

**PAGES
MISSING**

THE CANADIAN GROCER

VOL. X

MONTREAL AND TORONTO, NOVEMBER 6, 1896.

No. 45

SELL

IN COMPETITION WITH THE WORLD

We have received the **Highest Awards Made.**

ONLY

THESE substantiate our claim that

THE

Colman's Mustard

BEST!

IS THE BEST IN THE WORLD

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

THE ONLY TEN CENT CIGAR

**PEEK
FREAN
& C^o's**

**BISCUITS
AND
CAKES.**

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

VARSAITY CIGAR 5c. THE BEST IN THE MARKET

Ox Tongues



No housekeeper has the facilities for producing such an exquisitely flavored meat as our Canned Ox Tongue (Helmet Brand with Yellow Label). And no competitor either, has mastered the secret, as we have, of securing the delicious juices which make the Ox Tongue famous. We want the trade of the wide-awake grocer, who knows a good article, and who buys it for the purpose of leading his competitors. Ask your jobbers for the Helmet Brand Yellow Label Ox Tongue.

Manufacturers' Agents,

JAMES HAYWOOD
Toronto

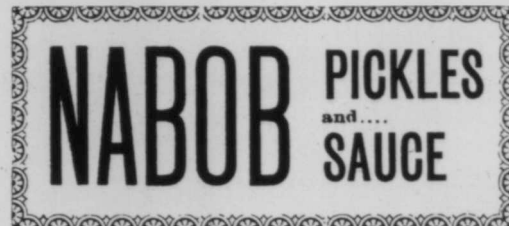
J. L. WATT & SCOTT
Montreal

J. HUNTER WHITE
St. John, N.B.

**Armour
Packing
Co. . .**

Kansas City,
U.S.A.

Batty's



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

ALL WHOLESALERS
HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

... Montreal

is Honest Goods and just the Thing on Which to make or Extend a Business.

McLAREN'S



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

Fresh Herrings



MARSHALL & CO.

Spring Garden Works, ABERDEEN, SCOTLAND.

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

Kippered Herrings

Herrings in Tomato Sauce

Herrings in Shrimp Sauce

Herrings in Anchovy Sauce

Herrings a-la-Sardine

Preserved Bloaters, etc.

SALT HERRINGS IN KEGS. "CROWN" BRAND.

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

Walter R. Wonham & Sons

Sole Agents for Canada, MONTREAL.

Standard Goods THE Best to Handle

FOR
PURITY

Bi-Carbonate of Soda

FOR
STRENGTH



TRADE MARK

This brand is always reliable.

Highest test 98.33% pure.

Made only
by

The **UNITED ALKALI CO., Ltd.**, Liverpool.

"New Process" Soda, finest on the market.



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



The most delicious Sauce you can buy is

"Stower's Peptonized Lime Fruit Sauce"

Buy

Fry's

*Chocolates
And Cocoas*

BEST VALUE FOR THE MONEY

GENUINE MACARONI

Bears this Name.

P. CODOU

Only Finest Quality

Manufactured.

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

A. P. TIPPET & CO.

MONTREAL and TORONTO

F. H. TIPPET & CO.

ST. JOHN, N.B.

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

E. B. Eddy's Matches

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

Grand Mogul Black or Mixed

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

½'s and 1's—30, 40, 50 and 60c.

Tea Importers.
Wholesale Grocers.

T. B. ESCOTT & CO.

London, Ont.

Tea



BROOMS

Three most reliable lines:

ROSE, PANSY, THISTLE

Do you sell them? If not, why not?

MATCHES

Sovereign Brand

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

H. A. NELSON & SONS

Montreal and Toronto



Finds
Favor
Everywhere



A Word or Two

.. ABOUT BAKING POWDER

Do you sell a powder under your own label? If so, does it fill the bill? Is your trade increasing? Are your customers well pleased? Baking Powder is a specialty with us. We can make money for you if we have a chance. Under your own label we can supply a powder of guaranteed quality. You work up a trade distinctly your own, and reap a direct and handsome profit.

Apart from the "Special Label," we have the old and reliable "Diamond," "Yellow Seal," in tumblers, jelly jars and sealers--every one a profit maker.

W. H. GILLARD & CO. WHOLESALE ONLY HAMILTON

Paradise

Brand

Selected Currants



High in Quality. Low in Price.

The wise merchant buys the best procurable value, which, in currants, is

"PARADISE"

♦ ♦ ♦ ♦

W. H. GILLARD & CO. WHOLESALE ONLY HAMILTON

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

THE CANADIAN GROCER

Vol. X. (Published Weekly)

MONTREAL AND TORONTO, NOVEMBER 6, 1896

(\$2.00 per Year) No. 45

DROPS FROM THE EDITOR'S PEN.

When business is not business it is ruin.

Whoever has industry possesses a winning card.

Money dammed up by the father often drowns the son.

A clean store may not attract flies, but it does customers.

Have a name for good goods and keep it before the public.

Looking on the dark side beclouds one's chances of success.

Give your clerks their due as well as your customers their weight.

That which is bargain in name is often deceitful above all things.

Honesty is the best policy for the merchant as well as the clerk.

Buy with confidence and judgment and sell with profit and honesty.

What a man shall reap in business depends upon what he shall sow.

Persistency is the wedge which opens up to its possessor the way of success.

When values are hardening the heart of the mercantile man begins to soften.

It is better to aim high in life, even if your shot does fall short of the mark.

Push and industry, spiced with confidence, is the best remedy for trade depression.

Many a man has failed in business because he failed to select the right business.

If a man's goodness does not expand with the swelling of his bank account the

gold which he is acquiring is making him poorer rather than richer in that which is to be desired above all things else.

When a merchant knows his business it does not take the people long to know him.

It does not matter whether the rot be dry or wet, it will kill business as well as a tree.

A pleasant smile is worth from five hundred to a thousand dollars to any merchant.

If you cannot do what you want to do, grapple with that next to it which you can do.

Ambition has ruined many a man; but without ambition all men would be nonentities.

Be enthusiastic in your business or you will never inspire people to come to your store.

Have regard to the children, and there need not be much concern about the parents.

The better you learn your business the less likely are you to learn about the evils of adversity.

The business man who cannot make two ends meet will eventually have to meet his creditors.

If a merchant would have his clerks respect him he should respect the rights of his customers.

Not until the day comes when a loafer is an article of commerce should he be tolerated in the store.

It is not so much what he takes in as what he digests that makes a man strong in business practice.

It is well to have a store that will attract; but a merchant should not rely on the store

alone to bring customers, but he should send out in the highways and byways and bring them in.

Temper largely determines a man's possibility for success in life as well as a sword blade's utility.

If you lose a customer go out and try to find the cause, even if you cannot get the customer back.

A man that assumes airs is usually full of wind and empty of everything else that is worth possessing.

Buy what you require, but do not buy that which someone wants to sell you but for which you have no use.

You do not add anything to the goodness of your own name by trying to give disrepute to the "other fellow."

The clerk who gets into the kernel of his business will get the kernel of trade when he is in business for himself.

The hardest things that can be said against a competitor are too soft and weak to be used as business building material.

A young man may lose minutes and hours by being obliging, but it is not in dollars or in other people's esteem that he will be any the poorer.

Like seed, the better an advertisement is the more fruitful will it be. A poor advertisement cannot be expected to produce good results.

What we are all hoping for is that the golden grain will now make gold for the farmer, so that he in turn may make glad the heart of the merchant.

THE RISING SUN STOVE POLISH

AND

THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

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

A GREAT ENTERPRISE.

AN addition has been made to the architecture of London, by the opening in the City road of Mr. T. J. Lipton's new premises. The buildings in Bath street were rapidly growing too small for the ever-increasing volume of business, and a commanding site in the City road was decided upon two years ago. Built of white stone and red brick, the building presents from the road an imposing appearance, which is not a little enhanced by the magnificent doorway, 30 feet in height, and flanked by pillars of grey marble. At the top of the doorway are a couple of emblematical female figures, supporting the Royal Arms. Entering the office, one finds oneself in a magnificent apartment, having a floor area of no less than 6,000 feet. This, as well as the entire building, is lighted by electricity. The height from floor to ceiling is 28 feet, the magnificent panelled ceiling being supported by majestic marble pillars. The desks are strikingly arranged, and a large beautiful Spanish mahogany counter runs the whole length of the office. Here Mr. Lipton's clerical staff of over 300 male and female clerks are comfortably accommodated. Here, also, the private telegraph wires and rows of telephone boxes are placed for communication with the head depots in Glasgow, Liverpool, and Dublin. To the right of the large general office are five smaller offices, which are devoted to the use of secretaries and managers, and at the back one comes to Mr. Lipton's own private office. This apartment, with its carved ceiling, its panelings of no less than ten different kinds of wood, its electric lamps, and its sumptuous fittings, may justly claim to be one of the most luxurious ever seen in a purely commercial office. This room is connected by telephone with every part of the building, and is fitted with every convenience. It is a fact well worth noting, and one that will help to measure the huge extent of Mr. Lipton's business, that on the premises there is a private printing office employing 200 hands. The printing staff are bestowed in

two large rooms on the second floor. There is everything that would be found in a first-class printing office—type of all founts and for thirteen different languages, and machines, including litho-machines, totalling up to forty of all kinds and the best and most improved makes. There are printed here posters (including the familiar Cingalese damsel drinking a cup of "Lipton's tea," that is so well known on the hoardings), handbills, wrappers, labels—in fact everything needed in the business. When it is considered that Mr. Lipton has his tea, coffee and cocoa estates in Ceylon, stock yards and ham and bacon stores in Chicago, while he has his own stores and buyers in most of the principal markets in Ireland, large curing and distributing stores in Liverpool, Glasgow, Dublin, and branches in every part of the world, it will be readily understood what an immense amount of printing material is required. Unusual as it may appear, Mr. Lipton keeps his own architects and solicitors on the premises, special apartments being set aside for them, where all plans and specifications of new buildings, leases of premises, and other legal business of the firm are respectively dealt with. Beyond, again, is the "canteen department," as it is called. From here a ship or a regiment can be completely victualled on the shortest notice. Up above the printing office on third floor are the tin and box-making departments. All the tinware used by the firm is here made up from the sheet tin, and a most interesting sight is the great room with its huge piles of glittering tins, and the busy machines cutting and shaping fresh piles every hour. The huge building through which we have just passed shelters, during the day, no less than a thousand employes. It may also be mentioned as a notable feature in connection with the opening of the new offices, that a full-sized portrait of Mr. Lipton, painted by Professor Herkomer, R. A., and subscribed for by all his employes throughout the world, was presented by the staff.—Illustrated Sporting and Dramatic News.

JACKSON-SMYLIE.

IN the presence of a very large gathering of friends and relatives that filled every seat in Grace Church, Detroit, one evening last week, occurred the marriage of Miss Helen Frances, daughter of Mr. and Mrs. Robert William Smylie, and Mr. R. J. S. Jackson, of Montreal. The bridesmaids were Miss Lillie Little and Miss Ruth Scott, of Quebec. Dinner was served at the Detroit Club, and Mr. and Mrs. Jackson left on the late train for the east. The bride received many beautiful gifts from friends in Detroit, and several handsome cheques and useful presents from Quebec, Toronto and here are awaiting her at her new home, 415 Mount Pleasant avenue, Westmount.

Mr. Jackson has been connected with various local sporting and social clubs and has always made a satisfactory and energetic officer. He was secretary of St. George's Snowshoe Club for years, and a large share of the club's success is due to him. Mr. Jackson was secretary-treasurer of the Victoria Skating Club, from which office he resigned recently. He was at one time secretary of the Lachine Boating and Canoeing Club and is a member of the Royal St. Lawrence Yacht Club, and occupies a position on several of the club's committees.

Mr. Jackson is a member of the firm of Chard, Jackson & Co., agents and importers, Montreal. He is a native of Quebec and is a son of Dr. Jackson, of that city. He has a large circle of friends among the readers of THE GROCER, who wish him all possible happiness.

PERSONAL MENTION.

Mr. George Stanway, Toronto, spent last week in Montreal, his old home, and was, as usual, warmly received by his numerous friends there.

Mr. E. F. Murphy, of Chicago, representing Siegfried & Co., Kobe, Japan, was in Toronto this week. He was accompanied in his visit to the trade by Mr. George Musson, the firm's local agent.

The advance in Tea

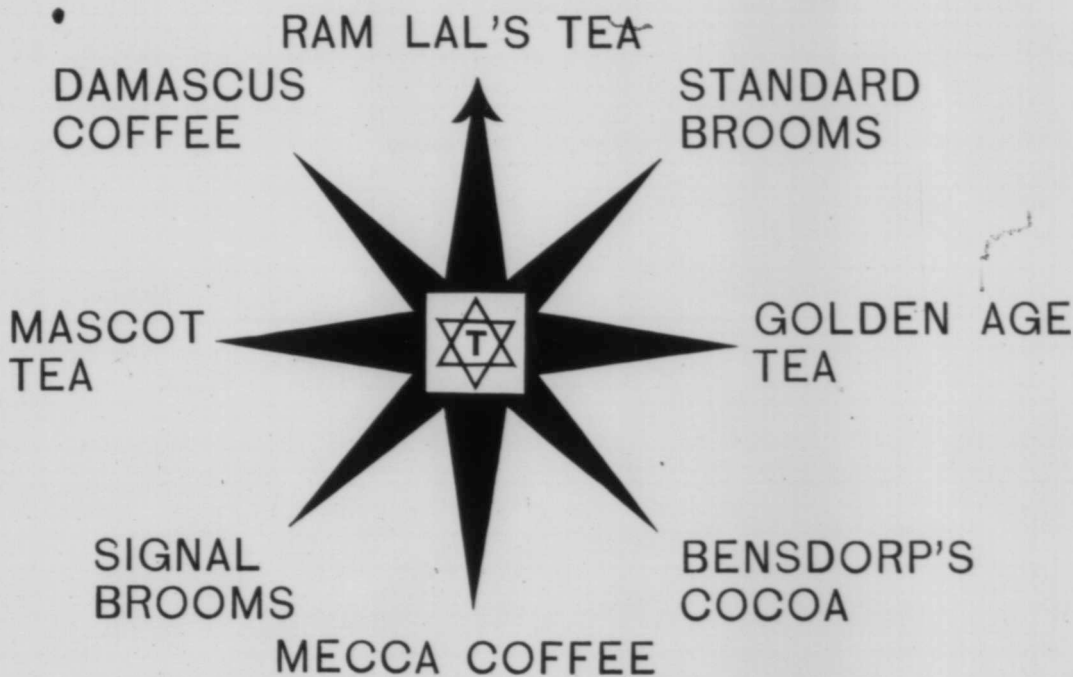
HAS COME TO STAY

Several weeks ago we ventured this prediction, and the correctness of our assertion is proved every day. Study the situation and take advantage of our **terms** and **prices**.

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

James Turner & Co., Hamilton

ask their numerous friends to keep their eyes on this compass.



All are their specialties, in which they cannot be beaten. A trial will convince you they are right

New 1896 Crop Currants, cases and half cases.

New F. O. Stalk and Selected Valencia Raisins.

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

Above now in store at close prices.

BALFOUR & CO. IMPORTERS **HAMILTON**

NECESSARY BOOKS FOR A RETAIL GROCER.

SECOND PAPER.

[By a city grocer and expert bookkeeper.]

IN our former paper, we had safely received, checked and noted down all necessary particulars regarding our goods. In this paper we propose to sell and deliver them economically and profitably to our customers. "Goods well bought are half sold," some wise man has said. He must have been a shopkeeper, of course, or he would not have known anything of buying and selling goods. Still, notwithstanding the ancient proverb, it is very hard work selling goods now-a-days, and the art of the salesman is taxed to the greatest tension to keep up with the demands of the pampered and spoiled public.

Our first requirement is the "counter check book." We all know it, and revere the original inventor whoever he may be. The various companies manufacturing this handy affair have been fighting ever since trying to prove which of them bought out the original inventor, nor have they placed him yet. We do not propose to tell our readers which is the best book to use; we firmly believe that the worst is better than none at all, and that this one convenience has saved more labor than many other schemes combined. As we are all thoroughly conversant with the check book in its many forms, no lengthened description will be necessary, but this idea may have value: In ordering your books have them all numbered on the outside, as from 1-100. If you order largely have them lettered also as A, B, C, D, E—A 1-100, B 1-100, and so on, the idea being to have your books handy for reference, and also handy to give each clerk his individual check book, for which he is responsible. Having got our order taken down, it goes, of course, to the cashier's desk, to be entered in the day book, which is of the ordinary type, the only difference being in the way of using it. The left-hand page is reserved for paid or-

ders and the right-hand one for charged accounts. This notion has been found to work admirably, in that paid orders, having their own place and being necessarily disposed of on delivery of the goods, there is no further action necessary, save only in case of mistake. The charged goods, on the other hand, having yet to be ledgered, are by themselves. All must be entered up, and there is no excuse for missing any. As the day book may be differently used, an extract from a page will be useful at this stage:

GOODS PAID JAN. 2, '95.

Book.		Driver.	Pl.	
A 96	J. Smith, 10 Ross street...	A		\$6 80
B 10	R. Brown, 18 George st. ...	J		75
C 13	G. Ross, 17 Classic.....	A		7 98

"Goods charged" have exactly the same ruling, the only difference being that a line is left between each entry in case alterations or additions are made. The first column represents number of check book duplicate, noted in case reference is necessary at any time. The use of the driver's initials ensures proper location of blame should any complaint be made of inattention. Our readers will also notice the total absence of all entering up of items of each bill. The check book duplicate being preserved, and easy of access, if John Smith wants particulars of his account, a simple reference to his entry shows us that the information may be found in A 96, July 2, '95, and we there have everything in the original black and white, written in his presence, and therefore indisputable.

Meanwhile, the bill being entered up, is passed out to be put up ready for delivery. This is an important branch of store work, and the careless clerk putting up orders has caused more bad language and lost more business than anything else we know of. After being put up the goods must be delivered by a man, horse and wagon. If this driver has nothing to check and guide him, he trusts too much to memory, and occasionally forgets some of his most important injunctions. Some stores use sheets of ordinary paper, others printed forms, but our suggestion is for a "delivery book," thus:

P. or C.	Name and Address.	Pcl.	Box	But	Odds & Ends
P	J. Smith, 10 Ross.			1	Broom.
E	C. Thomas, 6 Cherry	1			1/2 flour.
P	G. Ross, 17 Classic.			1	Box eggs.

This, although an important help, is not so esteemed by everyone. Many will not think it necessary so to provide for the driver of a wagon. But give a man a sheet of paper, on a wet day, with a big load of groceries to be delivered all over a scattered town or city, and where will your sheet be after a block or two? Then in case of dispute where is your record of his load? If he has a dozen "collect orders," do you not think it will be more satisfactory to have them marked off his wagon book by yourself on receipt of same? Many other points of value will crop out in the constant use of a strong, plain, narrow book, suitable to be put in the pocket and carried in a handy position. You need not rule it if pressed for time, as the straight line can be used for all necessary information. The "butter column" is not for use in cool weather, but only when the ice box, which every go-ahead grocer uses when he wishes his customers to get their butter in good order on hot days, is in commission.

With this book there is no excuse for the driver forgetting any man's goods. The odds and ends, such as washboards, pails, brooms, etc., cause endless trouble by reason of their not being packed with other goods; but, with his register of orders properly made out, the porter not only receives his load, but delivers it satisfactorily to all concerned.

The driver having got fairly started with his load, nothing remains for us but to leave him to deliver the same to the customers, taking care that each party checks the goods by the bill which always goes along. This bill is preserved by the careful housekeeper, and if an account is kept at your store there will be no necessity for using that ancient nuisance, viz., the pass-book, as the bill is all that is required to check the monthly statement. This statement need not be in detail either. There is positively no necessity for copying over again details which are already in the hands of the customer. So we have our goods in safety, to give complete satisfaction we trust to our customers.

In our next paper we hope to treat of the purely office books, such as cash, petty ledger, ledger, etc.

(To be continued.)

S. & H HARRIS'S HOUSEHOLD REQUISITES.



SOLD EVERYWHERE.

Ebonite Blacking

(WATERPROOF.)

FOR BOOTS AND SHOES.

Does not
Injure the
Leather

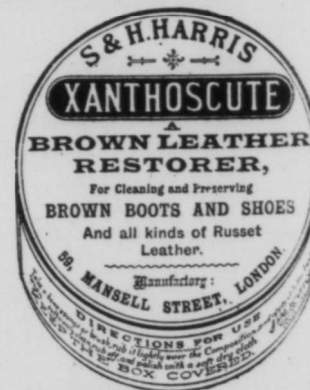


Trade Mark.

Requires
No...
Brushing

..ASK FOR IT..

MANUFACTORY: LONDON, E., ENGLAND.



..SYRUPS..

Pure Sugar Syrups in

PAILS and HALF-BBLS.

Only a limited quantity of **PAILS** Left.

THE DAVIDSON & HAY, LTD.

Wholesale Grocers - - **TORONTO**

Your Winter Trade

will depend largely of course on the genuineness of the Buckwheat flavor. The whiteness of ours will assist you in making the first sale—the flavor will sell it a second time.

**“Roller Process
Buckwheat Flour.”**

Only the best selected grain is used—grain grown in a section that is famous for the flavor of its buckwheat. It is absolutely pure and never fails to make sweet, light, healthful cakes.

From Manufacturer to
Retailer Direct.

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

DO YOU KEEP

Pilkington's Powdered Perfumed Lye

Perfectly Pure.

“BELL BRAND”

Superior to all
Other Brands.

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

Sole Agents In Canada

Bellhouse, Dillon & Co.

47 Wellington Street East

30 St. Francois Xavier Street

.... TORONTO

.... MONTREAL

ADVANCING

* *

Our low figures on "DRIED FRUITS" have elicited numerous and valuable orders beyond our expectations, from all parts of the country, clearing completely several large lines of our stock.

We are entirely sold out of the following brands and qualities of Valencia Raisins, viz.:

Juan de Llano Fine Off-Stalk
Wm. Rogers & Co. Fine Off-Stalk
Wm. Rogers & Co. Selected

We now quote ex ss. "Bellona," just arrived in our port from the Mediterranean, viz.:

Alameda Fine Off-Stalk	5c.
Arguimbau Fine Off-Stalk	5½c.
Arguimbau Selected	6c.
Rogers 4-Crown Layers	6½c.

TERMS: 2 PER CENT. 30 DAYS OR 3 PER CENT. 10 DAYS, MONTREAL

Our Currants are all in per "Bellona," with the exception of the Choicé Vostizzas in half cases, which are coming by way of New York, and will be here latter part of this month. **Prices unchanged as yet.** Malaga Raisins, Valencia Shelled and Tarragona Almonds are now ready for delivery. **Our last quotations still hold good.**

Have you realized how cheap we are quoting Malaga Raisins and Tarragona Almonds?

We are just in receipt of a message from the packers of the Caribou Brand of Salmon, expressing their regret at having to avail themselves of the usual clause of Salmon contracts, which provides for **Short Catch**, and that, accordingly, they have reduced our quantity by 25 per cent. Is this not important enough information to induce you to place your orders promptly for Caribou Salmon at \$1.12½?

HUDON, HEBERT & CIE.

Wholesale Grocers and Wine Importers,

..... MONTREAL.

they never lose their natural taste. Our stock includes ;

Mushrooms	Crepes
Peas	Truffles
Beans	Sardines
Mixed Vegetables	Anchovies
Asparagus	Pates
Artichokes	Crete de Coq
Capers	Rognon de Coq
Olives	Etc., Etc.

Used as a substitute for Coffee—better for the health. It has the same flavor and fragrance as Coffee, added to which are the sustaining qualities of the Kola nut. Made by

JOHN MACKAY & Co.,
Edinburgh.

Candied Peels

These goods are justly celebrated for their purity and excellence. The jams and marmalade are made from carefully selected materials. The Lemon, Orange and Citron Peels are fresh and pure.

Lorimier's Worcester Sauce

This sauce is made of finest materials, and becomes a household favorite when once tried. The grocer who once tries selling it always keeps some in stock.

Put up in pint and half-pint bottles.

Craven & Son's Drops and Candies.

Pure and Popular. Principally hard-boiled candies. In 5-lb. and 8-lb. jars.

There is money to be made in candies if you carry the proper goods.

You'll have success in your candy department if you carry these goods.

French Mustard

Much appreciated for its strength and flavor.

It's a quick seller and a satisfactory purchase.

Put up in handy packages, which are very useful when empty.

Sole Agents for Canada

ROBERT GREIG & CO., MONTREAL



PANCAKES

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

The Snow Drift Co. = Brantford, Ont.



WHEN IN NEED OF —

HAMS, BACON OR LARD.

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

LETTER ORDERS PROMPTLY FILLED

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



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

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17 Victoria St., London, S.W.
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John Cameron, General Subscription Agent.
Major A. G. Campbell,
General Subscription Agent.

BUSINESS-LIKE TARIFF WANTED.

WHILE tariffs are not by any means the chief factors in nation building, they exercise an influence for weal or woe to an important degree. It is clear then that in the ensuing revision of the Canadian tariff it will be necessary to exercise much wisdom in order that good and not harm may be done.

The tariff of this country has become a matter of business. It was at one time a question which political parties were to ride in or out of power on it. But that day has gone by. The reasons forsooth may not arise from the same motive; but that does not alter the fact that for the time being at any rate Canada cannot do without a Customs tariff.

In drawing up the proposed new tariff the Government will naturally be beset by many difficulties. Some industries will doubtless want the tariff-wall which already surrounds them made a little higher while others whose wall of protection is already too high—as every business man knows is the case—will strenuously oppose any and every attempt to cut it down.

When a merchant undertakes the reorganization of his business he decides to curtail here and expand there. His whole object is to produce effects which in the net result will be beneficial to that in which he has his capital invested. The tariff is a business matter, and that which is the best for the commercial interests of the country is what it is the duty of the Government to try and secure.

When a man invests his capital in a commercial enterprise he is not looking alone at the possibilities of to-day; his eye is upon the future as well. It is the same with the general when manœuvring his battalions

on the battle field; it is the same with the chess player when he makes a move.

In re-arranging the tariff there are some things upon which it will obviously be to the best interest of the country that the rate of duty should be made much lower, or perhaps removed altogether. In others again it will probably be found that business commonsense would demand that an opposite course be taken.

When a tariff is being revised the question as to whether this or that proposition leads in the direction of free trade or protection should not be considered. The great question is: Is it business-like?

If the tariff is considered from a business point of view, the mere fact that the rate of duty upon this or that article is 10, 25 or even 75 per cent. should not be in itself the determining factor for either increasing or decreasing it. It is quite possible that a tax of 10 per cent. may be more unreasonable and burdensome to the country than even a duty of 75 or 100 per cent.

It is the utility which that duty possesses as a developer of the industrial interests of the country which should be chiefly taken into consideration. In other words, does the rate of, say, 35 per cent. produce industrial results of a higher percentage of benefit to the country? To put it another way: Would the money saved to the country by reducing or removing the duty on a certain article be greater than the loss that would be entailed in capital, wages, etc., through the foreign-made article being thereby allowed to supplant the home-made article? That should be the pivotal point upon which the question should turn.

It is no use for this country to waste its time and energy in trying to develop industries which are no more natural to it than are teeth to an oyster; but it would be equally unwise to cripple or destroy industries which are, in their net results, beneficial to the country in order that what is an apparently high tariff may be reduced to what is considered a medium or low one.

No wise man hesitates to spend a dollar in order that he may earn a dollar and a half; neither should a nation object to be taxed 25 to 50 per cent. when the investment is a profitable one.

WINNIPEG CITY TRAVELERS.

The commercial men of Winnipeg who represent the wholesale houses for city business have decided upon permanent organization. A largely attended and enthusiastic meeting of the city travelers was held in the Civic Committee room at the City Hall on the evening of the 30th ult., with Mr. D. M. Horne in the chair, when the above decision was arrived at, the organization to be known as the Winnipeg City Travelers' Association.

CANADA AND THE PRESIDENTIAL CONTEST.

THE sympathy which Canadians generally have given the victor in last Tuesday's presidential contest is not born of any solicitude for Mr. McKinley. Canada's sympathy was born of the fact that he was the champion of sound business principles, as applied to the currency question. There her concern ended.

Had Bryan triumphed that confidence which is so essential to healthy trade would have undoubtedly taken wing. What would follow in the wake of the vanishing confidence is obvious.

Mr. Bryan's opponents undoubtedly exaggerated the consequences which would follow were the economical doctrines he enunciated to triumph. But this does not alter the fact that the bare possibility that there was of his election caused a partial paralysis of trade, induced foreign capitalists to withdraw their capital, and even frightened many men in the United States to deposit their surplus cash in banks in Canada.

If, therefore, the mere supposition that Bryan might triumph wrought so much injury to trade, what must have been the consequences, for some time to come at any rate, had the voice of the people of the United States spoken otherwise than it did?

In such an event Canada would have suffered. At present the trade conditions in the Dominion augur well. Our crops on the whole have been good, and a much better range of values are obtaining. Then, our mining industries are being developed as they never were before, while our export trade is expanding and our home industries reviving.

Canada naturally does not expect any favors from McKinley or the triumphant Republican party. McKinleyism and Republicanism in the past has meant high tariff against Canadian products, and we have no reason to expect that they will mean anything else in the future. But Canada's desire to see triumph the cause of sound, economical principles takes precedence over all other questions.

The election of Mr. McKinley means the revival of trade now. In both Canada and the United States the manufacturing industries have been running at their minimum capacity and merchants have been buying merely with a view to keeping the soul and body of trade together. And, in order to secure to-day the good times, we in Canada prefer to run the risk of a revival of McKinleyism to-morrow rather than by rejecting it, bring into existence that which might be more dire in its results.

CANNED TOMATO SITUATION.

SINCE THE CANADIAN GROCER went to press last week it has been ascertained that one of the things decided upon at the special meeting of the Canadian Packers' Association held in Toronto on Wednesday, the 28th ult., was the fixing of a uniform price on certain lines, notwithstanding that after the meeting in question it was stated to this paper by some of the members that no such action had been taken.

There is no question now, however, that an understanding to this effect was arrived at. It does not appear to have been a hard and fast agreement; it was merely an understanding whereby tomatoes should not be sold below 65c., corn at 55c., and peas at 65c. per dozen.

There appears to be a difference of opinion among the trade as to the wisdom of this at this time, when the demand is light, but it is generally conceded that the extremely low prices which have been obtaining lately, on tomatoes particularly, warranted the packers taking some steps to prevent the continuance of the evil, goods in many instances being sold below the cost of production.

The advance, which is five cents per dozen, has induced some at least of the wholesalers to put their figures up $2\frac{1}{2}$ to 5c. per dozen, but it does not appear, so far at least, to have induced them to become freer purchasers. It must, however, be remembered that this is not the time, as a rule, when they do buy much. And then, while the jobbers' purchases in Ontario have been light, so also have those of their customers, the retailers.

One thing, however, is certain, the market is stronger, and, as one wholesaler put it, "If the canners can hold out they will in time get the advance."

There is some talk that the condition of the market in the United States would allow Canadian packers to export to that country and net them as good or better prices than they are getting in the home market. This, however, does not seem possible. The duty alone on tomatoes at 60c. would be 18c. per dozen, the rate being 30 per cent. ad valorem, to say nothing whatever about the freight. This alone would bring the price up to 78c., while, according to The Trade, of Baltimore, the Hartford county packers are holding at 70 to 75c., and the New Jersey packers at 80 to 85c.

In New York this week 3-lb. tomatoes are quoted at from 75 to 85c., according to brand. Prices there are firm and unchanged, except in gallons, which are held 10 to 15c. higher than they were a week ago. These prices, it may be stated, are 20c. above the lowest point.

In England tomatoes are slightly dearer on the spot, "but the market," says Produce

Markets' Review, "responds very slowly to the higher prices asked for both American and Italian growths, and the accumulations of stocks here are doubtless still large enough to prevent any important advance for some time to come."

STRONG POSITION OF JAPAN TEAS.

THE most interesting feature of the tea market at the moment is the strength which teas of Japan growth have developed during the past few weeks.

According to the latest cable advices the shortage of the tea crop in that country is from 9,000,000 to 12,000,000 pounds compared with the yield of 1895; but the fact that the shortage is 7,000,000 pounds below the average of the last six years is a still stronger feature.

Not only is the crop much shorter than a year ago, but the statistics which are from time to time issued from Yokohama and other tea centres in Japan reveal the fact that except in an isolated instance here and there the purchases of the great shipping firms have been very much less than they were a year ago at this time. As far as Canada is concerned, a well-known authority declares to THE CANADIAN GROCER that there is not probably one-fifth the usual quantity held in importers' hands, while both wholesalers and retailers have been light purchasers. Besides this it will be remembered that there has been some buying on this market on American account.

With the realization of the shortage in the crop have naturally come higher prices. In the primary market there have been advances aggregating \$2 to \$4 per picul, according to grades. In Canada so far the advance has been chiefly in small lots.

In New York sales have been freely made, it is said, at from 1 to 3c. per pound above the figures ruling three weeks ago.

There are some old season's teas in Canada for which at one time during the year $11\frac{1}{2}$ c. could not be obtained, which are now being sold comparatively freely at 13 to 14c. In the United States, according to information received from a tea man in that country, even better prices than these have been obtained for teas of last season's growth, 13c. per pound being obtained where 10c. was not procurable before.

It will also be interesting to note in this connection that there is a shortage in the crop of China green teas of something like 60,000 packages, or 3,000,000 pounds, compared with that of last year, while the latest cable advices from China announce an advance of six taels per picul.

NO FODDER CHEESE!

THE production of fodder cheese, it has been demonstrated time and again, is rather a detriment than an advantage to the market. The factorymen recognized the fact this spring, and in response to an appeal from the Butter and Cheese Association, of Montreal, turned out little or no fodder make to weigh on the market.

They were right in doing so, for the depression during the early part of the season of 1895 was certainly due in part to the large output of fodder make put on the market. Owing to its quality, it met a slow sale and was not absorbed soon enough to be out of the way of straight grass make.

That this fact contributed materially toward producing the abnormally low range of values is now generally admitted. Consuming centres were already in a congested condition, and the receipt of this large quantity of a low-selling inferior cheese doubly aggravated matters. Factorymen, therefore, were wise this spring in abstaining from its production.

This fall, however, reports to hand from some sections indicate that the lesson of 1895 has not been sufficient, and that the higher prices ruling this fall have caused some factorymen to announce their intention of running late into November and producing a part fodder and part grass cheese.

Every well-wisher of Canadian cheese hopes sincerely that they will not pursue such a foolish policy. At any rate the Montreal Butter and Cheese Association is determined that they will be warned in time, for at a meeting held a few days ago, a committee was struck to draw up a circular on the matter, which is to be sent to every factoryman in Canada.

Naturally, the farmers want to do something with their milk. If so, they can turn it into creamery butter more profitably than cheese. Winter creamery has proved to be a success. Winter cheese has not.

YELLOW SUGARS SCARCE.

The strength which has developed in the sugar market in Canada during the past week is chiefly in yellows, the appreciation in them being $\frac{1}{4}$ c. per lb., while in granulated the advance of $\frac{1}{8}$ c. has not been general.

The reason that the advance in yellow sugars has been more marked than in granulated is their scarcity. Of the three refineries represented on the Toronto market only one has any to offer, and that one has nothing under $3\frac{1}{8}$ c. Montreal.

The scarcity is alleged to be due to the fact that the refineries have not been making much sugar lately, and that they are now oversold on yellows.

A QUESTION OF INSURANCE.

A COMMITTEE of citizens has been calling upon business men in Montreal during the past few days to raise a fund to assist the widows and families of the three brave firemen who met their death while fighting this destroying element in Montreal. The committee is doing a grand and noble work and every effort is due them for their self-sacrificing efforts. At the same time we must differ from them on a question of principle. This, we think, is a work that should be done by the insurance companies. It was practically for them that these men lost their lives, and the insurance companies, in this instance, should raise a sufficient fund to make up for the loss of revenue to the widows and families. Business men have far too many calls of this kind on their good nature. Far more than the ordinary citizens imagine. Many of them pay enormous premiums annually to insurance companies. Besides, they spend money in putting their places in such shape that the dangers from fire are lessened, and they employ, very often, watchmen to still further reduce the danger. Why should they be called upon to contribute one, two or five hundred dollars to make up for the carelessness of officials or other business men?

We have more than once pointed out that insurance rates were far too high and could easily be materially reduced. It is not that the insurance companies themselves make large profits, for they do not, but the cost of getting business is much too great. In fact, there is often a great deal of gentlemanly blackmailing about it. There are many men who have failed in many lines of business, but with a family or other connection they manage to get the privilege of placing the insurance of a few of their friends. They go to the insurance companies and tell them that if they pay a certain commission they will receive the insurance they control. Competition is keen, and in insurance men are often forced to pay large sums in this way that should go to the insured in the way of lower rates. In brief, there are too many middle men between the insured and the insurance companies in the large centres. These men receive an average of 20 per cent. of the premiums paid. In country towns and villages middle men are necessary.

LOOK OUT FOR IMPURE VINEGAR.

The Inland Revenue Department is coming in for a good deal of criticism these days, but we wish to say that the Government, in one matter at least, is deserving of credit in endeavoring to prevent the sale of impure and fraudulent articles of food.

The latest subject of their activity is vine-

gar, than which there is no article more subject to adulteration or sophistication, or in which the public can be more easily deceived. As was pointed out in THE CANADIAN GROCER last March, there is a great deal of acetic acid and other deleterious substances sold under the name of vinegar, which finds purchasers because it is cheap, and those dealers who failed to profit by our advice last spring will have only themselves to blame if some morning they find themselves presented with a blue paper inviting their attendance at the Police Court.

Samples have been collected all over the country, and it is to be hoped that an example will be made of those who have knowingly transgressed the law.

CALIFORNIA MUSCATELS AND PRUNES.

Advices from California state that the demand for loose muscatel raisins from the Eastern States continues enormous, in consequence of which it is almost impossible to get shippers to pay attention to the small orders from Canada.

Prices on three-crown loose muscatels are up fully 1c. per pound from the lowest point, and compared with last year are 50 per cent. higher. In spite, however, of this enormous advance packers are unable to keep up with the demand.

A large trade is also being done in the United States in other descriptions of dried fruit, and one large packer advises his Toronto representative that his firm is thirty carloads behind in its orders for prunes, and that in this line there is likely to be an advance.

MONTREAL'S EARLY-CLOSING LAW.

On Wednesday morning last a deputation waited on the Mayor of Montreal with reference to the early-closing bylaw. The petition was as follows:

We, the undersigned merchants and traders in the different lines of commerce, respectfully submit to you, that the trade at night being nil, or nearly nil, we don't believe that this bylaw in favor of early closing will be of such a nature as to effect in any manner our commercial interest, and that for our part we hope that you will maintain the said bylaw.

This was signed by about a thousand of the merchants of Montreal. These signatures are all of bona fide merchants. In the case of the petition against early closing, out of 951 signatures, 231 were of persons other than merchants, or were repeated, sometimes as often as four times.

The Mayor expressed himself as strongly in favor of the early closing of the stores, but at the same time could not shut his eyes to the difficulty of enforcing this as a law on free citizens. He suggested that an understanding might be come to among the merchants themselves. In concluding his

remarks he said he could promise that if the courts decided that the law was legal, it would be strictly enforced.

THE BELLONA'S FRUIT.

The second direct fruit steamer, the Bellona, landed her cargo of nuts, raisins, etc., at Montreal on Wednesday.

It was then developed that practically her entire cargo had been sold to arrive, and now the unusual fact is witnessed for this time of the year of little or no fruit in first hands in Montreal.

The fruit ex the above steamer comprised 2,050 boxes Tarragona almonds; 84 boxes, 53,344 half-boxes, 4,868 quarter-boxes and 3,150 eighth-boxes of Valencia raisins; 7,100 boxes, 110 half-boxes and 3,925 quarter-boxes Malaga raisins; 3,060 boxes shelled almonds, 15 bags almonds and 940 pails of figs.

The great bulk of this fruit has, it is understood, been sold in the west, and eastern buyers who expected to get hold of some goods were disappointed.

Cables in regard to Valencia raisins this week to Montreal commission men note a further advance at Denia of 1s. 6d., fine fruit now being firmly held at 19s., off-stalk at 17s., selected at 22s. 6d., and layers at 24s. 6d.

The above prices mean a net cash cost laid down Montreal of 5 to 6½c., according to grade.

Demand has been good, and several large orders were booked at the above advanced prices. In fact, some of the largest shippers in Denia have cabled their representatives that it is impossible to fill all the orders forwarded.

THE SEASON'S SALMON PACK.

Since last week two more of this year's salmon fleet have sailed. The Glenogil, on October 21, for Liverpool, with 97,253 cases, and the Natuna, October 25, with 48,318 cases, making a total of 241,207 cases shipped by sailer of this pack.

At the close of the sockeye fishing season The Commercial Journal's estimate of the pack of the British Columbia canneries was 549,544 cases, since that time about 20,000 cases of cohoes have been packed on the Fraser, and 5,000 cases of sockeyes on the West Coast, bringing the approximate pack up to nearly 575,000 cases.

The pack of the canneries since the beginning of the industry in British Columbia are as follows:

	Cases.		Cases.
1876	9,847	1886	161,264
1877	67,387	1887	204,083
1878	113,641	1888	184,040
1879	61,933	1889	414,234
1880	61,849	1890	403,464
1881	177,276	1891	314,803
1882	255,061	1892	228,470
1883	196,292	1893	59,229
1884	141,242	1894	494,371
1885	108,517	1895	566,305

-B.C. Commercial Journal.

Away up in Quality

EIGHT GOLD MEDALS

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

Gillard's New Pickles

And . . .

Gillard's New Sauce

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

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

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

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EVERYBODY WILL EAT

Boulter's Preserved Citron

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

We are the only packers of Preserved Citron in Canada.

W. BOULTER & SONS

PICTON TORONTO DEMORESTVILLE



Wethey's Condensed Mince Meat

NOW IS THE TIME FOR QUICK SALES.

GUARANTEED PURE FRUITS, MEATS AND SPICES.

Sold by all wholesalers.

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

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

THE feature of the market is the strength of sugar, during the past week there having been advances, both at home and abroad. Locally, yellows, which are scarce, have advanced $\frac{1}{4}$ c. per lb. and granulated is $\frac{1}{8}$ c. higher. Business generally, in the wholesale grocery trade, is fairly brisk. Foreign dried fruits of all kinds are in active request with prices being well maintained; in fact, in Valencia raisins, there has been a further appreciation of 2s. per cwt., or about $\frac{1}{2}$ c. per lb. Canned goods are being more firmly held, for tomatoes and peas from 2½ to 5c. per dozen more being asked. Business in this line also shows some improvement. There are not many syrups offering and there is not much demand. Spices remain much as before. In nuts, the feature is an advance in the price of chestnuts owing to their scarcity. The position of teas continues strong, with Japans and China greens higher.

CANNED GOODS.

As a result of the decision of the members of the Canadian Packers' Association to advance the price of tomatoes and peas by 5c. per dozen, there is a stronger feeling in regard to canned vegetables, and wholesalers are quoting from 2½ to 5c. per dozen higher than a week ago. A good many small orders have been received by the wholesalers during the last few days for tomatoes, and there has been a little doing in corn, but trade in canned goods, is, on the whole, still quiet. The wholesalers have not yet, how-

ever, shown much disposition to buy, evidently preferring to first reduce present stocks. Salmon is quiet and unchanged. We quote best brands as follows: Tomatoes, 67½ to 70c.; corn, 55 to 65c.; peas, 60 to 65c. for ordinary; sifted select, 95c.; extra sifted, \$1.35 to \$1.45; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.90 to \$2.20 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.75 to \$2.00; cherries, \$2 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.65 to \$2.25; salmon, "Horseshoe," \$1.37½ to \$1.40; "Maple Leaf," \$1.37½ to \$1.40; Lowe Inlet, \$1.30 to \$1.35, in tall tins; cohoes, \$1.20 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.10 to \$2.30 for tall tins; flats, \$2.65 to \$2.70; half tins, \$1.50 to \$1.55; Canadian canned beef, 1's, \$1.25 to \$1.30; 2's, \$2.25 to \$2.35; 6's, \$7 to \$8; 14's, \$14.50 to \$15.50.

COFFEES.

The markets are fairly steady, and the local conditions are much as before. We quote green in bags: Rio, 15 to 17c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 25 to 35c.; Mocha, 27½ to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

SYRUPS.

A few medium and low-grade syrups are offering at prices which show excellent value. The demand, however, is light. We quote: Dark, 28 to 31c.; medium, 33 to 35c.; bright, 40 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

Arrivals of molasses at New Orleans are yet only moderate, and prices rule steady.

Locally the market is quiet. We quote: New Orleans, barrels, 28 to 30c.; ditto, half-barrels, 30 to 35c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The sugar market during the past week has developed considerable strength. The New York market closed last week with an advance of $\frac{1}{4}$ c. in raws and $\frac{1}{8}$ c. in refined. In Canada the market is also stronger. Yellows are very scarce, the Toronto agents of two of the refineries have none at all to offer, and the third has a little, but $\frac{1}{4}$ c. per lb. more than a week ago is wanted for it. There are no yellows now to be had under 3½c. Montreal. The price of granulated has been advanced $\frac{1}{8}$ c. by one refinery, and another is quoting a fraction more than it was. So far the St. Lawrence is the only one which has made no change in granulated, but its quotations are firm, and an advance is quite probable. There is a fair demand for sugar. Wholesalers' quotations are higher, being as follows: Granulated, 4 to 4.10c., and yellows, 3½c. up.

SPICES.

Trade is fair with prices much as before. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 12 to 15c. for China and 18 to 20c. for Batavia.

RICE, ETC.

The conditions in the lines enumerated below are much about the same as a week ago. We quote: Standard "B," 3½ to 3¾c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

W. W. & CO.

Do you stock
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S. B. **GLOBE** WASHBOARD

If not, you should order a dozen at once.

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

WALTER WOODS
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La Fayette
Cigarettes

Are up-to-date

Give them a trial

5 cents

"One Great
Advantage"

"SALADA"

CEYLON TEA

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

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NUTS.

The small shipment of new Grenoble walnuts received on this market a week or two ago appear to have all been pretty well sold out. Chestnuts are scarce and dearer. We quote: Brazil nuts, 11 to 12c.; Sicily shelled almonds, 25 to 26c.; Valencia shelled almonds, 22c.; Tarragona almonds, 12 to 13½c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 11 to 12c.; Bordeaux walnuts, 9c.; Sicily filberts, 8 to 10c. for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.; chestnuts, \$3.30 to \$4 per bushel; hickory nuts, \$1.50 to \$2 per bushel; Canadian walnuts, \$1.50 per bushel.

TEAS.

The feature of the tea market is the strength of Japan and China green growths. In Japan the advance is from \$2 to \$4 per picul, and there have been substantial increases in the United States. Canada has been slower to respond, but even here higher prices are being asked and obtained. In Young Hysons the advance has been about 1c. per lb. on low grades, 2c. on medium grades, and 2 to 3c. on the finer grades. So far the settlements of China green teas this season are only about one-half those of the same period a year ago. There is an increased demand for those teas on the local market, and one broker reports that lately he has made sales aggregating 1,200 packages. In regard to some sales an effort has been made to duplicate the invoices. Advices from India state that low grades there are strong and well competed for. Locally a better demand has been experienced for Indian and Ceylon teas of all grades. Ruling prices on the Toronto market to re-

tailers are: Young Hyson, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

Valencia raisins have experienced a further appreciation in price during the past week, the cables announcing an advance of 2s. per cwt. The demand locally is good. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5½ to 5¾c.; selected, 6½ to 6¾c.; layers, 6½ to 7c.

Currants are steady and in good demand. We quote: Provincials, 4¾ to 4½c. in bbls.; fine Filiatras, in bbls., 4¾ to 4½c.; do, half-bbls., 4½ to 4¾c.; Patras, 5 to 5½c. in bbls., 5½ to 5¼c. in half-bbls. and 5¼ to 5½c. in cases; Vostizzas, cases, 6 to 6½c.; do., half-cases, 6½ to 6¾c.; do., extra fine, 6¾ to 7¼c.; do., half-cases, 7¼ to 7½c.

California loose muscatels continue firm in price, and it is almost impossible to get shippers to pay attention to the small orders from Canada, so great is the demand in the United States. Prices are fully 1c. per lb. up from the lowest point. We quote 3 and 4-crown at 7½ to 8½c. per lb.

Fresh shipments of Malaga raisins are due on this market in a few days ex ss. Bellona, which reached Montreal on Tuesday.

Figs are in fair demand, with prices firm. We quote: 14 oz., 10c.; 10 lb., 12½ to 14c.; 18 lb., 12½ to 14c.; 28 lb., 12½ to 16c.; taps, 4 to 4¼c.; natural, 4¼c.

GREEN FRUIT.

Oranges are in good demand at steady prices. Lemons are firmer, supplies still being scarce both here and in New York. The demand for bananas continues light. Cranberries are going out fairly well. Pears are still coming in, and a fair sale is being experienced in them. Receipts of domestic grapes are falling off and prices are higher for really good fruit. Further shipments of Malaga grapes are on the way, but prices are firm. We quote: Oranges—Jamaicas, fancy, \$3.50 to \$4 per box; barrels, \$6 to \$7. Lemons—Verdelli, \$2 to \$3.50; Maoris and Sorrentos, \$6.50 to \$7.50 per box; Malagas, \$7.50 to \$8 per half-chest; cocoanuts, \$3.75 a sack and 60c. per doz.; Jersey sweet potatoes, \$2 to \$2.25 per bbl.; apples, \$1 to \$1.25 for good packed stock; pears, 25 to 50c. per basket and \$2 to \$3 per barrel for ordinary; grapes, 2 to 2½c. per lb. for Concords, Niagaras and Rogers; onions, 60 to 70c. per 80 lb. bag for Danvers and \$1 per crate for Spanish; Cape Cod cranberries, \$6.50 to \$7 for fancy dark, and \$4.75 to \$5.50 for ordinary, Canadian cranberries, \$5 to \$6 per bbl.; quinces, 20 to 30c. per basket, and \$2.50 to \$2.75 per barrel; pineapples, 10 to 25c. each; bananas, \$1.25 to \$1.50 per bunch.

BUTTER AND CHEESE!

BUTTER—There is still no material change in the situation. Choice dairy is in none too plentiful supply, but there is an accumulation of low-grade and medium. The demand for creamery butter is only fair. We quote: Dairy butter—Tubs, 12 to 13c. for good to choice; low-grade to medium, 7 to 9c.; pails and crocks, 12 to 13c.; pound prints, 13 to 14c. Creamery—Tubs, 17 to 18c. 1-lb. blocks, 19 to 20c., according to make.

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WINNIPEG

Ask the Wholesale Houses for

Rossiter's Household Brushes

THE BEST.

GEO. ROSSITER - TORONTO

10 to 14 Pape Avenue.

MANUFACTURERS AND IMPORTERS

If you have goods to offer

The

WINNIPEG

Wholesale Trade

Write me with samples and prices. 14 years experience.

E. NICHOLSON 124 Princess St., WINNIPEG
Successor to
W. F. HENDERSON & CO

Wholesale Commission Merchants. Established 1882.

J. F. ROGERS

16, 18 and 20 FRANCIS STREET **TORONTO**

PORK PACKER, Etc., Etc.

Importer and dealer in best brands of

English Sheeps' Casings

AND

American Hogs' Casings

MANUFACTURER OF

BOLOGNAS, ETC., ETC.

Kettle-rendered Lard of best quality.

Preservatives and Seasonings a specialty..

SOMETHING FRESH

FIGS ELEMES IN BOXES
NATURALS IN BOXES
COMMADRES IN TAPS

MALAGA MAIORI VERDELLI LEMONS

Fancy Jamaica Oranges
Fancy Cape Cod Cranberries
Fancy Jersey Sweet Potatoes

CLEMES BROS.

51 Front St. East, **TORONTO**

CHEESE—The local demand continues fairly good, with prices steady at 10 to 10½c. for August make, and 10½ to 11c. for September.

COUNTRY PRODUCE.

BEANS—Dull, with jobbers asking 80c., but there is practically nothing doing.

DRIED APPLES—Business is still dull. The idea as to price is about 2½c.

EVAPORATED APPLES—The market is in much about the same condition as that for dried. They are nominally worth 3¼ to 4c.

EGGS—The market is a little firmer, scarcely any fresh gathered stock coming forward. We quote: Fresh gathered, 16c.; limered, 13 to 14c.; cold stored and held, 15c.

HONEY—Quiet and unchanged. We quote: Strained, 7c. in 60-lb. tins, and 7½ to 8c. in 10-lb. tins; comb, \$1.50 to \$1.75 per dozen.

MAPLE SYRUP—A good demand is being experienced for this at the moment at from 80 to 85c. per gallon.

POTATOES—The market is dull and weak at 30c. per bag in car lots on track; 40c. is quoted for small lots delivered.

POULTRY—There is no demand, it being difficult to find a market for the little that is coming forward. We quote: Chickens, 25 to 40c. per pair.; turkeys are 6 to 6½c. per lb.; geese, 4 to 5c. per lb., and ducks, 45 to 50c. per pair.

PROVISIONS AND DRESSED HOGS.

There is a good demand for provisions, and prices are steady with the supply fair. Dressed hogs are not offering very freely, but prices are weaker than a week ago. The highest price being paid for choice weights of 100 to 150 lbs. is \$5; for over these weights \$4.50 to \$4.75 is the idea.

DRY SALTED MEATS—Long clear bacon, 5½c. for carload lots, and 5¼ to 6c. for small lots; backs, 7 to 7½c.

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

LARD—Pure Canadian, tierces, 6¾c.; tubs, 7c.; pails, 7¼c.

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

FISH AND OYSTERS.

The close season for whitefish and trout began on the 1st inst. Consequently there are none of these fish on the market. There are a few pickerel on the market, but the demand generally is dull for fish. Oysters are also quiet on account of the mild weather. We quote: Pickerel, 6c. per lb.; haddies, 7 to 8c. per lb.; Labrador herring, \$5.75 to \$6 per bbl. and \$2.50 to \$2.75 per half-bbl.; boneless cod, 4c. per lb.; pure cod, 6½ to 6¾c. per lb. Oysters are

DON'T FORGET . . .

to give us a trial when shipping produce. We can assure you of highest prices and prompt returns.

Graham, McLean & Co.
Produce Commission Merchants
77 Colborne St. **TORONTO.**

HANBURY A. BUDDEN
ATTORNEY AND SOLICITOR

OFFICE FOR

Patents Trade Marks
Etc. **MONTREAL**

Telephone No. 471. Established 1870.

JOHN HAWLEY

Provision and Commission Merchant

Butter Lard Cheese
Eggs Apples Etc.

Raspberry Jam in 1, 5 and 30 lb. Pkgs.

88 Front Street East, **Toronto**

MORROW & EWING

General Commission Merchants

13 St. John St., **MONTREAL**

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

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

"SHIPPERS ATTENTION"

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

Rutherford, Marshall & Co

General Produce and Commission Merchants

62 FRONT ST. EAST, **TORONTO.**

RICE RICE RICE

Imperial Polished Royal **PATNA**

Crystal JAPAN
J Seed **JAVA**

MOUNT ROYAL MILLING CO.
D. W. ROSS CO., Agents' **MONTREAL**

4TH Brand HAMS, BACON, LARD

All finest quality.

T. R. F. CASE, SEAFORTH, ONT.

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

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

quoted at \$1.25 for standards, and \$1.65 for New York counts.

SALT.

There is still a good business being done. We quote at Toronto: In carload lots, \$1 per barrel and 60c. per sack; in less than carload lots, \$1.05 per barrel and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

SEEDS.

Alsike is still the chief article that is offering, although during the past week there has been a falling off in this respect. Medium and low grades are dull, but finer qualities are still in good demand. Prices range from \$3 to \$3.75 per bushel for common to choice, with a slightly higher figure than the outside price being paid for fancy qualities. Samples of red clover offering vary a great deal, those from some localities showing poor quality, while fine lively ones come from others. Jobbers are paying from \$4 to \$5.50 per bushel at point of shipment. For the little timothy that is being offered \$1.20 to \$1.50 per bushel is being paid.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts are more liberal. We quote: White wheat, 83 to 83½c.; red, 81 to 82c.; goose, 59 to 60½c.; oats, 23½ to 24½c.; peas, 48 to 50c.

FLOUR—Prices are again higher, and there is a good demand. We quote in carloads on track, Toronto: Manitoba patents, \$5; Manitoba strong bakers', \$4.50; Ontario patents, \$4.25 to \$5; straight roller, \$4.25, Toronto freights.

BREAKFAST FOODS—There has been a further advance this week in the price of both oatmeal and rolled wheat, our quotations being 10c. per bbl. higher. The demand is good, particularly for oatmeal. We quote: Standard oatmeal and rolled oats, \$3.30 to \$3.40 in bags and \$3.40 to \$3.50 in bbls.; rolled wheat, \$2.50 to \$2.60 in 100-lb. bbls.; cornmeal, \$2.40 to \$2.50; split peas, \$3.25 to \$3.50; pot barley, \$3.25 to \$3.50.

BALED HAY—There is a moderate demand. We quote: \$11 for No. 1, and \$10.50 for No. 2 in carloads on track.

HIDES, SKINS AND WOOL.

HIDES—Are unchanged, with cured quoted at 7¼ to 7½c. Dealers pay 6½c. for No. 1, 5½c. for No. 2, and 4½c. for No. 3.

CALFSKINS—Market is dull at 6c. for No. 1 and 4c. for No. 2. Sheep and lamb-skins, 60 to 65c.

WOOL—The market is firm. Dealers are paying 20 to 21c. for fleece. Pulled supers are 20 to 21c., and extras, at 22 to 22½c.

PETROLEUM.

Trade continues good and prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15½c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19½c.; Pratt's astral, 19c. in bulk.

MARKET NOTES.

Dressed hogs are easier.

Chestnuts are scarce and dearer.

Japan and Young Hyson teas are much dearer.

Fresh gathered eggs are 1c. per dozen dearer.

Both oatmeal and rolled wheat are 10c. dearer.

Sugar is fractionally dearer, both at home and abroad.

Canned tomatoes are from 2½ to 5c. per doz. dearer.

Lemons are higher than a week ago on account of the scarcity.

The close season for trout and whitefish began on the 1st inst.

A slight advance has taken place in glucose, according to advices from Chicago.

A cable to J. L. Watt & Scott, announces a further advance of 2s. per cwt. in Valencia raisins.

Dates are up 3s. 6d. from the lowest point. "By the time they arrive in New York, 6½ to 7c. will be wanted for them on account of the short supply," remarked a Toronto dealer.

C. H. Anderson reports that his recent deals in Young Hysons aggregate 1,200 packages. His advices regarding these teas are to the effect that the market is strong and advancing. His latest advices from Calcutta state that low-grade teas there are strong and being well competed for.

QUEBEC MARKETS.

MONTREAL, Nov. 5, 1896.

GROCERIES.

THE business in dried fruit and the activity that it displays in all its lines is still the dominant factor in the wholesale grocery situation. Further advances have been cabled on Valencia raisins from Denia, and Californias are so strong that quotations have been actually withdrawn on 3-crown fruit. In other lines the position is much the same, except in sugar, which has taken a sudden change for the better. Tea continues active and firm with an upward tendency, and the improved feeling in canned vegetables is more marked.

SUGAR.

The sugar market has been excited since our last report, with advances in yellows at the refineries, though the price of granulated is unchanged. The change in temper was induced by the active demand for raw material at New York, and it was quite sudden, for, as everyone knows, up to the 27th refiners were offering goods at very low prices. At this writing refiners' prices for all grades of yellows are ½c. per pound higher, and there has been a good demand, especially for yellows, of which stocks in refiners' hands are very small. We quote: Yellows, 3 to 3¼c., and granulated, 4c.

SYRUPS.

Demand for syrups continues slow and the market quiet. Values, however, continue steady at 1½ to 2¼c. per pound, as to quality.

MOLASSES.

There has been no change in the situation of the molasses market. The demand is chiefly for small lots, and prices rule unchanged at 27½c. for Barbadoes and 28c. for Porto Rico in a wholesale way. In a jobbing way the range is 30 to 31c. for single puncheons.

RICE.

The firm feeling outside has not yet influenced prices locally, but, if it continues, is very apt to do so. Values are steadily held, with a fair enquiry. We quote: Crystal Japan, \$4.75 to \$5; standard B., \$3.45; polished Patna, \$4.75 to \$5; Carolina, \$6.50 to \$7.50, and Java, \$3.75 to \$4.

.. CAUTION ..

DRIED APPLES

will be almost unsaleable this year unless the Farmers and Merchants give the strictest attention to **CUT, COLOR** and **CONDITION**. Requirements are **LARGE QUARTER-CUT FRUIT, BRIGHT COLOR** and **DRY, DISCOURAGE** all **SMALL-SLICED** and **CHIPPY** stock. **POSITIVELY REJECT** everything **DARK, BURNT** or **WET**.

With careful attention given to these requirements there is hope for a considerable trade at vastly higher prices than the U.S. fruit returns; by neglecting them, Canadian fruit will be reduced to the U.S. level in quality and price.

It is quicker to Cut fruit **LARGE** (in quarters) than **SMALL**, and as easy drying **BRIGHT** as **DARK**, it only requires therefore care on the Farmers' part and firmness on the Merchants' to ensure them both a profit as against a loss, besides creating a superior reputation for **CANADIAN DRIED APPLES**.

46 Front St. East,
TORONTO

W. B. BAYLEY & CO.

Do You Know

That we have special values
in Ceylon and Indian Teas?

That our Cleaned Stemless Currants
are sure trade-winners?

Write for prices and samples.

PRUNES.

Just arrived—first shipment of Imperial French
Plums. Cases 50 lbs. Price low.

"KOLONA" Ceylon Tea



Is the leading packet tea
in the market. . . .

RETAILS

30, 40, 50, 60 and
80 cts. per lb.

½-lb. and 1-lb. leaded pkgs.
Black or Mixed.

RETURNED

Nov. 7 1922

THE EBY, BLAIN COMPANY LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - CANADA

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SPICES.

There has been a fair demand for spices and values have a firm tendency under strong foreign advices. We quote: Pure black pepper, 10 to 12c.; pure white, 15 to 22c.; pure Jamaica ginger, 20 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

COFFEE.

There is no change in the coffee market, business ruling quiet. We quote: Rio, 15½ to 17c.; Santos, 15½ to 17c.; Maracaibo, 16½ to 19c.; Java, 23 to 26c., and Mocha, 23 to 25c.

TEAS.

The week has been an active one in teas, and some excitement has prevailed in the trade. Cable advices have been of a very strong nature, noting advances in prices in several lines. Demand for all lines has active, and a large volume of business is reported at very firm prices. We quote: Young Hysons, 10 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 11½ to 18c. for mediums, and 25 to 55c. for high grades; Japans, 12 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

The strength and activity in Valencia raisins continues, and further advances have been cabled from abroad. In fact, it would cost to lay down new supplies here 5 to 6½c. net cash. As a consequence of this, jobbers are asking rather higher prices as follows: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

The upward tendency of California raisins continues also, and higher prices have been asked f.o.b., while at this writing quotations have been withdrawn entirely for future business in 3-crown fruit. We quote: 2-crown, 6 to 6½c.; 3-crown, 7 to 7½c., and 4-crown, 8 to 8½c.

Sultana raisins are steady at 7¾ to 12c., as to grade.

Malaga raisins range from \$1.50 to \$4.

Currants continue firm with a fair enquiry. We quote as follows: Filiatras, bbls., 4c.; half-bbls., 4¼c.; cases, 4¾c.; half-cases, 4½c. Fine provincials are worth about ⅓ of a cent a pound more; Patras, 5½ to 6c., and Vostizzas, 6¾ to 8c.

Prunes are strong also in line with all other dried fruits. We quote: French, 5 to 6c.; Austrian, 6 to 6½c., and Californias as follows: 10 to 11c. for 40 to 50s.; 9 to 10c. for 50 to 60s.; 8 to 9c. for 60 to 70s., and 7 to 8c. for 70 to 80s. The first carload of new California prunes will be distributed this week.

NUTS.

This market continues without change. We quote pecans firm at 12c. Tarragona almonds, 11 to 12c.; filberts, 8 to 10c.; shelled walnuts, 18 to 21c.; shelled almonds, 18 to 20c.; peanuts, 6 to 8c., and shelled do., 8 to 10c.

CANNED GOODS.

The canned goods market is steady and without change on the whole. A firmer feel-

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

GREEN FRUIT.

The green fruit market continues much the same as last week. We quote: Oranges, \$5 to \$5.50; lemons, \$3; bananas, 50c. to \$1; pears, 30 to 40c. basket, and \$2 to \$2.50 per keg; grapes, 14 to 17c., and California Tokays, \$1.75 to \$2 per keg. Sweet potatoes are now arriving and are selling well at \$2 to \$2.25.

APPLES.

The apple market was quiet, with business passing at 85c. to \$1 for seconds and \$1.15 to \$1.50 for firsts.

FISH.

The continued mild weather has interfered considerably with the fish trade, and the movement of all lines has been small. At present all lines of fish are in ample supply. In regard to pickled herrings, there are too many coming forward, and the market in consequence has been weak and prices have declined 25 to 50c. per barrel. The arrivals during the past four or five days have been about 18 carloads. In a jobbing way No. 1 N.S. are selling at \$4.50 to \$4.75 per barrel, and at \$2.75 per half-barrel; No. 2 small Labrador salmon are easier at \$11.50 to \$12 per barrel. B.C. salmon are out of the market, but several carloads are expected by the middle of next month. No. 2 mackerel are also easier at \$11.50 to \$12 per barrel.

In smoked fish, prices for haddies and bloaters are easier. Receipts are more liberal, for which the demand is only fair. Haddies are selling at 6½ to 7c. per lb. Yarmouth and Bay bloaters at 90c. to \$1 per box, and kippered herrings at \$1.50 per box, and medium new smoked herrings at 11c. per box.

The supply of dried codfish is small here, consequently prices are firmer at \$4 to \$4.25 per 100 lbs.; pollock at \$2.20 per 100 lbs.; skinless cod at \$5.25 per case; boneless cod, 5½c. per lb., and fish, 3c. per lb.

The receipts of fresh fish have been larger of late, and in consequence there is a good supply of haddock and cod on this market now, and prices for the former have declined 1 to 2c. per lb. since this day week. Haddock and cod are now selling at 4c. per lb. Fresh B.C. salmon are firmer at 10½ to 11c. per lb.; dore, 6½ to 7c., and pike, 4½c. per lb.

COUNTRY PRODUCE.

EGGS—There is no change in the egg market. We quote: Fresh laid, 18 to 20c., and candled 13½ to 14c.

BEANS—Quiet and steady at 70 to 75c.

HOPS—A few lots moving at 6 to 7c.

HONEY—Without feature, prices ranging from 10 to 12c. in the comb and 8 to 9c. extracted.

POTATOES—Quiet and steady at 35 to 40c.

DRIED APPLES—Move slowly at 3 to 3½c., while evaporated are held at 5½ to 6c.

BALED HAY—The market for baled hay has advanced \$1 per ton to \$10.50 to \$11 for No. 1 and \$9 to \$9.50 for No. 2.

HIDES.

Are quiet at last week's prices. Dealers pay 7, 6 and 5c., according to grade, and sell at an advance of ½c. on those figures.

ASHES.

Receipts have been rather light and business quiet. We quote: First pots, \$3.50 to \$3.55; seconds, \$3.05 to \$3.10, and pearls, \$4.45 per 100 lbs.

PROVISIONS.

There is no change in provisions, except that new pack is now being quoted here. We quote: New Canadian pork, 11 to 12c.; old Canadian short cut, clear, \$10 to \$10.25; Canadian short cut, mess, \$10.25 to \$10.50; hams, city cured, per lb., 9 to 10c.; lard, Canadian, in pails, 6¼ to 6½c.; bacon, per lb., 7½ to 8½c.; lard, com., refined, per lb., 5 to 5¼c.

FLOUR, MEAL AND FEED.

There was a fair demand for flour, and the market was active with a good volume of business on local and country account. We quote: Winter wheat, \$5 to \$5.15; spring wheat, patents, \$4.90 to \$5.05; straight roller, \$4.40 to \$4.65; straight roller, bags, \$2.10 to \$2.25; Manitoba strong bakers', \$4.50 to \$4.75.

The meal market continues quiet here, but advices from millers state that receipts of oats are light and prices are fully maintained. We quote: Standard, bbls., \$3.25 to \$3.30; granulated, bbls., \$3.35 to \$3.40; rolled oats, bbls., \$3.25 to \$3.30; rolled oats, per bag, \$1.55 to \$1.60.

A fairly active business continues in feed, there being a good demand for car lots at steady prices. We quote: Bran, \$10 to \$11; shorts, \$11 to \$12; mouillie, \$15 to \$16.

CHEESE AND BUTTER.

Cheese continues heavy, and the make yet remaining in factory hands is gradually being picked up at lower figures. This was the case this week. At the wharf Monday morning 3,000 Quebec makes sold at 9¾c., a decline of ⅓c. from last Monday, and at St. Hyacinthe on Saturday 7,000 sold at 9¾c.

The butter market continues quiet, with creamery greatly nominal around 19½c. No new business of importance is possible on export account, as all limits are too low.

MONTREAL NOTES.

About eight carloads of California raisins have been sold on this market so far.

The first carload of new California prunes will be distributed to the trade this week.

There has been another advance in Valencia raisins at Denia of 1s. 6d., fine fruit now being held at 19s.

The ss. Bellona will land her cargo of dried raisins and cocoanuts in Montreal this week. It is all sold to arrive.

TRADE MARK
BEARDSLEY'S SHREDDED CODFISH

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

SELLING AGENTS: J. Harley Brown, London; R. Thomson, Hamilton Chambers, 17 St. John St., Montreal; J. E. Huxley, Winnipeg; J. Hunter White, St. John, N.B.; W. H. C. BURNETT, General Western Manager, 509 Masonic Temple, Chicago, Ill.
J. W. BEARDSLEY'S SONS, New York, U.S.A.

LONG CLEAR BACON
BREAKFAST BACON
BACKS AND ROLLS

Write for Quotations

W. A. McCLEAN & CO.

Pork Packers, OWEN SOUND

APPLES

FOR EXPORT.

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

DAWSON & CO.

32 WEST MARKET STREET

TORONTO.

Correspondence Solicited.

GEORGE McWILLIAM.

FRANK EVERIST.

TELEPHONE 645.

McWILLIAM & EVERIST

GENERAL FRUIT

Commission Merchants

25 and 27 Church street,
TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.

All orders will receive our best attention.

Sausages

of finest quality.
Fresh every day.

Pork Loins

Trimmed or not trimmed.
Supplied by express.

F. W. Fearman

HAMILTON

There is practically no Valencia fruit in first hands in Montreal at the moment. This is an unusual occurrence at this time of the year.

Recent sales of California raisins have been made at 6½c. net, Montreal, to the importer. This is an advance of 1c. on the opening price.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Nov. 5, 1896.

THE Fall Number of THE GROCER, if possible, created a better impression than ever, it being, in the opinion of the trade, equal, if not ahead of any trade paper ever received here. In markets the feeling is firm and dealers are in a better frame of mind than for months. A successful fall and winter's trade is looked for. During the week sugar has shown the first firmness since last February. An active demand rules from the west for pickled fish, one dealer shipping eight cars in the last two weeks. New dried fruit continues to come in. California and Malaga raisins are to hand this week. The advance in price in the California raisins since some were bought amounts to \$300 a car.

OIL.—While the demand for burning oil is active, there is no change in value, though, as noted last week, in local business a cut is being made in American particularly, owing to a dealer underselling the combine price. The matter is likely to be shortly arranged. We quote: American burning oil, 20 to 21c.; best Canadian, 19 to 19½c.; prime, 17c.; no charge for barrels.

SALT.—The market is at present bare, and quite a demand is noted. Some large quantities are daily expected, both direct from Liverpool. When speaking of a cargo of salt a full cargo is seldom meant. Parties wishing to buy would do well to order so as to have it shipped from vessel when unloading, as price is much lower that way. We quote as follows: Coarse, 48 to 50c.; factory-filled, 90c. to \$1; 5-lb. bags, in bbls., \$3.25; 10-lb. bags, in bbls., \$3; butter and cheese salt, bulk, \$2.60 to \$2.65 per bbl.; 20-lb. wood boxes, 20c.; 10-lb. wood boxes, 12c.; cartoons, \$2 per case of 2 doz; Canadian fine, \$1.

CANNED GOODS.—First cost is still the quotation for corn, peas and tomatoes by some dealers, but, on the whole, a firmer feeling is noticed, and many of the dealers refuse to sell at the cost price. There has

It Has No Equal

BROCK'S BIRD SEED



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

It pays to handle such goods.

NICHOLSON & BROCK - TORONTO

Country Merchants

We can sell your.....

PRODUCE

to advantage. Prompt and careful attention given to consignments.

A TRIAL SHIPMENT SOLICITED.

Reference—Bradstreet's Mercantile Agency.

H. P. Gould & Co.

Wholesale Produce and Commission Merchants,

33 Church St., TORONTO

We Can Sell

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

WM. RYAN & CO.

70 and 72 Front St. East
TORONTO

S. K. MOYER,

COMMISSION MERCHANT

Wholesale Dealer in...

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

76 COLBORNE ST.,
TORONTO, ONT.

PURE LARD

TUBS PAILS

"MAPLE LEAF BRAND"

D. GUNN, BROS. & CO.

TORONTO.

Goods in Season

FINNAN HADDIES
OYSTERS

JAMAICA ORANGES

CRANBERRIES

JERSEY SWEET POTATOES
AND CHESTNUTS

Hugh Walker & Son

GUELPH, ONT.

been a call for oysters during the week. While lobsters are scarce and the high price asked is being obtained, it is so limiting the demand that sales are small and dealers will not buy from first hands at prices asked. Canned citron is being offered for the first time by many. It is Canadian packed. California canned fruits are quoted much higher and many lines of best quality are cleaned up. There is very little demand. Canadian goods are satisfactory, owing to short pack. There is some enquiry for American peaches, that is, Baltimore pack. We quote as follows: Corn, 65 to 75c.; peas, 65 to 75c.; tomatoes, 65 to 75c.; gallon apples, \$1.90 to \$2; corned beef, Canadian, \$2.25 to \$2.35; American, 2-lb tins, \$2.40 to \$2.50; 1-lb tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.20; 1's, \$1.34 to \$1.45; peaches, 3's, Canadian, \$2.85 to \$3; 2's, \$1.90 to \$2; pineapple, \$2.25 to \$2.65; salmon, \$1.35 to \$1.40; lobsters, \$2.20 to \$2.25; haddies, \$1.25 to \$1.30; clams, \$5 for 4 doz; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

DRIED FRUIT—California raisins to hand this week. They have a large sale here. Those who bought early have a nice profit. The tendency of prices has been so long downward that a good many are out in the cold. They are held firm. Valencias have been scarce, but are arriving more freely. They are also higher. Both currants and Malaga fruit are to hand. The holiday fruit trade is in full swing. There is some call for evaporated apples, but buyers want to buy at even lower prices than those quoted, which are very low. Canadian yellow onions move freely at low prices. Some red onions in the market, perfectly good, could be bought low. Best quality French prunes, in sizes usually sold here, are out of the primary market, and Bosnias are also higher. We quote: Valencias, 5½ to 6c.; California L. M. 3-crown, 6½ to 7c.; London layers, \$2 to \$2.25; currants, cases, 4½ to 5c.; bbls., 4½ to 4¾c.; cartoons, cleaned, 6¾ to 7½c.; bulk, cleaned, 5½ to 6½c.; prunes, boxes, 5½ to 6c.; dates, 4½c.; dried apples, 3 to 4c.; evaporated apples, 5 to 5½c.; Canadian onions, 90c. to \$2; coconuts, \$4 to \$4.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 6½ to 7c.; citron peel, 16 to 17c.; orange and lemon, 12 to 13c.; Valencias, layers, 6½ to 7½c.; 4-crown L. M. raisins, 7¾ to 8c.

GREEN FRUIT—Business in this line is rather less active. Large quantities of apples are here, but they move slowly. The low price does not seem to increase the demand. Some apples sent here are poor. In a season such as this these should be kept at home. They only hurt the already poor market. Only fine fruit will bring a fair price at all. Lemons are higher, with small sales. Few oranges are moving, chiefly Jamaica. Malaga grapes are firm, and higher prices are looked for. Canadian grapes are still low. A few melons here have no sale. Sweet potatoes move quite freely. Bananas slow. Pears are about out of the market. We quote: Lemons, \$6 to \$7; oranges, \$5 to \$6; bananas, \$1.50 to \$2; grapes, 30 to 40c. per basket; apples, \$1 to \$1.65 per bbl.; keg grapes, \$5 to \$6; Bartlett pears, \$4 per bush.; N. S. pears, \$4 to \$5 per barrel; cranberries, Cape Cod, \$6 to \$6.50 per bbl.;

Leonard Bros.

Wholesale Fish Merchants

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

Ask your wholesale grocer for

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

We are also putting up . . .

New Haddies, Kippers and Yarmouth Bloaters.

When you Buy

"Golden" Haddies

you are getting genuine fresh-cured haddies. Every can is full weight and guaranteed, or your money back if you want it. Order "GOLDEN" haddies from your wholesaler.

NORTHRUP & CO.

Packers' Agents, St. John, N.B.



AN INSTANTANEOUS SUCCESS

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

519 King St., West,
TORONTO.

R. J. GRAHAM,

BELLEVILLE, ONT.

SALT

VERRET, STEWART & CO.

Importers and Dealers

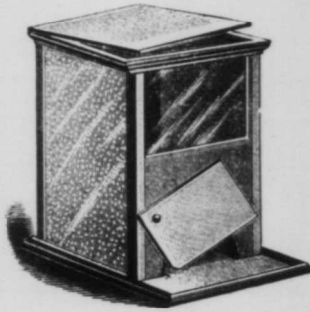
MONTREAL.

QUEBEC.

SALT

SALT

SALT



MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.

Manufactured by . . .

JOHN E. MARSHALL

118 Commercial St.,
Boston.

D. H. RENNOLDSON,
Agent in Montreal.



**SPECIAL
VALUE**

We guarantee **COTTAMS BIRD SEED** to be 2½ times the value of any other brand. Carefully manufactured from the best stock under virtually 6 patents, we CHALLENGE the world to give equal value, or goods that sell or pay as well. This accounts for our large and increasing trade.

Will your customers be satisfied with anything short of the best? They will have **COTTAMS BIRD SEED** from your store or some other. All wholesalers.

RETURNED
Dec 3-1906.



IT'S JUST THIS WAY.....

The tomatoes used in the "Kent" brand are grown to our order. Every tomato is perfectly ripe before it is canned. Every can is filled exactly the same. When you sell a can of Kent tomatoes you are giving them the fullest measure possible. We are so absolutely sure of the goodness of our tomato that you can guarantee every can to your customers. That is worth something to you especially if you have a well established trade. It does not do to take any risk with that. By carrying reliable goods you will hold the business of your customers as long as you desire it. By selling Kent tomatoes you are sure you are selling the best that are put up.

THE KENT CANNING CO. - CHATHAM, ONT.

Agents

WRIGHT & COPP, Toronto. ROSE & LAFLAMME, Montreal.

WESTERN Incorporated 1851.
ASSURANCE COMPANY

Fire and Marine

Capital, subscribed \$2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - 2,320,000.00
Annual Income - 2,400,000.00

Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.



There's no Reason Why
You Shouldn't Sell
LYTLE'S PICKLES
They are of good quality
and flavor.
They satisfy the consumer.
And they bear a profit.

Write us for quotations.

T. A. LYTLE & CO.

Vinegar Manufacturers

TORONTO

A SNAP!

A carload of Pure Sugar Syrup
in half-barrels. . . .

**QUALITY FINE
PRICE LOW**

JOHN SLOAN & CO.

45 Front Street E.

Wholesale Agents

TORONTO

.. FRUITS ..

CURRENTS
SULTANAS
VALENCIAS
FIGS

Full lines at lowest prices.

WARREN BROS. & CO.

35 and 37 Front St. East, Toronto.

Just Look

in and get our prices on

NEW FRUITS

Now in store.

T. KINNEAR & CO.

49 Front St. East, TORONTO

SPECIAL VALUE

**Ceylon and
Indian Teas**

PERKINS, INCE & Co.

TORONTO.

**Holds the
Record**

**"Excelsior
Coffee"**

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

Todhunter, Mitchell & Co.

Coffee Importers and Roasters

TORONTO

**PUDDING
FOR
THIRTY.**

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

HOWE, McINTYRE CO.

MONTREAL

Commission Merchants and
Manufacturers' Agents.

Agents for Canada.

bog cranberries, native, \$4.50 to \$5; sweet potatoes, \$2.75 to \$3.

SUGAR—While not a very large quantity was bought at the lowest point, considerable was bought very near it, and is considered good stock. Already there has been a small advance in granulated, though no change has yet taken place here. Holders are more hopeful than for a long time. Sales are quite freely made. We quote: Granulated, 3 to 4c.; yellows, 3 to 3½c.; Paris lump, 6c.; powdered, 5¼ to 6c.

MOLASSES—There is rather a better movement and a somewhat firmer feeling. A small quantity of New Orleans arrived during the week. Best grades are firmly held. We quote: Barbadoes, 27 to 28c.; Porto Rico, 28 to 32c.; New Orleans, bbls., 26 to 28c.; Antigua, 25 to 26c.; syrup, 36 to 38c.; Nevis, 25 to 26c.

DAIRY PRODUCE—Butter is coming in more freely, but a large part of it is only fair, while much is not even that in many cases. Even the packages are bad. Good butter commands a fair price, and has ready sale. While cheese is held firm at the advance, buyers are still backward. There are but few cheese here. Eggs are good sale at advancing prices. We quote: Dairy butter, 16 to 18c.; new creamery, prints, 20 to 21c.; do., tubs, 20c. Cheese, 10 to 10½c. Eggs, 15 to 16c.

FISH—The best demand is from the west, and largely for pickled fish, which tend upward. Supply small, Grand Manan, about the only grade being at all freely received. In cod the feeling favors higher prices. Pollock dull. Smoked herring have shown a marked change in the past two months. Prices have doubled and stocks are light. They had got where the fishermen would not cure them. Bloaters, kippers and haddies have large sale. Shad are getting within small limits. Fall shad are held firm. We quote: Large cod, \$3.25 to \$3.50; medium, \$2.75 to \$3; pollock, \$1.15 to \$1.25; bay herring, \$1.50 to \$1.55 per half-bbl.; smoked, new, 7 to 8c.; shad, half-bbl, \$4.50 to \$5.50; boneless, 2½ to 8c.; bloaters, 60 to 70c. per box; kippered, \$1 per box; Barrington, \$3.25 per bbl.

PROVISIONS—There is a fairly active demand. Pork is held firmer. In mess there is no American sold here now, it being locally put up. While beef is low, there has been some advance, and it is thought prices will be higher. The quantity of Canadian beef sold is but small. Hams and rolls are yet slow. In hams there is quite a range in price among curers. Lard finds better enquiry and is rather higher. In compound the sale here is about confined to one brand. The local output of pork, barreled, hams, rolls and lard is larger than ever this season. The latter is still, however, quite limited. We quote: Clear pork, \$13.75 to \$14.50; mess, \$13 to \$14; plate beef, \$12.50 to \$14.00; hams, 11 to 12c.; rolls, 7½ to 8c.; pure lard, tubs, 8 to 8½c.; compound, 6½ to 7½c.

FLOUR, FEED AND MEAL—While flour has shown but little change during the week, higher prices are looked for. Flour in St. John is sold almost altogether by the brand, and in selling samples are little used. New brands work in very slowly. Oatmeal is again higher. Prices out of store are weaker than market warrants. Cornmeal

shows no change, but keeps low. Oats are higher, and arrive slowly. P. E. Island is backward in shipments. Beans appear rather easier. We quote: Manitoba flour, \$5.50 to \$5.75; best Ontario, \$4.75 to \$4.80; medium, \$4.40 to \$4.50; oatmeal, \$3.50 to \$3.65; cornmeal, \$2 to \$2.10; middlings, car lots, in bulk, \$14 to \$15; bran, do do, \$13 to \$14; hand-picked beans, \$1.10; prime, \$1; oats, 30 to 32c.; hay, \$12 to \$13; barley, \$3.25; round peas, \$1.15; split peas, \$3.00 to \$3.25; yellow eye beans, \$1.75; buckwheat meal, \$1.20 to \$1.25.

ST. JOHN NOTES.

B. B. Hardwick, the representative of Pearlina, called on THE GROCER this week.

J. Hunter White has been appointed agent for L. Schepp, the well-known manufacturer of desiccated coconut.

James Patterson has shipped eight cars of pickled herring to the upper provinces. The demand is larger than usual.

A. S. Bowman, representing The Geo. Tuckett & Sons Co., Ltd., of Hamilton, Ont., was in town this week.

Maine shippers are doing as THE CANADIAN GROCER of last week suggested, in the shipment of apples. They wrap in tissue paper and pack in half-barrels and cases.

Freights have advanced to winter rates on the railways. The special low rate on flour and grain has been cancelled, and rates to Moncton, Pictou and Point du Chene have been raised to those of Truro, N.S.

Potatoes keep very low, selling at 60c. per bbl., including packing. Shippers to the West Indies are buying and storing large quantities. In Maine prices have advanced, and better prices are looked for here.

Much to the satisfaction of up-river people, the steamer is now running between Fredericton and Woodstock. The freight to Woodstock in less than car lots by rail is beyond reason, and the same is true even in car lots.

HALIFAX TRADE GOSSIP.

THE exporters of apples at this port and in the Annapolis Valley have complained long and loud about excessive freight rates to England. On Saturday last a meeting was held at Kentville, which was attended by the leading fruit growers of the Valley. The Minister of Militia was also present. It was pointed out that from small beginnings the apple industry of Nova Scotia has grown to important proportions. It is computed that the gross product for this year of the main apple belt lying between the line of railway from Newport to Annapolis will be 500,000 barrels. Not more than 20 per cent. will be absorbed in home and local consumption, leaving some 400,000 for export. The United Kingdom is the principal and practically the only market. Notwithstanding these facts, it was contended, the producers have hitherto failed to benefit to the extent the advantages entitle them; that the legitimate profits are absorbed by excessive freight rates by middlemen and by commission charges in England; that their proximity to the market has been a positive disadvantage, freight rates being in-

variably lower from Montreal, Portland, Boston and New York than Halifax. In view of all this, the meeting decided to form a limited company (capital, \$50,000) for the attainment of the following objects:

The carrying on of a general agency and exporting business.

The contracting with steamship lines for the conveyance of apples and other produce from ports in Nova Scotia to ports in the United Kingdom or elsewhere.

The chartering of vessels for the conveyance of apples and produce as aforesaid.

The purchasing, warehousing, handling, exporting and selling of apples and other produce.

The acting as agents for shippers of apples and produce.

THE MAN WHO WON

Who was the man?

JAMIESON

What was the product?

BISCUITS

How was it done?

BY.....

Honesty of purpose.
Purity of materials.
Skillful assistance.
Efficient mechanical equipment.
Through care.
Consequent superiority.

JAMIESON'S BISCUITS

Are thoroughly up to date and popular as the almighty dollar.

Sold by all Grocers

MANUFACTURED BY

R. E. Jamieson

.....Ottawa.



PURE DRUGS

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

PURE SPICES

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

You can guarantee Pure Gold Spices

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

The acquiring of land and the erection of warehouses and buildings.

Some \$2,000 was subscribed on the spot.

The long-looked-for fruit steamer, Bellona, has arrived, and by this time has discharged the balance of her cargo at Montreal. She brought about 300 tons for this port.

We have experienced a rise in sugar, and the market is firm at the advance, with a good demand, dealers feeling the chances of a further advance to be good. The Acadia Refinery is not quoting granulated, and jobbers are asking 3¾c. The refinery quotations for yellows are: Circle C, 2¾c.; extra Circle C, 3¼c.

Green fruits show no change from last week.

The rise in tea reported at Montreal does not affect this market, the brands used here not being affected. If anything, our market is easier.

The breadstuffs market is firm with a fair volume of trade. Quotations remain unchanged as follows: "Ogilvie's" or "Five Roses," \$5.20; Ontario made Manitobas, in wood, \$4.75 to \$4.90; Manitoba shipments in sacks, \$4.40 to \$4.60; Ontario and Manitobas mixed, for patents, \$4.40 to \$4.70; 80 per cent. patents, \$4.50 to \$4.65; 90 p.c. patents, \$4.35 to \$4.50; low grades, \$3.75 to \$4; oatmeal and rolled oats, \$3.25; cornmeal, \$1.95 to \$2; middlings, per ton, \$15.50 to \$16; shorts, \$15 to \$16.50; bran, per ton, \$15 to \$15.50; white oats, per bushel, in sacks, 32 to 33c.; cottonseed meal, per ton, \$22 to \$23; oil-

cake meal, per ton, \$22 to \$23; hay, per ton, \$11 to \$11.50; split peas, \$3.15; pot barley, \$3.50; white beans, per bush., 95c.

Prince Edward Island produce is on the advance. Potatoes have gone up 2c. per bushel from schooners, selling to-day at 33c., and oats have advanced 2 and 3c., selling at 32 and 33c. Several small cargoes were received last week, which soon found a market. The imports from the Island this fall will not be large, as a great part of the potato yield there has been destroyed by wet weather.

Fishstuffs still continue healthy in tone. Shipments to the West Indies and U. S. are heavy. Quotations are: Dry cod, shore, tol quol, prime, \$2.50 to \$3.50; small bank do., \$2.25 to \$2.50; large do., \$2.75 to \$3; bay do., \$2 to \$2.25; Labrador, \$2 to \$2.55; haddock, \$1.75 to \$2; hake, \$1.25 to \$1.50; pollock, \$1.25; Bay of Islands herrings, \$1.25; Labrador, No. 1, \$5; do., No. 2, \$3.50; No. 1, large, fat shore, \$3.25 to \$4; alewives, \$3.25; mackerel, No. 3, large, \$8 to \$8.50; No. 3, fat, \$10; No. 2, fat, \$11.50; No. 1, fat, \$13; salmon, No. 1, \$17; No. 2, \$14; No. 3, \$12. 5,000 quintals of cod were received in one shipment this week from St. Pierre.

Eggs are still on the advance. Stocks on hand are very light. The quotation is about 17c. for good Nova Scotia and P. E. Island stocks.

Butter continues about the same as last week. Early creamery in tubs is quoted at

19½c. and late at 20c. Prints are worth 21c. and dairy from 16 to 17½c.

The demand for molasses is good. There is no Porto Rico remaining in first hands. Inferior grades are moving. Quotations are: Fancy Demerara, 33c.; choice Porto Rico, 31c. Sixty-five hogsheads went to Boston on Monday.

Poultry is coming in freely and is fairly reasonable in price. Geese sell at from 60 to 75c., chickens, 60c.; fowls, 40 to 60c.; turkeys, 13 to 15c. per lb.

Green fruits are in good supply and in fair demand. Sixty-five barrels Jamaica oranges were received this week. The steamer St. John City took 13,675 barrels of apples to London this week.

PRUNES ON THE COAST.

In its last issue received here, The California Fruit Grower says, with reference to the prune situation on the Coast: "The price remains at 3½c. basis for the four sizes. The demand is good, and shipments have been very heavy from all points. From San Jose the shipments for seven days ending Oct. 17 were 4,532,490 pounds; and for the season to date, 12,595,720 pounds. This movement has not been equalled since 1895. California prune men need not fear French competition this season. The weather continues favorable, but most of the fruit is safe under cover.

Cheese Perfection



is attained in **MACLAREN'S IMPERIAL CHEESE.** It has an indescribably delicious flavor, is rich and creamy and has most remarkable keeping qualities. Imitators cannot produce anything to resemble it in any way. It is the only perfect cheese on the market. All wholesalers carry it.

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

HINTS TO BUYERS.

JOHNS SLOAN & CO. are in receipt of a shipment of Crosse & Blackwell's goods, including pickles, olives, sauces, peels, etc.

Clemes Bros. have a shipment of pine-apples in store this week.

A shipment of Malaga raisins is arriving this week for S. K. Moyer.

Pepsin cheese, two dozen in a box, is a seller with Lucas Steele & Bristol.

Increasing sales for "Kincora" package tea are reported by John Sloan & Co.

H. P. Eckardt & Co. have Brazil nuts which they report to be choice stock.

"The sale of 'Ludella' Ceylon is steadily increasing," say H. P. Eckardt & Co.

Robert Greig & Co. report nice orders for Lorimier's Worcestershire sauce.

H. P. Eckardt & Co. are offering at special prices a line of new 14-oz. figs.

The Davidson & Hay, Ltd. report large sales of low grade Young Hysons and Japans.

Canadian and imported peels—lemon, orange and citron—are in stock with H. P. Eckardt & Co.

Another shipment of Crosse & Blackwell's goods, consisting of capers, salad cream,

saucers, catsups, preserved ginger, soups, extract of meat, bloater paste, potted meats, pickles, malt vinegar, jams, currie powder, marmalade, peels, etc., arrived for the Eby, Blain Co., Ltd.

The Davidson & Hay, Ltd. offer a choice golden tipped Ceylon Pekoe packed in 5-lb. boxes.

Some extra fine bundle codfish are in store with Lucas, Steele & Bristol, also new scaled herrings.

The Eby, Blain Co., Ltd., report the arrival of a shipment of French imperial plums, in cases 50 lbs.

Lucas, Steele & Bristol are receiving invoices of new teas right along, which they report to be fine sellers.

"We have a few '95 pack cold storage Eleme figs: 10-lb. boxes, at special prices," report H. P. Eckardt & Co.

H. P. Eckardt & Co. are finding ready sale for "Golden" haddies. They have lately replenished their stock.

Through the advertisement of dried fruits in last issue of THE GROCER, Hudon, Herbert & Cie closed out several lines.

A good article always gives satisfaction. Some three years ago Frank Magor & Co., Montreal, agents for the manufacturers of Keen's mustard, Oxford blue, mixed spices, etc., put on the market a few boxes of high-

class ground spices, in 1-oz. tins, cloves, nutmegs, cinnamon, cayenne, currie powder, etc., and each year since, as Christmas approaches, they have special enquiries from the best trade in Canada for these pure ground spices. The name Keen is a guarantee of purity the world over.

Messrs. Martin & Robertson, Vancouver, B.C., have been appointed agents in British Columbia for Colman's mustard.

Only a few of the 1-lb. fancy bags of "Kiji" Japan are left with Lucas, Steele & Bristol. Buyers govern themselves.

A large consignment of fine flavoring Ceylon teas in chests and half-chests arrived for the Eby, Blain Co., Ltd., this week.

The Davidson & Hay, Ltd. expect arrivals of their second direct shipment of Malaga fruits, etc., about Monday next.

"Last week was a banner week for 'Kurma' tea, the sales being treble that of the corresponding week last year," report The Davidson & Hay, Ltd.

Tomato catsup is a successful line with T. A. Lytle & Co. this season. They report the demand greater than any previous season, and it is still increasing.

The F. F. Dalley Co. say that in spite of the many competitors, both foreign and domestic, their sale of "Gem" stove paste has largely increased this year. They state

An honest grocer

Will offer his customers only such goods as are worth the price asked for them. When he handles canned goods of

THE MAPLE LEAF BRAND

he has the satisfaction of knowing that his patrons are getting one hundred cents for their dollar, and that they cannot help being pleased with the contents of every can he sells them.

DELHI CANNING CO., DELHI, ONT.



SALMON

Season 1896

THE BEST ASSORTMENT OF THE BEST GOODS

The "Lynx" brand

Sold by us for years, known by everyone as without a rival.

The "O-We-Kay-No" brand

One of the best, well known by the trade.

Also—
British American

Horse-Shoe

Clover Leaf

(Flat Tins)

The "Royal Eagle" brand

Fine Cohoes of Todd & Co. None but first-class goods are packed by this firm.

The "Seal" brand

West Coast Packing Co. A good quality which has always given satisfaction.

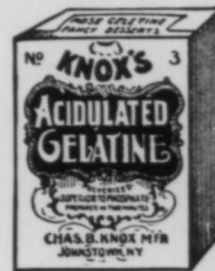
L. CHAPUT, FILS & CIE. - Montreal

ABSOLUTELY PURE

IT IS PERFECTION



Knox's Sparkling Gelatines



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

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

SOLD BY ALL WHOLESALERS.

A. E. Richards & Co.

Canadian Agents

Hamilton.

Our Manitoba friends can now procure their supplies of the famous

"LORNE" BRAND CATSUP IN 2-LB. CANS

Can be got from nearly every wholesale dealer in Winnipeg.

**TRY IT
IT WILL SELL**

(It is made from **TOMATOES** only. Only the best
Proof Vinegar and the choicest Spices used.

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

that the superiority of the goods always tells with the consumer.

"We have something fine in Young Hyson teas which we are offering at a low figure," say the Eby, Blain Co., Ltd.

W. H. Gillard & Co. state that since lowering the price of their "Diamond" baking powder a marked increase has taken place in the already large sale of this article.

W. H. Gillard & Co. have arriving early this month a shipment of their "Paradise" currants. These currants are of the richest growth, carefully selected and packed in cases.

Robert Greig & Co. are shipping quantities of French mustard just now. Customers are laying in their winter's stock owing to the difficulty of making shipments during the cold weather.

Robert Greig & Co. are bringing out a five-ounce bottle of "Kola Cafe," to retail for 20c. Also an extract of coffee and chicory made by the same firm, John Mackay & Co., Edinburgh.

The first instalments of Southwell's jams and marmalades, etc., are at hand per steamers, via Boston. The agents, Frank Magor & Co., 16 St. John St., Montreal, will be pleased to send price lists for the fall and Christmas trade.

Marshall & Co., Aberdeen, have a shipment by the State of Georgia of their "Crown" brand salt herrings in kegs, barrels, etc., consigned to purchasers in Montreal and the west. These herrings are a delicious breakfast delicacy.

Hudon, Hebert & Cie have been notified by the packers that owing to the short catch they cannot supply all the canned salmon

contracted for. Hudon, Hebert & Cie, however, continue to quote \$1.12½ for Caribou brand.

Marshall's Scotch kippered and fresh herrings, bloaters, herrings in tomato and anchovy sauce are still leaders, if we can judge by the shipment on the State of Georgia. A high standard of quality is always appreciated by the trade.

RESULTS OF CUTTING.

AN unsettled feeling on the three staple lines of canned vegetables, peas, corn and tomatoes, especially the latter, was a prominent feature this fall. This condition of affairs was due to the reckless cutting indulged in by packers, who at one time in September seemed willing to accept almost any price, for the sake of getting an order.

Many of the prices quoted were entirely out of proportion to the cost of the material. The war, in fact, was carried to such a length that buyers one day never knew whether the next would show that their purchase would prove unprofitable. Briefly, the practice became so general that it was evident the larger canners had determined to smother the smaller concerns at their own game and stop their annoying tactics if possible. The latter, of course, fought hard, but the effort was too much for them, for the market after about a fortnight's attack of unrest settled down on a more normal level, and has ruled so ever since.

It now transpires that to one firm at least

the results of the campaign were disastrous. This was Racine, De Gruchy & Co., of La Prairie, Que., on whom a demand of assignment was made last week by P. H. Dufresne. Their liabilities are in the vicinity of \$14,000.

Among the trade but little sympathy is expressed for them. They were among the firms who freely cut prices, and possibly the fact had a good deal to do with their present embarrassment.

TEA TRANSHIPMENTS.

Transshipments of Indian and Ceylon tea to the United States and Canada are shown below, from the 1st January to 30th September during each of the last three years. "The progress made in the use of both descriptions is remarkable," remarks Gow, Wilson & Stanton's Tea Report. "These figures, however, do not afford an actual test of the trade of British-grown tea with the continent of North America, as the exports from the United Kingdom, as well as some of those direct from India and Ceylon, have to be taken into account."

Indian Tea—	1896.	1895.	1894.
U. K. to U. S. A.	1,315,835	569,845	329,659
U. K. to Canada	211,160	540,809	74,321
Total lbs.	1,526,995	1,110,654	403,980
Ceylon Tea—	1896.	1895.	1894.
U. K. to U. S. A.	659,544	507,801	238,217
U. K. to Canada	197,905	212,788	91,537
Total lbs.	856,549	720,589	329,754



Does it Pay to Handle?

CERTAINLY IT DOES. I take no chances.

The quality is of the very best. The New York Condensed Milk Co. is a very responsible concern and guarantees the

GAIL BORDEN EAGLE BRAND

CONDENSED MILK to its customers. Besides, it is no trouble to sell. The majority call for it, and won't take any other brand. If I don't keep it my customers will get it elsewhere. Smaller profit! No, I guess not; have tried both ways and found that it pays to sell only the "BEST." It has been demonstrated to my satisfaction that the **GAIL BORDEN EAGLE BRAND HAS NO EQUAL.**

Send for particulars to

F. W. HUDSON & CO. Selling Agents.....

TORONTO

For quotations see price columns.



Special Offer

OF

**2,500 DEMIJOHNS LABRUYERE
VINEGAR, 4 Imp. Gals.**

This vinegar has to be delivered before NOVEMBER 15th. We will quote SPECIAL PRICES FOR IMMEDIATE DELIVERY.

We also offer the finest assortment of **Figs, Malaga Raisins** and **Tarragona Almonds**. Our prices for above are extremely low and deserve attention. Write for quotations.

LAPORTE, MARTIN & CIE.

MONTREAL.



PUBLIC APPROVAL

The public's hearty approval of the excellence of Carr & Co's Fancy Biscuits is shown by their enormous sale and world-wide fame. They have been supplied by Royal appointment to Her Majesty the Queen for the past fifty years.

The business you have lost by not having these Biscuits cannot be regained now; but don't lose any more. Give a trial for "CAFÉ NOIR," for instance. They're especially popular.

Sole agents for Canada

Robert Greig & Co.
MONTREAL.

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.
SOLD IN LEAD PACKETS



*Spring Picked!!!
Skillfully Blended!!
Attractively Packed!*



Agents { MONTREAL—FRANK MAGOR & Co., 16, St. John Street.
TORONTO—THOMPSON & THOMPSON, 18, Front Street East.

For the Whitest, Lightest and
Sweetest Cakes

USE

**Ocean
Wave
Baking
Powder**



Manufactured by the

HAMILTON COFFEE AND SPICE CO.

HAMILTON, ONT.

LIPTON'S TEAS

As Supplied to HER MAJESTY

THE QUEEN

OVER
1,000,000

Packets sold
weekly in
Great Britain
alone.

Largest sale in the World

Wholesale Agents:

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



LIPTON
TEA PLANTER
CEYLON

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



FOR ENGRAVING CO

AS
OVER
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Britain
in the World
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ll, Hughes Co.
lain Co., Ltd.
erville & Bros.
E. Craig & Co.
Balfour & Co.
L. Smith & Co.
Kenny & Co.
& Campbell

ANTER
YLON

BUSINESS CHANCE.

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

**Union Mutual Life Insurance Co.
OF PORTLAND, MAINE**

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

MAINE NON-FORFEITURE LAW

WALTER I. JOSEPH, Manager

Room 2, 162 St. James Street, Montreal



Handle the Best and nothing but the Best

Chard, Jackson & Co.

AGENTS FOR THE DOMINION . . .

10 Lemoine Street MONTREAL

The "Vacuum" System

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

Toronto Salt Works

128 Adelaide Street East

TORONTO, ONT.

Toronto agents for the Windsor Salt Co.

THERE ARE OTHERS, BUT,



WHITE MOSS BRAND COCOANUT

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

Canadian Coconut Co.

(J. Albert McLean, Prop.)

MONTREAL



The Club Coffee

Clubmen always want the best That is how this

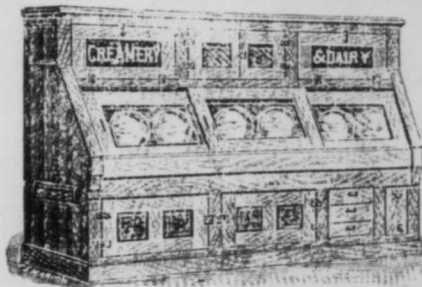
Coffee gets its name. There are still a few towns unrepresented. Do you want a **good thing**? Write

EWING, HERRON & CO.

COFFEE and SPICES

MONTREAL

Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.

Send for Catalogue and Price List.

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

SCHEPP'S

Packages THE Bulk

Packages	THE	Bulk	Pails	Brk.
15 or 30 lb cases				
1-lb. packages of 27c. lb.	Improved Shredded		20	18
1/2-lb. " " 28 " "	Beaver		18	16
1/4-lb. " " 29 " "	Edelweiss		22	20
1 and 1/2-lb. asst'd 27 1/2 " "	Shavings		20	18
1/2 and 1/4-lb. " " 28 1/2 " "	Macaroon		18	16
	Best Desiccated		17	15

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

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

ONLY GENUINE COCOANUT

Factory, 6 and 8 Bay St. TORONTO



Siamese Twins

are debt and difficulty, difficulty and debt—they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stick to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office. No medical examination is required for our pension. Bond policy and rates are away down.

MANUFACTURERS' LIFE INSURANCE COMPANY

HEAD OFFICE, Toronto, Can.

ENAMELLED MEASURES

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

GOVERNMENT STAMPED



Superior

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

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER

The Hilliard House, Rat Portage

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

THOSE WHO ADVERTISE in a first-class journal like THE CANADIAN GROCER, need not trouble to apply for our catalogue. We regard them as live business men, and our catalogue will certainly reach everyone sooner or later. It would be "Grateful and Comforting" however, to know that our ad. is generally noticed, and if such evidence came in the form of an order for our **Stencils**, we would feel like saying something nice to the sender. Modesty does not prevent us from saying our address is

THE HAMILTON STAMP & STENCIL WORKS
HAMILTON, ONT.

EPPS'S COCOA

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

EPPS'S COCOAINE
COCOA-NIB EXTRACT.

A light refreshing beverage. 1/4 lb. Tins. 6 lb. Boxes
Special Agent, **C. E. COLSON, MONTREAL**

VINEGARS

Made under Government Supervision. Absolutely pure.

BADGEROW
SCOTT & CO.

79 and 81
JARVIS ST.
TORONTO.

**SOAP
AND
WATER**

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

**SILVER DUST
WASHING POWDER**



N.B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal

EVERY CAN WARRANTED.

We are also packers of the well and favorably known brands of BEAVER, COLUMBIA and TIGER, all guaranteed prime Red fish.
ALL LIVE GROCERS KEEP THEM.

J. H. TODD & SON,
Victoria, B.C., Owners.

AGENTS—Geo. Stanway, Toronto,
Agent for Ontario.
" W. S. Goodhugh & Co., Montreal.
" Tees & Persse, Winnipeg.

Established 1780.
WALTER BAKER & CO., LIMITED,

Dorchester, Mass., U. S. A.

The Oldest and
Largest Manufacturers of
**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

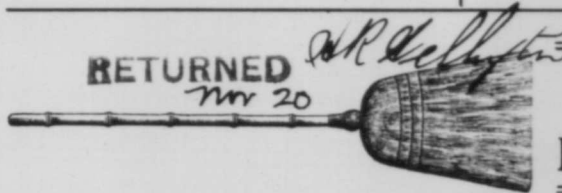


on this Continent. No Chemicals are used in their manufactures. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their Premium No. 1 Chocolate is the best plain chocolate in the market for family use. Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children. Consumers should ask for and be sure that they get the genuine

Walter Baker & Co.'s
goods, made at
Dorchester, Mass., U. S. A.

CANADIAN HOUSE,
6 Hospital Street, - - Montreal.

RETURNED
MAY 20



BOECKH'S
Brushes and Brooms

The leading goods and handled by the leading trade of the Dominion.

Full lines of Samples at our Warerooms, which you are cordially invited to inspect when in the city.

Offices and Warerooms, 80 York Street.
Montreal Branch, 301 St. Paul Street.
Factories, 158 to 168 Adelaide Street West, Toronto.

Chas. Boeckh & Sons,

Manufacturers
Toronto, Ont.

Business Worries



Exhaust and Weaken

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

**Johnston's Fluid Beef
STRENGTHENS**

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

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE creditors of Henri Dufort, grocer, St. Henri de Montreal, have been notified to file their claims.

T. W. Woodruff, fruit grower, Niagara Falls, has assigned.

Loiselle Freres, grocers, Montreal, have been sold out by the bailiff.

H. G. Turnbull, grocer, Digby, N.S., has assigned.

Colin Wright, general merchant, Bedeque, P.E.I., has assigned. A. M. Wright & Co., of Summerside, have also assigned.

Sinclair Bros., general merchants, Cartier, Ont., are offering to compromise at 50c. on the dollar.

E. J. Henderson has been appointed to wind up the estate of the late Annie Beaton, grocer, Toronto.

N. Couvrette, grocer, Montreal, has assigned.

E. Rioux, general merchant, St. Jean de Dieu, is offering to compromise at 40c. on the dollar.

E. Lavoie, general merchant, St. Luce, Que., has suspended.

Wright, Schurman & Co., grocers, dry goods, etc., Summerside, P.E.I., have assigned.

PARTNERSHIPS FORMED AND DISSOLVED.

T. B. Rider and B. H. Rider have registered a partnership in Fitch Bay, Que., to carry on business as general merchants under the style of T. B. Rider & Son.

Gravel, Dufour & Co., manufacturers of ginger ale, St. Louis de Mile End, have dissolved.

Routledge & Co., general merchants, Bridgeport, N.S., have dissolved.

Widow H. Letourneau and Joseph Z. Delisle have registered a partnership in Deschambault, Que., to carry on business as grocers under the style of J. Z. Delisle & Co.

Outram & Pemberton, grocers, Montreal, have dissolved.

CHANGES.

E. H. Craig has commenced business in Montreal as dealer in teas and coffees.

R. W. Crawford, general merchant, Cobden, has sold out to F. B. Shields.

T. A. Smith, grocer, Demorestville, has been succeeded by M. C. Potter.

B. B. Morden, grocer, Hamilton, has sold out to Mrs. Carmichael.

A. Sheperd, general merchant, Innerkip, is about giving up business.

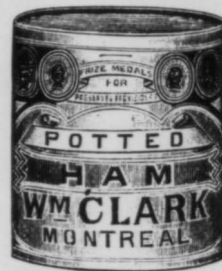
A general store has been started in Louiseville, Que., by Mrs. T. Lemay.

Bouthellier & Co., grocers, Montreal, sold out.

J. Herbert has opened a grocery store in Montreal.

H. T. Green, fish, New Westminster, B.C., has sold out to P. Pinnick.

J. M. Clark, flour and feed, St. Thomas, has sold out to W. E. Williams.



CLARK'S Potted Meats

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

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

C. Beardsley is opening a grocery store in Ottawa. Mr. Beardsley was formerly in business in Winchester.

Buck & Robins, general merchants, Port Rowan, have been succeeded by Robins & Woodward.

F. Conner, fruits, Moncton, N.B., has sold out and removed to Buctouche, N.B.

J. A. Parent has opened a grocery store in Montreal.

Krotz & Walter, general merchants, Listowel, are giving up business.

L. W. Telmosse & Co., grocers, Montreal, are retiring from business.

SALES MADE AND PENDING.

The stock, etc., of the estate of A. E. Adams, general merchant, Calton, are to be sold by auction on the 10th inst.

The stock of the estate of C. E. Cope-land, general merchant, Dorchester Station, has been sold.

The stock, etc., of the estate of A. Leg-gatt, general store, Rainham Centre, are to be sold on the 9th inst.

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

The stock of the estate of George Maling, grocer, Halifax, is advertised for sale by auction.

J. W. Ross & Son, general merchants, Nelles Corners, are advertising business for sale.

The stock, etc., of G. W. Detlor, general merchant, Tweed, are advertised for sale on 11th inst.

The assets of S. Desy, grocer, Montreal, have been sold.

The assets of J. A. Joly, general merchant, Ste. Rose, Que., are to be sold by auction on 9th inst.

The stock of W. Lillie, general merchant, Belwood, is to be sold.

The immovable assets of Foucher, Fils & Co., general merchants, Montreal, are to be sold at auction November 30.

The assets of R. T. Spence, general merchant, Roberval, are to be sold on 5th inst.

The stock of R. H. C. Larose, grocer, Ste. Cunegonde, Que., has been sold at 58c. on the dollar.

DEATHS.

J. M. Foley, liquors, Halifax, is dead.

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

Consignments Stored in Bond

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

BLAIKLOCK BROTHERS, MONTREAL

Every up-to-date Grocer should keep

COWAN'S
HYGIENIC COCOA
ROYAL NAVY CHOCOLATE
and **FAMOUS BLEND COFFEE**

Send your orders to

THE COWAN CO., Ltd.

470 King St. East, Toronto



ALPHA CHEMICAL CO., BERLIN, ONT.
Manufacturers of

Quickshine Stove Polish
Reliable Stove Pipe Varnish
Ladies' Fine Shoe Dressings
Inks, Muclages, etc.

Write for Price List.

ENGLISH MINCE MEAT

We are supplying the finest mince meat made, and are putting it up in a shape to suit the most fastidious. Many housewives do not like to buy an article of this kind from bulk stock, and for them we put up 1 and 2-lb. round cans. For larger consumers we put up 5, 10, 20 and 25-lb. fancy wooden pails, while for bulk stock we put up tubs and barrels. All our pails, tubs and barrels are specially prepared, and the goods will not taste of the wood.

WE GUARANTEE THE QUALITY AND OUR GUARANTEE IS GOOD.

CAMBRIDGE SAUSAGES

in 1 and 2-lb. round cans. Will keep all winter . . .

Laing Packing and Provision Co. Ltd. Montreal

AGENTS: Messrs. T. G. Williamson & Co., Toronto, Ont. Mr. Alfred Powis, Hamilton, Ont. Mr. Wm. G. Coles, London, Ont.

BUY

Ivory Bar Soap

THE BEST MADE


Metal

... Pomade
... Extract

White and Red,
All sizes in stock.

LAMPLOUGH & MCNAUGHTON

59 St. Sulpice St.,
MONTREAL.



MOTT'S
DIAMOND
CHOCOLATE.

JOHN P. MOTT & CO.
HALIFAX, N.S.
ESTABLISHED
1844

IS THE BEST.

ASK FOR
MOTT'S



THE "GENUINE"

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



HEAT WILL NOT BREAK IT.



EVERY CHIMNEY NICELY WRAPPED AND LABELLED.



There are a number of so called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" Lead Glass Chimney.



GOWANS, KENT & CO., - TORONTO

We have long ago passed the introductory stage with . . .

Southwell's Orange Marmalade



None finer ever offered to the Trade.

Starch..

**LAUNDRY
STARCH
CULINARY
STARCH
RICE
STARCH**

We are headquarters for fine starches, and any package bearing our label can be relied upon for purity and first-class quality. All wholesalers carry our goods, and in buying, make sure you get the real thing.

Edwardsburg Starch Co., Cardinal, Ont.

BLUE.

KEEN'S OXFORD.	per lb.
1 lb. packets	\$0 17
1/4 lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS. per doz.

Apples, 3s	\$0 70	\$0 95
" gallons	1 65	2 25
Blackberries, 2	1 75	2 00
Blueberries, 2	0 90	1 10
Beans, 2	0 65	0 95
Corn, 2s	0 55	0 80
Cherries, red pitted, 2s	2 00	2 25
Peas, 2s	0 75	0 80
" Sifted select	0 35	0 45
" Extra sifted	1 35	1 45
Pears, Bartlett, 2s	1 65	1 75
" 3s	1 65	2 40
Pineapple, 2s	1 75	2 40
" 3s	2 40	2 50
Peaches, 2s	1 90	2 20
" 3s	2 50	3 00
Plums, Green Gages, 2s	1 60	1 80
" Lombard	1 50	1 70
" Damson Blue	1 40	1 60
Pumpkins, 3s	0 80	0 90
" gallons	2 10	2 25
Raspberries, 2s	1 50	1 80
Strawberries, 2s	1 65	1 95
Succotash, 2s	0 65	0 70
Tomatoes, 3s	2 10	2 30
Lobster, tails	2 65	2 70
" flats	1 20	1 30
Mackerel	1 35	1 50
Salmon, Sockeye, tails	1 40	1 60
" flats	1 15	1 30
Sardines, Albert, 1/2's tins	0 35	0 13
" 1/2's tins	0 20	0 21
" Sportsmen, 1/4's genuine French high grade, key opener	0 12 1/2	0 21
Sardines, Sportsmen, 1/2's	0 15	0 18 1/2
Sardines, key opener, 1/2's	0 10 1/2	0 11
" " " "	0 18 1/2	0 19
Sardines, other brands 9 1/4's	0 16	0 17
" P. & C., 1/2's tins	0 33	0 35
" " " "	0 33	0 34
Sardines, Amer., 1/2's	0 04 1/2	0 09
" " " "	0 09	0 11
" Mustard, 1/4 size, cases 50 tins, per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb.	1 10	1 15
Kipperd Herring, 1-lb.	1 65	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	2 00
Herrings a la Sardine	2 40	2 40
Preserved Bladders	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans	\$1 20	\$1 30
" 2-lb. cans	2 30	2 50
Comp Corn Beef 4-lb. cans	7 75	8 25
" " 14 "	15 00	16 00
Minced Callops 2 "	2 60	2 60
" " 2 "	2 60	2 65
Lunch Tongue -1 "	3 40	3 50
" 2 "	6 00	6 00
English Brawn 2 "	2 75	2 80
Camb Sausage 1 "	4 00	4 00
Soups, assorted 1 "	1 50	1 50
" 2 "	2 25	2 25
Soups and Bouill. 2 "	3 80	4 50
" 6 "	4 50	4 50

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
" 4 lb.	5 50	5 80
" 6 lb.	8 50	8 80
" 14 lb.	17 50	18 00
Roast Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
Lunch Beef, 1 lb.	1 60	1 70
" 2 lb.	2 75	2 85
Brawn 1 lb.	1 30	1 40
" 2 lb.	2 35	2 50
" 6 lb.	6 60	6 80
" 14 lb.	14 50	15 00
Ox Tongue, 1 1/2 lb.	7 00	7 20
" 2 lb.	8 50	8 80
" 2 1/2 lb.	10 75	11 00
Lunch Tongue, 1 lb.	3 35	3 50
Chipped Beef, 1/2 lb.	6 50	6 80
" 1 lb.	1 60	1 70
Pigs' Feet, 1 lb.	1 65	1 75
" 2 lb.	2 45	2 60
Potted Meats, Tongue or Ham 1/2 lb.	70	75
Potted Meats, Tongue or Ham 1 lb.	1 20	1 25
Potted Deviled Ham or Tongue, 1/2 lb.	70	75
Potted Deviled Ham or Tongue, 1 lb.	1 20	1 25

Glass Jar with Pepsin Tutti Frutti,

115 c packages	6 00
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, 150 lc pieces	1 30
Mexican Fruit, 36 5c bars	1 30
Sappota, 150 lc pieces	0 90
Orange Sappota, 160 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.

CADBURY'S.	per doz.
Cocoa essence, 3 oz. packages	\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 45
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, 1/2'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
Cocoa—KPPS.	per lb.
Case of 11 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, " "	0 42
" Gold Medal" Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, 1/2's, 6 lb. bxs.	0 42
Fry's "Diamond," 1/2's, 6 lb. bxs.	0 24
Fry's "Monogram," 1/2's, 6 lb. bxs.	0 24

WHITE LABEL.

Soups Assorted, 1 qt.	3 00	3 15
" 1 pt.	2 00	2 10
Gelatin of Boar's Head, 2 lb.	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb.	3 00	3 10
Plover Roast	5 00	5 00
Potted Deviled Ham or Tongue, 1/2 lb.	3 00	3 00

Codfish. per doz.

Beardsley's Shredded, 2 doz. pkgs	0 90
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CHEWING GUM.

ADAMS & SONS CO.	per box
Tutti Frutti, 36 5c bars	\$1 20
Pepsin Tutti Frutti, 23 5c packages	0
Pepsin Tutti Frutti, in glass-covered boxes, 23 5c packages	0 80
Horehound 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	5 50



Acme Sliced Beef.
No. 1 tins, key, 2 doz., per doz. \$2.60.



Beardsley's Boneless Herring. doz 2 doz. 1 40



RECKITT'S Blue and Black Lead (ALWAYS GIVE YOUR CUSTOMERS SATISFACTION)

CANADIAN TOMATO CHUTNEE

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

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

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

PEERLESS MACHINE

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

SAMUEL ROGERS & CO
Sole proprietors, Toronto, Ont.



Our capacity is 40 gross per week of

"SCIENTIFIC" STOVE ENAMEL

So don't be afraid to order. All Toronto jobbers handle our goods.

Western Agents—W. L. Mackenzie, Winnipeg.
Eastern Agents—W. S. Clawson & Co., St. John, N. B.
Telephone 2905 TORONTO.

"BUILD TO-DAY THEN, STRONG AND SURE, WITH A FIRM AND AMPLE BASE."
— Longfellow.

DO YOU?

WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD.

TORONTO will bring you tenders from the best contractors

THE "DIAMOND" OIL BLACKING



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

W. BERRY, - MANCHESTER.

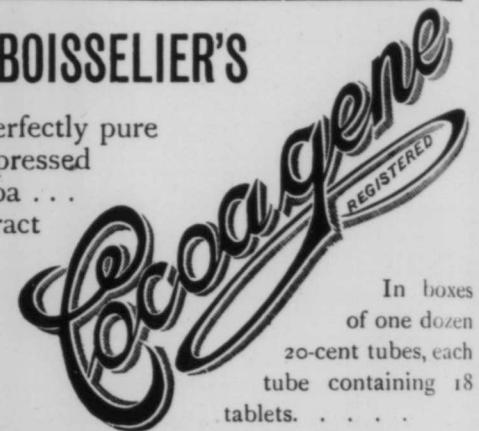
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R. E. Boyd & Co. ST. JAMES STREET **Montreal**



BOISSELIER'S

A perfectly pure compressed Cocoa... Extract

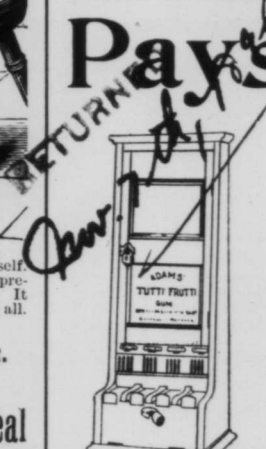


In boxes of one dozen 20-cent tubes, each tube containing 18 tablets.

One Tablet makes an excellent Cup of Cocoa.

ALL LEADING GROCERS KEEP IT.

Pays Well...



An automatic selling machine to sell **Adams' Tutti Frutti**. For full particulars apply **Globe Automatic Selling Co., 63 Yonge St., Toronto, Ont.**

Looks Well

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

JOHN P. MOTT & CO.'S

(R. S. McIndoe, Agent, Toronto.)	
Mott's Broma..... per lb.	0 30
Mott's Prepared Cocoa.....	0 28
Mott's Homeopathic Cocoa (1/4's).....	0 45
Mott's Breakfast Cocoa (in tins).....	0 32
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	28
Mott's Caracas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 22
Mott's French-Can Chocolate.....	0 18
Mott's Navy or Cooking Chocolate.....	0 27
Mott's Cocoa Nibbs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 90
Mott's Confectionery Chocolate.....	0 21 0 43
Mott's Sweet Chocolate Liquors.....	0 19 0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, 1/2 lb. tins, per doz..	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz..	2 25
Soluble Cocoa, No. 1 bulk, per lb.....	0 20
Diamond Chocolate, 12 lb. boxes,	
1/4 lb. cake, per lb.....	0 22 1/2
Royal Navy Chocolate, 12 lb. boxes,	
1/2 lb. cake, per lb.....	0 30

Mexican Vanilla Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.....	0 35
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WALTER BAKER & CO.'S

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

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand.	
Pkgs. 1 lb., 15 or 30 lb. cs.....	27
" 1/2 " " " " " " " " " "	28
" 1/4 " " " " " " " " " "	29
" 1/8 " " " " " " " " " "	30
Bulk.	
White Moss, 10, 15 or 20 lb. Pails....	20
Feather Strip, " " " " " " " "	22

Special Shred, 10, 15 or 20 lb. Pails....	18
Macaroon, " " " " " " " " " "	18
Crown Desic., 12, 20 or 25 lb. " " " "	18
Special, " " " " " " " " " "	17

Terms, 3 p.c., 30 days net.

COFFEE.

Green. per lb.

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

TODHUNTER, MITCHELL & CO.'S

Excelsior Blend.....	0 34
Our Own ".....	0 32
Jersey ".....	0 31
Laguaya ".....	0 27
Mocha and Java.....	0 32 0 35
Old Government Java.....	0 30 0 36
Arabian Mocha.....	0 32 0 34
Marscaibo.....	0 26 0 28
Santos.....	0 22 0 26
Crushed East India.....	0 00 0 20

CONDENSED MILK. NEW YORK CONDENSED MILK CO.



Gail Borden	
Eagle, 4 doz. 1-lb. cans per case.....	2 00
Gold Seal Brand	
4 doz. 1-lb. cans per case.....	2 00



Borden's Peerless Evaporated Cream	
Family size, 4, in case.....	1 75
Hotel size, quarts, 2 doz. in case.....	
Half-gallons, 1 doz. in case.....	
Gallons, 1/2 doz. in case.....	
Quality thoroughly guaranteed.	

Always in Season . . .

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

BRANTFORD STARCH

Bright	0 38	0 43
Redpath's Honey	0 40	
" 2 gal. pails	1 10	1 15
" 3 gal. pails	1 45	1 50
MOLASSES.		
Barrels	0 28	0 32
Half-barrels	0 30	0 35
SOAP.		
Babbitt's "1776" Soap Powder		\$ 5



1 Box Lot	4 20
5 Box Lot	4 10
Freight prepaid on 5 box lots.	

BRANTFORD SOAP WORKS CO.



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

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

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

CHINA GREENS.			
Gunpowder—			
Cases, extra firsts	0 42	0 50	
Half Chests, ordinary firsts	0 22	0 38	
Young Hyson—			
Cases, sifted, extra firsts	0 42	0 50	
Cases, small leaf, firsts	0 35	0 40	
Half Chests, ordinary firsts	0 22	0 38	
Half Chests, seconds	0 17	0 19	
" " thirds	0 15	0 17	
" " common	0 13	0 14	
Young Hyson—			
Half Chests, firsts	0 28	0 32	
" " seconds	0 16	0 19	
Half Boxes, firsts	0 28	0 32	
" " seconds	0 16	0 19	
JAPAN.			
Finest May pickings	0 38	0 40	
Choice	0 32	0 36	
Finest	0 28	0 30	
Fine	0 25	0 27	
Good medium	0 22	0 24	
Medium	0 19	0 20	
Good common	0 16	0 18	
Common	0 15	0 15	
Nagasaki, 1/2 chests Pekoe	0 18	0 22	
" " Oolong	0 14	0 15	
" " Gunpowder	0 16	0 19	
" " Siftings	0 07 1/2	0 11	

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

LIPTON'S TEAS.			
No. 1 Ceylon, retail at	0 50	0 35	
No. 2 " " "	0 40	0 28	
No. 3 " " "	0 30	0 22	
All the above can be had mixed with Green Tea at same prices.			

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

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

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

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

CANADIAN TOBACCO CO., MONTREAL.

Cut Tobaccos—			
Comfort, 1-6, 5 lb. box	0 22		
Champion, 1-10, 5 lb. bx	0 38		
I. O. F., 1-10, 5 lb. box	0 28 1/2		
Sohmer, 1-10, 5 lb. box	0 32 1/2		
Imperial Cigarette Tobacco, 1-10, 5 lb. box	0 40		
Quesnel Tobacco, all sizes	0 60		
Crown Cut Plug Mixture, 1/2 lb. tin	0 50		
" " 1 lb. tin	0 47		
Cigarettes—	per 1,000		
Sonadora Havana	\$10 00		
Royal Turkish Egyptian	10 00		
Crete de la Crete	7 20		
Lafayette	3 80		
Marquise	7 00		
Imperial (Virginia tobacco)	3 50		
Plug tobaccos (sweet chewing)—			
Navy, in caddies	0 35		
Navy, plug mark	0 33		
Honey, boxes and caddies	43		
Spun roll chewing, boxes	55		
Plug smoking (with or without tags)—	per lb		
Black Crown, caddies	0 35		
Crown Rouge smoking	0 38		
Leaf tobacco, in bales	0 08	0 20	

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

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

WOODENWARE.			
per doz.			
Pails, 2 hoop, clear, No. 1		1 45	
" 3 " " "		1 60	
" 2 " " "		1 40	
" 3 " " "		1 55	
" " " painted " 2		1 40	
Tube, No. 0		8 00	
" 1		6 50	
" 2		5 50	
" 3		4 50	

THE E. B. EDDY CO.			
Washboards, Planet		1 60	
" " " "		1 40	
" " " " "		1 25	
" " " Special Globe		1 50	
Matches—			
5-Case Lots, Single Case			
Telegraph	\$3 30	\$3 50	
Telephone	3 10	3 30	
Parlor	1 70	1 75	
Red Parlor	1 70	1 75	
Safety	4 00	4 20	
Flamers	2 25	2 35	
BRYANT & MAY.			
Robert Greig & Co., Agents.			
No. 9 Safety, per gross		\$ 2 00	
" 10 " "		1 10	
" 2 Tiger, " "		5 00	
" 4 " "		2 00	

Licorice Goods

SOME OF OUR LEADERS ARE:

YOUNG & SMYLLIE'S

PURE Spanish

ACME LICORICE PELLETS

STICK LICORICE

Pure Calabria "Y & S" Licorice
 Acme Licorice Pellets
 Tar Licorice and Tolu Wafers
 Licorice Lozenges
 "Purity" Penny Licorice

YOUNG & SMYLLIE,

Brooklyn, N.Y.

For . . .

10 cents

We will mail you a valuable little book on

**BUYING
SELLING AND
HANDLING OF TEA**

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

The MacLean Publishing Co.

30 Front St. West, Toronto.

DURABLE PAILS AND TUBS.



TRY

THEM

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

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

Represented by

Chas. Beech & Sons, Toronto,
H. A. Nelson & Sons, 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.

The Gulf of Georgia Cannery

MALCOLM & WINDSOR, Ltd.

Sole Proprietors, and Agents for

"Ice Castle Brand" Canned Salmon

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

FACTORY, Steveston, B.C.

OFFICE, Vancouver, B.C.

The Dry Goods Review



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

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The Dry Goods Review and
The Canadian Grocer

\$3.00

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THE DRY GOODS REVIEW

TORONTO

. . . . MONTREAL

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BOUND**



Any man or woman who has any responsibility in life or anyone dependent on him or her, for whom provision cannot otherwise be made, is in duty bound to see that such dependent is not left destitute by his or her death.

By a policy of insurance in the CONFEDERATION LIFE ASSOCIATION on the Unconditional Accumulative Plan, complete and unquestionable protection is immediately secured.

The policy has but one condition, viz., that the premium shall be paid.

It is absolutely free from restrictions as to residence, travel or occupation, the insured being at perfect liberty to travel or reside in any part of the world.

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**Confederation Life
Association . . .**

Head Office: TORONTO.

ALL THE LEADING WHOLESALE TRADE SEAL OF NORTH CAROLINA SMOKING TOBACCOS

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

PUREST AND BEST

Windsor Salt



Trade Mark Registered

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

- TABLE SALT
- DAIRY SALT
- CHEESE SALT
- ORDINARY FINE SALT
- PACKERS' SALT

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

For general use and meat curing.

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

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

LEA AND PERRINS'

Observe that the SIGNATURE

Is now printed in blue ink diagonally across the

OUTSIDE WRAPPER

Of every Bottle of the

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

ORIGINAL . . . WORCESTERSHIRE SAUCE

AGENTS—J. M. Douglas & Co., and Urquhart & Co. Montreal

CHARLES F. CLARK, PRESIDENT. EDW. F. RANDOLPH, TREASURER. ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY, PROPRIETORS. Executive Offices, **NOS. 279, 281 AND 283 BROADWAY, NEW YORK**

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

The Bradstreet Company is the oldest and financially the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

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THOS. C. IRVING, Superintendent.

COX'S GELATINE Always Trustworthy.

ESTABLISHED 1726.

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

E. T. STURDEE

Mercantile Broker, Manufacturers' Agent,

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

Oakey's 'WELLINGTON KNIFE POLISH'

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN Oakey & Sons, Limited

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

Wellington Mills, London, England

REPRESENTATIVE IN CANADA

JOHN FORMAN, 650 Craig Street MONTREAL

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS