAIN
Delivering THE CANADIAN GROCER in the far Northwest

THE
SYDENHAM GLASS COMPANY

Of Wallaceburg, Limited

MANUFACTURERS OF

**Green Glass
 Goods** OF ALL DESCRIPTIONS.



The famous "BEAVER" Fruit Jars—finest jars ever offered to the Canadian trade. Jelly Jars. Baking Powder Jars.

BOTTLES

- | | |
|------------|----------|
| Ale | Varnish |
| Beer | Blacking |
| Catsup | Whiskey |
| Pickle | Ink |
| Ginger Ale | Oils |
| Soda Water | |

Flasks and Prescription Ware

--- OF ALL KINDS ---

The only modern up-to-date plant in the Dominion. Continuous Tank and Artificial Gas in all departments. We claim to be manufacturing the finest and best finished ware ever made in Canada. We are prepared to make prices right, and assure prompt shipments.

Write US for catalogues and terms before placing your orders.

The SYDENHAM GLASS COMPANY

OF WALLACEBURG, Limited

Up-to-date Merchants



Find it to their advantage
to keep . . .

ONLY THE BEST LINES

The following are **unsurpassed** in quality and price :

**“Crown Brand”
Flavoring Extracts,
French Mustard, Ketchup,
Salad Oils, etc.**

**Rowntree’s Celebrated
“Elect” Cocoa, Chocolate
and Confectionery.**

**Carr’s High-Class English
Biscuits . .**

As supplied to H.M. The Queen.

Craven’s Confectionery.

**Bryant & May’s
English Safety, and Tiger
Matches, Wax Vestas.**

**Robinson & Wordsworth’s
“Castle Brand” Liquorice.**

**Pratt’s Poultry and Cattle
Food.**

Albany Caramels.

Mackay’s Kolacafe

Essence of Kola, Coffee and Chicory.

We don’t need to write an essay on the merits of our goods. They speak for themselves.

Our travellers are now on the road with a full line of samples in Staples and Christmas Goods.

See them before placing your orders.

If you have not received a copy of our monthly Prices Current drop us a post card and we will be pleased to send you one.

ROBERT GREIG & CO.

... MONTREAL ...

A BISCUIT FACTORY THAT MADE A TOWN.

EVERY civilized man and woman has heard of Huntley & Palmers' biscuits: They are in the industrial world, especially as applied to food products, what the Pyramids of Egypt are in the list of the world's seven wonders, one of the most prominent. But conversant as people are with Huntley & Palmers' products, their acquaintanceship with the history of the firm itself and the extent of its business is limited. Therefore a brief article dealing with the firm's history, etc., will not be without interest to some of our readers.

The industry was founded by Mr. Huntley in 1837, but Mr. Palmer, the present head of the firm, became associated with him in 1841, four years later. Mr. Huntley died in 1857, when the business was carried on by Mr. Palmer and his two brothers, both of whom he at this time took into partnership with him. To day Mr. Palmer has associated with him in the business three sons and three nephews.

When the original factory was built in Reading some 58 years ago, it was with a view to its employing 50 hands. To-day the biscuit works, with such accessories as carpenters' shops and engineers' foundries, occupy more space than the eye can take in from any available point of view. The works are situated on either side of the River Kennet, which is spanned by bridges in order to facilitate access to the different buildings. Branch lines of railway connect the several works, and over these there go out every day many tons of biscuits to all parts of the globe.

The different varieties of biscuits made by the firm aggregate more than 400, while in addition to these there are more than fifty different varieties of cakes. Some of these varieties are simple enough, though not less dainty for all that; and others are elaborate achievements of the pastrycook's art, unsurpassed for richness and delicacy. Among these may be named the firm's wedding cakes, which are famous the world over. One of the firm's latest novelties is the "Dinner Biscuit." This biscuit is similar in character to the Breakfast Biscuit introduced about three years ago. It can be used with soup, coffee, tea, cheese, or butter, without having

to be broken. It is most attractive in appearance, delicious in flavor, and, we think, will be found exactly to meet a want in the matter of biscuits. The "Dinner Biscuit" is the greatest novelty in this line that has appeared on the market for a long time. It has been welcomed with much satisfaction, and already has taken a position of favor from which it is not likely to be displaced; and, if we are not mistaken, it will become one of the

most popular of the firm's productions.

Mr. George Palmer, the head of the firm, may be said to have succeeded in building up not only an enormous business but a town as well: Reading largely owes its dimensions to his industry and liberality. One-twelfth of its 60,000 population is employed in his works. When Mr. Palmer set foot there the people numbered but 16,000. But Mr. Palmer has done more than build up the population: His liberality has contributed more than any other influ-

ence to build up and beautify the town. And Reading is certainly one of the best advertised towns in the world, for besides Huntley & Palmers' regular advertisements that are to be met with everywhere, every biscuit sent out is an "ad."

The fifty-acre park which Reading possesses is the gift of Mr. Palmer. The handsome municipal buildings possessed by the town are largely the fruits of his munificence, and that of his brother, W. I. Palmer. The historic grammar school partly owes its present improved and enlarged condition to Mr. George Palmer's efforts. The history of Reading is the history of Mr. Palmer. In him it has during the last fifty years practically "lived, moved and had its being." He has served the town as school trustee, mayor, member of Parliament, etc., and is still solicitous for its welfare. That his efforts have not been unappreciated may be gathered from the fact that on the celebration of his business jubilee, in 1891, the

citizens presented him with the honorary freedom of the borough and unveiled a statue of him in Broad street.

We attract hearts by the qualities we display; we retain them by the qualities we possess. Study to acquire the desideratum.



BIRDSYE VIEW OF READING.



RUINS OF READING ABBEY.

THE Confederation Life Association

Established
1871

OF TORONTO

Capital and Assets
\$5,500,000.00

BUSINESS IN FORCE, \$26,500,000.00

POLICIES

ON THE
Unconditional
Accumulative
. . . Plan

HAVE BUT

ONE CONDITION,

VIZ :

The Payment
of the Premium



POLICIES

GUARANTEE

Cash Values
Extended
Insurance

AND

Paid-up Policies

DIRECTORS :

HON. SIR W. P. HOWLAND, C.B., K.C.M.G., - President.
ED. HOOPER, ESQ., W. H. BEATTY, ESQ., - Vice-Presidents.

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W. H. Gibbs,
A. McLean Howard,
J. D. Edgar, M.P.,

Walter S. Lee,
A. L. Gooderham,
W. D. Matthews,
George Mitchell,
Fred'k Wyld.

J. K. MACDONALD, - MANAGING DIRECTOR.

W. C. MACDONALD, ACTUARY.

Full information upon application.



Reputation Good

For preparing neat and attractively Displayed Advertisements. We have had a fight to show advertisers the value of good display. + They caught on. + We backed them up with the newest display Type and Cuts. + Result: We have a larger number of enthusiastic advertisers than all the other grocery journals under the British Flag or any other flag.

Neat
Trim . .
Attractive

+ + + + +

Applies to everything that comes from the office of The Canadian Grocer. Type, Presses and Workmen

+ + Up-to-Date + +

and we make it our business to keep them so. Our Advertising Staff are always loaded with New Ideas, which are at your disposal.

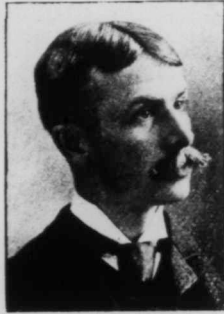
We never vary the quality of our work. Our advertisers are paying for a good thing, and they must have it. +

Did you ever see anything leave our office that was not strictly first-class? +

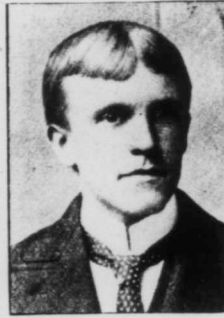
We are easy to get along with. + Don't you think we would be nice people to do business with? + + +

Come in and see.

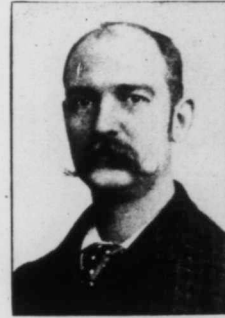




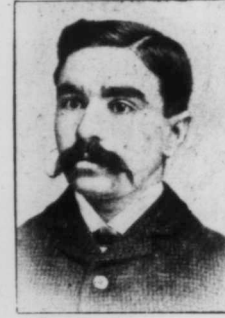
W. DUCKWORTH



FRANK M. SLOAN



W. T. HALL



S. ROUSSEAU



W. H. SEYLER

MEN IN THE SAMPLE ROOM.

THE man in the sample room is by no means a sinecure. Among the many factors necessary to the conduct of a successful wholesale grocery business the sample room man is one of the most important. He must, above all things, be a master of detail. A man may be a good salesman, and as genial as a seraph, but if he is lacking in the matter of detail he comes short of the qualifying essential for the managership or head clerkship in a sample room. A train despatcher must have system and a cool head, but he needs not these qualifications more than does the man who has to know the whereabouts of every traveler every day and practically every hour of every day. To the city grocer he is, of course, fairly well known, but to the country merchant he is little known, notwithstanding that indirectly he has had a great deal to do with him. On realization of this fact THE CANADIAN GROCER decided to present, in the Fall Number, the photographs of the men in the sample rooms. And our decision has been put into practice. The pictures in the gallery are not as complete as we would have desired. But it is not our fault: The onus is upon the sample room men themselves. Their excuses for not furnishing us with a photograph were various. One had married a wife and could not find time to "sit." Another was so good-looking that his better-half was jealous of country grocers' daughters feasting their eyes upon him. Native modesty precluded another. And thus were excuses advanced. Those who came to our assistance have our thanks. Those who did not have our sympathy. We are sorry to miss their good-looking faces from our gallery.

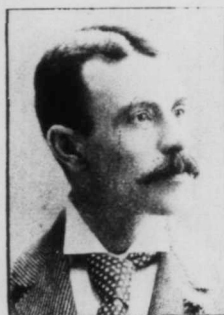
We present Captain James Adams, of Smith & Keighley, Toronto, in kilts. Not because he looks better in regimentals than in civilian's garb, but because very few of those who have gazed upon his genial countenance have done so when his uniform covered his trunk and left bare his extremities. Mr. Adams first saw the light of day on a

farm in Aberdeen, Scotland. And, tell it not in Gath, the date of this event was September 6, 1842. His connection with the grocery trade began in 1856, when in the employ of an Aberdeen firm as an apprentice. Ten years later he removed to London, England, where he remained till 1870, in the May of which year he came to Canada, entering the old firm of Wm. Ramsay & Co. as clerk. When that firm went out of business he transferred his allegiance to Smith & Keighley. That was twelve years ago, and it is to be hoped he will be there for a few dozen more.

Fred Lumsden, who manages the sample room and offices of Lumsden Bros., Hamilton, commenced his career in the grocery trade by assisting his brothers to get out goods after school hours. That was when he was ten years of age, and when his brothers were in the retail trade nearly 25 years ago. Mr. Lumsden has been well grounded in the grocery trade. He worked his way through the warehouse to shipper, eventually graduating into the position he holds to-day. Like all the Lumsden family, the subject of our sketch is a hard worker. He is popular with the trade, and, perhaps, it is largely owing to him the Lumsden Bros. do such a large business in their sample room. Ninety per cent. of their city sales are made in the sample room, and out of their total trade of 1894, no less than \$120,000 was made therefrom.

Charles Crozier is sample-room man for T. B. Escott & Co., London, Ont. He entered the firm's employ about three years ago. Previous to that he was with Park, Davis & Co., Detroit. He began with Escott & Co. at the foot of the ladder, but he is now at the head, having rapidly worked himself up through the various grades. "His ambition," said a member of the firm, "is to know every part of the grocery business thoroughly, and he is not afraid of work. As a salesman he is unexcelled."

William Duckworth, who is the chief city salesman for Caverhill, Hughes & Co., Montreal, has had eleven years' experience of the grocery business. He knows the city from one end to the



A. FLEMING



E. MASSECOTTE



A. CARDINAL



FRED. LUMSDEN



ALF. G. FLEMING



JOHN T. EADIE



CHARLES CROZIER



H. SMALL



A. W. CHILDS



J. M. DILLON

other, having served his apprenticeship with the original firm of Turner, Rose & Co., who were the predecessors of Caverhill, Rose, Hughes & Co. and Caverhill, Hughes & Co. Previous to his initiation he was in the railway business, in the general offices of the Grand Trunk, but he thought that selling groceries was better. Mr. Duckworth is vice-president of the Montreal Grocery Travelers' Association.

The chief city salesman for Laporte, Martin & Co. is S. Rousseau. Mr. Rousseau has only been with the firm for about six months. He is a graduate from the retail trade, however, and is personally acquainted with the great bulk of the city retailers. The lower west end of the city is a favorite stamping ground of his, and he gets lots of trade for his principals in that district.

The firm of Lucas, Steele & Bristol, Hamilton, have always prided themselves on the promptness with which all orders are filled. In these days, when the retail merchants buy more frequently than formerly, this is a most important point. The man who has contributed greatly to the firm's success in this respect is the subject of this sketch. W. T. Hall is a native Hamiltonian. He received his early grocery training in the store of Mr. G. Young, of Chatham, in whose employ he was for seven years. After spending three years with Mr. Heyward, of that town, he came to Hamilton and joined the staff of the firm in September, 1881. He has charge of the stock and warehouse, and it goes without saying that a man, to fill a responsible position of this kind, must be prompt, accurate, and possessed of good executive ability. Highly esteemed by the firm, both as a man and a prominent member of their staff, and by his fellow-workers as an all-round good fellow, may he long continue to prosper.

One of the youngest sample room men in Toronto is Frank M. Sloan, with John Sloan & Co. After going through the Model School three years ago, he entered the employ of the late firm of Sloan & Crowther as a junior, and by steadiness and industry qualified himself for the position he now occupies since the change in the firm at the end of March last. He performs the multitudinous duties devolving on a sample room man with great credit for one so young, being only eighteen. By continuing in his present course a bright and prosperous future should await him.

The photograph given herewith is that of A. G. Fleming, of the sample room staff of H. P. Eckardt & Co., Toronto. Mr. Fleming is one of our brightest and most industrious young men. Thirty-three years have elapsed since he started on

his earthly career, and for more than half that time he has been identified with the wholesale grocery business. In 1877, at the age of fifteen, he entered the establishment of Smith & Keighley, Toronto, where he remained nine years, leaving the employ of that firm in 1886, after having represented them for a period as city traveler and also on the road. The next seven years he traveled throughout Western Ontario for Lucas, Park & Co., now Lucas, Steele & Bristol, of Hamilton, Ont. In 1893 he returned to Toronto and became city traveler for H. P. Eckardt & Co. Just a year ago he assumed his present responsible position in that firm's sample room.

Alfred Childs looks after the city retail trade for Geo. Childs & Co. Mr. Childs comes of a family of grocers, and has practically been brought up from a boy in the business. He is a son of the late Geo. Childs, who was one of the pioneers in the wholesale grocery trade of Montreal. He is a member of the Montreal Grocery Salesmen's Association and one of the popular young men in the trade.

W. H. Seyler, born in New Hamburg, County of Waterloo, June 17th, 1858, of German parentage, commenced the study of the English language at the remarkably early age of six years, and became proficient enough in that complex conglomeration of every language under the sun to enter the classic halls of Upper Canada College at the age of fourteen. A four years' course at that honored seat of learning eminently fitted the subject of our sketch to face the world "sans peur et sans reproche." Two firsts and a third prize attest to his diligence at that institution. After a six months' graduating course at the British America Business College he

entered the wholesale grocery establishment of Alexander Harvey & Co., Hamilton, remaining with that concern three and a half years. Having studied shorthand while with Harvey & Co. and desiring to enter a larger sphere of action, he left for New York in August, 1880, and entered the employ of Francis H. Leggett & Co., one of the largest wholesale grocery houses of the metropolis. Here he remained but six months, having received a better offer from the foreign freight agent of the Erie Railway, in the city of Boston. Mr. Seyler remained with the Erie about six months and engaged with the freight department of the Pennsylvania Railroad in that city. Here, from stenographer he worked his way up in three years to the position of chief clerk, which he held for three years, when he was forced to retire through ill health, followed by a severe attack of typhoid fever. On recover-



CAPT. J. ADAMS

(Continued on Page 64.)

RAM SAY

This Tea
Is . .
Selected
And
Packed
By the
Growers

TEA

The
Hand-
somest
Package
On the
Market
To-day

In 1-lb. and ½-lb. lead packages only.

Lead-lined cases, each sixty lbs. assorted.

1895



AWARDED TO

“REINDEER” BRAND

CONDENSED MILK.

CONDENSED COFFEE.

CONDENSED COCOA.

EVAPORATED CREAM.

Special Brands Japan Tea

Goat Chop



BUDDHA

PICS

GRIFFIN

Have You Tried

VICTORIA BLEND TEA

1 lb. and 1-2 lb. pkgs.


We also blend teas to suit customers—put up in **caddies** and **boxes**. We carry large stock of General Groceries and Wooden Ware.

Brooms a Specialty

T. KINNEAR & Co.

49 Front Street East

TORONTO, ONT.

Behind the times 

Methods of making Salt cannot possibly produce as good an article as a process that is thoroughly

**Up-to-Date**

The **Vacuum Process** is the result of years of experience, scientific research and inventive ability in the manufacture of Salt, and



“WINDSOR” SALT

Is the only brand manufactured by this system in Canada. That is the reason Windsor Salt is such an improvement on salt made by the old “open pan” system.

Grocers—You can buy Windsor Salt for the same price as the common kinds, and have the satisfaction of pleasing your customers.

WINDSOR SALT can be ordered from any wholesale grocer in Canada in any of the following packages :

TABLE SALT in 5-lb., 10-lb. and 20-lb. wooden boxes. In 3-lb. and 5-lb. square cardboard packages, packed 3 doz. and 2 doz. per case, and in 4-lb. handsome lithographed round cardboard packages packed 2 doz. per case. In cotton bags, packed 100 3-lb., 60 5-lb., 42 7-lb. and 30 10-lb. bags per barrel.

DAIRY SALT in 20-lb. cotton bags, packed 15 per barrel. In 50-lb. and 200-lb. white duck sacks, and in paper-lined barrels, 280 lbs. net.

CHEESE SALT in 200-lb. white duck sacks, and in paper-lined barrels, 280 lbs. net.

If you handle salt in car lots we can supply you with Windsor Fine Barrel and Sack Salt. Barrels 280 lbs. net, and in 50-lb. and 200-lb. sacks.

THE Windsor Salt Works - Windsor, Ont.

The Tasteful Decoration

of your store is a most valuable help to profitable selling of your goods—you know that. Nothing makes a finer display than the up-to-date packages (handsome and elegant) in which The Ireland Co.'s Delicious Breakfast Foods are packed. Particularly elegant are these now Standard lines :

Desiccated Rolled Wheat
Desiccated Rolled White Oats
Desiccated Rolled Flake Barley
Breakfast Hominy
Prepared Buckwheat Flour (Self-Raising)



If you would like to receive our Latest Price List, **Invest One Cent** in a post card. Send it to

THE IRELAND CO.

The IRELAND NATIONAL FOOD CO., Ltd.
 Toronto, Canada.

Toronto

OPERATING The Largest and Most Complete Breakfast Cereal Food Mills in the Dominion.

Canada

Peerless

Ask your grocer
for

SOFT

OIL

BEST FOR
House Cleaning
SCRUBBING,

SOAP.

Cleaning Varnished and Painted Surfaces.

J.H. FARR & CO MFRS., TORONTO.

“BUSINESS

ON

STRAIGHT
LINES”

is our **MOTTO**,—good goods for good money. We don't sell Shingles, Boiler-Plate or Threshing Machines, but if you want **anything** in the Grocery line, write us. If we can't supply you—give it up. Letter Orders receive prompt and closest attention. Write and see for instance how quickly you can get a case of our famous **“ROYAL VONITSA”**

CLEANED CURRANTS

Price, 6 cts. lb.

The **E**BY, **B**LAIN **C**OMPANY Ltd.

Wholesale and Manufacturing Grocers

TORONTO - - ONTARIO

ing his health he engaged with Eby, Blain & Co., of Toronto. This was in December, 1886, and he is still to be found in the sample room of the Eby, Blain Co., Ltd., of which joint stock company Mr. Seyler is a member. Mr. Seyler has not only a reputation as a salesman, but as a doctor of advertising as well, having, in addition to his duties as sample-room man, for some years written the Eby, Blain Co.'s advertisements.

Elzear Masecotte, who occupies the position of chief salesman for N. Quintal & Sons, has been with the firm since 1891. Previous to that period he occupied a position of trust with M. Lefebvre & Co., the well-known vinegar manufacturers, and while in their employ worked up a connection among the retail trade that has been of value to his present employers. Mr. Masecotte was this year elected president of the Montreal Grocery Travelers' Association.

A. Fleming, with J. W. Lang & Co., of Toronto, is another of the men in the sample-room who is conversant with the grocery trade from its "A, B, C's" to its complicated intricacies. He was born, bred and educated in Toronto. He is 31 years of age. When he took his initiatory step in the grocery trade he was 16, and his first employers were Eby, Blain & Co. He was with that firm for seven years, and during that time he had a thorough drilling in every branch of the grocery trade, beginning as an office boy and passing through the shipping room, onward and upward. Then he had some experience in the United States, eventually entering the employ of J. W. Lang. This was four years ago. His present position he has only been filling for the past few months. Mr. Fleming is attentive to business as well as genial.

A. Cardinal, who sells in the city for Hudon, Hebert & Co., has had an experience of 17 years in the grocery business. In 1878, when quite a youngster, he learned all about groceries in the retail trade with P. Vanier. He worked there nine years, and then secured a position with N. Quintal & Sons, putting in three years with that firm. Five years ago he accepted an offer from his present employers, and has been selling to Montreal retailers for them ever since.

Twenty five years ago Mr. J. M. Dillon began with W. S. Smith, who then carried on a general wholesale and retail grocery business in London. In January, 1872, Mr. Dillon went on the road as salesman for Mr. Smith, and remained in that position until November, 1893. In 1879 Mr. A. M. Smith succeeded his father, and until 1881 was alone, then Mr. Dillon became a partner. He still traveled for the new firm; and the success of the firm in Western Ontario is largely due to the untiring efforts on his part to make the business grow. The firm have been in their present commodious quarters for ten years, and have enjoyed uninterruptedly a large and steadily increasing connection. Mr. Dillon is president of the Commercial Travelers' Association for the present year.



1—Our Canvasser Secures an Advertiser.

GROCERS' INSURANCE PREFERRED.

BY AN UNDERWRITER.

PROBABLY of all the retail stocks, groceries are most acceptable to fire insurance companies, and this for two reasons: First, because they burn less frequently than others, and, secondly, when they do catch fire the salvage is likely to be larger. There is no physical reason why fires should occur less frequently in groceries than in other stocks. Matches are one of the commodities furnished by every grocer, and many fires are caused by rats or mice getting at matches. A quantity of coal oil is also a requisite of every grocery store. Yet there is nothing so inflammable as these two articles in a stock of dry goods. But there is a moral reason. Grocers succeed better than dealers in other lines, for the necessaries of life, such as flour, tea, cheese and butter, are what they handle. A late manager of one of our largest banks preferred grocery accounts to any other class of business. And as from 20 to 25 per cent. of the fire loss in Canada and the United States is caused by incendiarism, it is obvious that the most successful business financially is the most desirable from a fire insurance point of view.

The second reason for the fire insurance companies' preference is more patent. A large portion of the stock consists of canned goods, and neither smoke nor water actually hurt the contents of them. Their commercial value is certainly somewhat decreased. On flour in barrels there is also a large salvage, if only wet—and nowadays in towns a large percentage of the damage is water damage—for the flour next the wood at once forms a paste and protects the rest. Barrels, after floating in the sea, have been picked up and good bread made of their contents. Cheese and bacon also, if not actually burned, show some value.

On dry goods it is quite the contrary; the smoke damages claimed for are startling; dry goods men have no hesitation in making exaggerated claims, for the reason that most of them have no idea of the value of their stocks in a damaged condition, and at once jump to the conclusion that no woman wants a bonnet or a dress of slightly smoked material.

But even grocers, with all their advantages over other trades, can vastly improve their fire insurance record. Companies in France and England can make a bigger profit for their shareholders on a much lower percentage of premium to liability than they can on this continent. In France the law is very severe with regard to arson, and a man has to prove that he has not set fire to his premises—not the authorities to prove that he has. The consequence is that every man is very careful. Matches are not left lying round, and rubbish is carefully cleaned up. Let every man in Canada be as careful, and let the authorities have a sharp look-out for incendiaries, for when fires are less frequent the companies will gladly lower their rates.



2—The Advertiser Becomes Rich.

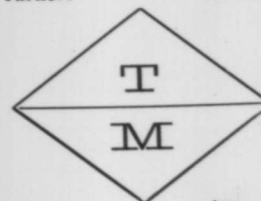


ESTABLISHED 1870



Jas. L. Turner.

D. Naismith, jr.



TURNER, MACKEAND & CO.

WHOLESALE GROCERS

Direct Importers

Fancy and Staple Groceries

Sole Wholesale Selling Agents

Ram Lal's Pure Indian Package Teas
Leaf Brand Pure Indian Package Teas

Ningpori
Balikanda
Coolipur

Registered Brands
Pure Indian
Bulk Teas



Seely's Unrivalled Extracts
Blooker's Famous Dutch Cocoa
Franco American Food Co.'s French Soups
Franco American Food Co.'s Truffled Game Pates
Franco American Food Co.'s Royal Plum Pudding in Tins

All of the above the choicest goods produced.



WAREHOUSES

situated on the Transfer Railroad Tracks. Special facilities for loading carload orders.



Personal attention to Letter Orders.

Samples and all information cheerfully furnished.



Turner, Mackeand & Co.

Winnipeg.



“Open Pan”

Strong
Pure
Clean
Sifted

* **Salt**

Our process positively prevents any possibility of any unclean foreign matter remaining in **OUR SALTS.**



99% PURE

“ANCHOR” BRAND

TABLE SALT



No other salt is purer and many not so pure nor strong.

We Never Grind

. . . . Our Fine Salts

We Sift all fine grades.



Our Coarse Salts for use in feeding stock and curing meats are very coarse and are much better than any other salt sold.



*Fine
Table
Salt*

*Dairy
Salt*

*Butter and
Cheese
Salt*

*Packers'
Salt*

The Estate of T. T. Coleman

SEAFORTH - ONTARIO

Publicity Paves the Path of Prosperity.

THE CANADIAN GROCER

Vol. IX. (Published Weekly) TORONTO AND MONTREAL, OCTOBER 18, 1895. (\$2.00 per Year) No. 42

THE MacLEAN PUBLISHING CO., LTD.
Trade Journal Publishers,
and
Fine Magazine Printers.

MONTREAL, - - - - 146 St. James St.
TORONTO, - - - - 26 Front St. West.
LONDON, ENG., - - Canadian Government Offices,
R. Hargreaves. 17 Victoria St., London, S.W.

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

Subscription, \$2.00.

GREATEST RED-LETTER EVENT OF ALL.

EVERY autumn for the last five years THE CANADIAN GROCER has issued a special number. Each of these special issues has been a red-letter event to the trade. And this red-lettering has become more pronounced with each year. It is scarcely necessary to remind the trade that this characteristic is in the present instance more marked than ever before.

If there is one particular in which the current issue is an improvement over its predecessors it is in regard to its advertisements.

In glancing over these pages the first thing that strikes one is that the manufacturers and merchants in this country, and the manufacturers and merchants in the United Kingdom and in the United States that are cultivating trade in Canada, are recognizing more fully than ever before that THE CANADIAN GROCER is the medium through which they can best reach those whose trade they court.

Another thing that must strike the reader is the high degree of efficiency our advertisers have attained in the art of advertising: They not only know what an advertisement should be, but they possess the ability to write it in order that it may be such.

As the advertisers did their part well, so did our mechanical department. It put into effect with an artistic hand the ideas that advertisers desired to convey. Made them speak, as it were. The one was dependent on the other. But this fact we cannot ignore: To the advertisers belong the honor of providing the material for our "ad." experts to work upon, and which has so enhanced the beauty of the paper.

Some defects there may be. And for these we must apologize, although the fault is scarcely our own: We had calculated upon issuing a 75-page paper, but at the time of writing the

folios number over one-fourth more than that number, and how much more it will be we cannot tell. This has naturally resulted in an enormously increased tax upon every department. Our presses have been running night and day; and still, at the moment, the end is not in sight. In order to bring the end in sight we have been compelled, we are sorry to say, to refuse several good advertisements within the last few days.

But, aside altogether from either the number of the advertisements, their appearance or their subject matter, there is one thing they indicate, and that unconsciously: They indicate the existence of better times, and that the men who have goods to sell are taking off their coats and making a "big push" to find customers for them. This is the most gratifying of all.

TRADE RECOVERY IN CANADA AND THE STATES.

IT IS a common thing these days to hear people complain that there has not been that marked recovery in trade in Canada that there has been in the United States during the last three months.

This contention is not without reason: There has not been that marked recovery.

But those who take the pessimistic view overlook the fact that trade in Canada had not so much to recover.

During the recent period of depression, trade in Canada, at its worst, was not at as low an ebb as it was in the United States.

At no time was there anything ever approaching a panic. There was perfect confidence in our banks; at no time did the people take their money out of the banks and put it for safe keeping in their stockings. There was perfect confidence in our currency. At no time was there any difficulty experienced in getting money from the banks to cash drafts, cheques, etc. No artificial means did we have to devise in order to keep our heads above water. Neither did our foreign trade show a marked decline. Nor did one of our railways pass into the hands of receivers.

How different in all these particulars it was in the United States is known to all men.

And, notwithstanding that the recovery in trade across the borders has been so marked as to elicit the admiration of the world, still to materialize have the normal conditions obtaining before the period of depression set in.

A substance that has shrunk abnormally will naturally have to expand more in order that the normal condition may again obtain than will that which has shrunk but little. And what is true of substances is equally true of trade.

ABSORBED CANADIAN CIGARETTE FACTORIES.

THE absorption of the Canadian cigarette factories by the Tobacco Trust of the United States has been consummated. Practically all the cigarettes turned out in this country have been made by two factories, namely, Ritchie & Co. and the American Tobacco Co., both situated in Montreal. There is a third factory, but it is small, and of comparatively recent venture. For some time one of the factories in question has been working under a royalty.

Negotiations, having in view the final absorption of the two factories in question, have been going on for some time, but it was not until last week that the invoices sent out indicated that the deal had been finally consummated, and that the two Canadian firms in question had lost their identity and become united under one name, the American Tobacco Co. of Canada.

As a result of this absorption by the American Tobacco Trust there has so far been no change in either the system of dealing with the trade or in prices. And as to whether there will be yet remains to be seen.

Since November last the jobbers have been working under a rebate system, and as it appears to have given satisfaction to at least the wholesalers, they are hoping that it will be continued, or at any rate only discontinued when something better is substituted. Meanwhile, the trade can only wait and see.

What is known as the American Tobacco Trust is one of the most powerful organizations in the United States. For an independent manufacturer to start up and deign to compete with it as to price is to court commercial death.

Men who yesterday had the temerity to start up and quote at a figure below that of the organization in question, have today found agents of the Trust swarming the ground quoting still lower figures.

In order to kill a competitor in St. Louis, the Trust, not long since, sent up a balloon daily, which, as it floated over the city, distributed millions of cigarettes, no doubt to the delight of the cigarette smoker, but to the consternation of the offending independent manufacturer.

As a result of the absorption of the Canadian factories all the manufacturing will hereafter be done under one roof.

DEPARTMENT STORES AND COUNTRY DEALERS.

THE Toronto World of a recent issue advanced the plea that department stores were a good thing for the "Queen City", in that they induced people from outlying country villages and towns to come there and buy their goods.

This is a narrow and metropolitan way of looking at the matter. Two devils do not make an angel. The department store has probably come to stay, but it is an evil nevertheless. It would doubtless be a good thing for the farmer in the night to enlarge his own fields by removing his fences back a few rods into his neighbor's farm. But what about the farmer who has lost a portion of his property?

There is only a certain amount of trade to be done in the country. You cannot lengthen a blanket by cutting a piece off the bottom and stitching it on the top.

Every customer brought from Blankville to Toronto means a loss to the storekeepers of Blankville, and the ultimate bankruptcy of at least some of them. Can this be a good thing?

Scarcely. And if The World would only go a little deeper into the question it would doubtless come to the conclusion that it was not even a good thing for Toronto itself. Toronto is one of the leading wholesale centres in Canada, and the greater the number of failures there are among the country customers the smaller and weaker must necessarily be her wholesale houses. And our contemporary, for its own sake, is zealous for the preservation of a branch of trade which brings grist to its own mill.

Toronto is not the Dominion. It is not even the county of York. It is a city. And the welfare of the country merchants is her welfare.

The department store is an evil: It has bled to death many an urban merchant; it is now sapping the vital fluid of merchants in towns within a radius of many miles. And impolitic is it for The World to laud the cause of which this is the effect.

SUMS SPENT IN ADVERTISING.

While canvassing a man the other day for an advertisement our representative was told to "get out," and as he was getting out the man said: "You fellows are daylight robbers and you can't work me. Why, over a year ago I gave the _____ an advertisement for which they charged \$10, and I never sold a dollar's worth of goods through that advertisement. If I remember rightly, two men dropped in and asked to see the goods I advertised, but they did not buy; they said the goods were too dear."

Printers' Ink, just to hand, says: "Buffalo Lithia Water will spend \$60,000 next winter. Their advertising in the past has been extremely profitable." This is better: "The advertising of Hoff's Malt Extract has been remarkably successful. The appropriation is to be largely increased this year—as much as \$150,000 it is said."

These amounts are nothing in comparison to the sums spent by Pears' and hundreds of other successful advertisers.

A COMPUTING SCALE AND A DISHONEST GROCER.

The expose of a "crooked" grocer in an eastern Ontario town has demonstrated both that a good article can be used for illegitimate purposes and that its manufacturer can be made to suffer as a consequence.

In the town in question is a grocer who was recently selling so much sugar for a dollar that his competitors were out-distanced in the race for business.

Suspicion was aroused, and it was by some means ascertained that a dollar's worth of sugar was no less than five pounds short of the requisite quantity.

The authorities were made cognizant of the fact, and then it was found that the grocer, by manipulating one of the computing beams, could give five pounds short weight and the scale still be apparently in balance.

This led to the Government seizing all the scales there happened to be in the Customs Houses, and forbidding the further entry of the scale into Canada when equipped with the particular offending computing beam.

And so it has come to pass through the dishonesty of a merchant that a certain scale cannot come into Canada unless in what is practically a maimed condition.

ARE TOMATOES BEING CORNERED?

IT IS mooted that a corner is being formed on canned tomatoes. How far this is true it is at the moment difficult to ascertain.

THE CANADIAN GROCER has been investigating the rumor, but as the rumor is confined to a limited circle, and as those within that circle are reticent, it has been difficult to ascertain how far the cornering idea has developed. Unless we are greatly deceived, our opinion is that it has not yet advanced beyond the theoretical stage.

But this we have discovered: An effort is being made to find the men and the means to engineer and put into practice a corner on canned tomatoes.

Who originated the idea is being kept a profound secret. All THE CANADIAN GROCER can learn in this particular is that he is someone outside Toronto, but whether packer or jobber, not an inkling can be obtained.

The wholesalers we have sounded regarding the matter are only praying that what is now a rumor may become a reality.

It is the consensus of opinion that the conditions are favorable to the formation of a corner. The pack of tomatoes is undoubtedly of good proportions, but it must not be forgotten that it came upon a bare market. But probably the most favorable condition of all for a corner is the fact that the pack in the United States is beyond peradventure short.

Whether as a consequence of the rumor in question or not, there is more confidence in prices than there was a week or ten days ago.

DOMESTIC NUTS SCARCE.

It looks as if, in Ontario at least, home-grown nuts, like small fruits, were not very plentiful this year. Usually, before this late in the fall, considerable quantities of Canadian chestnuts, hickory nuts, walnuts and butternuts are offered for sale, but practically none have appeared in Toronto this October. In fact, we think that a few small baskets of chestnuts comprise the total importations into that city. As a criterion of the state of things in the country, one outside shipper writes saying that whereas in former years he had on hand large quantities of nuts for shipment, he this season so far has got together only about half a bushel. The apparent scarcity keeps prices up, and just now quotations run from \$6 to \$7 per bushel. Such a price can not be relied on, however, as large receipts for one day would bring the figures down with a rush.

DESIRES EXTENDED TRADE WITH CANADA.

THE commercial treaty entered into between Canada and the French Republic has created a desire on the part of at least one other country to negotiate a similar treaty with the Dominion. That country is Italy.

At present our aggregate trade with Italy only amounts to a little over half a million dollars per annum. According to the Trade and Navigation Returns of 1894 we exported \$109,188 worth of goods to Italy, and imported therefrom \$422,443 worth.

What we take from Italy is principally oranges, of which we brought in last year to the value of \$330,810. Among other articles brought in were: Macaroni, \$1,226; gloves, \$2,214. The duty we collected on Italian goods aggregated \$49,073.

Our exports to Italy consisted nearly altogether of products

of the fisheries, out of the total \$101,682 being thereof. Products of the forests we sold them to the value of \$7,506. Of products of the mine or field we sold Italy nothing. And the same is to be said of animals and their products and manufactured articles.

If there is any mutual advantage to be gained by a commercial treaty between Canada and Italy, by all means let it be negotiated. Let us grasp every opportunity of extending our foreign trade. But it is to be hoped that if such a treaty is negotiated it will not require nearly three years to ratify and put it into operation, as it was in the case of the French treaty.

Italy's desire to negotiate a treaty with the Dominion probably had its origin in the fact that that country has not a favored nation treaty with Great Britain, and consequently cannot share with those countries that have the benefits that may be derived from trading with Canada under it.

SCARCITY OF LOW-GRADE JAPANS.

IT was predicted about a month ago by THE CANADIAN GROCER that there was a strong possibility of a famine in low grade Japan teas. As time passes this fact becomes more and more probable.

Cables this week to a Montreal firm of importers, who are as heavily interested in Japan teas as any other house in Canada, stated that the total settlements were 21,000 piculs in excess of these of last season, but that the settlements of teas costing from \$14 down were 15,000 piculs less than last year.

All the increase, therefore, is in higher grade teas running from \$15 upwards. In fact, everything points to the necessity of more expenditure this year by the consumer of low-grade Japan stock.

As already noted, the stock at primary points is away below last year, while the active demand for everything low-priced that is offering, both in Montreal and Toronto, shows that dealers generally are scantily supplied. Houses in Montreal, for instance, that had hundreds of boxes of low-grade Japans last season, have not a box this year. The great scarcity is made evident by the higher prices asked.

There is nothing to be had in Montreal from first hands at 12c., the sole house that is known to have any of this class of tea demanding 13 to 13½c., and the stock they have is light.

Shrewd jobbers state that before the middle of January not a box of Japan tea will be available around 14c., and that the consumer will have to turn his attention to teas costing from 15c. upward. The supply of these is proportionately larger than last year, and no stiffening in their price is looked for.

GROCERY WINDOW SIGNS.

Only a few retail grocers use window signs. Many consider them too much trouble. This is a mistake. The attention of a hurrying passer-by can be secured quicker by an attractive window sign than by any other factor, provided the sign is placed well toward the front of the window and says something. We don't, says a contemporary, regard signs which mildly remark, "Prunes, 10 cents," as window signs at all. They are imitations. Try a few real ones, and see how they work.

LOOK OUT FOR INFERIOR COHOES.

MERCHANTS who this season purchase coho canned salmon will need to exercise much caution if what is alleged in mail advices from the Coast be true.

It is alleged by well-known and reputable men in British Columbia, that a great deal of the coho pack will be of very inferior quality.

One of the correspondents declares that some of the canners—and he furnishes names—are even putting up “spent” sockeye salmon.

This latter allegation may be true, but one knowing what “spent” sockeye salmon are can scarcely conceive that even the most mercenary and unprincipled would dare venture to can them.

A gentleman who for some years had an active acquaintance with the canning industry in British Columbia, informs THE CANADIAN GROCER that “spent” sockeyes are fish which have got into the small streams and become thrown up on the banks to die. He, therefore, expresses his doubt regarding these fish being canned as alleged, but then, again, it must not be forgotten that the firm which prefers this particular charge is one of the most reputable on the Coast.

Aside altogether from the quality of the fish put up, it appears that the tins used in some instances are those which have been held over for several years and brought down from the northern canneries to be used for the coho pack. Empty tins, it must be remembered, are generally accounted useless after being kept in stock a couple or more years.

As these charges regarding inferior quality of fish came from more than one source it is obvious that there is some basis for them. And it behooves the Government, in the interest of the public, to investigate the matter. The salmon canning industry of British Columbia is much too important to be allowed to be killed, even if those who threaten to destroy it are among those who should be the most concerned in its preservation.

OPPORTUNITY FOR EXTENDING COMMERCE.

NOW that the treaty between Canada and the French Republic has at last become operative, it is to be hoped that manufacturers and merchants in this country will not be as long in trying to reap advantages therefrom as has been the case with the legislators in setting the treaty in motion.

The delays have been vexatious, and, in many instances, quite unnecessary. Nearly three years have passed since the instrument first received the attention of the Canadian Parliament, and even with the delays that may be termed necessary, the treaty should have been in operation at least eighteen months ago. But the trouble is that both in the Cabinet and in the House there is wanting not only statesmanship but ordinary business common sense. If a merchant were to carry on his business after the same fashion as our legislators have this French treaty, he would be bankrupt in a short time.

Let us for goodness sake show the French people that the business acumen in Parliament is not representative of the business acumen of the merchants and manufacturers of the country.

The goods of Canadian manufacture which have access to the French market under the minimum tariff are: Canned

meats, condensed milk, fresh water fish, eels, fish preserved in their natural form, lobsters, apples and pears, fresh, dried or pressed; preserved fruit, building timber, rough or sawn; wood pavement, staves, wood pulp, machine-made common paper, prepared skins, boots and shoes, furniture of common wood, flooring in pine or soft wood, wooden sea-going ships.

Not only are several of these lines among our staple manufactures, but France is an importer of them. Here, for instance, are France's imports in some of the lines enumerated in the treaty: Timber, \$40,000,000; furniture and staves, \$4,000,000; lobsters, \$1,000,000; salmon and other canned fish, \$1,000,000; canned meats, \$2,000,000 to \$4,000,000; apples, \$1,000,000; condensed milk, \$400,000; wood pulp, \$4,000,000; paper, \$1,000,000.

To France and her colonies we last year sent about \$125,000 worth of timber and lumber. St. Pierre and the French West Indies took \$4,216 worth of Canadian staves. Of canned lobsters France took 1,032,850 pounds, valued at \$200,062, and St. Pierre, 11,788 pounds, valued at \$1,054. Practically no canned salmon went from this country to France. Dried apples we sent to the value of \$3,662; but of green apples the returns show we only sent three barrels valued at \$7. St. Pierre, however, was a better customer than the parent state in this respect, taking 282 barrels valued at \$782. Wood pulp we do not appear to have shipped a dollar's worth of to France.

Under the new order of things, with a minimum instead of a maximum tariff applying to the Canadian goods stipulated in the treaty, an enlarged trade should be possible in the articles we already send to France, while an entrance into that country ought to be effected for some of the articles we do not now send there.

NEW BRUNSWICK FRUIT.

THE past season has not been a successful one to fruit growers in New Brunswick owing to the drouth, which has been the worst known for very many years. In fact, the St. John River has been lower during the past few weeks than ever before.

This had a particularly bad effect upon plums, which were almost a failure.

In apples, though they were short, the shortage was not so much felt. The apples which seem best adapted to this climate are New Brunswick and Wealthy, but being soft fruits they are not fit for shipment. To be sure, where they have arrived in England in good condition they have brought good prices; but the risks of keeping, with the present facilities for shipment, are too great to encourage shipments.

The tariff shuts them largely out of the American market, and even now the supply is greater than the local demand. The surplus is in many cases used in the making of vinegar. When proper cold storage is to be found in St. John and on the steamers, it will be a great benefit to our fruit growers.

Some few Gravensteins are grown in New Brunswick, and they are a nice, hard apple. No attempt was made to grow winter fruit till within a few years. It is now shown that many kinds can be grown successfully, and this fall one grower shows splendid samples of Yellow Bellfours, New York Pippins, Haas, Mackintoshes, Reds and Alexanders. One orchard of two acres shows an average yield of 150 barrels to the acre.



THE TRADE REVIVAL'S FESTIVAL.

SALT IN CANADA.

By F. D. L. S.

WHEN it is considered that about 300,000 barrels of salt are annually consumed in the Dominion of Canada, the importance of the industry may be realized. The production of Canadian wells totals each year in the neighborhood of 423,000 barrels, and every twelve months something like 43,000 barrels are imported from abroad. Thus 466,000 barrels are placed upon our markets between January and January. It is therefore easily seen that 166,000 barrels must be exported every year or left unsold.

Salt is obtained in various ways. It is derived from sea water, from natural brine, from artificial brine formed by dissolving salt rock and also directly from salt rock by crushing and grinding.

The method of obtaining salt from sea water is simple. The "briny," as a yachtsman would say, is allowed to flow through a series of tanks. In the first tanks all foreign solids settle, and the purified brine is carried into the succeeding reservoirs where evaporation takes place, and the commercial commodity is left in an encrusted form on the bottom. In France, Spain, Italy, Austria, and other countries this manner of solar evaporation is followed.

The separation of salt from sea water by the substitution of artificial for solar heat is carried on in some portions of Northern Europe and the United States. Still another plan sometimes adopted in taking salt from the sea is to reduce sea water to one degree below the freezing point. By a repetition of this process the congealed liquid is removed, and the unfreezable deposit which remains is the preservative substance so generally in use throughout civilized lands.

In this country as well as in other parts of the world salt is obtained from a rock formation usually found many feet below the level of the earth. Sometimes the rock salt is mined and brought to the surface in huge cakes, which are crushed and ground.

A process more generally in use, however, includes the sinking of wells to a considerable depth into the ground and the pumping of the brine covering the rocks to the surface. In other wells which are found to be dry a double tube is sunk. Water is then pumped down one pipe into the shaft, forcing the brine formed by the contact of water and rock up the other pipe into reservoirs fitted up for the purpose.

The brines thus obtained show different degrees of purity. These may be divided into two classes: Those which contain, besides common salt, chloride of magnesium, chloride of calcium, sulphate of magnesia and sulphate of soda, and those

which have in them chloride of calcium, chloride of magnesium and sulphate of calcium. The former are considered the purer, or, at least, the more easily purified.

After the brine leaves the wells the three processes most generally employed in heating it are: (1) evaporation by fire; (2) evaporation by steam, and (3) evaporation by means of the vacuum pan. The last named process is considered the best. By means of it all lime, magnesium and other foreign substances are removed, and the salt is left pure. The brine, after remaining one to two days in the settling tanks, is pumped into large vacuum evaporating pans, where it is subject to a moderate heat, which precipitates the salt to the bottom. Thence the salt is carried to dripping bins, and thence again to sorting bins, when it is ready for barrelling and bagging for shipment.

The human race seems always to have used salt, and therefore the earliest methods of manufacture and sources of supply are not defined. Instruments discovered in the old mines of the Caucasus indicate that these were worked by man in the remote "stone" age, and mines are known to have been in existence in England at the time of the Roman occupation. The Indians of New York State obtained a supply from the salt springs which a hundred years ago furnished the inhabitants of Lower Canada with what they wanted.

The first salt well was sunk in Canada as late as 1865. In that year the late Samuel Platt, when boring at Goderich for oil, struck brine some hundreds of feet below the earth. This discovery resulted in the sinking of many wells throughout Western Ontario and the establishment of the salt industry in that part of the country. Within a few years Goderich had about a dozen wells going, and there were one or more in operation at Clinton, Seaforth, Parkhill, Hensall, Sarnia, Mooretown, Kincardine, Blyth, Brussels, Wingham and Windsor.

Many of these have shut down now, however, some because of the falling off in quality of the brine owing to animal deposits in the beds, and some because of the decrease in demand consequent on over supply. Wells in Canada now in operation are located as follows: Goderich, Windsor, Seaforth, Clinton, Parkhill, Kincardine, Blyth, Wingham and Brussels.

The wells at Sarnia and Mooretown have been shut down. A well was once sunk at Teeswater, but owing to the inferior quality of the brine it was never operated. A farmer at Highland Creek, in Pickering township, a few miles east of Toronto, also once thought he would make a fortune as a salt manufacturer. He made the experiment 18 years ago, but abandoned it after boring 1,800 feet into the earth. The owner still claims there is salt on his farm, and hopes to see a company operate it yet.

MARVELLOUS VICISSITUDES OF AN ISLAND.

AWAY to the south of Asia, and almost attached to the great Empire of Hindustan, lies the ancient Isle of Lanka.

Thousands of years ago, aye, thousands of years, perhaps, before our British ancestors, in paints and hides attired, unsuccessfully resisted the Roman invaders, this island had intercourse with the Chinese in the far east, and the Arabians in the west. 'Tis hard to name a date so far remote that some of the arts, say pottery and architecture, were unknown to its people.

The Americans or Canadians, who are the heirs of the ages, are not really the inventors of many things which their skill and intelligence have greatly improved, cheapened and utilized. The Chinese, who may have been as advanced 5,000 years before the beginning of history as they are to-day, and if left to themselves would be 5,000 years hence, were acquainted with the compass and the cantilever, with powder and printing, centuries before Columbus was born.

The ancient capital of Lanka, whose gigantic ruins are now being uncovered in almost impenetrable jungle, was founded, and with it the Buddhist religion in the island, some 500 years before our Christian era. The ruins of its vast temples attest the skill of its ancient builders.

A sacred tree, brought over there from India when a small plant, is still growing, and its history has been regularly recorded for nearly 2,500 years, by the devoted priests of a temple dedicated to it. It is now the oldest historical tree in the world.

But Lanka was known, and its products utilized, at an earlier age, when a still more famous temple was built. I mean that of Solomon.

"That uxorious king
Who, beguiled by fair idolatresses,
Fell to idols foul."

If in the recently discovered African mines we have found the source of Solomon's immense stores of gold, in Lanka we recognize the source of his ivory. So skilful, too, were the dentists of those early years, that the ivory trunks were extracted from the live elephant, and so effectually were the molar roots drawn, that, unlike the elephant of Africa and India, Lanka's greatest beast has never since developed a large trunk, but has to be content with a small protruding stump, which, like Monbodd's tail in man, merely indicates the what-has-been.

Passing over two thousand years or so—a short time in the life of those eastern countries—during which Lanka was ruled by its native king, or by invaders from the adjacent continent, and while its Titanic irrigation works, now mere monuments, were being constructed, we find the Portuguese ruling the islands during the 16th and 17th centuries. Then came the Dutch; until, about the beginning of the 19th century, the English gained possession. The descendants of the Portuguese and Dutch are still numerous in the land.

About 1825, while Lanka had few Englishmen besides its civil and military servants, an enterprising soldier introduced the cultivation of coffee. His example was soon followed by his brother officers, and within the next ten years a large tract of land carried the fragrant bean.

The success of the young Englishman attracted capital to the island, and hundreds of coffee gardens were planted during the following thirty years. The island's seaport became a place of great importance, and the planters a numerous and influential body. Roads were opened up, branching between

ranges of lofty mountains into all the lovely and fertile valleys, on whose slopes the grand primeval jungle gave way to the coffee tree.

Soon the railroad took the place of the road, with its thousands of bullock carts.

Between 1865 and 1875 the exports of coffee ran from 750,000 to 1,000,000 cwts.; giving employment to a quarter of a million of coolies—as the native laborers are called—or, with their families, perhaps finding sustenance for seven hundred thousand people.

About '68 to '70 a curious, rusty-looking powder was observed on the leaves of the coffee plant in many parts of the island. At first little notice was taken of it; then it became a curiosity; and in time the attention of a famous scientific authority—the conservator of the island's beautiful botanical garden—was attracted to the phenomenon. After close observation the oracle spoke, and his utterances were a grave warning: The stranger was pronounced to be a dangerous and insinuating parasite, which penetrated into the cells of the leaves, and prematurely destroyed them, while their functions in assisting the trees to mature their fruit were still unperformed.

At first little heed was given to the sage's opinion. Manuring was resorted to, and under the influence of good prices, hope and faith, with an occasional note of distrust, which, when expressed, was immediately hooted down, ruled until about 1876-78. By this time it was evident to many that the weaker portions of their garden were succumbing to the attacks of the parasite. Manuring no longer produced its old results; crops estimated to be good in their early stage gradually dwindled during the months while the berries should have been maturing, until the actual out-turn grievously disappointed the poor planter.

Years before this, one gentleman of a botanical turn and a rare gift of foresight, had introduced the Cinchona and Another Tree into Lanka. He planted fields of those, and soon found they were well adapted to the soil and climate, and could be cultivated most profitably.

His example was generally followed, so far as Cinchona was concerned. Hundreds of millions of those trees were put out between 1870 and 1880. Those who planted them first reaped a splendid harvest, as the bark from which quinine was extracted sold readily at from three to ten shillings per pound. Great fortunes were anticipated by hundreds of planters—single trees of the best qualities being valued at thousands of pounds as seed bearers. The exports of bark went up by leaps and bounds, until supply exceeded demand, when prices fell rapidly. Quinine fell from eighteen shillings per ounce to two shillings, and even to ten pence; bark from a five-shilling average per pound to five pence, and soon after became almost unsalable. Thus, another grievous disappointment befell the poor struggling planter. With household bills unsettled, and laborers' wages in arrear, the interest of an ever-swelling mortgage became due with ruthless regularity every six months. Ruin and sequestration were the fate of many, while others strove bravely by hard work and strictest economy to stave off the evil day.

Meantime, attention was directed to that Other Plant which our far-seeing friend had introduced. Experimentally by many, and boldly and extensively by a few, its cultivation was attempted. Early in the eighties it was recognized as a useful friend, which might help many whose properties lay in the zone

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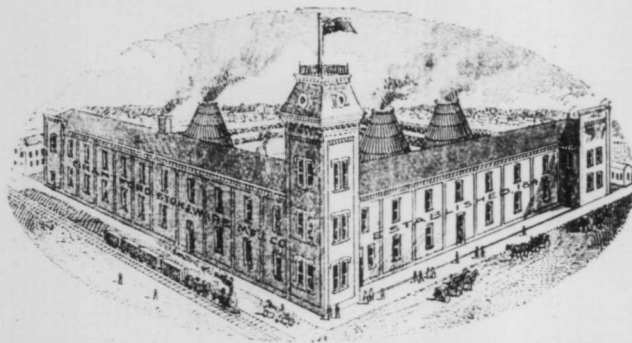
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HALIFAX, N. S.

to which alone it was then thought to be adapted. Gradually, with fear and trembling rather than faith, it was tried higher up the mountains and further down the valleys, and still its capabilities did not fail.

In 1885 it was known that those who had planted it during the seventies were surprised at their success, and it gradually dawned upon all that, from sea level near the equator to winter snow about 30 degrees north, and 7,500 feet elevation, one variety or another of this Heaven-sent plant would grow, flourish and pay handsomely. The moist climate of Lanka was found to be peculiarly suited for it. Cheap labor helped greatly, and rapidly falling exchange was a godsend to a country with a silver currency.

Other countries slow to grasp improvements, wedded to old customs and not over cleanly habits, had been growing this plant, and exporting its products for centuries. Among them it was a family industry, as weaving of woolen and linen garments was last century in England and Ireland. The children plucked the leaves. The elders rolled them by hand and dried them over charcoal when other household matters permitted.

In Lanka it was speedily recognized that machinery supplied the most economical and only cleanly way of manufacturing the article. It was universally adopted, both for rolling the leaf and firing the product.

In 1883 Lanka exported 1,000,000 pounds, and in 1895 it will export 94,000,000 pounds of this useful, refreshing and grateful household need.

Great Britain now uses the machine-made product of Lanka and the adjoining continent of India almost exclusively; whereas, a few years ago the hand-made article had complete possession of every household. Other countries, chiefly Australia, Russia, the United States and Canada, which took only four and one-half million pounds from Lanka in 1891, will this year take seventeen, perhaps eighteen, million pounds.

Cleanliness is a factor in favor of the machine-made product, as is also economy in time and money. A cup can be made in half the time, and with half the quantity of the raw material required when the hand-made article is used.

Lanka is the ancient name of Ceylon, and the "other plant" of the far-seeing planter is the Tea Tree, from the young and succulent leaves of which the now famous and almost universally drunk Ceylon tea is manufactured. Medical men are now prescribing a soothing cup of its extract to all whose brains are wearied by business troubles and to those whose digestion has been weakened by the stimulating extract of coffee's fragrant bean.



This is our canvasser. He refuses to use a bicycle—too slow for him, he says.

THE OYSTER INDUSTRY.

CONSIDERABLE activity in the oyster industry is being manifested in the Maritime Provinces, and the fact that the Malpeques, which dispute with the Jersey Blue Points for first place among the oysters of this continent, are grown in Canadian waters would seem to warrant this activity.

Mr. Kemp, oyster expert of the Dominion Fisheries Department, is at present engaged in examining the coasts of our lower provinces with a view to ascertaining their suitability for the extension of the oyster beds. He has spent some time in Prince Edward Island, and is at present looking over the coast of Annapolis County, Nova Scotia.

An evidence of the practical nature of the present movement is the fact that one of the largest oyster farms in the world is being established at Carleton, in the Baie des Chaleurs, by a newly-formed Quebec company. The bay contains 470 acres, or sufficient to permit of the breeding and fattening of 20,000,000 oysters a year. The use of the bay at Carleton had been accorded to the company by the Government, and at its mouth a dam containing a number of sluice gates is being erected.

Although a very large percentage of the oysters consumed in Canada come from Baltimore and Delaware, the Canadian salt oysters, the Malpeques, are in great demand in this country, and not only here, but also in England and the United States.

The utter lack of protection for the oyster fisheries has resulted in a great diminution in the yield and a large increase in the price of these succulent bivalves. A rapid increase in the number of these Canadian oyster farms is looked for.

WHAT HAS CIRCULATION TO DO WITH IT?

A newspaper either pays an advertiser or it doesn't, says Brains. You can find out easily enough whether the papers in which you advertise pay you, and which one pays you best. When you have ascertained these facts, there is nothing more to learn. Many merchants mouse around with a microscope and a search warrant trying to find out the exact circulation of a newspaper, when, as a matter of fact, that isn't at all what they want to know. A newspaper of 20,000 circulation may be of little use to you, while another of half that circulation may be just what you want.

Whether a paper will pay you or not depends very largely on the class of people who read it, and your business should be advertised most in the paper which goes to the most likely to patronize you. Your ads. should be written in a manner which will appeal to the constituency of the paper in which they are printed; the same ad. ought not, in most cases, to be printed in any two papers.

CHEAP "JOHNS."

EDITOR GROCER,—Your editorial on the above and "Old Traveler's" remarks last week are pointers for the trade. At this time of the year a good many currants, raisins, peels, etc., are bought ahead by retailers, and you should have included the class of travelers who find this out by fair or foul means, and then offer similar goods at cost, or sometimes below.

C. H. PEBBLES.

Hamilton, Oct. 15.

WE ARE TAKING ORDERS "TO ARRIVE" FOR FOLLOWING

CANNED GOODS

Tomatoes, Corn
 Peas, Wax Beans
 Pork and Beans
 Salmon, Mackerel
 Lobsters, Pears

Strawberries
 Raspberries
 Peaches, Apples
 Etc., Etc.

Our prices
 Are
 Exceptionally
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WRITE FOR QUOTATIONS BEFORE YOU BUY ELSEWHERE.

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Hello there
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TASTE
TICKLERS



TRADE
WINNERS

What about that
Christmas Candy?



A RISING YOUNG POET.

THE Toronto Board of Trade has a poet of no mean order in Thomas McLaughlin as well as a chaplain in the person of John D. Laidlaw. Mr. Laidlaw has stores in Northern Ontario which frequently call him away from the city for days at a time. He disappears and reappears without any warning. The grain men and commercial reporters only know that he is out of town by finding his door locked for several days in succession. Some weeks ago the following effusion was found pinned on the door of Mr. Laidlaw's vacant office by THE GROCER representative in making his daily round among business men. Through pressure of other matter it has lain on his desk since:

Old Deacon Laidlaw, good old man!

Why don't you stay at home?

The market is going to the dogs

While thus you sporting roam.

We tried our best to keep wheat up

Since you meandered hence,

But all in vain—in shine and rain,

It's nearing fifty cents.

Give Barrie, Stayner, Shelburne too,

A last and final shake,

Come back and keep the market up,

For your dear country's sake.

It's not alone the markets dull

That's needing your support,

The conduit's burst—we've got a thirst—

And water must import.

So make a break from Simcoe Lake,

And fill your canteen well,

We'll meet you at the station here.

For we're as dry as ———

SOMETHING ABOUT "OPEN PAN" SALT.

IN 1869 the old and well-tried "Open Pan" process of manufacturing salt was begun by T. T. Coleman at Seaforth, Ontario. Many and apparently impassable difficulties were encountered before the operations were successful. To day the Estate of T. T. Coleman owns the "Merchants'" Salt Works, Seaforth; "International" Salt Works, Goderich; the "Kidd" Salt Works, Dublin; the "Enterprise" Salt Works, Brussels, and the "Coleman" Works, Seaforth; a representation not surpassed by any operator in Canada. This result has been gained only by careful and diligent attention to the details of business. They make now a number of grades of salt, ranging from the finest flour salt to that about the size of pea coal for use by meat packers, etc.

The wells run down to rock salt to a depth of from 800 to 2,000 feet, and the brine is pumped through the tubes to the surface, where it is first allowed to settle to rid it of the natural impurities of the earth. Afterwards it is drawn off into open flat pans which are built over furnaces, and there by heat it is

evaporated, forming a pure crystal salt. The finest salt is most carefully taken from the pan, selected with great care, and put aside to make those brands that are used on the table and for the manufacture of butter and cheese. This salt is put through a drying kiln, and comes out looking like pure white sand. It is then carefully sifted into different grades, each grade having crystals of almost exactly the same size.

The "Open Pan" process enables the firm to supply a large coarse salt, much sought after for the purpose of curing meats, freezing ice cream and salting cattle, etc., and in this salt they have an especially merited trade.

A VISITOR FROM CEYLON.

J. H. RENTON, of Bosanquet & Co., London, Eng., and Colombo, Ceylon, has been calling on a few of the leading tea houses in Canada, and dropped in to shake hands with THE CANADIAN GROCER when in Montreal. He is ex-chairman of the Ceylon Chamber of Commerce, and, having extensive investments in that island, takes a deep interest in its trade.

He was much pleased with the progress Ceylon teas are making in Canada. From what he saw he was quite convinced that in a few years Ceylons would be used everywhere in place of China blacks. He also found in the States and Canada a growing preference for blacks instead of green, which meant that eventually Japans would have to give way to Ceylons.

In the States they were advertising extensively to introduce their teas and get people to use them instead of the inferior teas of other countries, as well as instead of coffee. It was becoming fashionable over there to have afternoon teas, and Ceylons were being used. In Canada it was not necessary to spend as much money.

Mr. Mackenzie and the committee sent out by the Government, after making careful inquiries, reported that THE CANADIAN GROCER covered the entire Dominion thoroughly, and the advertising to the trade would be done through that medium only. Mr. Mackenzie, who was recently in New York, is anxious to return to Ceylon, if he has not gone already. He hoped, however, he could be induced to remain a year or two, as he was a very able man, and was doing a great deal of good work for the Planters' Association in Canada and the United States.

Ceylon has not done much in coffee with Canada, simply because they produce only a limited quantity, and that of the finest. James Turner & Co., Hamilton, got most of what came to this country, and Mr. Mewburn had told him they could use ten times as much if Ceylon would only send it to them.

Mr. Renton sailed Saturday for Europe. He goes to Moscow and St. Petersburg before returning, to look over that country, which has recently become an important buyer of Ceylon teas in preference to Chinas and Japans.

FIRST PRIZE FOR FINNAN HADDIE.

D. & O. Sproul, who do an extensive fishing and canning business at Digby, N.S., were awarded the first prize at the Exhibition held there last month for their "Star" brand finnan haddies. They pay particular attention to handling, smoking and otherwise preparing them for the market, and make a special feature of this brand, staking their reputation on the quality. Nearly all the wholesale dealers now handle the "Star." Buyers who cannot get their pack should write them direct.

SMITH & KEIGHLEY



WHOLESALE GROCERS AND
DIRECT IMPORTERS OF

Mediterranean Produce

California Fruits



Indian, Ceylon,

China and Japan Teas

British Columbia Hops

ETC., ETC.

9 Front Street East . . .

TORONTO

WHERE TABLE DELICACIES ARE MADE.

PEOPLE who take jam, and the like of it, for granted as common items of everyday dietary, and even grocers and factors, to whom a good line in such commodities means business, can at best possess but a comparatively inadequate idea of the enormous resources and energies nowadays brought to bear in this particular branch of manufacture. Years ago, what may be termed commercial jam, as opposed to the home-made article, was considered a somewhat doubtful production. With the progress of science and enterprise, and the organisation of factories on more intelligent lines however, vast improvements have been effected, and it is very much open to question whether the most capable, cleanly and deft-handed of housewives can at present produce jams which, taken on their merits, will bear all round comparison with those turned out by our leading manufacturers. Without claiming too much for the firm of Charles Southwell & Co. in this connection, we may reasonably observe that from the outset of their career they have consistently identified themselves with the most progressive aspects of the interest, and are well known as having been pioneers in the adoption of a system and methods which have lifted it to its latter-day position of efficiency. The founder of the house, Mr. Charles Southwell, sen., is probably one of the oldest representatives of the wholesale confectionery trade at present associated with the Metropolitan. Leaving his native place (King's Lynn, Norfolk) in 1844, he was initially apprenticed in London to his uncle, Mr. John Castell, a manufacturing confectioner of considerable standing in his day. Ultimately, this gentleman's business became known under the style of Castell & Brown, and in 1863 (Mr. Castell having meanwhile died), Mr. Southwell was able to enter into partnership with Mr. Benjamin Brown, the twain continuing to trade conjointly up to the



SOUTHWELL & Co.'s CITY OFFICE.

time of Mr. Brown's decease, which took place about a year later. For the next twenty-one years Mr. Southwell had sole control of the concern, finally severing his connection with it in 1885, when it passed into the hands of a limited liability company, formed for the purpose of carrying it on. Mr. Southwell thereupon elected to start a factory of his own, and, with this object, entered into agreements with his second son, C. Elmer Southwell, and with G. J. Langton and A. J. Timms, thus forming the existing firm of Charles Southwell & Co. Extensive premises were acquired at Dockhead, together with a large amount of adjoining wharfage and warehouse accommodation, constituting what is known as Springall's Wharf; and here operations were commenced on January 1, 1885. The factory consists of sixteen distinct buildings, ranging up to six floors high, and in consequence of the rapid growth of the firm's transactions, every foot of space is now a consideration of moment, so much so, indeed, that numerous ingenious arrangements and expedients have had to be resorted to in order to put available facilities

to the best possible advantage. Located on the first floor of what is known as Block A, is a capital plant of steam jacketted coppers, used for the boiling of Scotch marmalade. This article is one of Messrs. Southwell's great specialties, and is a beautifully clear, well-flavored preserve, produced from the pulp and rind of the best Spanish oranges. In making it, the pulp and sugar are boiled separately, the shredded peel being added afterwards, by which means an exceptionally clear golden color is obtained. On the same floor is the drop boiling room, equipped with several furnaces, which, by the way, are the only open fires about the place, all other boiling operations being effected by steam. Adjoining is the spacious room, devoted to the manufacture of Southwell's celebrated "Excelsior" table jellies and blancmanges. The ingredients employed are of the most wholesome kind. On the third floor of Block B two commodious rooms have been set apart for covering and tying purposes; whilst in another section of the works there is a third room used exclusively for the tying up of jams for export. This is a somewhat important feature, and one to which Messrs. Southwell have always extended special attention, each jar being carefully covered with parchment (tied down so as to be practically air-tight), wrapped in buff paper, labelled and then sent to the packing department. The fruit is not touched by hand from first to last.

The orange, lemon and citron peel departments, are among the largest in the kingdom. The fruits here requisitioned are imported direct from Spain, Sicily and Corsica, as the case may be, the firm having been instrumental in breaking up the Leghorn monopoly of the Corsican fruit, and being thus in a position to procure the finest flavored citrons at first hand from the actual growers. Their resources in this respect are further buttressed by the circumstance that Mr. Southwell's eldest son, Mr. Arthur C. Southwell, holds the offices of British Vice-Consul and L'oyd's agent in Bastia, and is engaged largely in the exportation of citrons, and other Corsican products, to the English, German and American markets. There is a capitally equipped bakery, in which ratafias, biscuits, sponge cakes, etc., are produced, together with large sugar grinding, peel cutting, almond blanching and grinding, and ginger and pine-apple preserving departments, over and above which there are innumerable stock-rooms, for jars, glasses, labels, parchment, twine and other material, besides engineers', joiners', tin box makers', and packing shops. Messrs. Southwell manufacture every description of the highest class jams, jellies, marmalades, candied peels, boiled sugars, lozenges, comfits, gelatine goods, sherbet, "mixtures," baking powders, flavoring essences, cakes, biscuits and candy. They also bottle and crystallise pretty well every kind of fruit that grows, and are the sole makers of Southwell's Lime Juice Cordial, Lime Juice Cordialette, Lemon and Orange Squash, Effervescent Saline, Citro-Tartrate, and a variety of other well-known specialties. Their trade extends to every part of the United Kingdom, the colonies, and the United States, and numerous other distant centres, and for local delivery purposes alone they find it necessary to keep a considerable number of horses and vans, and a large staff of drivers and attendants.

Quite recently Mr. Charles Southwell completed his fiftieth year in business as a wholesale confectioner, and, in commemoration of the event, a number of his oldest employes presented him with a handsome silver bowl, bearing a suitable inscription, together with the names of the subscribers, and the date when they first entered Mr. Southwell's employ.

INSTANTANEOUS TAPIOGA.

Howe, McIntyre & Co., Montreal, have been doing well with a line of tapioca called "Instantaneous," for which they have the sole agency. It has the advantage over ordinary tapioca in that it requires no soaking and very little cooking. One package will make a pudding for thirty. It makes a delicious combination with fruits, jellies, etc. It is pure and in quality the very best tapioca.

The People now realize that
there is . . .

Only One Shredded Codfish

THAT'S

BEARDSLEY'S



SHREDDED CODFISH

Many imitations at first were offered—but after all they were only imitations, and nothing like as good as the original. They could not stand the test. **Beardsley's Shredded Codfish** has gone on increasing and increasing in popularity and sales each month. There can be only one reason for this,

.. TRUE MERIT ONLY ..

It makes the most delicious "picked-up" codfish, fish-balls and fish cream, and can be prepared for the table in ten to fifteen minutes.

Merchants are respectfully urged **not** to accept any imitation. **BEARDSLEY'S SHREDDED CODFISH** is carried in stock by representative wholesale grocers in Ontario and Quebec and the Provinces.

PREPARED AND GUARANTEED BY

J. W. BEARDSLEY'S SONS, - New York.

*Makers of the Celebrated Acme Sliced Smoked Beef and
Star Brand Boneless Herring*

THE ART OF WINDOW DRESSING.

PERHAPS it is because their facilities are limited, perhaps because their artistic taste is undeveloped, but whatever the reason, there are too many grocers who fail to make the entrances to their stores attractive. In the matter of window dressing they are surpassed by almost any other class of tradesmen in the country. Hardwaremen, dry goods merchants, booksellers, as a rule, contrive to give their shop-fronts a seductive appearance to the passer by, while the large proportion of grocers generally fail so to do. And yet they of all lines of trade should make their windows inviting.

Although all is not gold that glitters, the general public is inclined to follow the glitter and to judge of a store by its exterior aspect. And no wonder! Who is there that does not prefer a neatly arranged shop to an untidy one? Who is there that, given a choice between a smart-looking establishment, and one whose window recesses constitute a necropolis for flies, beetles and other dead insects, does not choose the former? Who would not rather travel blocks out of his way to buy food for his table at a clean looking place than purchase provisions at a dirty-faced shop round the corner? Who, in short, is not attracted by an attractive window, and repulsed by a repulsive looking one? Unattractive windows are, as a rule, the result of carelessness and lack of appreciation of the importance of window dressing on the part of grocers. And there seem to be several distinct classes of these untidy merchants. Some pile their window spaces and darken their stores with ugly big tea chests or flour bags; others litter these recesses with heterogeneous masses of samples, and still others treat their windows like Old Mother Hubbard did her cupboard—let them go bare.

Instead of following any one of these courses they should put neither too much nor too little in their windows, and see that what they do exhibit is tastefully displayed. All displays should be seasonable, like advertisements in newspapers, and, above all, they should be neat and striking. If a grocer would attain success, let him have his premises bright and inviting; let the street door open upon a clean, well-ordered interior, but, first of all, let him look to his windows. As a man's face is generally an index to his character, so is the front of a shop,

as a rule, in keeping with what is to be seen within. A walk through one or two of Toronto's chief retail thoroughfares, the other day, called forth these observations. Most of the grocery shops encountered presented a very unattractive appearance, but, we are glad to say, there were some exceptions to the rule.

On King street west, Michie & Co. have a window which has the advantage, anyway, of being neat and simple. A nicely-built pyramid of small green-colored packets of tea forms the display.

Two very good windows are to be seen at MacWillie's Yonge street emporium. One contains long bars of paper-covered soap piled in the fashion of cordwood, while the other is arranged in a more elaborate fashion. The display in this one is very seasonable, consisting as it does of ingredients for pickling purposes. In the centre of the window in the foreground appears a cone-shaped pile of mixed spices, relieved by a red pepper or two resting on its summit. Round this central monument to the housewife's art are ranged concentric semi-circles of bottled vinegar, spices, pickles, etc. The background is filled with a number of neat cider barrels.

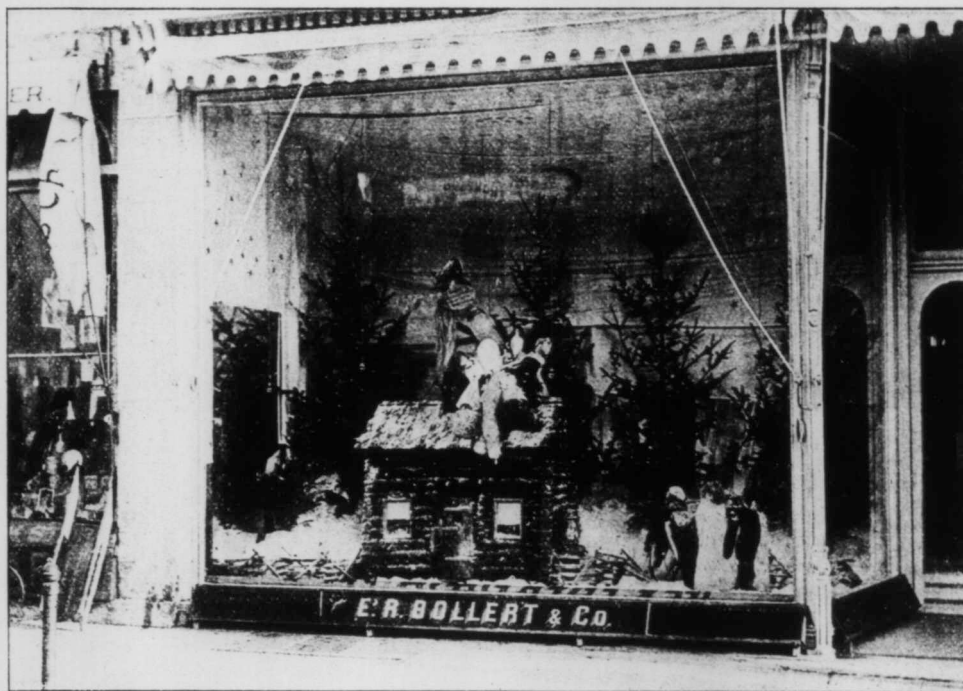
One of E. S. Roberts' windows has an attractive feature in the shape of a row of neat, clean pails, heaped respectively with dates, figs,

currants, raisins, sugars, tapiocas, and other such articles.

R. Donald, King street east, has a display of brooms in one of his windows, which is unique and striking. By fastening three brooms together a rude fan was made; and a dozen or more of these fans were arranged—horizontally, perpendicularly and on an incline—close against the plate glass window.

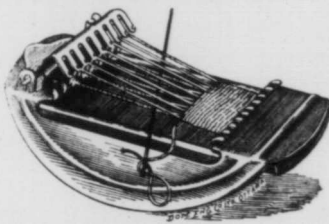
W. McBryen, of Parliament street, has had a couple of attractive but simple window displays lately. One was a terrace of the different kinds of soaps he handles, with a background of the pictures issued by various soap manufacturers. The other was neatly arranged in little piles of canned goods and other seasonable condiments on a bed of white sawdust.

An east-end grocer had an attraction in his window the other day, which, while it drew attention, rather drove away than induced custom. The blind was sufficiently drawn to expose a row of open chests of tea in the window. And curled up in one of these chests was a cat quietly enjoying a sun bath.



Idea for Christmas Window.

AIRD'S STOCKING DARNER.



The use of this little loom the finest table linen as well as the coarsest stockings can be more neatly and better repaired than by hand, and in one-twentieth of the time. Made in bronzed steel to sell at 25c., and pay nearly 50 per cent. profit.

CANADIAN DEPOTS

E. C. Tinling, Blaiklock Bros.
WINNIPEG. MONTREAL.

NORTHERN ASSURANCE COMPANY

Established 1836. OF LONDON.

Capital and Funds, \$36,465,000.
Revenue, \$5,545,000.
Dominion Deposit, \$200,000.

Canadian Branch Office, 1724 Notre Dame St., Montreal.

ROBERT W. TYRE - Manager.
G. E. MOBERLEY, Inspector.

THE PEOPLE'S Building and Loan Association (INCORPORATED)

Head Office - - London, Ont.

When business is prosperous every merchant should put by a regular monthly sum in our Class "A" stock. It will be available when you need it most. \$3 deposited monthly is estimated to mature a \$500 certificate in 7½ years. Larger amounts in like ratio.

Security, first mortgage loans—the basis of wealth. Money loaned to buy a home, to build, to re-model the old house or pay off old mortgages.

Agencies in all the principal towns and cities in Ontario.

Write for manuals and name of resident agent in your locality. Do not delay. It will pay you.

Highest Prices Secured . .

FOR
Butter Eggs
Honey Cheese
Maple Syrup and Sugar
Peas Beans
Apples Potatoes
and all kinds of Country Produce.

We sell the best ROLLED OATS and OATMEAL in Canada.

Feed, Bran, Oats, Flour, etc.

HOWE, M^CINTYRE CO.

49 St. Paul St. and 9, 11, 13 and 15 St. Nicholas

Agents for The Ireland National Food Co'y.

MONTREAL

DAWSON & CO.

WHOLESALE COMMISSION MERCHANTS

32 West Market Street, Toronto

Prompt attention given to all orders of Fruits, Oranges, Lemons, Apples, Nuts, Figs, Dates, Oysters, Haddies, etc.

Consignments of Fruit and Produce Solicited



There's lots in it!

FOAM YEAST

It's pure, it's strong, it's sweet, it meets popular favor, it makes money for you, and it's made in Toronto.

THE FOAM YEAST CO., Ltd., TORONTO

Autumn



The Cider Barrel is losing caste . .

HIRES

ROOTBEER

Takes the place it has occupied unchallenged for centuries.

Artificial preparations of Rootbeer are positively unwholesome and injurious. **Sell Hires** and take no chances.

T. J. COOKE & CO. 20 ST. PETER ST. MONTREAL

CANADIAN AGENTS

Gowan's **COCOAS,** and **ICINGS**
CHOCOLATES, and **ICINGS**
 are ABSOLUTELY pure
WALLAGALLA TEA, in lead packets, etc.

COFFEES

Orders solicited.

THE COWAN COMPANY, LTD.,

468 to 474 King St. West, TORONTO

E. T. STURDEE

Mercantile Broker,
 Manufacturers' Agent,
 ST. JOHN, N.B. ETC., ETC.
 Wholesale trade only.

Cleaver's Toilet Soaps.
 Bendsorp's Royal Dutch Cocoa.
 Pyle's Pearline.

C. & E. MACMICHAEL,
 40 DOCK ST., ST. JOHN, N.B.

The Bell Cigar

Is the leading 5 cent, and
Spanish Doubloon
 The leading 10 cent smoke.

Manufactured by **THE BELL CIGAR CO.**
 St John, New Brunswick

PILKINGTON'S POWDERED CAUSTIC SODA

"BELL BRAND" in 1-lb. tins.

Dillon's Baking Soda
 "BELL BRAND" in lb. packages.

Ask your wholesale grocer for them.

Any Wholesale Grocer in Toronto
 can supply you with

**WINDSOR
 SALT**

AT THE FOLLOWING PRICES:

100 3s. per bbl.	2.65
60 5s. "	2.55
42 7s. "	2.45
30 10s. "	2.35
15 20s. "	2.25
4 doz. 2-lb. pkgs., per case	1.40
2 " 5-lb. "	1.70

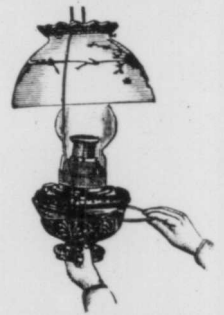
This Salt is made by the modern "Vacuum" process. A Canadian product for Canadian consumers

TORONTO SALT WORKS

TORONTO

Toronto Agents for Windsor Salt Works

**MADE TO
 GIVE LIGHT**



Not for its beauty. It's as good looking
 as any, but because it gives the most
 light, that's why we recommend the

"PITTSBURGH" LAMP

Mammoth Sizes for
**STORES
 CHURCHES, Etc.**

Gowans, Kent & Co., Toronto

BY ROYAL WARRANT TO HER MAJESTY THE QUEEN.

GOLD & PRIZE
 30
 MEDALS.



GOLD & PRIZE
 30
 MEDALS.



"SPECIAL LIQUEUR"

*Finest Highland Whisky
 of great age.*

John Dewar & Sons,
 DISTILLERS, Limited.

London Offices,
 48 Lime St., & C.

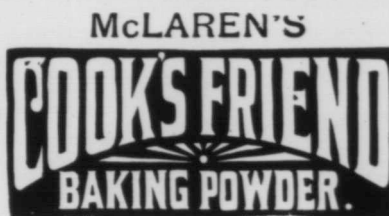
PERTH, SCOTLAND.

J. M. Douglas & Co., Agents, Montreal.

There is only one Warehouse in Ontario where you can keep your goods for higher prices.

Apply **W. H. LECKIE, Manager,**
THE TORONTO COLD STORAGE CO., TORONTO, ONT.

is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.



The Best Grocers Make
a point of Keeping it al-
ways in Stock.

How About Canned Salmon ?

If you are open for business in a line of first-class salmon, we want your address. Our pack cannot be excelled, and we are confident that Flag-ship Brand will give your customers full satisfaction.

ROBERT WARD & CO., Ltd.
Sole Agents
VICTORIA, B.C.

Canadian Pacific Packing Co.

R. V. WINCH,
Manager.

LULU ISLAND, B.C.

RUTHERFORD, MARSHALL & CO.

Money in it for you!

How? By always shipping
your produce to a reliable
firm and marketing while fresh
in neat packages.

Roll butter

Clothe each roll with clean
butter cloth and pack tightly
in baskets or half barrels, to
command ready sale and best
prices. Grade quality of but-
ter. Never put good and in-
ferior in same package.

Poultry

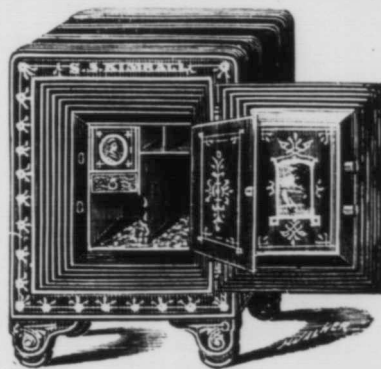
Have all poultry dry picked,
as scalding spoils the sale;
and starve one day before
killing.

Selling prices to-day are :

BUTTER, choice tubs.....	16 to 17c.
rolls.....	16 to 17c.
EGGS, fresh.....	15 to 15½c.
CHEESE.....	8 to 8½c.
TURKEYS.....	8 to 9c.
GEESE.....	6 to 6½c.
CHICKENS.....	35 to 45c.
DUCKS.....	50 to 65c.
HONEY, extracted.....	8 to 9c.
comb.....per doz.	\$1.50 to \$2

62 Front East, Toronto

RUTHERFORD, MARSHALL & CO.



Safes for Retailers

This is a cut of Fire and Burglar Proof Safe we
make specially for Grocers, General Stores, Produce and
Provision Dealers, etc. It is made with solid welded
angle iron frames, iron inside door which never breaks
off hinges. One million changes in combination lock.
We have been making this special safe for twelve years
and know exactly what is wanted. Fifteen sizes in
stock. Write for price lists. Mention THE GROCER.

S. S. Kimball 577 Craig St. Montreal.

Imported Cheese

Our stock includes the following lines of Foreign and
American Cheese, all of superior quality :

**Roquefort, Swiss (Gruyere),
Edams (Holland), Gorgonzola,
Pine Apple, picnic and medium sizes,
New England Sage Cheese, Limburger,
Neufchatel, Brie, Isigny, Camembert,
English Stiltons, etc.**



T. J. COOKE & CO. Importing Agents
20 St. Peter Street MONTREAL

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Oct. 17th, 1895.

GROCERIES.

THERE has been an active volume of trade passing in general groceries on this market during the past week. Business has not been checked by the advance in sugar, for trading was active. Syrups are scarce and firm, while a good demand from country points is noted for molasses. Porto Rico are rather easier under fresh supplies. Coffees and spices are firm. Teas are very firm in tone. There is an absolute scarcity in low grade Japans, and to replace stocks of it means an advance of 1 or 2c. per lb. Demand for China and Ceylon teas has also been satisfactory. In dried fruit steadiness is noted, the cargo of the Escalona being promptly absorbed at steady prices. Prunes also rule firm in tone. Green fruit is active and generally steady, and in canned goods firmness in lobsters and mackerel is the dominant feature. Payments are rather better than last week.

SUGAR—The rise in price has been firmly maintained, and a good active trade, both from refiners' and jobbers' hands is being done at the advance. There has been a good movement for prompt delivery, but refiners refuse to contract ahead at current rates. Prices in a jobbing way are firmly held at $3\frac{1}{2}$ to $3\frac{3}{4}$ c. for yellows and $4\frac{1}{2}$ c. for granulated. Prices at the refineries are $\frac{1}{2}$ to $\frac{1}{4}$ c. below this price, but only for straight wholesale lots. All advices from outside markets tend to a continuation of the firm feeling.

SYRUPS—These are scarce and firm in sympathy with the strong tone of sugar. Prices at the refineries are very firmly held; in fact, a large order would be handled with difficulty. We quote $1\frac{3}{4}$ to $2\frac{1}{2}$ c. per lb. as to grade.

MOLASSES—There is a good trade from jobbers' hands in molasses, and quite a few orders are being received from the lumbering regions. The feeling is rather easier on Porto Rico and No. 2 Barbadoes stock, but prime No. 1 grade of the latter is held firm. Porto Rico is quoted now at 34c. in car lots, and 35c. in smaller quantities, while No. 2 Barbadoes, received via New York, is offer-

ing at 33c. in car lots and 34c. in a smaller way. Prime No. 1 Barbadoes goods are held firm at 37c.

RICE—There is no change in rice, for which there is a fairly good demand. We quote: Japan, \$4.30 to \$4.50; crystal Japan, \$4.80 to \$5; standard B, \$3.45; C. C. sty'e, \$3.20; Patna, \$4.37 $\frac{1}{2}$ to \$5, and Carolina, \$7 to \$7.50.

SPICES—The market is firm on the whole with little change of note, except a rather firmer feeling in nutmegs. We quote: Cream of tartar, $22\frac{1}{4}$ to $22\frac{1}{2}$ c.; Penang black pepper, 8 to 10c.; white pepper, 13 to 15c.; cloves, whole, 10 to 20c.; cassia, whole, 10 to 20c.; nutmegs, 60 to 90c.; Jamaica ginger, 18 to 25c., as to grade.

COFFEE—There is little activity in this market, the only sales of importance being a few 200-bag lots of Rio and Maracaibo at 18 to 20c. We quote green bean coffee: Maracaibo, 20 to 22c.; Rio, 19 to 20c.; Java, 24 to 28c.; Jamaica, $18\frac{1}{2}$ to 20c.; and Mocha, 27 $\frac{1}{2}$ to 31c.

TEAS—The dominant feature of the tea market is the complete scarcity of low-grade Japan teas, which are exhausted here and cannot be replaced except at an advance of 1 to 2c. per lb. This development bears out the prediction made in THE CANADIAN GROCER over a month ago. Higher grades of Japan are in better supply and the demand for them is not so brisk. China teas have met a fair demand at prices ranging from 15 to 18c. Western houses have been free buyers of Indian and Ceylon teas here during the past few weeks, and as they are scarce holders are disposed to ask more money. We quote: Japans, low grades, 14c.; medium, 16 to 18c.; fine, 19 to 22c., and finest, 25 to 31c.

DRIED FRUIT—As anticipated, Valencia raisins have exhibited a much firmer tone during the week, and for really good medium to fine brands prices are, if anything, a trifle firmer. The Escalona's cargo was promptly absorbed. Western buyers got most of the stock, having bought it to arrive, and not more than 10,000 packages were placed in Montreal. These cost jobbers all the way from $3\frac{1}{4}$ c. for ordinary off-stalk to $3\frac{3}{4}$ c. for fine off-stalk, $4\frac{1}{2}$ to $4\frac{3}{4}$ c. for selected, and 5 to $5\frac{1}{4}$ c. for layers. Jobbing prices on Valentias are now based on these purchases and are quoted firm, as further cables from Deoria speak of a strong market. We quote: Ordinary off-stalk, $3\frac{1}{2}$ c.; fine ditto, 4c.; selected, 5c., and layers, $5\frac{1}{2}$ c. per lb.

PLEASE RETURN ANY "SALADA" CEYLON TEA

You have on hand if it is not giving you the **best** satisfaction of any tea you ever handled. Have the proprietors of any other tea the **courage** to duplicate this advertisement.

P. C. LARKIN & CO.

Wholesale Agents,

25 Front St. East.

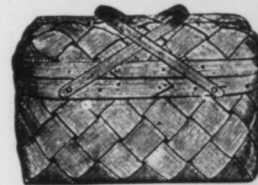
and

TORONTO

318 St. Paul St., MONTREAL

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.



GOLDEN DIANA

The pick of the
Canadian
Vintage.

Manufactured by

Ontario Grape
Growing and Wine
Mfg. Co.

St. Catharines, Ont.

SELL ONLY THE BEST

If you buy a case of

GOLDEN FINNAN HADDIES

You will have the best
Canned Haddies
that are on the market

The reason our sales are increasing :

**BECAUSE EVERY CAN
IS GUARANTEED . . .**

Wholesale by

HUDON, HEBERT & CO.
MONTREAL

FISH ✱
WITHOUT A BONE.

Ordinary Boneless Fish have some bones in them, but we now put up pure Codfish in 3-pound boxes

WITHOUT A BONE.

This is the best Fish packed in Canada, and very much superior to Fibred or Shredded Fish.

JOHN SEALY - St. John, N.B.



ASK FOR

MOTT'S

T. A. LYTTLE & CO.

TORONTO

Manufacturers
. . . of

**Pure
Pickling
Vinegar**



A BEAUTIFUL CRYSTAL PITCHER
FREE WITH

Tutti Frutti

Ask your wholesaler for it. Send postal to us for advertising matter. Adams & Sons Co., 11 and 13 Jarvis St., Toronto.



BROOMS . . .

**B
R
O
O
M
S**

OUR BRANDS :

Imperial Gold Medal Victoria
Bamboo Carpet Standard Leader

A variety of sizes in each line.

Give us a trial order.

Freight allowed to Ontario points in 5 doz. lots.

CHAS. BOECKH & SONS

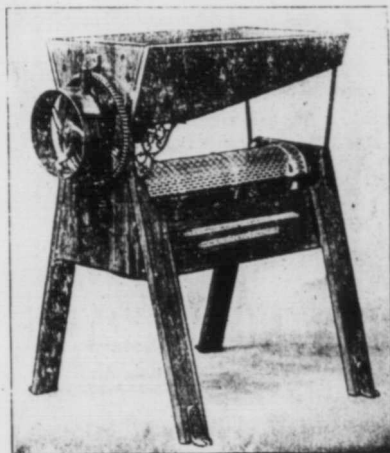
Manufacturers.

TORONTO, ONT.

FIX THIS FACT IN YOUR MEMORY

**JOHNSTON'S
FLUID BEEF**

. . . STRENGTHENS



You are chuck full of confidence when you are selling fruit that has been cleaned by the Grocers' Fruit Improver. You have the whip hand and can please the most fastidious.

Would it not be wise for you to secure one of those machines, and fall in line with the procession?

They are used by grocers from ocean to ocean, and when one is placed in a town other sales follow. Sufficient proof that they fill the bill.

PRICE, \$12.00.

For sale by

W. P. RYAN

309 King W., Toronto, Ont.

John Mouat

WINNIPEG,

Northwest Representative.

There are only a few Sultanas on the market and are all held in jobbers' hands. Business is doing in them at 6c., as cable advices note an advance of 3s. in prices at primary markets. No further receipts of new California stock have been noted since those last reported. Advices from the Coast are very firm in tone and jobbing prices here are steady at 6c. for 3-crown, and 7c. for 4-crown loose muscatels. Currants are firm and higher, if anything, on the basis of cost of the receipts ex Escalona. We quote: 3½c. in barrels, 4c. in half barrels, and 4½c. in cases and half cases. Prunes maintain their firm feeling, advices from France ruling strong as ever. We quote: Ordinary, 5 to 5½c., and fine to choice, 8½ to 9½c. Figs have been received in a small way during the week, and a somewhat lower range has been established on box figs, which we quote at 9 to 15c., and bag figs, 4½ to 5c.

NUTS.—The nut market is quiet. Advices from Spain are firm on Spanish nuts and walnuts. We quote: Brazils, 8 to 9c.; shelled almonds, 18 to 25c.; Tarragona, 12 to 13c.; Grenoble walnuts, 12 to 13c.; shelled ditto, 24 to 25c.; filberts, 6½ to 7½c.; and pecans, 8 to 10c.

CANNED GOODS.—Strength in canned mackerel and lobsters is the chief feature of this market. A small pack and light stocks are the visible causes. As to actual movement the market is quiet, the volume of business passing being small. We quote: Lobsters, \$6.50 to \$9 per case; sardines, \$8.50 to \$10.50; salmon, \$5.20 to \$5.50; mackerel, \$5; tomatoes, 80 to 90c. per doz.; peaches, \$1.90 to \$3 per doz.; corn, 80 to 90c. per doz.; peas, 85 to 90c. per doz.; strawberries, \$2.25 to \$2.50; raspberries, \$2; greengages, \$2 to \$2.25; blue plums or damsons, \$1.50 to \$1.75; pineapples, \$2.25 to \$2.50, and 3-lb. apples, 90c. to \$1.10.

WINES AND SPIRITS.—Trade in wines and spirits has been of the usual character during the week, a good volume of orders being noted, while some round lots of wines and Scotch and Irish whiskeys were placed for future delivery. The next direct steamer from Spain is expected to sail from Cadiz this week. The two Glasgow boats that arrived this week brought shipments of whisky to many firms both here and in the west.

GREEN FRUIT.—There has been a good active trade doing in all kinds of green fruit, and values are pretty well maintained on the whole. Oranges—Jamaica oranges are in light supply, and prices rule firmer at \$7 per bbl. Apples—Receipts of winter apples are heavy, but the market is well cleaned up. Fancy fall apples sell at \$1.40 to \$1.75, snows \$3, and winter apples \$1.90 to \$2.50, as to quality. Lemons—Stocks have been replenished during the week, and the strain of the previous high prices relieved. Business is doing today at \$7 to \$9 per case. Bananas—Furnish no change, ranging from 75c. to \$1.25 per bunch. Grapes—Grapes are in large supply, but prices rule steady at 3½ to 5c. per lb., as to grade. Peaches—California peaches range from \$1.25 to \$1.50 per box. Spanish onions—Some good crates of the Escalona's cargo were put up at

auction, and only realized 17 to 30c. per crate. Naturally, this sale has changed the jobbing basis, which we now quote at 35 to 75c., as to grade. Sweet potatoes—Sell steadily at \$3.50 to \$4 per bbl.

FISH.—There is no improvement to note in the line of fresh fish. Haddock is still in light supply and held firm at 4½c. per lb. Fresh B. C. salmon are in over supply and difficult to move at 10c. A few cases have been salted but it has not relieved the glut. Whitefish and trout range from 6 to 7c. and halibut 10 to 12c. In pickled fish, No. 1 Cape Breton herring and Nova Scotia large, which are in ample supply, meet a slow sale and prices are easier at \$4.75 for No. 1 C. B., and \$4.25 to \$4.50 for U. S. large. No. 2 Labrador salmon range from 13 to 13½c., and No. 2 B. C. do, 10½c. No. 2 large mackerel have sold at \$17.50, but enquiry is small. No. 1 green cod are lifeless at \$4.50 to \$4.75. There is little to say either in regard to prepared fish. Dried codfish are in small enquiry at \$4.50 to \$4.75 per 100 lbs., and boneless cod at 6c. per lb. Arrivals of smoked fish are considerable. Haddies are selling at 6½ to 7c.; Yarmouth bloaters, \$1 per box; kippered herring, \$1.75, and smoked herring 8 to 10c. Shell oysters of ordinary grades are arriving freely and selling very low at \$1.90 to \$2.50 per bbl. For hand-picked stock we quote: Malpeque, \$4.50 to \$5; Carouquette, \$2.25 to \$2.50; Buctouche, \$4.50, and Miramichi, \$2.50.

COUNTRY PRODUCE.—The egg market has continued firm in its tone, and prices are fully ½c. per dozen firmer than they were. We quote 13 to 13½c. for choice candled stock and 11 to 11½c. for ordinary stock. Potatoes are easy, large receipts having caused a regular glut, and prices have declined 5 to 10c. per bag to 30 to 35c., as to quality. Beans—The demand for beans was slow, \$1.10 to \$1.20 per bushel for hand-picked in car lots, and \$1.30 to \$1.40 in smaller quantities. Hops—In hops business was dull at 5 to 9c. per lb. for new, as to quality. Tallow was unchanged at 6 to 6½c. for prime refined and at 5 to 5½c. for lower grades. Hay—The hay market at the opening of the present week developed a stronger tone, and prices have advanced sharply, sales of No. 2 being made on Monday at \$10 and No. 1 at \$12 per ton.

PROVISIONS.—There is no improvement in the local provision market, business being quiet and of a jobbing character. Sales of compound lard in round lots have taken place at \$1.27½. We quote: Canadian short cut, clear, \$14.50 to \$15; Canadian short cut, mess, \$16 to \$16.50; hams, city cured, per lb., 9 to 11c.; lard, Canadian, in pails, 9¼ to 10¼c.; bacon, per lb., 9 to 11c.; lard, com. refined, per lb., 6¼ to 6½c.

FLOUR AND MEAL.—The flour business is active, there being a good demand from local and country buyers at firm prices. We quote: Winter wheat, \$3.75 to \$4.15; spring wheat, patents, \$4.15; straight roller, \$3.35 to \$3.50; straight roller, bags, \$1.55 to \$1.70; extra, bags, \$1.40 to \$1.50; Manitoba strong bakers', \$3.90 to \$4. Business in oatmeal continues quiet and of a small jobbing character, at steady prices. We quote: Standard, bbls, \$3.60 to

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\$3.70; granulated, bbls., \$3.70 to \$3.80; rolled oats, bbls., \$3.70 to \$3.80. The demand for feed was good, and the market rules active and steady. We quote: Bran, \$14.50 to \$15; shorts, \$16.50 to \$17; mouillie, \$20.50 to \$21.50.

BUTTER—The butter market is strong, all stock in first hands being firmly held. Most of the September make, however, has been gathered in and, as a good October make is anticipated, buyers are disposed to hold back. At 19½c. they are free operators, but sellers want 20c., and as some lots have realized that price, in fact, a little better, the latter are not in a hurry to sell. The Renfrew creamery has sold to Brice. The value of the purchase was about \$7,000. A firm in British Columbia asked for quotations for three carloads of butter, but the company could not quote figures because it had not that amount in cold storage. We quote: Finest September creamery, 19½ to 20c.; Finest August creamery, 18 to 18¼c.; Township dairy, 16 to 17c.; Western dairy, 13 to 14c.

CHEESE—Is firm and, if anything, a shade higher this week. As usual, buying on this side is leading the advance, for English offers are still below a parity with values here. Cables which came to hand Tuesday gave better limits by 1s. 6d. to 2s. than eight or ten days ago, and there were some best terms orders also, but on the whole prices here are too high for the bulk of the offers. Still, the fact that they have been received is an indication that September cheese is wanted, and this fact in itself is an encouraging sign. The total contracts last week in the Brockville section were 40,000 to 50,000, which means that very little of the last part of the season remains in first hands there. The same is the case at Belleville and Peterboro' to a great extent, and the inference to be drawn from the fact is that prices are more apt to advance than decline. At the wharf 4,000 Quebec cheese were offered on Monday. All were promptly taken, the ruling price being 8c., though a fraction more may have been paid for some lots. This is an advance of ¼ to ⅓c. on last Monday's price, so that no more need be said of the disposition of the market. We quote: Finest Ontario, Septembers, 8⅜ to 8½c.; finest townships, Septembers, 8⅜ to 8⅝c.; finest Quebec, Septembers, 8⅜ to 8¼c.; August makes, 7¾ to 7⅝c.

ONTARIO MARKETS.

TORONTO, Oct. 17, 1895.

GROCERIES.

TRADE does not this week exhibit any strikingly new features. There is a nice volume of trade doing, although it is perhaps not as heavy as a week ago. This is due to the fact that there is scarcely as much sugar moving as there was, although even in this particular a good seasonable trade is transpiring. Canned goods are showing a little more activity than a week ago, but the turnover is still small. If anything, there is a steadier feeling in canned tomatoes. Teas are still fairly active and strong as to values. Dried and evaporated fruits are gradually attracting increased attention, as stocks are becoming more complete with seasonable goods. Payments are fair.

CANNED GOODS—Canned tomatoes are steadier, partly on account of rumored movement to corner the pack in Canada, fuller particulars of which are given in our editorial columns. The demand for canned vegetables is a little better than it was, but it is

still light and devoid of life. It is anticipated that as a result of the more than usually good quality of canned corn this season, there will be an increased consumption of this article. The demand is still fairly active. We quote: Tomatoes, 77½ to 85c.; corn, 75 to 85c.; peas, 85c., for ordinary; sifted, 95c. to \$1; extra sifted, \$1.40; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$2 to \$2.25; salmon, "Horseshoe," \$1.35 to \$1.40; "Maple Leaf," \$1.35; "Lion," \$1.35; Lowe Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.15 to \$1.20; canned mackerel, \$1.10 to \$1.10; lobsters, \$1.80 to \$2.10, for tall tins; flats, \$2.35 to \$2.65; half tins, \$1.40 to \$1.45; Canadian canned beef, 1's, \$1.50 to \$1.60; 2's, \$2.50 to \$2.65; 6's, \$8 to \$8.25; 14's, \$18 to \$19. Chicago canned beef, 1's, \$1.75 per doz.; 2's, \$2.85.

COFFEE—Fine coffees of all kinds are scarce and firm. Locally the demand continues good. We quote green in bags as follows: Rio (new season), 19 to 21c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 20 to 22½c.; Java, 28 to 33c.; Mocha, 30 to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

RICE—The local market is quiet and unchanged. We quote: "B," 3½ to 3⅝c.; extra Japan, 5¼ to 5⅝c.; imported Japan, 5¼ to 6¼c.; tapioca, pearl, 3½ to 5¼c.

SPICES—Pickling spices are still occupying the chief attention. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.

NUTS—There is the usual seasonable trade doing at unchanged prices. We quote: Brazil nuts, 11½ to 12½c.; Sicily shelled almonds, 25 to 26c.; Terragona almonds, 14 to 14½c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 14 to 15c.; Marbot walnuts, 12 to 13c.; Bordeaux walnuts, 10 to 12c.; Sicily filberts, 9 to 10c. for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.

SUGAR—There has been no material change in the local situation. If anything, the demand is not as good as it was a week ago, although the quantity going out is fair for the season. In New York there have been sales at recent highest quotations, but the bulk of the holders are unwilling to let their supplies go, anticipating further advances, while the refiners take willingly everything that is offered and look for more. The reaction in London and Paris is said to be due to more favorable weather reports on the continent, which might lead to the modification of Mr. Gieseker's estimate. At the moment, however, Mr. Licht still adheres to his original estimate of a shortage of over 1,000,000 tons in the beet crop. We quote: Granulated, No. 1, 4⅜ to 4½c.; do, No. 2, 4¼c.; yellows, 3¼ to 3.85c.; Demerara, raw, 3½ to 3⅝c.

SYRUPS—Owing to the reduction in the price of corn syrup, there has been a good deal of this commodity selling during the past week. In sugar syrups there is scarcely anything doing. We quote: Dark, 30 to 32c.; medium, 33 to 35c.; bright, 40 to 42c. Corn syrup we quote as follows: 2 gal. pails, \$1; 3 gal. pails, \$1.50; kegs, 3¼c. per lb.; half-bbls, 3c.; bbls., 2⅞c.

MOLASSES—There is an increasing trade doing, although the volume of business is not of large proportions. Prices are as before.

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TEA—There is no material change in the situation. The chief demand on the spot continues to be for Ceylon and Assam teas at from 17 to 20c. There is a fair demand only for Japan teas, and low grades are scarce and dear. Green teas are still in good demand. We quote ruling prices to retailers: Young Hysons, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 35c. 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.

DRIED FRUIT—Local stocks of currants are now fairly complete, having been augmented by the large shipments. The demand is fair. We quote: Fine filiatras, in half-bbls., 3¼ to 4c.; ditto, cases, 4 to 4¼c.; ditto, half-cases, 4¼ to 4½c.; Casalinas, cases, 4¾ to 4c.; half-cases, 5 to 5½c.; Vostizas, cases, 5¾ to 6c.; ditto, half-cases, 6 to 6¼c.; ditto, extra fine, 6¾ to 7c.; ditto, half-cases, 7 to 7¼c. Valencia raisins continue in demand. There is a little inquiry for new season's California loose muscatels. We now quote: Fine off stalk, 4½ to 5c., according to brand; selected, 5½ to 6c. Old fruit we quote as follows: Off stalk, 75 to 80c. per box; selected, 85 to \$1 per box. California loose muscatels (new season's), 4-crown, 7c.; 3-crown, 5½ to 5¾c. per lb. Malaga raisins, new season's, are quoted nominally as before: London layers, \$2.20 to \$2.50; extra dessert, \$3.75 to \$4; connoisseur clusters, \$3 to \$3.25. California prunes are now offering, and we quote them as follows: 50-60 to box, 9½c. per lb.; 60-70 to box, 9c.; 70-80 to box, 8½c. per lb. We quote Bordeaux prunes nominally at 4½ to 6½c. California evaporated fruits are beginning to be enquired after again, shipments of new season's goods having arrived. We quote: Pears, 11½c.; apricots, in boxes, 15 to 16c.; peaches, in boxes, 12½c. California figs are selling well, and they show excellent value this season. Other kinds are not receiving much attention yet. We quote: 14 oz., 10½c.; 10 lb., 10½c. for 5-rowed, and 12½c. for 4-rowed; 14 lb., 11c.; 28 lb., 16c. Dates are dull and unchanged at 4¼c. up.

GREEN FRUIT—The feature in the market is the continued high price of lemons, though these are a little lower than last week. The receipts are not large, and the demand at quotations is small, retailers apparently holding off in the hope of lower figures. Despite the fact that the call for cranberries is not as yet very marked, these berries, of which some Cape Cod are on the market, remain high in price. In fact, they are higher than last week. The apple crop still promises to be large, but other domestic fruits have ceased to come in. In oranges the only kind in the market are Jamaicas, which hold their price. Prices are: Lemons—Sorrento and Verdilla, in boxes, \$9.50 to \$10; Malagas, in half chests, \$10 to \$10.50. Oranges—Jamaicas, in boxes, \$4.25 to \$4.75; in bbls., \$8 to \$8.50. Bananas, \$1 to \$1.50; coconuts, \$3.50 to \$4 a sack; cabbage, 75c. to \$1 per bbl.; Canadian tomatoes, 10 to 20c. per basket; green apples, \$1.50 to \$2.25 a barrel; muskmelons, \$1.75 per bbl.; grapes, 4 to 5c. per pound; Canadian peaches, 75 to 85c. per basket; Bartlett pears, \$1.25 per basket; other grades, 60 to 75c.; Spanish onions, 75 to 80c. per small crate; Portugal onions, \$2 per large crate; sweet potatoes, \$3.50 per bbl.; cranberries, \$9 to \$10 per bbl.

BUTTER—There is an increasing demand for good butter, but poor qualities are unsalable. Prices are: Old summer dairy and store packed, 5 to 9c.; fresh prints, 16 to 17c.; fresh tubs, 15 to 16c. Fresh creamery—Tubs, 19 to 20c.; pound prints, 21 to 22c.

CHEESE—Local buyers are still offering 7½c. for August Canadian makes, and 8c. for the balance of the season. Last August and September makes bring 10 to 10½c.

EGGS—Fresh eggs are higher and firm at 15 to 16c. per doz. Pickled are quoted at 13½ to 14c.

COUNTRY PRODUCE.—Beans—Have declined in price owing to plentiful stocks. Now quoted at \$1.15 to \$1.30. Dried apples—

Unchanged at 5½c. per lb. Evaporated apples—Unaltered at 7c. per lb. Potatoes—Still offering at 25c. per bag by the carload. Honey—S rained, in bulk, is still quoted at 8 to 9c. per lb. In the comb honey brings \$1.50 to \$1.80, according to quality. Hops—Are quoted: Canadian, 6½ to 7½c.; Pacifics, 14c. Dressed beef, veal and mutton by the carcass—A little easier in some lines. We quote: Beef, first-class, \$7 per 100 lbs. fair to middling, \$5.50 to \$6.50; rough and inferior, \$4 to \$4.50. Lamb, 5 to 5½c. per lb. Mutton, 4 to 5c. per lb. Veal, 4 to 6½c. for first quality.

PROVISIONS AND DRESSED HOGS—Packers have begun work, and hogs are coming in pretty freely. They are quoted at \$5.15 to \$5.25, and are likely to go lower. Products are a little lower in some cases. We quote: Dry salted meats—Long clear bacon, 6¼c. for carload lots, and 7¼c. for small lots; backs, 7½ to 8c. Smoked meats—Breakfast bacon, 10½ to 11c.; rolls, 7¾ to 7¾c.; hams, large, 22 lbs. and over, 10½ to 11c.; medium, 15 to 20 lbs., 11½c.; small hams, 11 to 11½c.; pickled, 10c.; backs, 10 to 10½c.; picnic hams, 7½ to 8c. Lard—Pure Canadian, tierces, 7¾c.; tubs, 8½c.; pails, 8½c. Barrel pork—Canadian heavy mess, \$15; Canadian short-cut, \$16; clear shoulder mess, \$13.50; shoulder mess, \$13.

FLOUR AND FEED—Wheat is quoted thus: White, 66½ to 67½c. per bushel; red, 66 to 66½c.; goose, 55 to 56c. Oats, quoted at 28 to 28½c. per bushel. Barley, quoted at 35 to 41c. per bushel. Flour maintains a comparatively firm tone at last week's prices, viz.: Straight roller, \$3.05 to \$3.10; Manitoba, \$3.90 to \$4; patents, \$4.15 to \$4.25.

BREAKFAST FOODS—Are somewhat lower owing to the season's large crops of grain. We quote: Standard oatmeal and rolled oats, \$3.25 to \$3.55; rolled wheat, \$2.10 in 100 lb. barrels; cornmeal, \$3; split peas, \$3.25; pot barley, \$3.40.

BALED HAY—Quoted thus: In carloads, \$12.50; in small lots, \$13.50 to \$14.

FISH—Trade is very good and supplies are larger. Frozen lines will soon hold the market. Oysters are quoted at \$1.25 for standards and \$1.75 for selects. We quote fish: Skinned and boned codfish, 6½c.; boneless fish, 3½ to 4c.; haddock, 5 to 6c.; Labrador herring, \$3.25 to \$3.50 per half barrel and \$5.50 to \$5.75 per barrel; Newfoundland herring, \$2.50 per half barrel, and \$4.50 to \$4.75 per barrel; fresh water salt herring, \$3 per barrel; blueback herring, 3c.; pike, 5 to 6c. per lb.; flitch cod, 5c.; finnan haddies, 7½c.; Digby herring, in bundles of 5 boxes, 11c.; do., lengthwise, 10c.; large halibut, 12 to 15c.; Georgian Bay trout, 6½ to 7c.; whitefish, 8 to 9c.; Restigouche salmon, 20 to 25c.; British Columbia salmon, 12 to 16c.; mackerel, 20 to 25c.; steak cod, 6½ to 7½c.; haddock, 5c.; black bass, 9 to 10½c. Fresh Lake Erie herring, \$3 per hundred.

SALT—With trade fair, prices are: Barrels, 85c.; coarse sacks, 58c.; fine sacks, 60c.; dairy, \$1.25; rock, \$10.

HIDES, SKINS, WOOL AND TALLOW—Hides are weaker still than last week. Dealers are paying 7, 6 and 5c. respectively for Nos. 1, 2 and 3 green, and asking 8¼ to 8½c. for cured.

SHEEPSKINS—Lambskins and shearings remain at 70c.

WOOL—Trade continues quiet. We quote: Fleece combing, from 23½ to 25½c.; rejections, 17½ to 18½c.; unwashed, 13½ to 14½c.

PETROLEUM—Trade is good and we still quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 20½c.; photogene, 21½ to 22c.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N. B., Oct. 17, 1895.

Business has been more active during the past week. In wholesale grocery lines the coming into the city of the outside merchants tended to quietness, as they came for a holiday and not to buy goods. Merchants here did not like to trouble them, but wished rather to

(Continued on page 108.)

**OUR
SPECIAL
ADV.**

We carry a most complete stock of
Fancy Goods and Jewelry.

JUST ARRIVING

Cuff and Collar Buttons, Side Combs and
Hairpins, Pipes, Purses, and General
Smallwares.

Send for Catalogue.

Porter, Teskey & Co.

454 St. James St.

MONTREAL

RAM SAY INDIAN AND CEYLON TEA

In lead packages only. 1 lb. and 1-2 lb. packages.
Lead lined cases, each 60 lbs. assorted.

J. F. RAMSAY & CO.

WHOLESALE TEA IMPORTERS

14 and 16 Mincing Lane

Toronto.

Fine Fruit Tablets



**ENGLISH FORMULA
TABLETS**

Have been our specialty
and have been a success.
Packed in elegant Flint
Glass Jars, large glass
stopper, the finest pack-
age in the Dominion.
Also in round jars, similar
to English, but made two
inches shorter to fit the
ordinary shelf. A large
variety. List of flavors
and prices on application.

**G. J. HAMILTON
& SONS**

PICTOU, N.S.



**"Instantaneous"
Tapioca**



**YOU WANT
SOMETHING NEW**

To please and interest the old customer
and to attract new ones.

Instantaneous Tapioca will do all this
and more: it will please you with its sale.

Ordinary Tapioca requires soaking over
night and long cooking. Instantaneous
is ready in fifteen minutes.

Recipes by M. Francois Tanty, ex-chef
of Napoleon III., for all sorts of dainty
dishes accompany each case.

Sold only in packages. Order at once
through your wholesale grocer, or direct
from

HOWE, McINTYRE CO.

461 St. Paul Street

MONTREAL

Batty & Co.

London, England



Batty's Nabob Pickles

Crown Pickles . . .

Batty's Nabob Sauce

Batty's Worcester Sauce

For Sale by Leading Wholesale Grocers

Canadian Agents:
J. A. GORDON & CO., Montreal

JOHN AULD . . .

Proprietor

Corks and
Bungs.

Canadian Cork Cutting Co'y

BY PATENT MACHINERY.

Office and Factory: 642 LaGauchetiere, Cor. Chenneville St.

Every description of Corks on Hand and Cut to order;
also Cork Wood and Cork Life Preservers.

MONTREAL

ALL SIZES OF HARD AND SOFT WOOD TAPS, BUNGS, SPILES, CAPS,
BOTTLING WIRE AND WAX, CORK DRIVING AND CAPPING MACHINES, CAPSULES, &c.

. . . Cane Bottle Baskets, Tin-Foil . . .

I. B. SHAFFNER & CO.

GENERAL COMMISSION
MERCHANTS

Halifax

Flour, Oats, Grain, Cheese,
Feed, Hay, Butter, Etc.

Handled on Commission.

Liberal Advances made on Consignments.

PROMPT RETURNS

References . . .
Halifax Banking Co.There
Is
MoneyIn handling a complete line
of our fine ready-madePants and
Boys' KnickersWe buy the best materials at
prices that enable us to sell
the finished goods at very
low prices. Watch for our
salesman or send for samples.
We know we can please you.

The THORPE MANUFACTURING CO.

Wholesale manufacturers of fine ready-made clothing
25 Melinda St. - - Toronto.The eloquence
of Daniel Webster

TRADE MARK.

Meats
Fruits
Vegetables

If applied to our goods, would not convince you of their superiority half as much as a personal examination. To say that they are absolutely pure and packed with closest attention to cleanliness and wholesomeness leaves much unsaid. The goods themselves best proclaim their own virtues.

Delhi Canning Co.

DELHI, ONT.

Benson's Enamel Laundry Starch

A new cold water starch prepared especially for fine laundry work. It requires no boiling and is ready for use instantaneously.

Manufactured only by

THE EDWARDSBURG STARCH CO.

To be had of any
Wholesaler.

Cardinal, Ont.

Sardines, Amer., 1/2 lb. "	0 05	0 09
" " "	0 09	0 11
Mustard, 1/4 size, cases		
50 tins, per 100	11 00	
MARSHALL & CO., SCOTLAND.		
Fresh Herring, 1 lb.	1 19	1 15
Kipperd Herring, 1-lb.	1 85	1 90
Herrings in Tomato Sauce	1 85	1 90
Herrings in Shrimp Sauce	2 00	
Herrings in Anchovy Sauce	2 00	
Herrings a la Sardine	2 40	
Preserved Bloaters	1 85	1 90
Real Fendon Haddock	1 85	1 90

CANNED MEATS.		
(CANADIAN.)		
Comp Corn Beef, 1-lb. cans.	\$1 65	\$1 75
" " " 2 "	2 65	2 75
" " " 4 "		
" " " 6 "	8 90	8 25
" " " 14 "	18 90	19 00
Mixed Callops	2 60	2 60
" " " 2 "	2 60	2 65
Launch Tongue	3 40	3 50
" " " 2 "		6 00
English Brawn	2 75	2 80
Camb Sausage	2 50	2 50
" " " 2 "	4 00	
Soups, assorted	1 50	
" " " 2 "	2 25	
Soups and Bouill.	1 80	
" " " 6 "	4 50	

CHEWING GUM.		
ADAMS & SONS CO. per box		
Tutti Frutti, 36 5c bars	\$1 20	
Pepsin Tutti Frutti, 23 5c packages	0 75	
Pepsin Tutti Frutti, in glass-covered boxes, 23 5c packages	0 80	
Horchound Tutti Frutti, glass tops, 36 5c packages	1 20	
Cash Register, 390 5c bars and pkgs	15 00	
Tutti Frutti Show Case, 180 5c bars and packages	6 50	
Glass Jar with Pepsin Tutti Frutti, 115 5c packages	3 75	
Tutti Frutti Girl Sign Box, 160 5c bars and packages	6 00	
Tutti Frutti Cash Box, 160 5c bars and packages	6 00	
Variety Gum (new), 150 lc pieces	1 00	
Orange Blossom, 150 lc pieces	1 00	
Flirtation Gum, 150 lc pieces	0 65	
Monte Cristo, 180 lc pieces	1 30	
Mexican Fruit, 36 5c bars	1 20	
Sappota, 150 lc pieces	0 90	
Orange Sappota, 150 lc pieces	0 75	
Black Jack, 115 lc pieces	0 75	
Red Rose, 115 lc pieces	0 75	
Magic Trick, 115 lc pieces	0 75	
Red Spruce Chico, 200 lc pieces	1 00	

CHOCOLATES & COCOAS.		
CABBURY'S. per doz.		
Cocoa essence, 3 oz. packages	\$1 65	
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40	
Rock Chocolate, loose	0 37 1/2	
" " " 1-lb. tins	0 40	
Cocoa Nibs, 11-lb. tins	0 40	
TODHUNTER, MITCHELL & CO.'S.		
Chocolate	per lb.	
French, 1/4's 6 and 12 lbs.	0 30	
Caracas, 1/4's 6 and 12 lbs.	0 35	
Premium, 1/2's 6 and 12 lbs.	0 30	
Sante, 1/4's 6 and 12 lbs.	0 26	
Diamond, 1/4's 6 and 12 lbs.	0 22	
Sticks, gross boxes, each	1 00	
Cocoa	per doz.	
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	1 40	
EPPS. per lb.		
Cocoa	0 35	
Case of 112 lbs. each	0 35	
Smaller quantities	0 37 1/2	

FRY'S.		
(A. P. Tippet & Co., Agents.)		
Chocolate	per lb.	
Caracas, 1/4's, 6-lb. boxes	0 42	
Vanilla, 1/4's, 6-lb. boxes	0 42	
"Gold Medal" Sweet, 6 lb. boxes	0 29	
Pure, unsweetened, 1/2's, 6 lb. boxes	0 42	
Fry's "Diamond", 1/4's, 6 lb. boxes	0 24	
Fry's "Monogram", 1/4's, 6 lb. boxes	0 24	
Cocoa	per doz.	
Concentrated, 1/4's, 1 doz. in box	2 65	
" " " 1 lbs.	5 00	
" " " 1/2 lbs.	9 65	
Homeopathic, 1/4's, 14 lb. boxes	0	
" " " 1/2 lbs. 12 lb. boxes	0	
JOHN P. MOTT & CO.'S.		
(R. S. McIndoe, Agent, Toronto.)		
Mott's Broma	per lb.	0
Mott's Prepared Cocoa	0	
Mott's Homeopathic Cocoa (1/4's)	0	
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, 1/2 lb. tins, per doz.	\$3 75	
Cocoa Essence, 1/2 lb. tins, per doz.	2 25	
Soluble Cocoa, No. 1 bulk, per lb.	0 20	
Diamond Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.	0 22 1/2	
Royal Navy Chocolate, 12 lb. boxes, 1/2 lb. cake, per lb.	0 30	
Mexican Vanilla Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.	0 35	
WALTER BAKER & CO.'S.		
Chocolate		
Premium No. 1, boxes, 12 lbs. each	0 42	
Baker's Vanilla in boxes, 12 lbs. each	0 50	
Caracas Sweet, in boxes, 6 lbs. each	0 37	
Vanilla Tablets, 4 1/2 in. box, 24 boxes in case, per box, net.	4 20	
German Sweet Chocolate		
Grocers' Style, in boxes, 12 lbs. each	0 25	
Grocers' Style, in boxes, 6 lbs. each	0 25	
Eight cakes to the lb., in box, 6 lbs. e.	0 25	
Soluble Chocolate		
In canisters, 1 lb., 4 lb. and 10 lb.	0 50	
Breakfast Cocoa		
In box, 6 and 12 lbs. each, 1/2 lb., tins.	0 49	

COFFEE.		
Green.		
Mocha	0 28	0 30
Old Government Java	0 30	0 33
Rio	0 20	0 21
Plantation Ceylon	0 29	0 31
Porto Rico	0 24	0 28
Guatemala	0 24	0 26
Jamaica	0 21	0 22
Maracaibo	0 21	0 23
TODHUNTER, MITCHELL & CO.'S.		
Excelsior Blend	0 34	
Our Own	0 32	
Jersey	0 30	
Laguaya	0 28	
Mocha and Java	0 35	
Old Government Java	0 30	0 32
Arabian Mocha	0 35	
Maracaibo	0 28	0 30
Santos	0 25	0 27

DRUGS AND CHEMICALS.		
Alum	\$0 02	\$0 03
Blue Vitriol	0 06	0 07
Brimstone	0 03	0 03
Borax	0 10	0 12
Camphor	0 80	0 85
Carbolic Acid	0 25	0 50
Castor Oil, 1 oz. bottle, p. gross	4 20	
" " " 2 "	6 00	
" " " 3 "	8 40	
" " " 4 "	10 00	
" " " 1/2 pint	12 00	
Olive Oil, 1/2 pnt., 2 doz. to case, per case		1 25
" " " 2 doz. to case, per case		2 50
Epsom Salt	0 02	0 02
Extract Logwood, bulk	0 13	0 14
" " " boxes	0 15	0 17
Gentian	0 10	0 13
Glycerine, per lb.	0 17	0 18
Hellebore	0 16	0 17
Iodine	5 50	6 00
Insect Powder	0 26	0 30
Saltpetre	0 08 1/2	0 09
Soda, Bicarb, per keg	2 75	2 90
Sal Soda	1 00	1 25
Madder	0 12 1/2	
EXTRACTS.		
Dalley's Fine Gold, No. 8, per doz.	\$0 75	
" " " " 1, 1 1/2 oz.	1 25	
" " " " 2, 2 oz.	1 75	
" " " " 3, 3 oz.	2 00	

Acme Sliced Beef.
No. 1 tins, key, 2 doz. per doz. \$2.85.

Beardsley's Boneless Herring. doz 2 doz. \$1.44

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

"We're Always at It"

THAT is why we introduced Crushed Coffee into Canada.

That **IS** why we are turning it out in tons.

That is **WHY** we have equipped the largest and finest coffee plant in Canada.

THAT IS WHY

We can sell you the best possible brand of **CRUSHED COFFEE** at 20 cts. per pound.

**WE HAVE TO BE AT IT—
IT'S OUR BUSINESS.**



**EUREKA
CRUSHED
COFFEE**

In gallon pails 20c. lb.
5 lbs. each

In 1/2 gal. pails 22c. lb.
2 lbs. each

No extra charge
for pails. . .

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

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

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

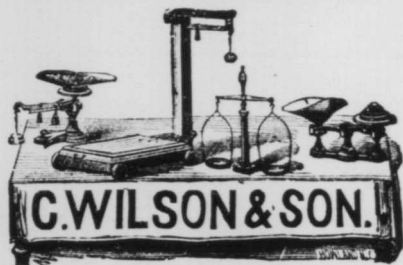
"I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR**, indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

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

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

Y.

WILSON'S REFRIGERATORS



SCALES, SHOW CASES. Special prices this week.
C. WILSON & SON
 76 Esplanade St. E., Toronto.

English Army Blacking

STANDS AT THE HEAD

Of all the Blackings made or imported into Canada . . .

- 1st—A beautiful Jet Black Polish.
- 2nd—For a lasting po'ish.
- 3rd—For a quick shine
- 4th—For its leather-preserving qualities.
- 5th—For the universal satisfaction it gives to the users of Blacking. Everybody th it tries it always speaks in the highest terms of its many good qualities. It is the handsomest package and the best Blacking in the world. Sold by all first-class dealers.



THERE IS ONLY ONE

Gelatine on the market to-day that is **FREE** from **ODOR OR TASTE.**

Knox's Sparkling Calves' Foot Gelatine

- No. 1. Knox's Sparkling Gelatine makes 2 quarts.
- No. 2. Knox's Crystalized Fruit Gelatine makes 1 quart.
- No. 3. Knox's Acidulated Gelatine makes 2 quarts.

Received the **only** Medal and Diploma at the World's Fair for Purity, Strength and Good Flavor. . . .

Sole Agents for Canada. _____

A. E. RICHARDS & CO., - CALEDONIA, ONT.

Kieyler's

COCOA CHOCOLATES
 For Eating & Drinking

Purity of Material
 and Deliciousness of
 Flavor Unexcelled

For Sale at our Stores & by Grocers
 everywhere
 Ask For *Kieyler's* Use no other

COCOA
 6-lb. Boxes
 ½ lb. Tins

VANILLA CHOCOLATE
 12-lb. Boxes
 ½ and ¼ lb. Cakes

**PREMIUM
 FAMILY CHOCOLATE**
 12 lb. Boxes
 ½ lb. Cakes



Kieyler's

NEW YORK

MANUFACTURER OF _____

SUPERIOR COCOA AND CHOCOLATES

Can be procured from—

Geo. Childs & Co.
 MONTREAL

Wright & Copp
 TORONTO

Prices



WE QUOTE, SUBJECT TO CHANGE WITHOUT NOTICE, VIZ.:

SUGAR

Redpath and St. Lawrence Refined Yellows, from 3 1/8c. to 3 3/4c. per lb.	Redpath Paris Lumps, Half- Barrels 5 c. per lb.
Redpath Paris Lumps, 50-lb. boxes 5 c. per lb.	" " Barrels 4 7/8c. per lb.
" " 100-lb. boxes 4 7/8c. per lb.	Redpath or St. Lawrence Granulated. Inquire if in want.

Dried Fruits Crop 1895

ON THE SPOT

Fine Off-Stalk Valencia Raisins "Alameda" 3 1/4c. a lb.
Fine Off-Stalk Valencia Raisins "Arguimbau" 4 c. a lb.
Choice Vostizza Currants, in half- cases 4 3/4c. a lb.
Sultana Raisins, good quality . . . 5 1/2c. a lb.

LAYER FIGS

7 Crowns, boxes reputed 30 lbs. \$6.00 a box.
6 Crowns, boxes reputed 20 lbs. 2.40 a box.
5 Crowns, boxes reputed 10 lbs. 1.00 a box.
4 Crowns, boxes reputed 12 ozs. 7 1/2c. a box.

TO ARRIVE IN MONTREAL END OF OCTOBER

CURRANTS

Provincials, Fine Quality, barrels 3 c. a lb.
Half-barrels 3 1/8c. a lb.
Half-cases 3 1/2c. a lb.
Choice Vostizzas, half-cases . . . 4 3/4c. a lb.

VALENCIA RAISINS

Fine Off-Stalk Alameda 3 1/4c. a lb.
Fine Off-Stalk Arguimbau 4 c. a lb.
Selected Arguimbau 5 c. a lb.
Four Crown Layers Arguimbau. 5 1/2c. a lb.
Tarragona Almonds, in bags of about 110 lbs. 10 3/4c. a lb.

Grenoble Walnuts, Pure May-
ettes, in bales of about 250 lbs. 10 1/2c. a lb.

MALAGA RAISINS *W. C. Bevan & Co.*

Boxes reputed 22 lbs., Flat 1/4 boxes 5 1/2 lbs.
Extra Loose Muscatels \$2.40
Imperial London Layers 1.75
Imperial Cabinets 1.90
Connoisseurs Clusters 2.20
Connoisseurs Clusters, 1/4 boxes 70
Extra Dessert Clusters 3.00
Extra Dessert Clusters, 1/4 boxes 90
Royal Buckingham Clusters 3 50
Royal Buckingham Clusters, 1/4 boxes 1.10
Imperial Russian Clusters 4.75

ALL ORDERS ALREADY IN OUR HANDS FOR FRUITS WILL BE EXECUTED AT ABOVE FIGURES.

HUDON, HEBERT & CIE.

Wholesale Grocers and Wine Merchants
41 St. Sulpice and 22 de Bresoles Streets

MONTREAL

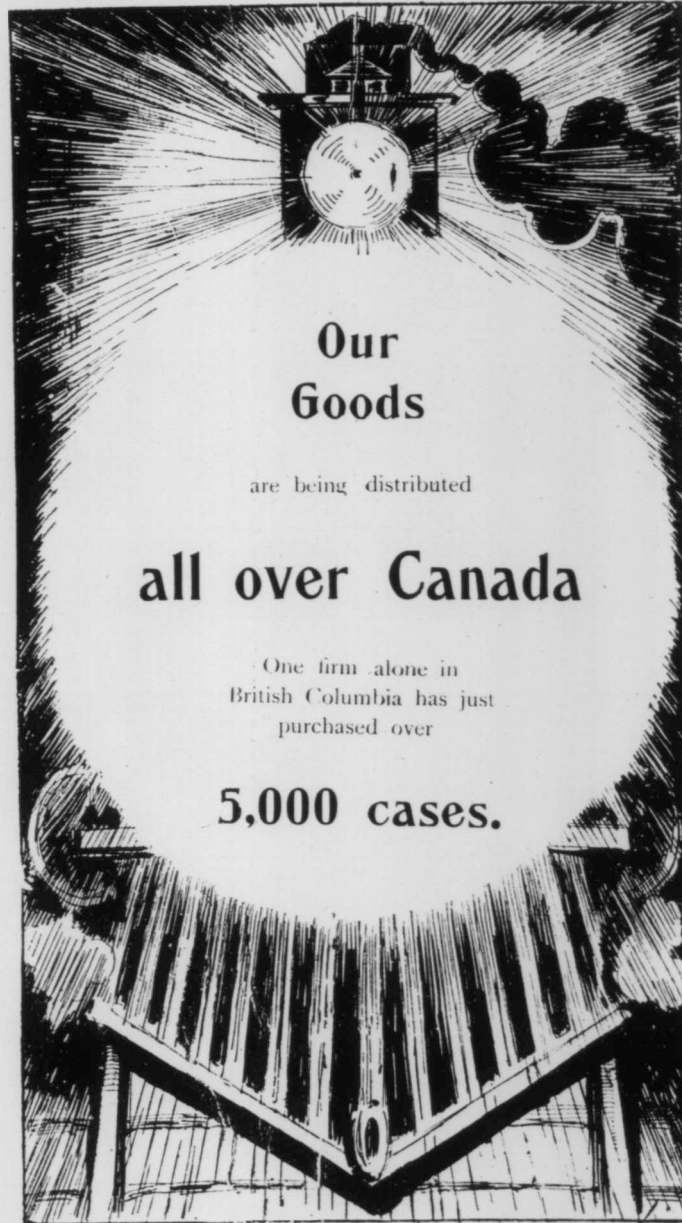
STRATHROY CANNING AND PRESERVING CO.



FIRST-CLASS

Fruits, Vegetables
Jams and Jellies

STRATHROY, ONT.



Our
Goods

are being distributed

all over Canada

One firm alone in
British Columbia has just
purchased over

5,000 cases.

ONLY THE
PUREST
AND BEST
MATERIALS
USED

WHOLESALEERS
EVERYWHERE
CAN
SUPPLY
YOU

The superiority of our goods has been shown by the ever-increasing demand we have had and the large number of repeat orders. We maintain the highest standard of quality, and all goods bearing our label are guaranteed strictly pure and first-class. Comparison invited.

Strathroy Canning and Preserving Co.

C. E. JARVIS & CO., Vancouver, Agents for British Columbia.

STRATHROY, ONT.

Ice Castle Brand

EQUAL TO ANY. INFERIOR TO NONE.



Put up in 1 gal. Tins.
Put up in No. 3 Tins.



Put up in 1 gal. Tins.
Put up in No. 3 Tins.

**Lobster
Salmon
Mackerel**



(PATENTED.)

THIS is the age of improvements, and as usual we are the first to secure anything that will improve the Pack and be a benefit to the trade. This machine does away with all soldering work and is 'The Only One in Canada.' No Solder, No Acid. The trade will readily appreciate this great improvement after hearing so many complaints about solder drops in the cans. All goods put up at this factory are sealed with this machine.

**Sweet Corn
Pumpkin
Squash**



Put up in No. 3 Tins.



Put up in No. 3 Tins.



Put up in 1 gal. Tins.
Put up in No. 3 Tins.



Put up in 1 gal. Tins.
Put up in No. 3 Tins.



Put up in 1 gal. Tins.
Put up in No. 3 Tins.

J. W. WINDSOR

-

Montreal, Que.

All those
who handle



find therein the fullest satisfaction.

Its price and quality satisfy the consumer ; its ever increasing demand, profit, and quick sale amply satisfy the dealer, so that this popular and reliable brand **knows no season of dulness.**

Branches

MONTREAL : 17 St. Nicholas St.
TORONTO : Wright & Copp, 51 Colborne St.
WINNIPEG : E. W. Ashley.

THE ST. CROIX SOAP MFG. CO.,

ST. STEPHEN, N. B.



FINEST GROWN

1-2 AND 1 LB. AIR TIGHT PACKAGES.

T. B. ESCOTT & CO., - London, Ont.

SOLE AGENTS CANADA AND UNITED STATES.

NEW BRUNSWICK MARKETS.—Concluded from page 94.

please them, and the good result of this treatment is shown by the larger orders which the travelers are now getting and the increase of good feeling between wholesalers and retailers. One or two failures that have lately taken place lead THE GROCER to again urge the wholesale dealer, not only for his own good, but as well for the good of the retailer, not to permit credit to be so easily obtained. The present anxiety to sell goods not only tempts the honest man to enter business when he has no means and ought not to, but it also gives the dishonest man a chance to do what is no better than stealing—buy goods for which he does not intend to pay. Moreover, knowing he does not intend to pay for them, he brings an unfair competition to bear upon his more honest competitor by cutting the price of goods.

OIL.—Prices show no change. In burning oil a better demand is reported, while lubricating is more quiet. We quote: Best American, 22¼c.; best Canadian, 21¼c.; prime white, 17½c.; No charges for barrels.

SALT.—A cargo of some 6,000 bags is daily expected. As this will contain some fine, as the demand is easier, and as the market has been well supplied during the past month by the arrival of two other cargoes, there will be a fairly large stock held here. Prices show no change. We quote: Coarse, 50 to 55c.; fine factory-filled, \$1.10; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.80 to \$3 per bbl.; 20-lb. boxes, 20c.; 10 lb. boxes, 12c.; cartoons, \$2 per doz.; cheese salt, bulk, \$2.70 per bbl.

CANNED GOODS.—There is a fair demand and stocks are larger than was expected. In oysters a large number of Baltimore houses are not offering. The demand is, however, light here owing to fresh oysters being to hand. More Canadian pineapple is in the market than ever before. In fact, this is about the first year any has been offered. It is of particularly good quality. We quote: Corn, 85 to 90c.; peas, 95c. to \$1; tomatoes, 90 to 95c.; gallon apples, \$2.15 to \$2.25; corned beef, 2-lb. tins, \$2.65 to \$2.75; 1-lb. tins, \$1.60 to \$1.65; oysters, 2's, \$2 to \$2.25; 1's, \$1.60 to \$1.65; peaches, 3's, \$2.85 to \$3; 2's, \$1.90 to \$2; pineapple, Canadian pack, \$2.35; salmon, \$1.45 to \$1.50; lobsters, \$1.75 to \$2; haddies, \$1.40; clams, \$5.50 for 4 doz.; chowder, \$3 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1.

DRIED FRUIT.—Peels are daily expected. The larger quantity received here will be English goods. New French prunes are to hand. Buyers are rather sorry they bought so lightly, as the market has advanced and is so firm. Those to hand are in three qualities the lowest priced ones being in kegs, the other two in 56-lb. boxes. No direct shipments of raisins have yet been received, and the present demand, which is not large, is being supplied from New York. No new layers have as yet arrived. A car of California raisins has been consigned here, and the consigner has placed the larger proportion subject to quality being satisfactory. They will cost the same as those quoted from New York. Owing to shortness in 4-crown goods they are quoted much higher as compared with 3-crown, than usual. Malaga fruit is to cost low. Dried apples are coming in in small quantities from Nova Scotia, and there is a fair demand. It is understood some Canadian onions arriving here have not given the best of satisfaction, and the effect is felt in the prices. We quote: Currants, 1-lb. cartoons, 7½c.; bulk, 6½c.; dried apples, 5½ to 6c.; evaporated apples, 7½ to 8c.; Sultan raisins, 7 to 8c.; old Valencia, 4c.; layers, 5c.; London layers, \$2.25; loose muscatels, 5½ to 6c.; currants, bbls., 3¼ to 3½c.; half-cases, 3¾ to 4c.; dates, 4 to 4½c.; prunes, 4½ to 5½c.; figs, 11 to 18c.; California evaporated peaches, 12 to 13c.; do. apricots, 12 to 14c.; do. pears, 12 to 13c.; onions, \$2.15 to \$2.25 per bbl.; new Valencias, 5½c.; keg prunes, 4 to 4¼c.; case, 4¾ to 6c.

DAIRY PRODUCE.—The egg market is in a most unsatisfactory condition here, prices being much lower than at other points. There has been a great deal of trouble from bad eggs, and many shippers deserved the low returns they got. Not only do the eggs have to be culled over by the commission man, but in many cases the goods are returned to him. And the expense, trouble and dissatisfaction

to consumer, retailer and dealer, cannot be paid by the commission. P.E.I. shippers say they cannot ship here as they can get 15 cents at other places. Butter is firm for good. Cheese in early makes is easy, while later makes are held fairly firm. We quote: Common dairy butter, 16 to 17c.; dairy, 18 to 19c.; new creamery prints, 22c.; cheese, new, 8½ to 9c.; creamery, tubs, 20c.; eggs, 10 to 12c.

MOLASSES.—The demand for barrels is better, and there are fair stocks. A better demand is noted for syrups, and splendid values are shown. In Barbadoes there is quite a range of quality. The Porto Rico held here shows splendid value. We quote: Barbadoes, 32 to 34c.; Trinidad, 33 to 34c.; Porto Rico, 34 to 36c., bbls.; New Orleans, 32 to 34c.; St. Croix, 29 to 30c.; syrup, 35c.

SUGAR.—Stocks (particularly granulated) in store and to arrive are large, one merchant having 3,600 bbls. of granulated. Upper Canadian refiners will not sell futures, and prices have advanced ¼c. and are held firm. One party holding 1,000 bbls. of granulated says he will not sell a barrel under 5c., and that this price may come is the general opinion, though not expected for some months. The movement is good, outside dealers seeming to feel the position. Good values in yellows continue in request by wholesalers here. Although some sugar bought before the duty is still held, in almost all cases dearer sugar has been handled while the other lies. It is said it can be carried at the low figure of ¼c. for eight months. We quote: Granulated, 4¾ to 4½c.; yellow, 3¼ to 3¾c.; Paris lump, 5¼ to 5½c.; powdered, 5¼ to 5½c.

FISH.—New smoked herring are now to hand. The market is dull, and 7c., ex vessel to dealers in large lots, is the highest point reached. There are still a number of old on the market. Grand Manan pick'ed are reported higher, but there is no change here. In Shelburne prices are low, with a good grade of fish to hand. One of our local packers is putting up a pure cod in 3 lb. boxes to compete with the shredded. There is considerable complaint that the dry fish brought here are not as dry as they should be. But as long as dealers will buy them the fisherman will bring them. We quote: Fresh haddock, 2 to 2½c. per lb.; dry, \$1.50; large cod, \$3.70 to \$3.75; medium, \$3.45 to \$3.50; pollock, \$1.40; bay herring, \$1.25 to \$1.30 per half bbl.; Ripplings, \$1.75; Wolves, \$1.85 to \$2; smoked herring, old, 5 to 6c.; new smoked, 7 to 8c.; Canso, \$5 per bbl.; Barrington, \$3.50 per bbl.; Digby chicken, 10c.; shad, half-bbl., \$5 to \$5.50; fresh, 10c.; Grand Manan herring, half bbl., \$1.40 to \$1.45; Shelburne, \$3 to \$3.25 bbl., \$2.70 half-bbl.; oysters, \$3 per bbl.

PROVISIONS.—The demand is rather better, lumbermen buying largely. Pork is easier. American is much preferred to Canadian, except the local pack, which finds very ready sale at good prices. Canadian barreled beef is not in request. In lard prices are rather easier, with quite a range between different packers. American is being offered very low. The local retail trade buy almost entirely New Brunswick packed lard. The demand for cottonseed is quiet, and compound lard is also dropping off in demand. We quote: Clear pork, \$15.50 to \$16.50; mess, \$14.50 to \$15; beef, \$13.50 to \$14; pure lard, 9½ to 10c.; compound lard, 7½ to 8c.

FLOUR, FEED AND MEAL.—Flour is held firm with fair sales reported, and rather better prices looked for. In oatmeal the price is again marked lower. Cornmeal is in large demand and local mills are rushed with business. The price is now lower than for many years. This low price is effecting the demand for feed and the prices are easier. It is expected beans, which are again marked down, will be still lower. The quality of N.B. oats to hand is not what it should be, they being badly cleaned. It is too bad their sales should be so spoiled by carelessness in this way. We quote: Manitoba, \$4.65 to \$4.75; best Ontario, \$3.85 to \$3.90; medium, \$3.50 to \$3.65; oatmeal, \$3.50 to \$3.75; cornmeal, \$2.30 to \$2.35; middlings, \$19 to \$20 on track; bran, \$18 to \$19; hand-picked beans, \$1.30; prime, \$1.40; oats, 33 to 35c.; hay, \$10 to \$11.50; pot barley, \$4; round peas, \$3.65 to \$3.70; split peas, \$3.70 to \$3.80; native yellow eye bean, \$2.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS AND COMPROMISES.—L. J. Bennett, merchant, Admaston Township, Ont., has assigned to Wm. Mills.—W. W. Duncan, general store, Niles-ton, Ont., has assigned to Alfred Robinson, London.—E. M. Law & Co., general store, Victoria Harbor, Ont., has assigned to Jas. P. Langley, Toronto.—Xavier Bilodeau, Jr., general store, etc., Baillargeon, Que., has assigned.—Hector Leber, grocer, Montreal, is offering to compromise at 25c.—Geo. E. Richardson, fruits, fish, etc., Windsor, Ont., has assigned to Robt. Pinchin.—Geo. Dell, grocer, Strathroy, Ont., late of Petrolea, has assigned to John Lenfesty.—Henry Goldberg, trader, Montreal, has assigned.—H. A. Cooper & Co., grocers, Strathroy, Ont., have assigned to John H. McIntosh.—Lockhart & Co., groceries and liquors, Toronto, have assigned to E. R. C. Clarkson.

CHANGES—Cleophas Jodoin has started a grocery shop at

Montreal.—Joseph Bergeron, grocer, Montreal, has ceased doing business under the style of H. Pochon & Co.—Levite Pepin is proprietor of the business of Joseph Theriault & Cie, grocers, etc., Montreal.—Wm. Ruxton is proprietor of the Westmount Produce Co., groceries and provisions, Montreal.—J. H. Frigon has commenced at St. Tite, Que., a general store.

THE ROYAL FAMILY FEAST UPON IT.

Brown & Polson's corn flour, which has been on the market for nearly forty years, still holds its place as one of the best articles on the market. They supply the Royal Family with their goods, and claim their prices are much the same as other makers. Mr. John A. Robertson, Board of Trade building, Montreal, is their representative in Canada, and will be glad to furnish any information wanted. The flour is made in Great Britain.

TO LET.

IN A CITY OF 10,000—A PORK STORE WELL fitted up for the business; will dispose with or without fixtures; going out of the retail trade. Apply office of this paper. (45)

BUSINESS CHANCE.

A RARE CHANCE (OWING TO DISSOLUTION) for good, live man, with from \$4,000 to \$6,000, to obtain managing partnership in large, first-class, old-established, spot cash, general business, in best town in North-western Ontario. Only party with experience, a good office man, buyer, and all round hustler need write. Address in first instance, "CASH," care of CANADIAN GROCER, Toronto. (42)

NOVA SCOTIA FIBRED CODFISH

REPRESENTS the highest achievement in the art of curing and preparing Codfish ready for cooking.

NOTHING is used in this product but the finest of shore Codfish especially cured and dried for it.

THE disagreeable odor usually considered to be a necessary evil to be endured while cooking Codfish will be found to be entirely lacking in this.

EVERY particle of skin and bone being removed and the water evaporated, there is absolutely no waste. The contents of each package, therefore, is worth to the house-keeper about three times its weight in Codfish as ordinarily sold.

PUT UP in half-pound cartons, 3 doz. cartons to the case, and sold by the wholesale and retail grocers throughout Canada.

PARKER, EAKINS & CO. Curers and Dealers in Fish for Home and Export Trade **YARMOUTH, NOVA SCOTIA**

HYDE PARK . .
ATHLETE
PURITAN
DERBY
SWEET SIXTEEN

Cigarettes



DERBY PLUG TOBACCO

5 and 10c. Plugs

ALL THE LEADING WHOLESALE TRADE HANDLE

OLD CHUM PLUG and CUT and DERBY SMOKING TOBACCOS.

"Varsity"

High-Class 5c. Cigar.

La Flora, 10c.

La Cadena

Cream of the Havana Crop.

El Padre, 10c.

PRIZE MEDALS IN COMPETITION WITH THE WORLD.

NOVA SCOTIA MARKETS.

OFFICE OF THE CANADIAN GROCER,

HALIFAX, Oct. 17, 1895.

THE grocers of this city have no society or guild of their own. The hardware and dry goods people have. The latter has only been in existence a few months, but it is showing remarkable signs of vitality. At their last meeting they took the initiative in what may prove beneficial to the merchants of Halifax in general—a summer carnival in Halifax during the coming summer. The grocery trade will be asked to co operate.

The weight of bread sold in Halifax is coming in for considerable discussion. A citizen writes to the press that he weighed two loaves sold him for two-pound loaves, and found one to weigh 1 lb. 6 oz. and the other 1 lb. 12 oz. He also complains that the quality of coffee sold in many places in the city is “nothing but beans.”

FISHSTUFFS—Dry cod are still arriving very freely fortnightly from Newfoundland. A portion of these are bad weather fish, but the quantity of really firmer fish is quite large. The fall catch of cod on our shores is very good, but not sufficient to bring the catch, as a total, up to an average one. Fall herrings are in good supply, but good quality fish, suitable for the grocery trade, are wanting. No mackerel are as yet reported, and the prospects are poor for this fishery. Prices on salmon and mackerel have both advanced, and these articles now come under the head of luxuries.

SUGARS—The market is looking very strong for raws. A cable this week from London to the Acadia Refinery says the market is firm, with an upward tendency. Refined keeps strong, with good demand. Quotations are: Granulated, 4 $\frac{3}{4}$ c.; yellows, 3 $\frac{1}{4}$ to 3 $\frac{3}{4}$ c. Owing to the scarcity of water at Moncton it is feared the refinery there will have to stop boiling. Moncton has had a very dry spell, and the city reservoir is very low.

GREEN FRUIT—The green fruit market is quiet, with some items attracting attention. Jamaica oranges are arriving freely and prices are moderate, the quotations being from \$6.50 to \$7 per bbl. repacked. The first Malaga lemons of the season are to hand, and the quality is very good. Large cases are worth from \$10.50 to \$11.

EGGS—The egg market is slow, good stock jobbing at 13 to 14c.

PRODUCE—There is an abundant crop of potatoes on P. E. Island, but very few have found their way to this market as yet; 35c. is a fair quotation here to-day.

DOES ADVERTISING PAY?

W. H. Gillard & Co., of Hamilton, tea importers and wholesale grocers, have some very attractive advertising in this week's issue and a perusal of same is worthy the attention of buyers. Since the inception of THE CANADIAN GROCER this firm has occupied a place both in the advertising columns and in the interests of the paper; recognizing the value of well distributed printers' ink as an important factor in the furtherance of an up-to-date pushing wholesale house. The firm have been keenly alive to the advantage of placing weekly before their many customers, and the trade in general, the attractive lines they offer throughout the year, and appreciate the necessity of advertising only such goods as will reflect credit upon themselves, and be a source of pleasure to the retail merchant to handle. This year, as last, the firm are making a special feature of Medi-

terranean fruits, and their shipments comprise many hundreds of tons of raisins, currants, (Paradise and Haycastle) figs, nuts and other seasonable goods which are in great demand for the winter trade. Their tea department is flourishing and their sales largely in excess of any previous year, which they say is due to a careful study of the varied requirements of the tea drinking public. The firm import heavily from the countries of growth, having careful and special arrangements made with their foreign buyers, which ensures the shipment of teas best suited to this market.

AN ENLARGED SOAP FACTORY.

P. M. Lawrason, London, Ont., maker of “Wonderful,” “Electric,” and other soaps, has again been compelled to enlarge his factory. This has relieved the congested state of the premises, and consequently increased the facilities for both making and shipping Mr. Lawrason's various soaps. The output is now about 1,500 boxes per week. Mr. Lawrason makes a fine grade of toilet soaps in addition to his laundry soaps.

FOAM YEAST RISING IN POPULARITY.

The Foam Yeast Co., which occupies a thoroughly equipped five-storey building on Esplanade street east, is one of Toronto's growing concerns. Its goods are beginning to be recognized as the equal of any on the market, and business is increasing so rapidly that the firm is not able just now to keep up with the demand. All goods are done up in enamelled tin boxes in different sizes, viz.: Packages containing 3 doz. 5c. cakes, and packages containing 1 $\frac{1}{2}$ doz. 10c. cakes. The firm also put up for the lower provinces a wooden case containing 3 dozen 10c. cakes.

MATCHES TO GO UP.

THE CANADIAN GROCER is informed that it is the intention of the manufacturers to raise the price of French matches 15c. per case. Our authority is good and the change may take place very shortly.

FIBRED CODFISH.

Parker & Eakins, of Yarmouth, N. S., curers and export dealers in fish for over a quarter of a century, are now placing upon the market a new article of diet, viz., fibred codfish. In the preparation of this article great care is used. The choicest fish are selected, and, having been thoroughly cured and inspected, are put up in neat half-pound packages and packed in cases containing three dozen. As Messrs. Parker & Eakins guarantee their fibred codfish, the trade will run no risk ordering from them, and will be sure of receiving a pure article and one that will give the consumer satisfaction.

VERY SORRY.

“Procrastination is the thief of time” someone has truthfully said. Market notes and many interesting items have been crowded out of this issue. We are sorry, but we cannot help it. It is now one hour before this last page must close, and although we have room for a few items, to be fair to all we leave every item out. At this moment we have eight pages in type which we cannot wait to print. If we missed the mail the Postmaster-General would have a fit.

Canned Goods Season 1895

Full assortment of all lines now in
stock, including the

AYLMER CANNING CO.'S

FINE GOODS

"Canada First" Brand

TOMATOES
CORN
PEAS AND BEANS

ALSO THEIR

CANNED MEATS

CHICKEN
TURKEY, DUCK
LUNCH TONGUE

AND

PIG'S FEET

Quality of above brand always reliable.

In Canned Salmon we have all the best brands, including
Ewen & Co.'s "Lion" which has no superior.

JOHN SLOAN & Co.

WHOLESALE GROCERS

45 Front St. East



TORONTO, ONT.

Leads All

Not only leads, but out-distances all others.

MacLaren's Imperial Cheese

It is
the

Best Cheese

in the

World

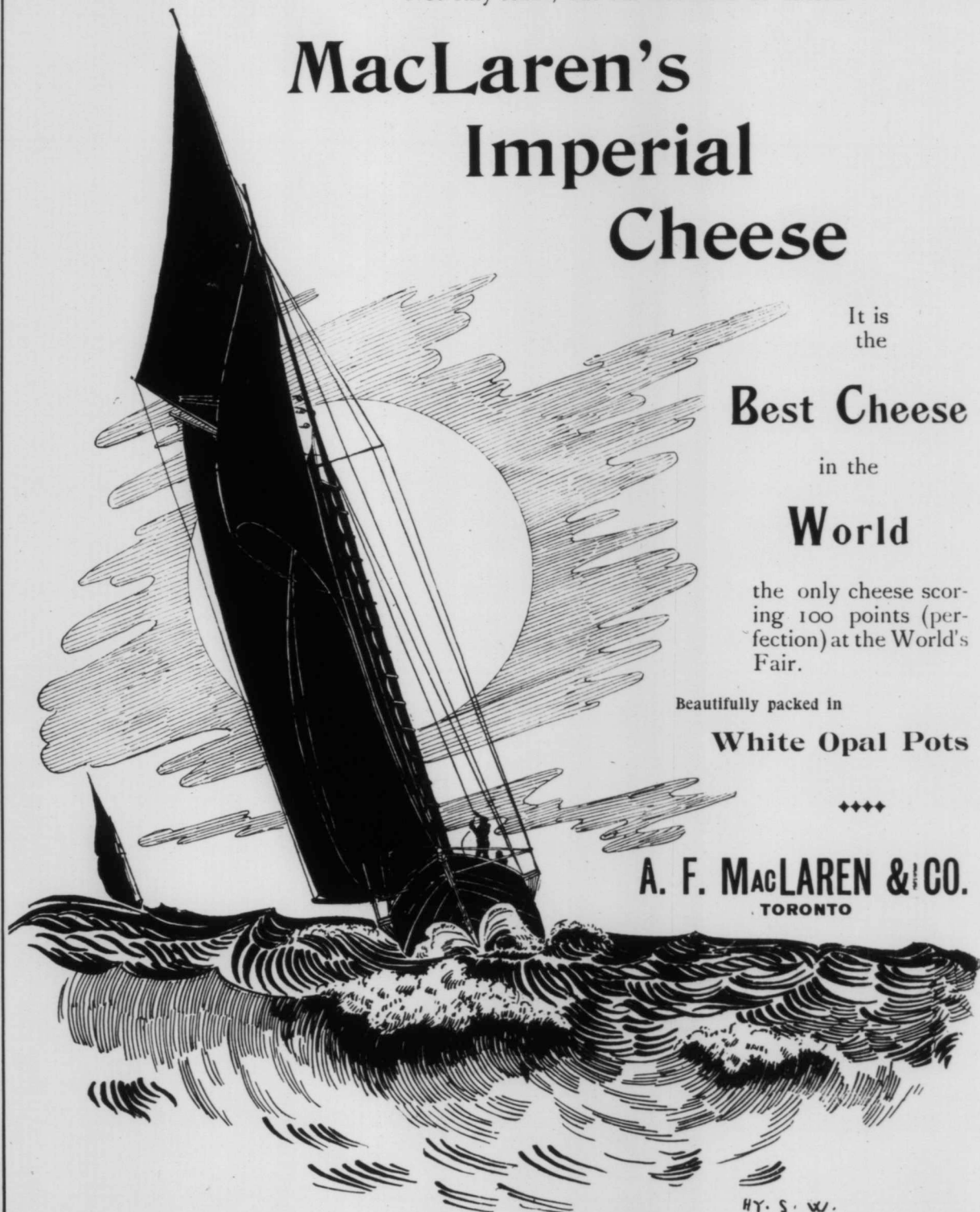
the only cheese scor-
ing 100 points (per-
fection) at the World's
Fair.

Beautifully packed in

White Opal Pots

◆◆◆◆

A. F. MACLAREN & CO.
TORONTO



H. Y. S. W.

ROBT. DAVIES, Manager

...THE...

WM. ROSS, Sec'y & Cashier

DOMINION BREWERY Co.

LIMITED

BREWERS and MALTSTERS

MANUFACTURERS OF
THE
CELEBRATED



QUEEN STREET EAST
TORONTO

White Label
Ale

India
Pale Ale

AND

Amber Ale

XXX PORTER

Which is now taking the
place of
the best imported.

FOR the above brands we
hold Diplomas and
Gold Medals when
competing
against the celebrated
brewers of the
world.



OUR Ales and Porters
are known and
used from
the Atlantic to
the Pacific,
and
are in
general favor



ASK for them and see
that our brand
is on
every cork



THERE ARE MANY
IMITATIONS
OF
OUR
WHITE LABEL
SEE
THAT
ROBT. DAVIES'
NAME
IS
ON EVERY
LABEL



Our Ales and Porter have been examined by the best analysts, and they have
declared them pure and free from any deleterious ingredients.

Radnor
Empress of
Table Waters



Canada's Mascot on VALKYRIE III
at the Reice of 10th. Sept. 1895.
RADNOR Unsurpassed in Purity, Unequaled in Delicacy of Flavor
To be had from all leading Grocers, Hotels, Restaurants & Clubs.
RADNOR WATER COMPANY, MONTREAL & RADNOR, QUE.