

THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, OCTOBER 1, 1897.

No. 40

Manufacturers by Special Warrant
 To Her Majesty THE QUEEN

COLMAN'S MUSTARD

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

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS

INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862 Only Silver Medal Paris 1875
 Only Medal Dublin 1865 Grand Gold Medal Moscow 1872 & 8

TO THE COURT OF HOLLAND AND THE KING OF ITALY TO THE PURVEYORS OF THE PRINCE OF WALES

Trade Mark Bulls Head

1878 CROSS OF THE LEGION OF HONOUR

When two Articles
look alike the better is proved by use.



Our package has been imitated as closely as possible, within the limits of the law, so now, imitation jars LOOK like ours. There is a big difference in the contents, however, because no imitation can begin to compare with

MacLaren's Imperial Cheese

WHITE LABEL BRAND

Braised Beef

with Gumbo and Rice.

A daintily prepared dish of braised beef, with a delicious sauce, garnished with rice gumbo and tomatoes. Done to a turn as only our chef knows how to do it.

This is one of our best selling dainties. Busy housekeepers appreciate it thoroughly—but not more so than their guests. Each can contains sufficient for five portions.

Varieties—Braised Beef with Vegetables.
 “ “ “ Piquant Sauce.
 “ “ “ Gumbo and Rice.

Agents:

J. L. Watt & Scott, Toronto.
 Watt, Scott & Goodacre, Montreal.

Or

ARMOUR PACKING CO. - Kansas City
 U. S. A.



ANTOINE SOLARI'S



SULTANAS

ANTOINE SOLARI'S



FIGS

Antoine Solari

HEAD OFFICES:

GRAND VEZIR HAN,

SMYRNA

Importer and Exporter of

DRIED FRUIT, SMYRNA FIGS
 and SULTANA RAISINS.

All orders executed at lowest prices.

Agent for Toronto:

E. FIELDING

34 Yonge Street,

TORONTO

PUREST AND BEST

WINDSOR SALT

Does not harden like other salts because it is **GRANULATED**, being manufactured by a process similar to that used in the manufacture of granulated sugar.

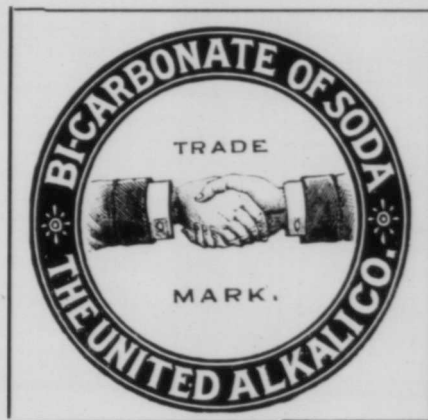
For prices, etc., write to your **WHOLESALE GROCER.**

THE

WINDSOR SALT CO. Limited, Windsor, Ont.

With this Brand You're Safe

Your permanent customers will stand by you—you will gain their increased confidence—if you sell the Brand that never varies in its purity and strength.



$98 \frac{50}{100}$ pure Bi-Carbonate of Soda. It has the strength of highest quality. Absolutely matchless in its purity. The leading Brand in all the markets of the world.

and with this

Cocoa you can satisfy the most particular and economical customer you have. Concentrated—easily soluble—rich—absolutely pure. 200 medals and awards attest its unequalled excellence. The Household Cocoa.

Fry's Cocoa

and this

is the Vinegar that is filtered and cleared so carefully. Real Malt Vinegar of the finest quality. Pungent. Good every way. Packed only in barrels of one size—25 gallons.

Stephens' Malt Vinegar

Sold by leading Wholesalers everywhere.

Agents :

A. P. TIPPET & CO.

Montreal and Toronto.

F. H. TIPPET & CO.

. Ottawa.

FRUIT VINEGAR

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

R. J. GRAHAM - BELLEVILLE, ONT.

BOOKS FOR THE RETAILER

Full of good practical hints on live subjects. Every merchant should keep himself well posted on matters concerning the welfare of his business.
The following series of pamphlets by experienced business men, deal with matters of importance to the retailer and are well worth his careful perusal.

Pitfalls of the Dry Goods Trade

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

Buying, Selling and Handling of Teas

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

Causes of Failure in the Hardware Trade

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

Necessary Books for a Retailer

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

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

New Customs Tariff

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

Credits, Collections and their Management

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

Address:

The MacLean Publishing Co. Limited
TORONTO and MONTREAL

Crosse & Blackwell

NEW
18



SEASON'S
97

Candied and Drained Peels.

Now is the time for ordering for Fall shipment.

C. E. COLSON, - MONTREAL.

English Army Blacking

QUALITY IS OUR MOTTO.

This Blacking stands alone for a beautiful polish and a lasting shine. It is easy to polish with.



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

“To gild refined gold,

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

ARE YOU SUPPLIED WITH 5 CASE LOTS?

The E. B. Eddy Company, Limited

HULL, QUE.

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

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

CURRANTS



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

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

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

W. H. GILLARD & CO. WHOLESALE ONLY HAMILTON



Maizola and Wheat

In packages. Retails at 15c.

Self-Rising Flour

The very nicest thing for pancakes.

Aunt Polly Flour

In packages. Retails 15c. a package. Self rising flour makes the nicest gems and pancakes. Good profits for the retailer, and will give agency for either one of the above to one dealer in a town.

WRITE US FOR AGENCY.

T. B. Escott & Co.

Wholesale Grocers

LONDON

Our New Line . . .

"GOOD LUCK" BROOMS..

♦♦♦♦♦

Freight paid on lots of 6 dozen.

♦♦♦♦♦

The H. A. Nelson & Sons Co.

Limited

Toronto - Montreal

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

THE CANADIAN GROCER

Vol. XI. (Published Weekly)

MONTREAL AND TORONTO, OCTOBER 1, 1897

(\$2.00 per Year) No. 40

A COCOANUT WINDOW—THE LIFE OF A DISPLAY.

HERE is great uncertainty in the mind of the average merchant as to the rules which ought to govern the making of a regular series of window displays, says J. B. Richardson in *Grocery World*. Many retailers consider that if they make one display a month, allowing each display to remain in the window until the next is made, that they are using their window to the best possible advantage, and they will agree with everything you say about the value of window-display advertising. Yet these merchants are very little better than those who make no effort to make use of their windows at all. Exactly the same rules which govern newspaper advertising govern window-display advertising. Like a newspaper advertisement, a window display should never be allowed to grow stale, for if it does its good effect is not only lost, but the window space is being wasted.

The length of time during which a window display should be allowed to remain in the window varies with the different circumstances. I should strongly advise, if it is at all possible, to make one new display every week, and I should strain a point if necessary to do this, as the good results of window-display advertising are much more likely to be secured from this method. Some large city grocers change their window displays twice every week, and have a special man do it. It would be impossible to convince them that they were devoting too much time to the dressing of their window, because they well recognize the selling force which exists in a good window display. If a display is made every week none of the exhibits made have a chance to get stale. If they are good at all they should be able to attract attention for five or six days.

The idea which I have devised for this week's display is a very simple one, and can be worked out by any grocer. Even the largest stores will find a display made

on this plan to be a very striking one, and one calculated to sell large quantities of the goods advertised. I have called this display a "cocoanut window," and it is to be devoted to pushing some brand of shredded package cocoanut, which every grocer has now come to keep. For this the window should be draped in dark crimson or garnet cheese cloth or other similar material. On each side of the window should be arranged a pyramidal pile of selected cocoanuts, these piles being arranged so as to present a good appearance and both being about the same height. They need not be very large, and, in fact, should be small enough to allow a space between them. This latter space is to be occupied by a pile of shredded cocoanut in bulk. You can very easily induce the shredded cocoanut manufacturer or manufacturers who supplies you with package goods, which goods you intend to exhibit in this display, to furnish you with a small quantity of bulk goods at a nominal price. Manifestly, it will be to the advantage of the manufacturer or manufacturers to assist in making a display of his or their own goods attractive.

This will give you three piles across the front of the window, all about the same height, and all in line, the two piles of rough nuts on the ends and the pile of shredded goods in the centre. After this is done build across the back of these piles a heap of the package shredded cocoanut in its regular boxes. The shape of this pile is not particular, but it should be arranged so as to show plainly above the three piles in front of it. The idea is to show in three exhibits the evolution of the cocoanut—first in the shell, then in the shredded form, but unpacked, and finally in the regular package shape, as it is sold. Attached to the pile of the package goods should be a neat card giving the price.

On the back of the window, high enough

to clear the display, should be a sign printed in black on a white card. On this sign may be printed the following:—

Shredded cocoanut offers freedom from the bother of preparing the rough nut, while it retains all the strength and flavor of the fresh nut. Yields elegant and dainty desserts, cakes and confections.

THE RICE MARKET.

Wm. G. Hale & Co., writing from Saigon, August 21st, say of rice: "Supplies of grain during the period under review have not averaged more than 7,000 piculs daily, of somewhat inferior mixed quality. Prices, although high enough, would have still advanced further were it not for the present lack of demand; even the actual low rates of freight do not induce shipments to China; for the Straits business continues upon a moderate scale, while Java requirements seem to be pretty well filled; as for Europe, there has been next to nothing done although there have been occasional inquiries. The weather has been fairly seasonable and field work is being carried on under favorable circumstances; the prospect, so far, is encouraging; but it is, of course, much too early to foretell what the new crop may be. At the close the tone of our market is decidedly firmer, with a rising tendency."

THE HUSTLING GROCER.

This grocer, says *Merchants' Review*, personally canvasses for trade—in other words, goes "gunning" for "biz"—and frequently makes life-long customers in this way. He often carries samples of goods he is pretty certain no rival can touch him on, and asks the ladies at whose doors he calls to please give them a trial. While other dealers in his neighborhood are idling away the quiet hours of the day, killing flies and "cussing" departmental stores, this young man is laying the foundations of a very prosperous business.

New Peel

IN STOCK

Jno. Gray & Co.'s

Crosse & Blackwell's

Our heavy shipments of these splendid Peels are to hand this week.
Close quotations on round lots.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers

Toronto

CREDIT.

"Kings may come and kings may go,
But Credit rules for ever."

CREDIT means confidence—trust. Our language acquired the word from the Latin word "credo," I believe.

Confidence worthily bestowed is like mercy. "It blesses him that gives and him that receives." It has built up our vast industries and snatched the world from the slough of chaos and placed it in the mountain of order. Remove it, and the world slides backward a thousand years and our mills would no longer send their busy humming through the peaceful valleys. Man would again assume his barbaric state and regard every neighbor his enemy. It is necessary to our progress and adds each year to our commercial importance, but, like many essential things, it is easily abused; too freely given, it acts like a boomerang on the man who has been courageous enough to entrust himself to its subtle blandishments, hoping to win favor, fame or fortune.

Bounds must be laid; limitations drawn. Knowledge must perforce go hand in hand with credit and see that she avoids snares and pitfalls.

Knowledge brings power, strength of mind, judgment; and credit gathers up the skein where knowledge leaves it and weaves it into a fabric of success.

All men who are interested in granting credit find that knowledge is elusive and hard to secure. He who is able to lay at the credit man's door this knowledge is truly a benefactor.

Knowledge as applied to granting of credit must be absolute and not indefinite. Here say opinion is valueless. Facts must be established.

How can this be done? Experience is a fact. It is truth, therefore cannot mislead. What one credit man has experienced in granting credit to a customer will indicate to any other man what his experience is likely to

be. The experience of ten such men must therefore be regarded as an almost infallible guide to the future action of any man called upon to spend his goods and his labor to benefit one who has come to him for this priceless boon—credit. It would seem, therefore, that co-operation is necessary in order to reach this end. Each man must grant to all his fellows the benefit of his wisdom acquired through experience. This can be done through organization. It has been done to a large extent, and those who have been wise enough to take advantage of the chance to become identified with the movement will find no fault with the essential features of this article.

They have learned by experience that "knowledge brings power"—and they have woven their fabrics of success.—W. S. Lassell, in Lawyer and Creditman.

WHAT "GOOD WILL" MEANS.

We frequently hear the term "good will" used in describing a benefit or advantage existing as a part of or in connection with a business, says an exchange. It is defined in several cases as the advantage or benefit which is acquired by an establishment beyond the mere value of the capital, stock, funds, or property employed therein, in consequence of the general public patronage and encouragement which it receives from constant or habitual customers on account of its local position, or common celebrity, or reputation for skill or affluence, or punctuality, from other accidental circumstances or necessities, or even from ancient partialities or prejudices. This is a definition given by Story and followed in several cases. Boiled down, this definition would seem to mean simply that the good will of a business consists in the probability that customers will continue to come to the old place of business. At best it is a sale of a mere chance, which vests in the purchaser nothing but the possibility that a preference which has usually been extended may continue.

QUALIFICATION FOR HEAD CLERKSHIP.

How long a clerk must be in the business to be competent as head clerk depends entirely upon his mental calibre and his chances for learning. Some will learn more in a year than others do in five years. If he spends all his time in one place where he delivers orders, he will not make much progress; but if he changes places, or if he has a good boss who knows how to teach him, he can learn a great deal in a year, and if he is bright and old enough when he starts in he may be more competent to run a store within two years than some others are in ten years. The clerk who begins his career at 15 naturally has to work four or five years before he can be a good head clerk, because he must be old enough for it; but the intelligent man, who starts in at 20, can become competent very rapidly, and he shows very little spirit if he should want to go through the usual routine of working for \$5, \$6 or \$7 a month for the first year; for \$7, \$8 or \$9 the second, and, finally, after four or five years, become head clerk at a salary of \$18 or \$20 per month, as so many do in this city.

The writer knows of a clerk who conducted a large store as head clerk after an experience of only five months, although it was after serving an apprenticeship in Germany.—Retail Grocers' Advocate.

TOBACCO GROWING IN ESSEX.

Lewis Wigle says the tobacco crop of South Essex this year will probably be worth about three-quarters of a million dollars. There is more tobacco grown this year in Essex than ever before, and if the weather holds favorable for a couple of weeks longer the crop will be harvested. The price will probably run from 6 to 10 cents a pound. Mr. Wigle has five acres of tobacco of his own, which he says will run about a thousand or twelve hundred pounds to the acre.

ARRIVING . . .

New Provincial Currants in Barrels			
" Ideal	"	"	Cases
" Perfection	"	"	"
" Jupiter	"	"	"
" Olympic	"	"	"
" Mat Figs			
" Labrador Herrings			

LUCAS, STEELE & BRISTOLWholesale
Grocers**HAMILTON, ONT.**

Japan Teas

are now interesting the grocers. We have a large range to select from, new lines arriving every day.

See travellers' samples and prices or write us for particulars.

James Turner & Co. - Hamilton

A Live Seller

"REINDEER" BRAND

CONDENSED COFFEE

There is no chance of spoiled coffee.
A child can prepare "Reindeer."
It never fails to please.

New Goods Now in Store

SALMON { Horseshoe Brand
Mayflower " "
Harlock " "

VALENCIA {
RAISINS { ARGUIMBAU'S

Fine Off-Stalk and Selected.

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

THOS. KINNEAR & CO.

WHOLESALE GROCERS
49 FRONT STREET EAST

TORONTO

A WORD WITH THE HELPERS.

RECENTLY the senior member of a very prominent and successful firm remarked: "It is imperative that we have helpers. Whenever we find men that are reliable, worthy of confidence and helpful to the business, they are encouraged and pushed forward, for we cannot afford to part with men upon whom we can depend. Helpers that you can lean upon add to the pleasures of mercantile life and relieve the strain, and, therefore, it is only natural that the head of a house should tie up to helpers that are a comfort."

Boys! Are you of that sort? Or do you serve in a half-hearted way, having no other object in view than to secure your salary? Do you object to pushing the business, and have you enlisted in the ranks of those who have to be pushed?

In Gen. Forsyth's story of Sheridan's famous ride, told in the July Harper's, he says that Sheridan as he pushed to the front motioned the retreating soldiers to turn and follow. They did, and under his superb leadership won a great victory. They helped their leader; obeyed without comment or criticism; they pushed to the front. Is not that the business of every helper, from office boy to partner? Should not such service be a pleasure as well as duty?

Each person in a store or factory is part of a great machine, and unless each part does its full share of the work there will be trouble.

The salary should be the least thing in the helper's thought; the business his supreme thought. He must put his heart into his work, if he is to win position and a competency.

Just as soon as a leader finds that any helper is an aid, and is furthering his interests, just then he will take measures to make their interests identical. The worthy man—the profitable helper—does not have to beg or demand proper recognition. Almost every member of the leading wholesale grocery firms worked their way up from

the ranks. Some began as office boys, being of the tireless sort, whose minds are fixed on their work, and not on outside matters. They sought to render more than an equivalent for their wage, having faith in their leader and themselves. They kept pushing to the front.

It is a mistaken notion that there is not still "room at the top;" that the helper has no chance in a big house. The opportunities of to-day are more numerous than they have ever been. The trouble is to find men able to grasp the opportunity. Success is in the boy or man and not in somebody else.

When Gen. Forsyth led the troops in the charge at Winchester, he told the color-bearer to let him carry the flag, because he was mounted and the troops could see it better and be influenced to push along to the front. The color-sergeant obeyed, but he put his hand on the saddle and pushed to the front alongside the flag. Let every helper do the same thing. If your leader is a success, if his place has been won, trust him to push along without criticism. Don't stop to find fault. Don't talk about the hardships of your work with your fellow helpers. Don't growl about your salary. Don't be impatient, "for the race is not always to the swift, nor the battle to the strong."

Remember that work—steady, incessant work—is the secret of success in life. There is not a leader at the bar, in politics, at the head of any of the professions, that does not work, work, work; not eight hours, but oftener sixteen hours every day. Leaders always hold fast to the workers.—American Grocer.

TELL WHAT YOU ARE DOING.

The man who makes and the man who sells the best things has not done his duty when he stops with making and selling, says Michigan Tradesman. He must tell the people what he is doing. It is a duty he owes himself. It is a duty he owes the people. The makers and sellers of

good things are not doing their full duty to society. They cannot expect people to come and hunt them out. They cannot expect people to think and become educated along lines when it is their duty to do this for them. The most of the people do things because others tell them to do it—not in response to command, but as a result of appeals to them in such a manner as plays to best advantage upon the foundations of activity, the emotions, the passions and ambitions.

A SMALL POINTER.

Practically all grocery stores handle different grades of goods, otherwise they could cater for but a small patronage, yet the way some salesmen, wholesale and retail, push goods one might judge that their employers sold only one grade and that one a mighty poor grade, says Merchants' Review. These clerks and traveling men conceive the notion that cheapness will suit their purposes better than superiority of quality, and therefore they continually bring to the front the low-grade, low-priced goods, and the ultimate consequences are not conducive to the elevation of the reputation of their employers.

Sometimes these misguided persons will meet some customer in search of a first-class article with a remark like the following: "Yes, we have the brand, but here's something I can let you have at a bargain—only—cents" (or dollars as the case may be). This, begging the reader's pardon, is what may be termed dampfool "substitution" for absolutely nothing is to be gained by it. Yet, apparently under the impression that they are doing the customer a favor, they try to foist something cheap and probably nasty upon some one who doesn't want it.

It will pay grocers, wholesale and retail, to keep an eye on salesmen for the purpose of learning whether they are "bearing" or "bulling" the standard of quality, as it were.

NEV

T

for th
is not
ment
antici
spring
the g
have
will c
suffer
count
feel t
oblig
ative
the p
fish-c
Italy
tion.
purch
as fo
time
"vinc
cure
perly
shal
Mea
heat
ther

S



BUY THESE GOODS

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



For sale by all leading Wholesale Grocers.

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

NEWFOUNDLAND'S FISH TRADE.

THE St. John's, Nfld., correspondent of The Montreal Gazette writes as follows: "The low price of fish (\$2.80 for the best merchantable) continues, and it is not expected there will be any improvement this year. It is, however, confidently anticipated by the best judges here that next spring will bring an advance. By that time the glut in the fish-consuming countries will have disappeared, and the approach of Lent will create a demand. At present we are suffering in common with all fish-exporting countries. The French and Norwegians feel the pinch as well as ourselves, and are obliged to part with their fish at unremunerative prices. One cause of the depression is the poverty of the people in the European fish-consuming countries—Spain, Portugal, Italy and Greece—caused by war and taxation. They are no longer in a condition to purchase fish—their favorite food—so freely as formerly; but this will pass away as better times are restored.

"Our people appear to be at last convinced that it will not pay to send badly-cured fish to compete with an article properly cured in European markets, and we shall see a marked improvement in future. Meantime, however, our fishermen are disheartened by these low prices. Numbers of them will feel the pinch of poverty this win-

ter, the rise in flour being unfortunately coincident with the drop in fish. Many of them are keeping back the delivery of their fish to the exporters, hoping for a rise ere long; but I fear, without any good grounds. In consequence, a difficulty in filling orders is experienced, as cargoes cannot be made up. Exporters say they are unable to offer better prices unless by incurring heavy losses. There is no doubt we have hard times before us this winter; but I would warn outsiders to allow a large discount in reading telegrams and newspaper articles, at this season, about the condition of the country and the people. Many of them are wildly exaggerated for purely sensational purposes. Then a general election is at hand; and, of course, those who are 'out' and want 'in' picture the country as in the last extremity—the patient rapidly sinking, and that the proper doctor must be at once summoned or death will ensue. I suppose this game is played in all countries, but here it is followed in peculiarly wild fashion. Till the elections are over it is not desirable to accept the statements in the papers, on either side, except with the addition not merely of 'grains' but bushels of salt. The same hold good in regard to the telegraphic despatches to the press.

"We shall have hard times, but there is nothing at all alarming in the state of the

country or its general business. The fall importations, I am told, will be about the same as formerly—no doubt, however, with a slight curtailment. Business is brisk at present. One of the best signs of the times is the fact that 40 new houses are just now in course of erection within the city limits. This indicates confidence in the future. Some of these houses are costly mansions. Money cannot be scarce, one would suppose, or employment either. We are a wonderful people for publishing our woes and shouting 'blue ruin' which never comes. In reality the financial condition of the colony is thoroughly sound, and but for the fall in the price of fish the commercial outlook would have been excellent. As it is we shall come out all right. The short catch of this year will tend to raise price next spring."

CUBAN SUGAR.

The only estates that will grind sugar this season in Cuba will be a few of those that are around Cienfuegos. According to a merchant well identified with the Cuban trade, in about ten days a comparatively accurate report from the island will be received as to the number of sugar plantations that intend to grind. "At present," this merchant says, "judging from the few plantations that have been repaired, the Cuban sugar crop will be very small. Another disadvantage is that there is no cane, the fields having been sadly neglected."—N. Y. Journal of Commerce.

NONSUCH JUBILEE STOVE ENAMEL

The most popular Stove Polish in the Market.

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

FOR SALE by the Wholesale Trade and...

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

The Nonsuch Mfg. Co., Limited, Toronto.

NOT ABSOLUTELY NECESSARY, BUT—

A TRADE paper is not absolutely necessary to the guidance of a hardwareman, any more than a compass is absolutely necessary to a mariner who desires to cross the Atlantic.

The office of the trade paper is to register the temperature of the markets and record all news of interest or of value to the particular line of business in whose interests it is published. To these things it is called and these things it sets itself to perform.

The daily paper cannot—or at any rate it does not—cover this ground. Its forte is general news and politics.

The trade paper, on the other hand, is a specialist. It studies one particular thing. And that is the commercial world.

It is obvious then that if the trade journal devoted to a particular branch of business is conducted with any degree of efficiency merchants engaged in this particular line cannot afford to be without it.

They can rely on hearsay for information regarding the markets, methods of doing business, etc., but it is possible that the information may come through a prejudiced channel. And one thing is certain, they can only in this way get an infinitesimal part of the whole.

If gossip or letter had been efficient news disseminators the newspapers of to-day might not have had a being. An invention is usually the outcome of a need.

Hardware and Metal has been induced to make these remarks by an incident drawn to its attention recently. There is in Toronto a large retail hardware firm which has repeatedly refused to become a subscriber to Hardware and Metal. It relied for its information as to markets, etc., upon one of the heads of a certain wholesale house, who telephoned weekly. That was all the firm wanted. A trade paper it had no need of.

More than two months ago an advance of from 15 to 20 per cent. took place in a certain staple article of hardware. This firm's market mentor forgot to notify it of the change, and it, therefore, continued to sell the article at the old figures. It discovered the loss it had thus incurred when it had to buy. And then there was weeping and gnashing of teeth.

"Why did you not telephone us of the change?" indignantly remarked one of the partners to the aforesaid market mentor.

"My dear sir, I cannot begin to remember everything; I told you I would do the best I could," was the rejoinder. "But, say," he added, "do you not take Hardware and Metal?"

"No."

"You don't? Well, then, you ought to be

ashamed of yourself. Hardware and Metal had an article in about the change several weeks ago. Why, my dear fellow, you should not be without that paper. It records all the changes, and is right up to date."

"Is that so? Say, If you see a representative of Hardware and Metal you had better send him down."

Thus was a firm made to feel its need of a trade paper after having lost on one article alone, through ignorance of the condition of the market, enough money to pay for several years' subscription. And what it hitherto lost on other lines no one will ever know.

Although Hardware and Metal is so generally subscribed to by the retail trade of the Dominion, yet there is a firm here and there who, like the one cited, does not take it. We have one such now in mind which supplied a certain article to a wholesale house that wanted it to complete an order.

"There," remarked a member of the wholesale house to a representative of Hardware and Metal, "we have bought that thing a great deal cheaper than we could have from the manufacturer. It evidently does not know that the price advanced several weeks ago."

This change, too, it might be mentioned, was recorded in Hardware and Metal.

A mariner can navigate by the pole star; but it is better for him to have a compass. A merchant can get along without his trade paper, but it is better for him to have it.—Hardware and Metal.

CALIFORNIA CURED FRUITS.

Regarding the situation in evaporated fruits on the Coast The California Fruit Grower says in its issue of the 18th inst.: "As was to be expected, the cured fruit market shows signs of weakness owing to a lull in the wholesale demand. Trade set in early, and was unusually active for the season of the year. Dealers generally through the east and west have satisfied their immediate wants, and from now on until cold weather sets in the demand will be light, as buyers are not inclined to speculate at present prices. The supply in the east and on the way will not cut much of a figure when people commence to use cured fruits in earnest. The crop of California cured fruits, apricots excepted, will not prove more than 50 per cent. of an average crop. Of cured pears there will not be one car this season where there were twenty last season. Peaches will be a short crop. The plum crop will make a good showing, and of apricots the output will be large compared with last year; prices are being shaded a fraction in the absence of an active demand. Peaches are weaker in a wholesale way. A good jobbing demand exists for choice fruit in nearly all lines. Brokers are well supplied with samples and are pushing sales."

MARITIME BOARD OF TRADE.

THE third annual meeting of the Maritime Board of Trade was held last Tuesday and Wednesday at Charlottetown, P.E.I., with a good attendance. The delegates present were: From Halifax—James Hall, Geo. Mitchell, G. E. Faulkner, Jas. Morrow, and H. L. Chipman. From St. John—C. B. Lockhart, W. M. Jarvis. From Truro—Dr. H. D. Muir, G. A. Hall, R. J. Turner, Wm. Craig and J. E. Bigelow. From New Glasgow—D. McDearmid and Harvey Graham. From Kentville—M. G. DeWolf and R. W. Eaton.

A communication was read during the first session from S. Schofield, with suggestions regarding discussion of fire insurance forms, to the effect that standard policy forms be adopted and accompanied by a copy of the resolution of the St. John Board of Trade that their use be ratified by Act of Parliament.

The Standing Committee election resulted in the choice of the following: Jarvis, Morrow, Muir, DeWolf, Graham and Hazard.

At the Wednesday evening session, after an interesting discussion pro and con regarding commercial travelers' tax, G. E. Faulkner moved the following resolution, seconded by Mr. Turner and carried:

Whereas, the policy of free and unhampered commerce between various provinces of the Dominion of Canada is one of the fundamental principles upon which the union of the provinces was consummated; and whereas, the Legislature of P.E.I. has enacted a law placing a tax on commercial travelers and a proposal to enact a similar law has been before the Legislature of one of the other provinces;

Resolved, that the Board of Trade of the Maritime Provinces place itself on record as against legislation of this character and commends to the commercial public of P.E.I. the desirability for having the Act repealed.

A resolution regarding discrimination in coal rates to manufacturers as against Truro and other towns similarly situated and praying the Minister of Railways that it be removed, carried on the motion of G. A. Hall, as a resolution also carried to memorialize the Dominion Government to place another winter boat on the route to maintain the winter communication.

Mr. Jarvis moved the following resolution which carried:

Resolved, that this board desires to impress on the various local boards the importance of doing all in their power to encourage tourist travel in their respective localities.

Also, resolved, that this board submit to the Government the importance of providing a bylaw that each can or package be marked with net weight of article contained therein and suitable penalties be imposed for infractions in putting up such goods.

Also, resolved, that this board urge the Dominion Government to take over the telegraph service connecting P.E.I. as a Government work or bring about a re-adjustment of the rates.

A Cold= Weather Seller

And a good one
—a safe one to stock
up with—now.

Clean—rich nutty
flavor—PAN DRIED!

Tillson's Pan Dried Rolled Oats

The Tillson Company Limited
Tilsonburg, Ont.

A REMEDY FOR CUTTING.

AN evil common with purveyors of food and of growing importance is the advertising of proprietary and other goods at less than the lowest wholesale price, and often below the cost of manufacture. Generally the goods selected are such as are extensively advertised, and hence well known; or some leading staple, such as sugar, flour or butter.

It is claimed by those who do this sort of thing that it is justifiable, as being a very cheap and profitable method of advertising. There is an axiom in law that a person has a right to use his property as he sees fit, provided he does not use it to injure others. There is also a quasi misrepresentation or false pretence involved, inasmuch as cunningly worded advertisements suggest that these cutters sell all goods equally low, when, in fact, they are simply baits to draw in the unwary. The principle involved is one of injury to

the rights of others. For instance, there are 10,000 grocers in New York and Brooklyn, and double that number within thirty miles of City Hall—hard-working, honest, industrious dealers, equitably entitled to a fair profit for the service they render their respective neighborhoods. The law protects their property from injury by reason of a nuisance; their good name against slander; provides means for the collection of debts; guards their health against unseen dangers. Why, then, cannot the law be invoked to prevent the reckless cutting of prices, whereby a few work a great loss to many dealers and demoralize an entire trade?

Is it not feasible to frame a statute making it illegal for any dealer in patented articles, or such as are protected by trade mark, from selling such goods below a minimum price to be fixed by the manufacturer or owner of a trade mark?

Men often endeavor to put an end to their

life, claiming they have a right to do with their person whatsoever they elect; but the law says that any attempt at suicide is a crime, and does so because the good of society demands that human life should be sacred, and must be protected under all circumstances. And why cannot a law be made which will apply to the cutters that ignore the rights of the many for the benefit of a few individuals? In this vicinity there are, perhaps, 40,000 merchants in the various lines of business (and at least 200,000 persons dependent upon them for support), whose business is seriously injured by the irregular, if not dishonest, practice of a few, who claim they have a right to sell their merchandise at any price they choose; give it away if they elect. It seems feasible to devise some legal protection against such an abuse of power as we have outlined. This is a live topic for discussion in the retail grocers' associations. —American Grocer.

These goods are giving complete satisfaction to the consumer because the quality is right, and the dealer also is pleased because margins are good.



RETURNED
Oct 5/97
J.M.A.



RETURNED
Oct 5/97
J.M.A.

Have we
your ?
order

Pure Gold Mfg. Co.
Toronto



RETURNED
Oct 5/97
J.M.A.

This is interesting to all Grocers...

A list of articles, which are never peddled nor sold by gift stores, and are money makers for the grocers; all are well known and need no introduction.

RAM LAL'S PURE INDIAN TEA (never sold in BULK) in $\frac{1}{2}$ lb. and 1 lb. packages, also in 5 lb. sealed tins.

GOLDEN AGE BLEND OF TEAS, in lead packages, $\frac{1}{2}$ lb. and 1 lb.

MASCOT BLEND OF TEAS, in lead packages, 1 lb. only, and 100 lb. tin lined chests.

"**THE MECCA**" **COFFEE**, in 100 lb. kegs; 50 lb., 25 lb. and 2 lb. tins.

DAMASCUS COFFEE, in 100 lb. kegs; 50 lb., 25 lb. and 2 lb. tins.

CAIRO COFFEE, in 100 lb. kegs; 50 lb., 25 lb. and 2 lb. tins.

COCOA, BENS DORP'S ROYAL DUTCH, $\frac{1}{4}$ lb., $\frac{1}{2}$ lb. and 1 lb. tins.

CANADA BAKING POWDER, in 1 lb. tins only.

James Turner & Co. - Hamilton, Ont.

IMPORTERS, WHOLESALE GROCERS AND MANUFACTURERS.

HE SELLS CHICORY.

MR. E. RIEMENSCHNEIDER, representing Heinrich Franck, Sohne & Co., the famous manufacturers of chicory, Germany, is in Toronto in the interests of his firm, and is being introduced to the trade by Mr. W. H. Seyler.

The firm of Heinrich Frank, Sohne & Co., which is best known as the manufacturers of the "Genuine Franck" brand, have sixteen factories in different parts of Europe. Twelve of them are situated in the following places: Bretten, Eppingen, in Baden; Ludwigsburg, Grossgartach, Marbach, in Wurtemberg; Basel, in Switzerland; Komatau, in Bohemia; Agram, in Croatia; Mailand, in Italy; Koehan, in Hungary; Bucharest, in Roumania; Linz, in Austria. The output of these factories is 140,000,000 pounds per annum, and the number of employes is 2,800. The firm has been in business 75 years, and has earned 36 medals.

The firm has decided to make a special effort to push its goods in Canada, and Mr. Riemenschneider is here with that object in view. Mr. Riemenschneider is an interesting conversationalist and an enthusiastic believer in the goods which he sells. "No cheap coffee is drunk in Germany," he explained during a conversation. "The people, however, drink large quantities of pure chicory, which they call coffee. And

a merchant will carry in his stock 99 per cent. of chicory to 1 per cent. of coffee."

Mr. Riemenschneider explained that the laws in Germany in regard to manufactured commodities are very strict, before a manufacturer starting into business it being necessary for him to submit to the Government a statement as to the ingredients of the commodity he proposes to make.

"Then," he added, "the law demands that when an article is delivered it must be equal to the sample by which it was sold. If it is not you cannot make an allowance on it; you must make a new transaction if the buyer is to take the article."

"Now," said Mr. Seyler, as he pulled out his patent gun-metal watch which never requires to be wound, "we must go, Mr. Riemenschneider." And Mr. Riemenschneider went to look up more business.

PERSONAL MENTION.

Mr. John Leslie, representing the Cowan Co., Limited, is in British Columbia and reports business good. He is pushing the Cowan Co.'s goods from ocean to ocean.

Laporte, Martin & Cie. report large arrivals of currants and Valencia raisins this week. They can quote low.

"We have had heavy orders for canned goods," write Laporte, Martin & Cie., "our prices must have something to do with it."

Fine Sultana raisins can be had at low figure at Laporte, Martin & Cie's. They have just received a large consignment.

THE COAST RAILWAY.

THE Halifax Board of Trade has strongly resolved in favor of the early construction of a line of railway between Halifax and Yarmouth, touching at the most populous sections along the coast. The specific and business-like resolution was passed last Tuesday evening.

It expresses the opinion that a line of railway along the southwestern coast would be of great benefit to the province generally and to the city of Halifax in particular. It approves of the road taking the shore route, thus serving a thickly-populated section of country which has the additional advantage of having diversified attractions for tourists. It recommends the providing of the usual subsidies by both local and federal Governments, and it expressly stipulates that the road should start at a point not further from the city than Bedford.

The Coast Railway Co. have a charter to build a road along the south-western shore from Yarmouth to Halifax. Thirty-one miles of that road are now completed, and the contract has been awarded for the construction of another twenty miles, which will bring the road to Barrington. They hope to have that work completed by the end of the year. They propose, if they receive the necessary encouragement, to push the work on to Halifax through the principal shore settlements. The operating of the thirty odd miles at the other end of the line is doing a big thing for the business men of Yarmouth, and to begin at Halifax would mean advantages for this city.

GOOD LINES

PORTO RICO RAW SUGAR Good Quality

Hogsheads, 1500 lbs.	-	-	27/8 c.
Barrels, 300 lbs.	-	-	3 1/8 c.

If a Hogshead is too much to try, order a barrel as sample.

MIXED PICKLES, in bulk, of the renowned

"Lion L Brand"

Kegs of 5 gallons	-	-	37 1/2 c.
Kegs of 10 gallons	-	-	32 1/2 c.

All oak kegs charged and returnable at invoiced prices.

CANNED SALMON ON THE SPOT

"Caribou" (Cohoe)	-	-	\$1.00
"Holly-Leaf" (Sockeye)	-	-	1.10

Horse Shoe Clover-Leaf

HUDON, HEBERT & CIE.

. . MONTREAL . .

To the Grocery Trade.

The fire which occurred in our premises last Friday was of small proportions. Our business is in full swing, and orders are being filled promptly, as usual.

H. P. ECKARDT & CO.

Wholesale Grocers

TORONTO

10 GOLD MEDALS AWARDED

Gillard's New Pickle and Gillard's New Sauce



The best beyond comparison. Of world-wide reputation.

NEW PICKLE—Packed 2 dozen in case, single case lots, \$3.40;
5 case lots and over, \$3.30.

NEW SAUCE—Single dozen lots, \$1.90; barrel lots of 12 doz., \$1.75.

SOLD BY ALL WHOLESALE GROCERS IN CANADA.

GILLARD & CO. Manufacturers **London, England**



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

THE MacLEAN PUB. CO.
Limited

Fine Magazine Printers
and
Trade Newspaper Publishers

TORONTO: 26 Front St. W. Telephone 2148.
MONTREAL: Board of Trade Bldg. Telephone 1255.

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

EXCITEMENT IN APPLES.

ALL indications point to comparatively high prices being realized for fine varieties of winter apples this season. But while this is so, and while even the most confirmed bears admit the fact, there is grave danger that excited speculators will carry prices so high in the country that there will be little profit on a lot of the fruit, even admitting the undeniable bull conditions prevailing.

Advices received this week from producing sections in Ontario to exporters in Montreal stated that buyers were tumbling over one another to get the fruit, and that prices ranging all the way from \$1.50 to as high as \$3 per barrel had been paid for the fruit unpicked on the trees.

These are pretty high prices, and some of the more conservative operators are of the opinion that there is altogether too much steam on.

The bull element are banking on the admittedly great shortage in this year's crop.

Last year Canada produced in the vicinity of 3,000,000 barrels of winter apples. This season the crop is only estimated at 300,000 barrels.

Another thing that had a good deal to do with the high prices paid lately was the fact that certain shippers had to have some fruit, no matter what the price was. When they tried to buy, they ascertained that besides the short crop, some fortunate operators had bought the output of several of the leading orchards at a lump sum for each.

As matters stand, these purchases promise to be remarkably profitable ones, and the other orchards, knowing that they were

bought up, and the crop away below the average, demanded fancy prices, and have been encouraged in so doing by the scramble that has set in to buy their stocks.

With regard to the position in Great Britain, the account sales that have been received on the shipments of early apples are the reverse of encouraging. Returns of the lots ex ss. Numidian state that the fruit landed in very poor condition, being soft and slack, and was sold simply for what it could fetch, averaging about 50c. per barrel.

Cables on Monday regarding the shipments ex ss. Lake Superior were equally unsatisfactory. What was sold only realized 6s. 6d., and, as shippers had to get at least 8s. to make the bare cost, it will be seen that the loss was considerable. Fully one-third of the cargo of 2,100 barrels was slack. Anything tight was withdrawn and will be offered later in the week, but the trade in Montreal do not believe that anything will be gained by this course, rather the reverse, as the fruit is not of a keeping kind.

First receipts of winter apples are expected in Montreal this week, but advices regarding their quality are disappointing. The agent of one leading house wrote on Monday that he was making up a car, but that out of 23 barrels he only got three that graded really first-class quality. Lots of Greenings, that two weeks ago promised to be excellent, are going bad and cannot be classed as finest. In fact, altogether the expectation is for disappointing quality in the first receipts of winter stock at Montreal.

TERMS ON DRIED FRUITS.

New terms have been decided upon by the wholesale trade in Canada for governing the sale of all such foreign dried and evaporated fruits as currants, raisins, figs, dates, peaches, apricots, etc.

The terms heretofore have been 90 days or 3 per cent. 10 days. Now the basis has been fixed at 30 days or 1 per cent. 10 days.

As the trade is well aware, the wholesalers have to pay cash without discount for foreign fruits, and in many instances bills of lading are attached to drafts which have to be paid before the goods are delivered.

It is these conditions which the wholesalers aver have induced them to make the said change in the terms.

INDIAN AND CEYLON TEA TRADE.

RECENT mail advices from London show a steady development of the export tea trade, particularly of Indian and Ceylon growths.

Taking the period from Jan. 1 to Aug. 31 we find the exports to be as follows: Indian, 3,281,688 pounds; Ceylon, 6,837,476; China, 13,858,591; other countries, 681,027 pounds.

This, compared with the same period of 1896, is an increase of 57 per cent. in the exports of Indian tea, 31 per cent. in Ceylon tea and 14 per cent. in China teas.

The exports to the various countries were: Indian tea—Countries in Europe, 1,490,719 pounds, against 853,639 in 1896; United States, 444,587, against 236,484; British North America, 792,012, against 481,798; other countries, 554,370, against 491,796. Ceylon—Countries in Europe, 3,692,683, against 2,826,890 pounds in 1896; United States, 1,337,406 pounds, against 950,229; British North America, 1,095,543, against 825,553; other countries, 711,844, against 603,854 pounds. China—Countries in Europe, 8,066,031 pounds, against 6,818,043 in 1896; United States, 2,059,838 pounds, against 565,400; British North America, 1,329,541 pounds, against 1,529,695; other countries, 2,403,181 pounds, against 3,185,036.

In every instance the exports of both Indian and Ceylon teas show an increase, while the increase in the exports of China tea is confined to countries in Europe and to the United States. The enormous increase in exports of China teas to the United States is no doubt in part due to the demand created by the possibility of an import duty being put on by the Dingley bill and to the new tea inspection law. To this cause may likewise, in part at least, be attributed the increase in the export of all teas to the United States.

None of the figures above given include transshipments of tea at London for the various parts of the world.

In addition to the increase in the exports the home consumption in the United Kingdom for the period named shows a material expansion in both Indian and Ceylon teas and a decrease in China tea.

Business, unless it is watched, will take wings.

GOVERNMENT APATHY.

THERE are certain things which any Government is warranted in keeping secret. There are others which it is not.

As everyone knows, the minimum tariff of Canada is now, since the decision of the law officers of the Crown, enjoyed by about a score of nations having favored treaties with Great Britain.

On July 31st next the treaties with Germany and Belgium will expire. What the Canadian Government will do then is a question. Will it continue the preferential tariff in favor of Great Britain or will it not?

Since the treaties with Belgium and Germany were denounced two months have elapsed, but not one word has yet come from the Government as to its policy. It is time that a pronouncement of some kind was made.

The preferential tariff was launched in the belief that the treaties with Germany and Belgium did not prevent Canada from giving the products of the Motherland a preference in the home market. That belief the ruling of the law officers of the Crown dissipated, and the dissipation of that belief created a condition which demanded a new statement of its policy in this particular matter.

That the need of the Government expressing its intention is not supposititious is evident from the action of the London Chamber of Commerce. That body has gone to the trouble of issuing a circular "designed," the cable tells us, "to remove the uncertainties of English shippers as to the Canadian tariff," while it is further remarked that "uncertainty as to the Canadian Government's intention after August next also tends to retard trade."

This is no political matter, directly at any rate. It is first and foremost a purely business matter, and as such should be dealt with in a business-like way. This it can hardly be said the Government has done. It has delayed; and delay is not business.

The Government should "speak now." It is no local interest that demands it. No, nor even the country's interest solely. It is demanded in the interest of inter-imperial trade as represented by Canada on the one hand and Great Britain on the other.

Apathy toward the business interests of

the country in a great measure caused the downfall of the late Government. And the present Administration is by no means free from the same complaint. Energy is a sure antidote, and the Government will be wise if it takes copiously of it.

A business is built up by a chain of circumstances. See there are no weak links in the chain.

MOLASSES STILL ADVANCING.

THE possibility of extremely high prices being realized on Barbadoes and other molasses this fall has been predicted before. At present there are distinct signs that these predictions are on the eve of fulfilment. In fact, it will surprise no one if, inside of a month at the latest, Barbadoes, now selling around 25c., will be worth 29 to 31c. This week 26c. was refused for round lots in Montreal, while one holder of a cargo lot in store who was bid 25c. for it, remarked that he was in no hurry to sell at present.

The present conditions may be attributed to the late unprecedentedly low prices. These have, in the estimation of careful observers, increased the country demand in the country districts of the province of Quebec three-fold.

This demand and the heavy purchases by the Montreal refiners, offset, to a great extent, the exceptionally heavy importations this season.

Some firms, misled by these heavy imports, put off supplying their wants earlier in the season, as they anticipated lower prices. It stands to reason that they are badly disappointed at the turn the market has taken. They are now in the market trying to fill their wants, and it is the knowledge of this fact that has had a lot to do recently with strengthening holders' views.

DISCREPANCIES IN RATES.

There is a lot of dissatisfaction among cheese exporters at Montreal regarding the discrepancies in ocean freight rates from Montreal. The rate to Bristol, for instance, is 30s., whereas space to Liverpool and London is obtainable at 20s.

There certainly, to the lay mind, seems to be no reason why a shipment to the

former port should pay 10s. more than to the two latter.

Another complaint is that Montreal is being discriminated against as a shipping point by the railway companies. For instance, they carry cheese to Boston from any point in Ontario for 2c. more than they will land it in Montreal. As ocean rates from the New England port have been only half what they were from Montreal, quite a large quantity of Canadian cheese has been drawn to Boston for shipment. Exporters have got rates of 12s. 6d. from Boston, whereas the same shipments would have cost 25s. to 30s. from Montreal.

SULTANA RAISINS.

Advices a short time ago reported an easier feeling in Sultana raisins, but since then there has been a reaction, and prices are now about two shillings per cwt. above the lowest point.

It is worthy of note that the first deliveries this year were made on August 31, the earliest on record. The quantities then delivered were, however, unimportant; but since then no other goods arrived in Canada until Saturday last, ex the Scotsman.

The prices asked for these goods are high, and something like 50 per cent. above the of figures last year. It is likely there will be no cheap Sultana raisins in Canada this year, it being the opinion that prices will rule from 10 to 15c. per pound, according to quality.

SPICES VERY STRONG.

There has been quite a boom in the London spice market, and buyers who returned from New York this week state that the fact has caused keen excitement in that city, where whole spices have gone up within the past fortnight or so 15 to 20 per cent.

A scarcity of cassia is one of the notable features, the spice being almost impossible to obtain. In London, cloves, pepper, and nutmegs have advanced 1d., and buyers in Canada who tried to close cable contracts for white Penang pepper found it difficult to do so.

Latest asking prices on these were 6¼ to 6½d., cost and freight Montreal. This strength has not affected the spot prices for ground spices yet, but it has led to more demand.

A MAN FROM REGINA.

MR. E. McCARTHY, one of Regina's general merchants, has been spending some days in Toronto. Mr. McCarthy went from near Guelph to the capital of the Northwest Territories about fifteen years ago, and it is seven years since he paid a visit to the east. He is a man who reads a great deal of commercial literature and keeps well abreast of the times. Like all Northwest people, his faith in the future of that part of the Dominion is strong.

"Trade, he said in answer to a question, will be better than it ever was. Prices for produce are good, and the farmers will be able to pay off their back indebtedness. Then the people in that country have had a lesson within the last few years which they have profited by: They do not buy implements so indiscriminately, while they have overcome many of their difficulties in regard to farming."

"Credits, too, are improving, are they not?"

"Yes, eight or nine years ago business was done on unlimited credit, but it is now nearly cash. What has helped us a great deal is the fact that the Government has undertaken to run the creameries. They buy the cream from the farmers and pay them cash for it every month. It has given quite a boom to the country. Now in regard to butter. Naturally, if there is a large amount of butter upon the market there is a glut of this article, which ultimately becomes of inferior quality. Now, however, the farmers in our part of the country are sending their milk to the creameries; and instead of getting 8 to 10c. per lb. they are getting 20 to 24c., and are paid in cash. They are thus able to pay cash for the goods required for the summer season. Then if the crops should happen to fail they are out of debt at any rate. In our part of the country is to be found the finest grazing ground in the world, and a good many people have made money raising cattle."

One drawback to the country, Mr. McCarthy contended, was the distance the farmers were apart. "There is only," he said, "about one farm, on an average, in about every five square miles. Out of thirty-six square miles there are only about fourteen square miles that can possibly be con-

sidered as open for homesteads, all the rest being reserved for the C.P.R., the Hudson Bay Co., schools, etc. As a result of this great distance between the farms the farmers cannot exchange work as they do in Ontario, which necessarily increases the cost of farming."

Mr. McCarthy, during the conversation he had with THE CANADIAN GROCER, referred to the departmental store evil, and said that even in Regina the merchants frequently had to regulate their prices by the catalogues of some of the Toronto departmental stores. He strongly urged that the departmental, and in fact all, stores, should be assessed on their turn over and not on their stocks. "Then," he added, "these department stores would be more careful in regard to cutting prices."

CURRANTS STILL HIGHER.

THE tendency of the currant market is still upward, cables which have been received during the past week quoting a further advance of from 1s. to 1s. 6d. per cwt. in Patras.

Prices are over 80 per cent. higher than a year ago. And thus has been upset the theory which obtained among some a month or so ago that the value of currants would depreciate shortly. Those who believed it and withheld their purchases are now doubtless wishing they had not.

The first arrival of new season's currants via Liverpool reached Montreal on Saturday, and merchants in Toronto and the west received their consignments on Wednesday. The quantity, however, is not sufficient, in the face of the strong demand and the entire absence of old fruit, to make the market at all easy, particularly as the next deliveries ex Avlona, cannot be made till about the middle of October.

The quantity of currants on board the Avlona, according to figures furnished by J. L. Watt & Scott, of Toronto and Montreal, is 740 tons, comprising 1,090 barrels, 1,120 half-barrels, 3,410 cases, 6,260 half-cases and 59 quarter-cases.

The quantity on board is only about of an average character, and will arrive on a bare market. As importers cannot duplicate their purchases except at an advance of from $\frac{1}{4}$ to $\frac{1}{2}$ c. per lb., it is unlikely that easy prices will rule, and it looks as though the trade will be compelled to pay 6 to 6 $\frac{1}{2}$ c. per lb. throughout the season for currants of suitable grades.

A SHORTCOMING OF EXPORTERS.

ONE of Canada's greatest needs is an enlarged export trade. That the need is recognized is evident from the efforts which are being made by manufacturers and others. In some lines the development has been most satisfactory; in others it has not.

It is worthy of note that the lines with which we have met with so much success are chiefly those the quality of which excels that of our competitors. Cheese may be cited as an example of this.

It is also worthy of note that in a great many articles in which the attempts to build up an export trade have not proved successful, the cause of partial or total failure has not been quality.

It has been want of advertising.

We have before us the last quarterly report of the Department of Trade and Commerce, and therein contained are the reports of the various commercial agents of the Dominion. Three of these reports are from Mr. J. S. Larke, the Canadian agent in Australasia. And it is the perusal of his reports that has induced the remarks we have made.

In his reports he enumerates certain articles of Canadian manufacture which have not so far taken hold upon the Australasian market, and in every instance he ascribes want of advertising as one of the chief causes of the failure. One or two firms, we are told, induced agents to do a little advertising by allowing them a little extra commission, but, as is usually the case, this did not prove satisfactory.

The English, the German, and the United States manufacturers who are doing business in Australasia recognize the value of advertising and employ it. Some of these manufacturers, Mr. Larke tells us, advertise magnificently.

If Canadian manufacturers are to find a market in Australasia or any other country, they must advertise them. If they are not prepared to do this it is evident failure and not success will be the rule.

The Dominion has spent a great deal of money in subsidizing steamers, maintaining agents, etc., to build up a trade with Australasia, and it is to be regretted that our manufacturers who essay to do business at the Antipodes do not employ as they should one of the most powerful of trade-building factors.



GROCCERS looking for an article that can be absolutely recommended to their best trade, will find it in

Greig's Crown Extracts

Hundreds of dealers from Newfoundland to Vancouver are handling these extracts in quantities that grow larger with each order.

We could have no better testimonial than just this fact. Your customers cannot find fault with perfection. That's why our trade is growing so rapidly.

You will get a copy of
our Catalogue for
the asking.

You can always depend on the
Crown Flavors to do the
work right every time.

Robert Greig & Co.

MONTREAL

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, Sept. 30, 1897.

GROCERIES.

THE first direct shipment of Mediterranean fruit reached the warehouses of the wholesale trade this week, and the trade may now be said to be well into the foreign fruit season. Both currants and Valencia raisins have advanced in price during the week in the primary market. Dates are dearer than a year ago, and Sultana raisins are firm. A few cases of figs are to hand and more are due next week. Canned vegetables are not receiving much attention, but prices rule firm. Canned salmon is in much the same condition as a week ago. The demand continues good for sugar, and while the outside markets have been a little easier, figures are firm and unchanged in Canada. Syrups are still scarce. In spices, the feature is an increased firmness in pepper. Teas are quiet and firm.

CANNED GOODS.

There has been no material change in canned goods during the week. Tomatoes are the most talked about just now, and prices, if anything, are being more firmly held than a week ago. The idea with packers appears to be 80c., but we hear of a sale of 2,000 cases at 75c. Peas and corn are being both steadily held. There is, if anything, a little better feeling in canned salmon on account of prices having been withdrawn by a couple of firms that were making low offers. Canned fruits are

offering by the packers, but values at present appear to be largely nominal. We quote as follows: Tomatoes, 80 to 85c.; corn, 60 to 75c.; peas, 75 to 80c. for ordinary; sifted select, 90 to \$1; extra sifted, \$1.10 to \$1.25; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.40 to \$1.80; strawberries, \$1.50 to \$1.80, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$1.75 to \$2.25; apples, 3's, 85 to 95c.; gallons, \$1.85 to \$2; salmon, "Horseshoe," \$1.50; ditto, new season's, to arrive, \$1.25 in 5-case lots and \$1.30 in less quantities; other red salmon, \$1.15 upwards, according to quality and brand; cohoes, 95c. to \$1; canned mackerel, \$1.25 to \$1.30; lobsters, \$2.40 to \$2.50 for tall tins; 1-lb. flats, \$2.85 to \$2.95; ½-lb. flats, \$1.60 to \$1.70; Canadian canned beef, 1's, \$1.35 to \$1.40; 2's, \$2.35 to \$2.50; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

COFFEES.

Nothing particularly new has developed in regard to coffees, and business is much about the same as a week ago. Jobbers quote green in bags: Rio, 9½ to 13c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

Syrups are still scarce and firm. We quote: Dark, 23 to 25c.; medium, 28

to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

Business is quiet and featureless. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGARS.

Being at the end of the month, the demand for sugar on the part of wholesalers has fallen off a little, but refiners' agents report that a good business is still being done. In London on Saturday beet sugar declined 1½ to 2¼d. per cwt., and on Monday this was followed by a further drop of 3-16d. These declines appear to have had no effect upon New York, the market there being relatively lower than the London market. Fine granulated was advanced 1-16c. per pound in New York on Monday. We quote as follows for Toronto: Granulated—St. Lawrence and Redpath's, 4 9-16c. for single barrel lots and 4½c. for 5-barrel lots; Acadia, 4½c. for single barrel lots, and 4 7-16c. for 5-barrel lots; yellows, 3¾ to 4½c. per lb.; Canadian German granulated, in 100-lb. sacks, 4¼c. in single barrels, and 4 5-16c. in 5-bbl. lots. Demerara crystals, 3¾c.

SPICES.

White pepper is fully 1d. per lb. dearer than it was a month ago, and black pepper is strong. It is understood the

THOROUGH. CLEAN. FAST.

Positively removes every seed.

WE have them. YOU ought to have them.

Walter Woods & Co. - Hamilton.

DRINK :::

::: Chocolate for Breakfast

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



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

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

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

Ask your grocer for Chocolat Menier

The world-renowned French Vanilla Chocolate.

WE INVITE YOU

to send us any

"SALADA"
CEYLON TEA

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

WHOLESALE AGENCIES . . .

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

P. C. LARKIN & CO.

SURPRISE SOAP

is
an easy seller.

BRANCHES—

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

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

local market is fairly well supplied with pepper. Ginger keeps firm. We quote as follows: Pure Singapore black pepper, ground, 11c. in kegs, pails and boxes, and 13c. in 5-lb. cans; ditto, whole, 11 to 12c. per lb.; pure white pepper, ground, 18c. in kegs, pails and boxes and 20c. in 5-lb. cans; ditto, whole, 15 to 20c., according to quality; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 23 to 25c.; do. best, 28 to 30c. per lb.; allspice, 13 to 16c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

NUTS.

Brokers report that business is practically finished as far as the placing of orders is concerned. Almonds, walnuts and filberts will cost less than last year's importations. Shelled almonds, on the other hand, are costing fully 4c. per pound more than last year. We quote as follows: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 20 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

The rice market is steady, with business locally moderate. We quote: Standard "B," broken lots, 3¾c.; 1 to 5 sacks, 3¾c., and 5 sacks and over, 3¾c. per lb.; Japan, 5c.; Patna, 4¾ to 5¾c.; tapioca, 3¾ to 4½c.; sago, 3½ to 4½c.

TEAS.

Some business is reported in teas of China and Japan growths, but in general wholesalers are not buying extensively. Mail advices received in Toronto on Tuesday quote China low grade green teas equal to from 1 to 2c. per lb. dearer and the finest green teas 3 to 4c. per lb. dearer. In Japan teas each mail shows poorer values. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

CURRENTS—The first direct shipment of new season's fruit reached the Toronto market on Wednesday. It came by the Scotsman, which arrived in Montreal on Saturday last. A small shipment of Hancock & Wood's pack reached this market on Mon-

day via New York. The market is firmer than it was a week ago, cables announcing an advance of 1s. to 1s. 6d. per cwt. in the primary market. We quote new fruit as follows: Provincials, 5½ to 5¾c., in barrels; 5¾ to 5¾c., in half barrels. Filiatras, 5¾ to 6c., in barrels; 5¾ to 6½c., in half-barrels and cases. Patras, 6¼ to 6½c., in barrels. Vostizzas, 7 to 8c., in cases.

VALENCIA RAISINS—The shipment of new season's fruit ex Scotsman arrived in Toronto on Wednesday. Although there was a slightly easier feeling on the market after the Scotsman left Denia, this has given place to firmness, prices since then having appreciated about 1s. 6d. per cwt. We quote: New goods—Fine off-stalk, 5¾ to 6c.; selected, 6¼ to 6¾c. Old goods—Off-stalk, 4c.; fine off-stalk, 4½c.; layers, 5c.

MALAGA RAISINS—The small lot of Malaga raisins brought in the other day from New York have been cleaned out at \$1.65 for London layers; \$2.25 for Connoisseur Clusters, and \$3.50 for Extra Dessert.

FIGS—Owing to the cool and moist weather the quality of early arrivals of Eleme figs has turned out to be disappointing. The first shipment of new season's figs reached the Toronto market on Wednesday. It only consisted of about 26 cases.

SULTANA RAISINS—The market is firm, and it is expected that this season prices will

BUTTER AND EGGS

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

J. A. McLEAN,

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

CANADA'S CANNED FISH

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

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

JOHN SEALY

SAINT JOHN, N. B.

The Following Brands
Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS
OLD CHUM.
SEAL OF NORTH CAROLINA.
OLD GOLD.

CIGARETTES
RICHMOND STRAIGHT CUT.
SWEET CAPORAL.
ATHLETE. DERBY.

BUSINESS OUTLOOK

FIRST-CLASS IN

MANITOBA

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

E. NICHOLSON

124 Princess Street, Winnipeg, Man.

Successor to

W. F. Henderson & Co.

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

ONIONS Spanish, in Crates
Domestic, in Bags

Fancy Jersey
Sweet Potatoes

Special

Have a few packages left

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

SEASON
1896

CLEMES BROS. - TORONTO

rule at from 10 to 15c. per lb., according to quality.

PRUNES—Limited sales have been made of Bosnia prunes for shipment via Hamburg, the goods to arrive here during November. Sales via Hamburg will cost importers about 6¼c. per lb.

DATES—Crop is late and the first shipments are not expected to arrive in Canada before December. Some transactions have taken place at about 1c. per lb. above last year's figures.

GREEN FRUITS

The trade in lemons has been only moderate this week, although it is somewhat larger than it was last week. Several large shipments of Sorrentos, Rhodis and Maioris were received here this week. The lemons are of exceptionally fine quality, and are bringing high prices. The cold weather of the past week has had a bad effect on the bananas in stock, and many a dealer has come to the conclusion just lately that the banana is about the tenderest fruit on the market. Watermelons have not been coming forward lately, and cucumbers, too, are about out of the market. It is claimed that the frost has killed all the small pickling cucumbers. The supply of tomatoes is entirely dependent on the weather. Late varieties of peaches continue to arrive in large quantities. Apples also are commanding more attention. Plums are not nearly so plentiful now. Grapes appear to be an exceedingly large crop. We quote as follows: Lemons, fancy, \$2.50 to \$3.50 per box; extra fancy, \$4.50 to \$5; Rhodi, \$5.50 to \$6.50. 'Cocoanuts, \$4.50 a sack and 60c. per doz. Bananas, \$1 to \$1.50. New cabbage, \$1 to \$1.25 per 100; cucumbers, 15 to 20c. per 12-quart basket; Canadian tomatoes, 15 to 25c. per basket. Crawford peaches, 40 to 75c. per basket; Canadian apples, \$2 to \$2.50 per barrel and 25 to 30c. per basket; Canadian plums, 20 to 40c.; Spanish onions, 85c. to \$1 per case, according to quantity taken; Egyptian onions, 2 to 2½c. per lb.; pickling onions, 75c. per basket; yellow Danvers, 80 to 85c. per bag of 80 lbs.; common pears, 15 to 25c. per basket; Bartlett pears, 35 to 45c. per basket. Celery, 25 to 30c. a dozen; blue grapes, small baskets, 20 to 25c.; large baskets, 30 to 35c.; Niagras, ditto.; Rogers' pink, 35 to 45c. per large basket.

BUTTER AND CHEESE.

BUTTER—Still the supply of butter coming forward is inadequate to supply the demand, and dealers are only waiting for further supplies to fill quite a number of

GROCCERS IN B. C.

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

OKELL & MORRIS GOLD MEDAL BRANDS

Sold by every wholesale man in B. C.

RIVERSIDE CANNING WORKS

Wallaceburg, Ont.

Eagle Brand Tomatoes, Corn and Catsup

THE BEST IN THE MARKET.

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

W. J. BADDER, Prop.

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

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

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

W. H. Seyler & Co.

Brokers and Commission Merchants

Room 100, Board of Trade,

Toronto

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

English, German and French Goods a specialty.

Representing

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

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

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

German Gelatine Works, Hoechst am Main, Germany.

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

EGGS
Market firm, receipts light, selling readily at 14 cents.

BUTTER
Market here of good tails and tails which are in good demand at from 14 to 15 cents. Ship forward while fresh.

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

G.F. & J. GALT PACKERS OF THE
42 SCOTT ST. TORONTO. CELEBRATED

BLUE RIBBON TEAS

orders that they have booked. As a consequence of this scarcity prices have advanced, and 14 to 15c. is now obtainable for choice lots. Inferior grades are not accumulating, although the scarcity of this class is not so keenly felt as that of the better grades. Any supplies that the dealers have are picked up for local purposes. Prices are firm at 9 to 11c. There is no noticeable change in the price of creamery butter. Prices are firm, however. We quote: Early make, tubs, 17 to 18c.; late make, tubs, 18 to 19c.; prints, 19 to 20c.

CHEESE—The market is easier this week. Factories are coming to the time when they cannot hold out much longer and many makers think now they would have been wise to sell at 9½c. when offered instead of holding off for 10c. Some transactions at 9¼c. and 9¾c. were reported this week, but only a few boxes changed hands as the buyers and sellers continue apart in their views. Stocks here are rather light, as those in touch with the market think that prices will fall, claiming that the market has been altogether too high. There does not seem to be much cessation in the export trade, however.

SALT.

Trade is good. Fall orders are this year exceedingly heavy. Quoted at Toronto, carload lots go at \$1 per bbl. and 65c. per sack; less than carload lots, \$1.05 per bbl. and 70c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

FISH.

Trade has noticeably slackened this week. People are eating less fish and more meat now that cooler weather has come. Stocks, however, keep pretty well cleared up as the supply has also been less. We quote: Pickerel, 6c. per lb.; pike, 5½c. per lb.; whitefish, 7c.; trout, 6½c.; perch, 3c. per lb., fresh herring, 3½c. per lb.; haddies, 7½c. per lb.; Labrador herring, \$3 to \$4 per bbl. and \$2.25 per half-bbl.; split herring, \$4.50 per bbl. and \$2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; fresh water herring (heads off), \$2.50 per keg.

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

J. McLAUHLAN & SONS,

Biscuit Manufacturers,

Owen Sound, Ont.



PROVISIONS.

Trade is in about the same condition as it was a week ago. Breakfast bacon and backs cannot be obtained fast enough to fill orders, while long clear is also about exhausted. Packers have not yet begun to pack, as hogs are too high priced to warrant speculation. Lard remains steady at foreign quotations, but it is predicted that after the fall killing this product cannot long hold these figures.

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

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

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

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

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—The market in wheat has been rather steady during the past week, and, if anything, is a little easier. Oats also are a little firmer. Peas and barley are almost unchanged. We quote: Winter wheat, 85c.; new winter, 80c., at outside points, freights to Toronto are about 3 to 5c.; barley, 29 to 34c.; peas, 50 to 51c.; oats, 25 to 26c., Toronto freights, and No. 1 hard wheat is quoted at \$1.05, Toronto freights.

FLOUR—Again the market has eased considerably. The unsettled feeling causes dealers in flour, both here and in the other provinces, to refrain from buying heavily. Purchases for immediate consumption are alone being made. At present, stocks in dealers' hands are extremely light. Trade has been rather slack this week. We quote

in carloads on track, Toronto: Manitoba patents, \$5.30; Manitoba strong bakers', \$5.; Ontario patents, \$4.50 to \$4.75; straight roller, \$4.35 to \$4.50, Toronto freights.

BREAKFAST FOODS—Quotations remain unchanged. The volume of trade is fairly large. We quote as follows: Standard oatmeal and rolled oats, \$3.50 in bags and \$3.60 in bbls.; rolled wheat, \$2.75 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$3.25; pot barley, \$3.

COUNTRY PRODUCE.

EGGS—Continue to advance in price, and yet supplies are not sufficient to meet the demand. Exporters, too, are buying heavily, Montreal houses paying 14c. through the country. New laid eggs are worth 15c., and the second grade brings 11 to 13c.

POTATOES—Deliverers of potatoes claim that the potato rot has not materialized to the extent that it was feared it would. It seems that good care after digging will counteract any tendency to rotting. Carload lots are worth 50c., while on the market they are worth 65c. a bag.

HONEY—Quite large quantities are coming forward. Dealers' quotations here are: Light 60-lb. tins, 6 to 6½c.; 5 and 10-lb. tins, 6½ to 7c.; comb, \$1.50 to \$1.75 per dozen, and are selling clover honey at 7c. and buckwheat at 5c.

BEANS—Some transactions in hand-picked beans on the basis of 90 to 92c. were reported this week, while prime beans are quoted at 85c. a bushel.

DRIED APPLES—Some sales of good, sound fruit have been made at 4 to 4½c. per lb. f.o.b. point of shipment.

HIDES, SKINS AND WOOL.

HIDES—Market is firm owing to the scarcity of hides, and it is only this fact that can keep the price up, as tanners find the present quotations too high to handle many.

**WE ARE
PAYING
CASH
FOR**

**DRIED
APPLES**



W. B. BAYLEY & CO.
EXPORT BROKERS

46 FRONT ST. E. **Toronto**

Profit Pointers



PRESENT BUYERS WILL BE FUTURE LEADERS.

MOLASSES—FINEST NEW ORLEANS.

Barrels and Half Barrels—IN STORE.

CANNED GOODS—BEST PACKS. Special prices
for Lots ex Factory, East or West.

NEW CURRANTS—"Cleaned and Stemless."

FINE FILIATRA
FINE PATRAS

VOSTIZZA

Ex "Scotsman"—IN STORE.

THE **EBY, BLAIN CO.** LIMITED
Wholesale Importing and Manufacturing Grocers. Toronto

Cowhides: Dealers pay 8½c. for No. 1, 7½c. for No. 2 and 6½c. for No. 3.

CALFSKINS—Trade continues fair. Not much stock is coming forward. We quote; No. 1 veal, 8 lbs. and up, 10c. lb.; No. 2, 8c.; Dekins, from 30 to 35c.; culls, 15 to 20c. each.

SHEEPSKINS—We quote: Lambskins and pelts, 65 to 75c.

WOOL—Trade in wool is quiet, and it will not recover from the severe strain that has been imposed on it this year till next season. The factories in Canada are causing an increased demand, and as this demand comes on a bare market, prices are firm and high. Dealers are paying 20 to 20½c. for pulled wools.

SEEDS.

The week has developed nothing new in the seed line. Some few lots of last year's alsike changed hands at high figures, while sales of this year's crop are also reported. Values of alsike range from \$3 to \$4.50 per bushel. Red clover is now quoted on the basis of \$3.25 to \$3.50 per bushel. This is determined by foreign values. Timothy, as was stated last week, will be exported this year, and consequently prices will be lower to compete in foreign markets. Formerly timothy was imported, and thus the difference in the price this year and that of

former years will be twice the freight rates. At present, offered goods range from 90c. to \$1.25 per bushel for machine-threshed, and flail-threshed is somewhat higher.

PETROLEUM, ETC.

The demand for all grades of petroleum is increasing, and fall orders are arriving freely. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14c.; carbon, safety, 16½c.; Canadian water white, 17c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

White pepper is 1d. dearer than a month ago.

Dates will be about 1c. per lb. dearer than last year.

A cable to P. L. Mason & Co. quotes currants 1s. 6d. dearer.

H. P. Eckardt & Co. report the arrival of tapnets Comadra figs.

Butter and eggs continue on the advance. The advance in eggs is particularly marked.

The Scotsman, with the first direct shipment of Mediterranean fruit, arrived in Montreal on Saturday.

Buyers and sellers of cheese are gradually coming to agreements and the holders are having to give way.

H. P. Eckardt & Co. have new fine Filiatra currants in half-bbls., cases and half-cases now in store.

The first currants to arrive on the Toronto market were packed by Hancock & Wood and came by New York.

Almonds, walnuts and filberts are cheaper than last year, but shelled almonds are costing fully 4c. per lb. more.

QUEBEC MARKETS.

MONTREAL, Sept. 30, 1897.

GROCERIES.

THE grocery market generally rules much the same as it was a week ago, the ruling conditions in all the leading staples being unchanged. Sugar is active and firm, and jobbers are asking more money. There is a brisk enquiry for syrups, while molasses promises to be a much scarcer article this fall than many expected this summer. Rice is firm with an advancing tendency abroad, and there is considerable excitement noted outside in unground spices with advances of all the way from 15 to 20 per cent. Dried fruits remain strong, especially California and Valencia raisins, and there is no change in canned goods, the strength in all staple vegetables being unabated.

SUGAR.

The sugar market continues fairly active and steady. Values both here and outside are firm in their tendency, and the majority of the trade agree that there is a larger quantity of sugar moving at present than at the same time last fall. Even at the late advance Canadian prices on refined are 1c. lower than they are at New York, so that it is not surprising that holders are confident of full prices. In raw sugar the market continues strong at New York, while beet sugar in London was rather easier, September selling at 8s. 9d. on Monday, fair refining, 8s. 7½d., and cane also was easier, though not quotably lower. On spot jobbers are firmer in their demands, at 4¼c. for granulated up to 10 bbl. lots and 4½c. for larger quantities. Yellows range from 3½ to 3¾c., as to quality.

SYRUPS.

The enquiry for syrup is fully maintained. Some difficulty is experienced in filling orders, as the immediately available stock in refiners' hands here is light. Prices are firmly held at the advance, sales being made on a basis ranging all the way from 2½ to 2¾c., as to grade, at the factory here. In a jobbing way ¼c. advance is asked.

MOLASSES.

The molasses market continues very strong as buyers both here and in the country are anxious to lay in supplies. In car lots Barbadoes has sold at 25c. and of course for ordinary jobbing lots a substantial advance is demanded, 26c. being an extreme inside price, in fact, it was refused the other day for a fair-sized lot of goods. Porto Rico is also in light supply, and goods grading between choice and fancy are held at 26c. net cash in straight lots.

RICE.

There has been a good demand for rice, and as advices from abroad continue strong values have a very firm tendency. We quote: Crystal Japan, \$5; standard B, \$3.50 to \$3.75; Patna, \$5 to \$5.50; Carolina, \$6.75 to \$7.75; choice Burmah, \$4 to \$4.25, and Java kinds, \$4.25 to \$4.50.

SPICES.

The spice market is active and strong in its tendency on almost every line. Values on ground goods are not appreciably changed except a somewhat firmer feeling in pepper, but if the advance in whole goods continue, outside local spice men say that they will have to mark up their prices. We quote: Black pepper, 10 to 12c.; pure white, 13 to 17c., as to grade; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c.

per lb.; allspice, 12 to 14c.; nutmegs, 50 to 90c.

COFFEES.

The coffee market is quiet, and aside from a few transactions in Santos and Rios in round lots there is nothing to report. There is no change in values. We quote: Maracaibo, 15 to 19c.; Santos, 12 to 16c.; Rio, 12 to 16c.; Mocha, 24 to 28c., and Java, 25 to 26c.

TEAS.

Advices from all tea producing points continue very strong. The strength in Japans is unmistakable, and now cables

from Colombo, Ceylon, report the market there decidedly stronger with an upward tendency. In spite of all this, the local demand is of an indifferent kind. Buyers and sellers are apart and business is dull as a result, but it looks as if the former will be forced to advance their bids ere long, as they must want some tea. We quote as follows: Young Hysons, 14 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15½ to 21c. for mediums, and 28 to 40c. for high grades; In-



"I never use Tapioca"

was a common expression among housekeepers before

"MINUTE TAPIOCA"

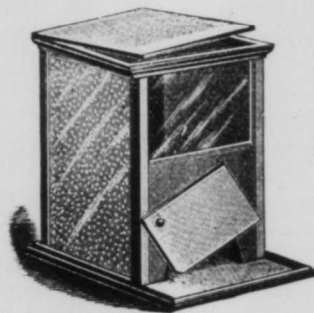
was put on the market. The tedious soaking necessary and the low quality of a great deal of the tapioca sold kept it in the background as a food article.

The introduction of "Minute Tapioca" changed all this, and people everywhere who would not touch the old tapioca are our most enthusiastic customers. "Minute Tapioca" requires no soaking, is absolutely pure and very delicious.

Whitman Grocery Co.

ORANGE, MASS.

Get it of your wholesaler or direct.



MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.

Manufactured by

JOHN E. MARSHALL
118 Commercial St.,
Boston.

D. H. RENNOLDSON,
Agent in Montreal.



ENAMELLED MEASURES

In ½ 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

Help us help you

When selling Cottams Seed always ask how the birds are getting on. Your interest will be appreciated. If ill, suggest writing to Cottams for advice; ask that your name be mentioned and a stamp enclosed for the answer. We will give the case our very best attention, and you may depend upon your customer's gratitude for the suggestion. Every day we answer inquiries of this nature, and are glad to do so, free.

Cottams Seed is handled by all wholesalers.

FOR SALE

A GROWING BUSINESS

Groceries and Crockeryware

In a prosperous town on Main Line C.P.R., in British Columbia. Annual turnover over \$20,000. Good reasons for selling. Apply to K.A.M., CANADIAN GROCER, Toronto. (40)

DAWSON & CO.

FRUIT, PRODUCE AND
COMMISSION MERCHANTS,
32 WEST MARKET STREET
TORONTO.

FRUIT

Large quantities are now being handled by

MCWILLIAM & EVERIST

WHOLESALE COMMISSION MERCHANTS

25 and 27 Church street,
TORONTO, ONT.

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

Telephones:—Office, 645. Fruit Market, 2746.

PURE

LARD

.. OF THE ..

Best Quality.

Special
Prices
This
Week

Get
Our
Figures.

IN
5 TUB
AND
15 PAIL
LOTS.

F. W. FEARMAN - HAMILTON

Agents for A. Booth Packing Co'y,
Baltimore Fresh Oysters. Nova
Scotia and Portland Cured Fin-
nan Haddies received daily.

dians and Ceylons, 17 to 20c. for mediums,
and 35 to 65c. for higher grades.

CANNED GOODS.

There has been a fair trade in canned goods during the week. The firmness in staple vegetables, such as tomatoes, corn and peas, continues unabated, while new pack salmon are being taken to a considerable extent. We quote: Tomatoes, 80 to 90c.; corn, 60 to 75c.; peas, 75c. to \$1.25; peaches, \$1.75 to \$1.90 for 2's; raspberries, \$1.50 to \$1.90; strawberries, \$1.75 to \$2, according to brand and quality; cherries, \$2.30; apples, 3's, 95c.; gallons, \$1.65 to \$1.75; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.25 to \$1.45; "Clover Leaf," \$1.25 to \$1.45; "Lion," \$1.25 to \$1.40; Lowe Inlet, \$1.20, in tall tins; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.30; lobsters, \$11 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

DRIED FRUIT.

The currant market has exhibited little change during the week. Recent advices on the steamer Bellona now loading quote cost and freight Montreal: Provincials, 17s. 3d.; Filiatra, 17s. 9d., and fine Vostizza, 22s., with 6d. extra added on these to interior western points. To arrive by the first steamer, Patras have been quoted at 6c. in cases on spot; Provincials, 5c. in barrels, 5 3/8c. in cases and 5 1/2c. in half cases, with Filiatras 3/8c. more.

The same conditions as noted last week rule in Valencia raisins, which are firmly held, and it is the general belief that they will hold good during the entire autumn. Recent cables quote cost and freight, Montreal: Off-stalk, 15s.; fine do., 16s. 6d.; selected, 18s. 6d., and layers, 20s. To arrive by the first steamer the trade here are offering off-stalk, 4 3/4c., fine off-stalk, 5 1/4 to 5 1/2c.; selected, 6 1/4 to 6 1/2c., and layers, 6 3/4 to 7c.

In California raisins the situation remains about the same. Here new 3-crown fruit are offered to arrive at 7 3/4c., and 4-crown, 8 3/4c.

The strength in California prunes is maintained and the same can be said of French and Bosnia fruit.

There is nothing special to report in regard California evaporated goods.

NUTS.

There is nothing new in this market except that Jordon almonds are offered in 25-

WINE

Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.

\$2.50 per case; 80c. gallon.

THE AMHERSTBURG VINTAGE CO. Amherstburg, Ont.

BROCK'S BIRD SEED

is the standard by which all good bird seeds are judged. To say it is equal to "Brock's" is the highest praise that can be bestowed. 1-lb. 1/2-lb. pkts. All wholesalers. See you get it.



NICHOLSON & BROCK - TORONTO

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

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

EGGS AND BUTTER

We are buyers of Choice Butter and Fresh Eggs. Highest prices paid. Correspond with us.

THE WM. RYAN CO. LIMITED

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.

Smoked Hams

are scarce with other packers. For ten days we will give special inducements in barrel lots. Write for prices.

D. GUNN, BROS. & CO.

Pork Packers and Commission Merchants,
TORONTO, ONT.

HUGH WALKER & SON

Wholesale Commission Merchants

GUELPH, ONT.

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

lb. boxes at 27s. and Malaga Valencia in 28-lb. boxes at 19s. cost and freight Montreal. We quote: Grenoble walnuts firm at 11 to 12c.; do. shelled, 20c.; Brazils, 11c.; almonds, 10 to 10½c.; do shelled, 17 to 18c.; filberts, 8½ to 9c.; peanuts, 7 to 9c.; pecans, 9 to 10c.

DRIED APPLES.

There is no change in these, prices being firmly held at 3 to 4c. for dried and 6c. for evaporated.

APPLES.

Receipts of fall apples are light, and prices unchanged at \$2 to \$3 per bbl. As noted specially elsewhere returns on the exports to Liverpool of these early fruit have been very disappointing.

GREEN FRUIT.

Receipts of all kinds of green fruit were heavy during the week, but demand was good and the market was well cleaned up. There was a distinct improvement in the quality of the stock offered also, and as a result of this prices generally are higher than they were a week ago. Quotations to-day are: Peaches, 30 to 75c.; plums, 30 to 50c.; pears, 20 to 50c., and grapes, 15 to 20c. per basket; bananas, 40c. to \$1 per bunch, and lemons \$1.50 to \$3 per box; Bartlett pears, in bbls., \$4 to \$6.

COUNTRY PRODUCE.

EGGS—The demand for eggs from local buyers was better to-day and a fairly active trade was done at steady prices. We quote: New laid, 17 to 18c. and choice candled stock at 13½ to 14c. per dozen.

BEANS—There was no change in the bean market. The demand is fair at 70 to 80c. for primes, and at 90c. to \$1 for choice hand picked per bushel.

HONEY—The honey market continues quiet and about steady. White clover comb is offering at 10c.; dark at 7c.; bright extracted at 6½ to 7c., and dark at 4 to 5c. per lb.

POTATOES—The receipts of potatoes are only fair, and car lots for future delivery are offering at 55 to 60c. per bag.

PROVISIONS.

A fair trade continues in provisions, and the market is moderately active, with no change in prices to note. We quote: Canadian pork, \$15 to \$16 per bbl.; pure Canadian lard, in pails, at 7 to 7½c., and compound refined at 5¼ to 5½c. per lb.; hams, 12 to 14c., and bacon, 12 to 13c. per lb.

FLOUR AND MEAL.

The flour market was without any change of note. The tone is about steady, but the demand is chiefly from local buyers for small lots to fill actual wants. Outside buyers stocked up pretty well when prices were advancing, and until such is worked off some, not much activity is anticipated. On

the whole, the market is somewhat quiet. We quote as follows: Winter wheat patents, \$5 to \$5.25; straight rollers, \$4.85 to \$5, and in bags, \$2.25 to \$2.35; best Manitoba strong bakers', \$5.25 to \$5.50; second do., \$4.75 to \$5, and low grades, \$2.90 to \$3.15; Hungarian patents, \$5.65 to \$5.90.

There continues to be a good demand for bran and shorts from both local and eastern Ontario buyers, and the market is fairly active. We quote: Manitoba bran, bags included, \$11.50 to \$12.50, and shorts at \$13.50 per ton.

The demand for meal does not improve any, and the market rules quiet and steady. We quote: Rolled oats, \$3.40 per barrel, \$1.65 per bag; standard meal, \$3.30 per barrel and \$1.60 per bag.

BALED HAY.

With increased receipts there has been a decline in baled hay, No. 1 selling at \$11 to \$11.50, and No. 2, \$9 to \$10 per ton in car lots on track.

CHEESE AND BUTTER.

There is no sign of any improvement in the cheese market, and, so far as the bulk of the stock in the country is considered, it is a stand-off between buyers and sellers. Which party will make the first move only the future will decide. At present, with large stocks in view, the tone is unmistakably easy, and cheese can be bought on spot for less money than a week ago. This was proved by transactions in Ontario makes, chiefly Augusts, at 9½c., which did not net the seller any money. At the wharf also on Monday morning 3,000 Quebec makes sold at 9½ and 9¼c., the great bulk at the inside figure, so that as regards these cheese prices are ½c. lower than they were. The public cable is unchanged at 45s., but private advices give reduced limits. We quote: Finest Ontario cheese, 9½ to 9¾c.; finest Townships cheese, 9¾c.; finest Quebec cheese, 9½ to 9¼c.

Butter rules quiet, with a heavy tone. Factorymen, as a rule, are still holding their September creamery for full figures, but exporters will not give anything like the prices asked. The most that a seller could realize to day on a full line of goods would be 19¼c., and they would have to be something fancy. There is quite a demand for western dairy at present and shippers are buyers at 13½ to 14c. Liverpool cable quotes finest unchanged at 90s., with good, 60s. We quote: Finest creamery, 19 to 19¼c.; seconds, 18½c.; dairy butter, 13½c.

MONTREAL NOTES.

Advices from Colombo, Ceylon, were very strong regarding the failure of the tea market there.

The advance for shipments of Valencia raisins via the second steamer has been

maintained, and business has been put through at it.

While receipts of all kinds of green fruit have been liberal, demand has kept the market well cleaned up.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Sept. 30, 1897.

THE close of the Exhibition has left business rather quiet. The Exhibition was a success; the attendance was about the same as last year. It was hoped it would have been more, but the weather was somewhat against best results. The market here is hardly large enough to bring the results exhibitors look for, though many have informed THE GROCER of a large increase in sales, the result of their display. In markets there is little of change to note; neither buyers nor sellers seem to be pushing business. Prices generally are firm. Buyers incline to be careful, remembering the falling markets of last winter, and holders are hopeful. Collections are but fair.

OIL—The dealers in burning oil are very busy. There is little or no movement in other lines. Lubricating is particularly dull, owing to the quietness in the lumber market, which has caused many mills to close down. We quote: Best American burning oil, 17½ to 18½c.; Canadian water white, 16 to 17c.; Canadian, prime, 14 to 15c.; cod oil, 22 to 24c.

SALT—There is the usual steady demand, though the light catch of herring down the bay has made itself felt. Prices are steady. There is both fine and coarse now due from Liverpool. Those needing salt in quantities should always have their orders in to be filled while landing, as there is always a substantial difference between price ex vessel and ex store. In Canadian salt, the spring always shows the best demand. There are, however, steady sales. We quote: Coarse, 47 to 50c.; Liverpool factory-filled, 85c. to \$1; Canadian fine, 90c. to \$1 per bag.; 5-lb. bags, in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.50 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz; rock salt, \$5 to \$6 per ton.

CANNED GOODS—The feeling is very firm. Some new tomatoes are to hand; they came on a bare market. They have made little difference in the prices, as they cannot now be replaced at anything like

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

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

One Reason Why



OWL BRAND CONDENSED MILK is of such high quality—

It is manufactured by the latest and most approved machinery from full cream milk produced from cows grazed on the white clover highlands of eastern Nova Scotia, near the sea shore where the atmosphere is salt laden. Every pasture contains a brook of pure spring water, so essential to the production of good keeping milk.

Canada Milk Condensing Co., Limited,
Antigonish, N. S.



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.

Ask our Travellers to show you our LEADERS in BULK—

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for **ENGLISH BREAKFAST HOP TEA.**

Pounds and Half Pounds. ♦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

Lytle's White Wine Vinegar
Lytle's Plain and Mustard Pickles . . .
Lytle's Jams, Jellies and Marmalade . . .
Lytle's Sauces and Catsup

are goods that every up-to-date Grocer keeps. They sell well and always please.

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

Van Camp's

Delectable Preparations
BOSTON BAKED BEANS
with Tomato Sauce.
MACARONI AND CHEESE
with Tomato Sauce.
PURE TOMATO CATSUP.
Wholesale Agents
WARREN BROS. & CO.
TORONTO.

Extra Choice Hams Bacon Pure Lard Mess Pork

PARK, BLACKWELL & CO. Limited
Pork and Beef Packers,
TORONTO

BUY
Ivory Bar Soap

THE BEST MADE

NEW CURRANTS NOW IN STORE

Our Famous "CRESCENT" Brand. Our quality "FINE FILIATRA." Half-cases, cases, half-barrels, barrels.

PERKINS, INCE & Co.
TORONTO,

"How to sell Coffee"

... BUY ...

Excelsior Blend

It sells itself, because it excels the others. Highest grade MOCHA and JAVA. Satisfaction guaranteed.

Todhunter, Mitchell & Co.
TORONTO

their cost. So that the high prices continue that ruled while stock was low. New salmon are freely offered, and quite a few old are carried over. Stocks, however, are not large, and full prices should rule. Gallon apples tend higher. We quote haddies a little lower. California canned goods are tending higher, but in fruits the Canadian market shows little change from last year. We quote: Corn, 70 to 75c.; peas, 80 to 85c.; tomatoes, 95 to \$1; gallon apples, \$1.80 to \$1.85; corned beef, Canadian, \$2.40 to \$2.50; American, 2-lb. tins, \$2.60 to \$2.70; 1-lb. tins, \$1.40 to \$1.60; oysters, 2's, \$2.10 to \$2.20; 1's, \$1.40 to \$1.50; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.75 to \$1.85; American, 3's, \$2 to \$2.25; pineapple, \$2.50 to \$2.75; salmon, \$1.15 to \$1.20; lobsters, \$2.50 to \$2.60; haddies, \$1.05 to \$1.15; clams, \$5 for 4 doz.; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$6 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

GREEN FRUIT—Ontario fruit is still being largely received. Prices are ruling low. Some of the peaches received this week are the best yet to hand. Grapes also show improved quality. Plums are about done. The few of the latter received from Nova Scotia brought fair prices. The packages are much smaller than those from Ontario. There are very few oranges on the market. Lemons show less demand, as do bananas; prices are rather lower. Malaga grapes are now quoted. A few California are offered, though hardly in a wholesale way. In apples Gravensteins now have the demand. Fair quantities are being received; prices are firmer. Other kinds of Nova Scotia fruit now show good quality. There is, however, but fair sale. We quote: Oranges, \$5 per box; lemons, \$4.50 to \$6; Gravenstein apples, \$2.25 to \$2.75; other kinds, \$1.50 to \$2; bananas, \$1.50 to \$2; Canadian pears, 50 to 60c. per basket; plums, 40 to 50c.; grapes, 25 to 40c.; peaches, 75 to 80c.; Malaga grapes, \$5; native bog cranberries, \$4.50 to \$5 per bbl.; American pears, \$3.50 per bush.; sweet potatoes, \$3.25 to \$3.50 per bbl.

DRIED FRUIT—There is but little doing. Valencia raisins to hand are splendid quality but cost quite high. The market is about bare of Californias and none are bought. Prices on the Coast keep high. Buyers look for lower prices. Currants are high and very scarce. Very little has so far been done in prunes and dates. Prunes have been dull during the past season. In dried apples higher prices are asked. Evaporated show a continued advance in offers for future delivery. There are very few old held here. Lower Canadian onions are coming in freely and give good satisfaction. We quote as follows: Raisins, Valencias,

5½ to 6c.; California L. M. 3-crown, 7 to 7¼c.; London layers, \$1.75 to \$2; currants, cases, 5¼ to 6c.; bbls., 5¼ to 5½c.; cartoons, cleaned, 7¼ to 8c.; bulk, cleaned, 6½ to 7c., prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples, 3½ to 4c.; evaporated apples, 6 to 7c.; onions, \$2.20 to \$2.30 per bbl.; cocoanuts, \$3 to \$3.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 7¼ to 8c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.; new Valencias, layers, 6½ to 7c.

SUGAR—Prices are firmly held. There is a good steady demand. In granulated, stocks, which have been large, are getting reduced, and refineries report more enquiry. Sugars from Montreal refineries are being sold here quite freely. We quote: Granulated, 4¼ to 4¾c.; yellows, 3¾ to 3¼c.; Paris lump, 5½ to 5¾c.; powdered, 5¼ to 5½c.

MOLASSES—The demand for Barbadoes is quiet, and prices are still low. Where quality is good it is looked upon as good stock. Porto Rico shows good sale, and while prices are well maintained, the market is hardly as firm as a few weeks ago. A small quantity of Demerara arrived by last steamer. There begins to be a demand for New Orleans. We quote: Barbadoes, 22 to 24c.; Porto Rico, 27 to 29c.; New Orleans, barrels, 25 to 28c.; Antigua, 22 to 23c.; syrup, 36 to 38c.; St. Croix, 20 to 22c.; Demerara, 33 to 34c.

FISH—Prices are more firmly held, and in dry cod quite an advance is noticed. The quality of some of the fish to hand is extra. There is good demand for dry cod, and but fair receipts. Pollock are quiet. In pickled herring, the few Canso that have been received are very firmly held, being hard to get. Shelburne are very scarce. A few wolves herrings are to hand. Pickled shad are in small stock. New herring, smoked, bring much better figures than old; very few are being brought in. Boneless show an improved sale. We quote: Large cod, \$3.35 to \$3.50; medium, \$3 to \$3.25; pollock, \$1.30 to \$1.35; bay herring, \$1.50 to \$1.60 per half-bbl.; smoked, new, 8 to 9c.; shad, half-bbl., \$4.50 to \$5; boneless, 2½ to 4c.; cod, 6 to 6½c.; Shelburne, half-bbl., \$1.90 to \$2; Canso, \$5.25 to \$5.50 per bbl.; do. half-bbl., \$3 to \$3.25; wolves, \$2.25 to \$2.50 half-bbl.

DAIRY PRODUCE—There is no particular stir in business. Eggs, where quality is good, bring full figures and show a fairly active demand. Butter, for the best stock, tends to a better price, but there are lots here that are a drug at any figure. Cheese show an improved demand, and are firmly held at quotations. The output of this pro-

vince will be well ahead of last year. Most of the factories are sold up into September. There has been some difficulty to get large box stuff; one trouble is our factories leave their orders till too late in the season. Box stuff, on account of the large output of cheese, together with the fact that many mills turned out a small quantity because of the fact that the boxes were selling at a price that left no profit, are scarce all over Canada. We quote: Dairy butter, 15 to 17c.; creamery, 19 to 21c.; prints, 20 to 22c.; cheese, 10 to 10½c.; eggs, 13 to 13½c.

PROVISIONS—Lard, which was so low, has taken quite a turn upward. Pork is quoted higher, and is really worth more than quoted price shows. Local packers usually supply our market with mess pork, but it is a little early for them to get the pork, so that meanwhile it is being imported from Prince Edward Island. Hams and sides are still freely received from Boston. We quote: Clear pork, \$15 to \$16; mess, \$13 to \$14; plate beef, \$13.50 to \$14.50; hams, 13 to 13½c.; rolls, 9½ to 10c.; pure lard, 7 to 7½c.; compound, 6¼ to 6½c.

FLOUR, FEED AND MEAL—While Ontario flour is hardly as firm as Manitoba, there can hardly be said to be any change in the market. There is fair sale. Cornmeal, which during the last few weeks has shown about 10 per cent. advance, has eased off a little. Oatmeal and oats are moving up with but fair stocks here. Beans west are quoted rather lower. There are still a good many held here, and buyers will be careful, remembering the falling markets of last season. Advices do not, however, point to such low prices this season. Both barley and split peas are quoted higher. We quote: Manitoba flour, \$6.25 to \$6.35; best Ontario, \$5.30 to \$5.40; medium, \$5.20 to \$5.25; oatmeal, \$3.65 to \$3.75; cornmeal, \$2.05 to \$2.10; middlings, car lots, in bulk, \$15.50 to \$16; bran, do, \$14 to \$14.50; hand-picked beans, \$1.20 to \$1.25; prime, \$1 to \$1.10; oats, 34 to 36c.; hay, \$11.50 to \$12.50; barley, \$3.15 to \$3.25; round peas, \$1.25; split peas, \$3.25 to \$3.30; yellow eye beans, \$1.75; timothy seed, Canadian, \$2 to \$2.25; do. do., American, \$1.75 to \$2; clover, 8¼ to 9c.; alsike, 8½ to 9c.

ST. JOHN NOTES.

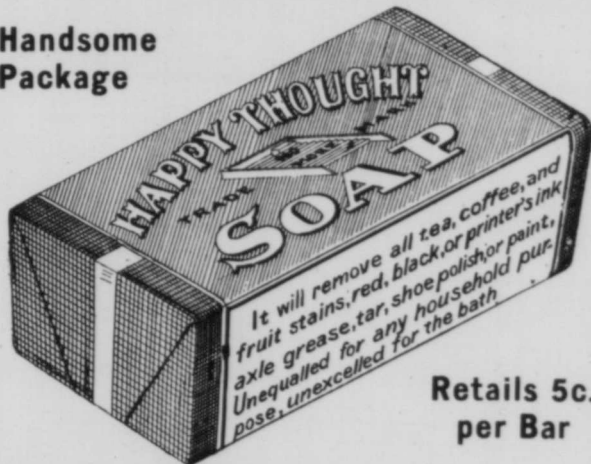
At the three booms near Fredericton, on the St. John River, there were rafted 128,000 joints this season.

The Bank of New Brunswick stock continues to be quoted high. Some sold this week at 173 to 176 premium.

The show of stock at our Exhibition was the best ever seen in these lower provinces. Many who should know say it was the best in Canada. There were 368 cattle, 124

Happy Thought Soap

Handsome Package



Retails 5c. per Bar

An ideal laundry soap, that will remove tea, coffee or fruit stains, and will not injure the most delicate fabric.

Unequaled for any Household Purpose. Unexcelled for the Bath. Ask for Sample.

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



Pickles.

If you "can't sell baked beans" try Heinz's. One order will convince.

Other Popular Specialties

SWEET PICKLES
INDIA RELISH

TOMATO CHUTNEY
TOMATO KETCHUP

ETC.

For sale by

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

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE
always bear this
Keystone trade-mark.



sheep, and 109 pigs, and besides there were 950 fowls and birds. In cattle the Ayrshire had the lead. The Jerseys were particularly fine.

Ontario fruit continues to arrive in large quantities. S. F. Estabrook & Son received a car of upward of 1,200 baskets this week.

Fire at Point du Chene this week destroyed the Point du Chene Hotel, the Seaside House and the general store of Mrs. Johannesens.

Messrs. Collas, Whitman & Co., of Annapolis, who have a patent fish evaporator, are beginning to make their regular shipments south. A quantity went forward to Brazil this week.

The Maritime Board of Trade meeting at Charlottetown elected the following officers: President, C. E. Bentley, Truro; vice-presidents, H. Haszard and W. M. Jarvis; secretary-treasurer, G. A. Hall.

There is dissatisfaction here regarding the inspection of pickled fish, because it is not compulsory. Our inspector refuses to brand some fish that come here because of their being not up to the mark. They are then sold below the market price to some dealer who brands them as he wishes. It is felt that this is hurting our trade. The Maritime Board of Trade, which met this past week at Charlottetown, took the matter up and it is hoped something will be done.

THE POTATO ROT.

IT now appears that the potato rot will not be so general and so injurious as was expected a couple of weeks ago. At that time nearly every lot of the vegetable that was marketed had a great number of potatoes with a black streak through the centre which in time spoiled the entire product. This was particularly true of those grown on any but sandy ground.

The rot was said to have been caused by the excessive rains of July and August, but every person did not think alike. In some places a blight seemed to have come suddenly upon the crop. The fact, however, that sandy districts escaped the rot is a rather direct proof that the evil was caused by the lengthened wet season. Even that district down about Lake Champlain, which supplies New York City with the bulk of the potatoes that it consumes, did not escape the injury.

On the Toronto market this last week the rot has not been nearly so common as it has been earlier in the fall. This seemingly has been due to the extra care taken by the farmers in taking the crop out of the ground.

It is claimed that if the vegetable, when turned out, is left on the ground till thoroughly dry and is then kept in a cool, dry place, that if free from the evil, it will remain so.

About three weeks ago the rot was so bad in Toronto that good, sound potatoes were worth 97c. a bag. Now, however, they are selling at 65 cents. At that time it was predicted that \$2 a bushel would be the figure at which potatoes would sell during the winter, but in most minds that fear seems to have been dispelled.

SURPRISE SOAP CONTEST.

Nearly fifty thousand guesses were made as to the size of the huge cake of Surprise Soap exhibited at the Western Fair, at London. Of this number four made guesses that were an ounce and a half from the actual weight. Three of the four were over the weight and one under.

The correct weight of the cake was 522 lbs. 6½ ozs. The most successful guessers were Pearl McKenzie, Union; Alex. Power, Stewart Fisher, and Roy Freeland, London. The four winners met one morning last week and the Bell piano valued at \$450 was taken by Roy Freeland who paid a cash consideration to the other three.

It took Mr. James S. Wallace, with three assistants, a week to examine the guesses.

The London Advertiser says: "The Surprise Soap Co. are well known to carry out to the letter what they advertise, and the result of this guessing contest is but another proof of their reliability."

HINTS TO BUYERS.

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

LUCAS, STEELE & BRISTOL'S advices from Japan are very firm. Good liquoring teas at reasonable prices are not to be had. Same applies to nibs and dust.

Lucas, Steele & Bristol delivered new mat figs last Monday.

McWilliam & Everist have some new figs in tapnets in this week.

The attention of the trade is drawn to the advertisement of T. B. Escott & Co.

McWilliam & Everist received some good Rhodi lemons this week.

A carload of proof spirit vinegar has just been received by T. B. Escott & Co.

"Enameline," in 5 and 10c. tins, is being offered by Lucas, Steele & Bristol.

Two lines of choice scented orange pekoe are to hand with the Eby, Blain Co., Limited.

T. B. Escott & Co. report they have new Labrador and Bay herrings just to hand at low figures.

The Eby, Blain Co., Limited, have received a car of "Anchor" salmon, their own brand.

Fine values in Ceylon tea, half-chests, are being offered by Lucas, Steele & Bristol at 17 to 18c.

W. H. Gillard & Co. have a fine line of bulk pickles, in one, two, three, and five-gallon packages.

Heavy advance sales of imported drained peels, of which they make a specialty, are reported by the Eby, Blain Co., Limited.

W. H. Gillard & Co. wish to advise that this year, as usual, they will have their "Paradise" and "Haycastle" currants in stock.

Robert Greig & Co. report a good demand for Mackay's Kolacafe, which is claimed to be superior to any coffee essence on the market.

A specially select line of whole pickling spice, blended expressly for their trade, has met with ready sale by the Eby, Blain Co., Limited.

T. A. Lytle & Co., vinegar manufacturers, Richmond street west, report an unusually good season in all lines, with prospects of still better orders for fall.

"We have been asked by so many customers for some of Keen's fortune-telling fishes, presented by the makers of Keen's mustard, that as long as our supply lasts

we will send one by mail to all users of Keen's goods who give their names and addresses"—Frank Magor & Co., 16 St. John street, Montreal.

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

Robert Greig & Co. are showing an exceedingly handsome range of samples in Christmas goods, both from English and German makers.

Another invoice of Hillwattee tea is to hand with Lucas, Steele & Bristol. It is packed in cases, pounds and half-pounds, also all pounds and all half-pounds.

So great has been the demand for Robert Greig & Co.'s extracts this season that they have had to largely increase the staff in their manufacturing department.

Rutherford, Marshall & Co. say that they will either buy or sell honey, either clover or buckwheat, in 60-lb. tins. Parties will do well to correspond with them.

Clemes Bros. say that the shipment of Rhodi, Maiori and Sorrento lemons that they received this week comprises some of the best stock that they ever had.

T. B. Escott & Co. report that their advertisement in THE CANADIAN GROCER enabled them to sell out their first large shipment of Jellycon within two weeks.

The Eby, Blain Co., Limited, state that they are quoting specially low prices for canned goods in round lots, shipped direct to buyers from factories in Eastern and Western Ontario.

W. H. Gillard & Co. have arriving this year a wide range of Mediterranean fruits and figs. "Our customers will be assured of the highest grades at low prices," they write.

"Currants," say the Eby, Blain Co., "are the most interesting feature of the market at present, and with heavy shipments in stock and on the way, our widely known and popular brands of cleaned and stemless fruit give us the key to the situation."

A GENEROUS GROCER.

A Connecticut grocer inserts this advertisement in the papers of his city:

Notice is hereby given that if you will come to my store three times a day during the next year and buy a drink of whisky each time, paying 10 cents a drink, at the end of the year I will donate to you

Five barrels of my best flour.

100 pounds of fine granulated sugar.

100 pounds of rice.

10 pounds of coffee.

10 gallons of syrup.

50 yards calico.

3 pairs of shoes.

One \$10.50 cloak for your wife and \$20 to pay for the liquor you drank.

INCOMPETENCY IN SALESMANSHIP

Employing grocers, both jobbing and retail, are often blamed by competitors for cutting prices and remorselessly sacrificing profits, when they do not really deserve such blame. In spite of the utmost watchfulness and the most rigid rules, prices tend to work downwards and profits to disappear, simply because salesmen of inferior calibre cannot effect sales in the ordinary way and in despair sacrifice a fraction of the profit. The next salesman that comes along has in self-defence to meet the cut rate, and it is found impossible to get back to the old and safe margin of profit. It was to check this constant tendency to the destruction of profits that the limited price system was invented, but as it does not cover a very large number of articles, the drawbacks of incompetent salesmanship are often very apparent.

Among the retailers the cutting of prices by clerks is perhaps less common than the giving of overweight, but in either case the employer's pocket suffers, and when one considers the loss of possible sales to which the retailer is liable owing to the failure of stupid clerks to properly urge new goods upon the attention of customers, it is doubtful whether they do not suffer more from incompetent salesmanship than the jobbers. —Merchants' Review.

TO RENT.

A FIRST-CLASS BUILDING, LARGE AND COMMODIOUS, with modern improvements, suitable for Dry Goods, Groceries or Hardware. Apply to A Warnock, Galt, Ont.

AGENCY WANTED.

AGENCY WANTED FOR MONTREAL AND Province of Quebec, to represent Manufacturing or other firm, by energetic experienced man with good connection amongst Grocers and Druggists. Box 5, THE CANADIAN GROCER. (40)

ROYAL JUBILEE OIL

Is the Best Burning Oil in the Market.

ROYAL OIL COMPANY

SOLE MANUFACTURERS

Geo. Anderson, Manager.

Toronto



HELLO!!! YES,

Certainly we sell

"WHITE MOSS" COCOANUT

Everybody is asking for it, 'tis so fresh and tender. Sells so quickly. The Ladies prefer it to any other. Try it and be convinced of its superior quality.

Manufactured ONLY by...

Canadian Cocoonut Co.

(J. Albert McLean, Prop.)

MONTREAL

Yours Exclusively . . .

QUOTATION FROM LETTER RECEIVED FROM WATERLOO, P. Q.

"We handle your coffees exclusively, and have thereby worked up a large trade."

Chase & Sanborn

BOSTON MONTREAL CHICAGO

LONDON BOARD OF TRADE.

THE London Board of Trade had a short meeting last Friday night, and several matters in the hands of the secretary were disposed of.

The secretary read a letter from the Government announcing receipt of the communication from the Board of Trade in regard to the importance of improving Port Stanley harbor.

Mr. Gunn wanted the secretary instructed to address another letter to Mr. Tarte on the subject, drawing his attention to the fact that the harbor, as it at present stood, was of no practical benefit. A motion to this effect carried.

Mr. Nelles explained that Mr. Bland had drawn his attention to the fact that the mail for Montreal and the east was now closed at 3.50 p.m., as previous to the last meeting. He had received a communication from the postmaster stating that a supplementary mail for Montreal would be kept open until 4 o'clock.

It was the opinion of the board that the mail for Montreal could be kept open until 4.15. In some places certain bags were kept open until just about train time. If there was not enough help in the London post office, more could be secured, and then

one man could attend to the mail for Montreal. It was resolved to bring this matter before the Postmaster-General.

In connection with presenting these petitions to the Government, Mr. Pearce said the mail department of the Customs House opened at 9 o'clock and closed at 4. This was continually a source of great inconvenience, and last fall he had lost \$30 through being unable to get a sample of timothy seed at 4.30.

A motion passed to request the Minister of Customs to have this department kept open until 6 o'clock.

A communication from John Earls, of the Freight Agents' Association, re car service, was read and filed.

F. Edworthy, secretary of the Victoria, B.C., Board of Trade, in a lengthy communication, requested the co-operation of the local board in diverting the mining trade from San Francisco and Seattle to British Columbia. The Klondike being in Canada, no duty is charged miners for their supplies. This is not the case when the supplies are purchased across the border, in American ports.

Mr. W. A. Gunn said he had received a similar letter from one of his western customers, and moved the following resolution:

"That this board notes with pleasure the

steps taken by the Government to develop the all-Canadian routes to the further North-West and the Klondike territory. They trust their efforts may be fully successful, and they feel that expense incurred in this direction is amply justified by the volume of business already obtained in that section of our country, and the prospects of an enlarged trade. They should suggest that the fullest publicity be given to the fact of the development of the Canadian routes, and the advantages that all supplies can be purchased in Canada more cheaply and equally as good as in the United States, and by this means obviating the necessity of paying duty when entering the country; also that a copy of this resolution be sent to the Minister of the Interior."

DEATH OF A BUSINESS MAN.

Thomas Stone, a prominent man in Calgary, N.W.T., business circles died last Saturday of a complication of diseases. Mr. Stone first came to Canada from England in 1880 with Sir John Lister Kaye, and in 1892 became general manager of the Kaye farms. Afterwards he engaged in the pork packing and cold storage business in Calgary. He was interested in politics and was strongly urged to contest Alberta at the last general elections.

MANITOBA MARKETS.

WINNIPEG, Sept. 30, 1897.

FARMERS' deliveries of wheat are heavier than they have ever been before at this season of the year, but a great deal of this wheat is going into store, and not being sold. Elevators are filling up rapidly and cars are very scarce; it is greatly feared that a blockade will occur. This rushing in of the wheat is caused by the exceptionally fine weather for threshing, there not having been a single broken day since the machines went on the road this season, and, of course, as a result, there is more wheat in a position to be marketed. The C.P.R. are making strenuous efforts to meet the demands of the trade. Prices paid to farmers are higher this season compared with the outside market than ever before, and the wheat is being handled on a smaller margin than ever before, owing to the keen competition. The business outlook generally continues to improve. R. A. Lister, of Dursley, England, manufacturer of the "Alexandria" cream separators, arrived here recently, and in conversation with your correspondent said that the whole tone of trade was entirely different to what it was during his visit to this country during this month last year. Then there was an element of doubt and uncertainty, now, everybody you speak to seems confident and hopeful. There are no idle men around the city; everybody appears to have something to do and to be doing it.

EVAPORATED FRUIT—One of the marked changes of the season is seen in evaporated dried apples. Last year they were a drug on the market all the season and you could hardly give them away; now evaporated apples command 10c. per lb. and dried from 9 to 9½c. Raspberries are 22 to 24c. and peaches 11c. Nectarines have not yet reached this market. Every line of evaporated fruit is much higher than last year.

RAISINS—Valencias are selling for \$2 per box, fine off-stalk, but it is thought that when the next shipment is received they will be a little easier.

CURRENTS—Are not yet in, but are going to be very high. The first shipments will sell at 7c., and lower prices are not looked for in this line.

CANNED GOODS—Are very firm. This has always been a very heavy market for canned tomatoes, and housekeepers are regarding the increased prices with dismay. Already the wholesale price here is \$2.50 per case for the new pack, with every indication that packers will not be able to fill their contracts, and that prices will rise proportionately. In other lines of canned goods there is nothing new to report.

CEREALS—In rolled oats it is thought that though the crop is short in the province the exceptionally heavy crop in the Territories will make up our deficiencies, and that the present price will hardly be maintained. At any rate there will be no further increase. This, however, remains to be proven. We quote \$1.65 for 80-lb. sacks; rolled wheat, \$2; corn meal, \$1.35; pot barley, \$1.50; pearl do., 4c. per lb., and 5c. for extra brands.

GREEN FRUIT—Oranges are a thing of the past. Bananas are very scarce. The outbreak of yellow fever has stopped the importation. The supply on hand when the embargo was enforced is rapidly diminishing; dealers here find difficulty in getting stocks. California lemons of fine quality are being brought in; the price is \$5 to \$5.50 per case.

APPLES—The remarks made as to the evaporated apples apply with equal force to green fruit. Every indication goes to show increasing prices. At present prices range from \$3.75 to \$4.25 per bbl. The bulk of stock arriving is from the south. A few small shipments of Canadian apples have been received, but only in fair condition.

BUTTER—Situation is unchanged. Factories are selling balance of season's make at 20c., and the output from this time on will be small. Dairy is now selling at 13c.

CHEESE—Price is firm at 9 to 9½c. Only small lots are coming in.

EGGS—Supplies are small. Price to jobbers is 14c. Fresh laid eggs sell retail at 25c.



EAST INDIA PICKLES

PIQUANT

APPETIZING

DELICIOUS

There are none other so nice.

Ask your wholesaler.

A. E. RICHARDS & CO.

Agents, HAMILTON.

LAPORTE, MARTIN & CIE.

IMPORTERS AND WHOLESALE GROCERS

Agents in Canada for

"Princess Louise" Japan Tea.

"P. Richard's" Brandy.

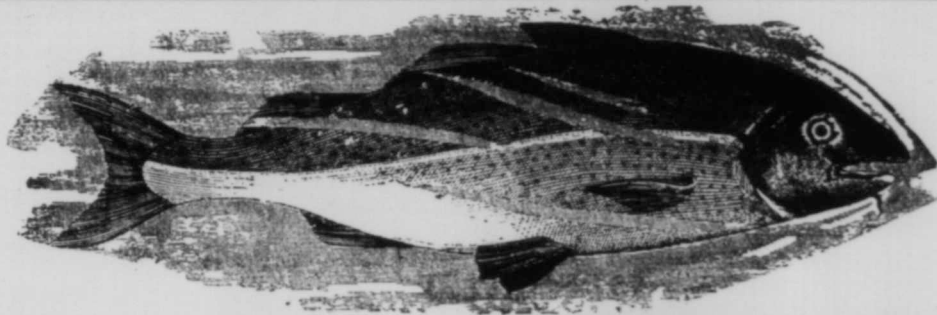
"Victoria" Japan Tea

"Mitchell's" Whiskeys

72 to 78 St. Peter Street, MONTREAL

Retail Grocers, paste this sheet up for reference.

SALMON



If the retail trade of Canada want **QUALITY**—the best—**THE VERY BEST**—of this season's pack, they can ensure satisfaction to their most critical customers by buying any of the following brands:—

NIMPKISH RIVER LILY NATIONAL	EMPRESS ANCHOR "VICTORIA"	PEERLESS VICTORY MAYFLOWER	RED SOCKEYE RED CROSS CITADEL	EMPIRE ENCORE SILVER CROSS	VIKING SIGNAL	MONOGRAM IMPERIAL SILVER CROWN
------------------------------------	---------------------------------	----------------------------------	-------------------------------------	----------------------------------	------------------	--------------------------------------

They are all (except Nimpkish) the choicest Selected FRASER RIVER SALMON—not Rivers' Inlet, but Fraser Sockeye.

RAISINS . . .

Be on the lookout, and ask your grocer for either brands—
JUAN FERCHEN J. MAYANS GRUSTAN

SULTANAS AND FIGS

Ask for goods shipped by
ANTOINE SOLARI, SMYRNA

We guarantee to the retail trade absolute satisfaction with any of the above.

Lightbound, Ralston & Co.

Importers and Commission Merchants

MONTREAL.

TORONTO.

LONDON.

VICTORIA, B.C.



TABLE RAISINS

RECEIVED FROM W. C. BEVAN & CO.
EX. STR. "PARISIAN."

Imperial Cabinet,	1/4 boxes
Bull or Connoisseurs Clusters,	boxes and 1/4 boxes
Tiger or Extra Dessert Clusters,	" "
Lion or Buckingham Clusters,	" "

OUR prices are low considering quality.

We also offer New Sultanas (selected), and New Valencias of all grades,

L. CHAPUT, FILS & CIE., Montreal.

AMONG THE RETAILERS.

High-Class Goods. According to the statements of several reputable Toronto retail grocers, the tide of trade has this fall turned in favor of those retailers who deal in high-class goods. Last year customers seemed eager to purchase cheap grades only, and the prices on the higher class of goods were cut so fine, to meet the competition of the cheap stores, that there really was no profit in handling them. The inducement to join the crowd and handle shoddy was great, but those who resisted the temptation are now reaping their reward. A visit to these stores will reveal that fact. Merchants can, therefore, draw the conclusion that it will not pay now to sell a low-grade article or to have even bargain days. Not long ago cheap grades induced every kind of purchasers, but now they will bring a class of customers to whom it does not pay to cater for trade. It does not pay to deal with those customers who want bargains in good times. They are sure to demand credit, and it takes more time and trouble to collect their accounts than it does to sell them goods. Cheap goods give an air of cheapness to the store, and it is shunned by customers whose patronage is the most profitable. This is a fact at all times to a more or less extent, but it is a more frequent one just now. Merchants should take notice and vary their purchases.

Retail Advertising. The small profits on goods going out of a grocer's establishment ought to make this class of retailers very cautious against extravagant advertising. Such a large trade has to be gained by advertising to make it pay with the grocer's profits that much of it cannot be done at a gain. For instance, according to a grocer, a good profit now-a-days is 5 per cent. on sales, above expenses. Thus the gain is one-twentieth of the selling price, and to make advertising pay for itself the additional trade gained by it must total 20 times the amount paid for the advertisement. This is the reason then that many a man finds that advertising does not pay. It pays to advertise, but it does not pay to advertise extravagantly. It must be done judiciously. Some merchants contract for a space for a certain length of time and then set themselves to fill up that space every day or every week, or as often as circumstances shall determine. If there is no news at hand, it is filled up with untruths and flatteries on the goods in stock. Such advertisements as these, needless to say, are not read, and consequently do not bring in a sufficient trade to warrant a continuance of that procedure. When a merchant advertises he should advertise facts and not man-

ufactured facts. People should be able to believe your writings as well as your verbal statements.

A Good Window Display.

Mr. D. Bradshaw, a grocer on King street east, Toronto, has a very attractive window of breakfast foods that seems worthy of attention. In the centre of the window is placed a comical figure of a clown sitting at a small table. In his hand is a spoon, and he is conveying some of this food to his mouth. The table cloth has the name of the food worked in with silk. Then all around this figure are arranged boxes of this food. A picture advertising this particular article is another relief. The high columns of boxes arranged in a semi-circle make the figure look very much at home. Such windows as these show what a little care and attention can do in this line. It isn't often that grocers' goods present of themselves an attractive appearance; they need something to enliven the scene. This the figure does in Mr. Bradshaw's window, and this such figures could do more often. How much more attractive would a display of chinaware be if it were arranged in the window as it should be in the house. How different is the appearance of a set of dinner dishes set out on the floor of a window from that of the same set arranged on a small table as they would be in use. People can appreciate the good appearance of the dishes in this latter case.

Wholesalers' Bargains.

A Toronto grocer with whom I was conversing the other day asked me how it was that the bargains of the wholesale houses were never condemned as were those of retailers. On asking him for an explanation in regard to these bargains he went on to say that when commutation tickets could be obtained merchants thought they made enough direct profit on bargains they were able to obtain by a visit to the city to pay their way thither. "Surely," he said, "if the bargains of retailers were condemned as an injury to value in general, these bargains of the wholesalers, which are of far more consequence, ought to receive some share of attention from the complaining ones." However, I did not think as he did about the wholesalers cutting prices. In fact, it seemed to me that the general impression of the retailers was that the wholesalers kept prices too high. As to the bargains, I don't think that they are numerous enough to warrant a great deal of attention. A wholesaler may cut prices to clear out a certain line of goods, but such an action can be excused.

RAMBLER.

The **QUEEN CITY OIL CO., Ltd.**
SAMUEL ROGERS, President. TORONTO, ONT.
Importers of the very finest PRATT'S ASTRAL and

WATER WHITE
AMERICAN OIL

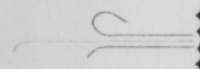
CAR LOADS OR LESS. — WRITE FOR PRICES
Best Canadian Lamp Oil Made in Canada.

You make no mistake
when you buy . . .

RICE'S PURE SALT

"THE SALT OF THE EARTH."

We guarantee every package to give
entire satisfaction.

 **PROMPT
SHIPMENT
GUARANTEED**

SOLE MAKERS

THE

North American Chemical Co.
LIMITED
GODERICH, ONT.

OTHER FIRMS

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

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

Write to

Meadow Sweet Cheese Co.

P.O. Box 2321, Montreal
For Price List.

British Grown Tea

in 1887 first reached 50% of the total consumption in Great Britain and Ireland, and all indications are that in 1897 it will supply **50%** of the **total consumption of the World**, exclusive of producing countries. This amounts to about

500,000,000 pounds

nearly half of which is grown in British Dependencies.



CEYLON AND INDIAN TEAS

practically rule the world---and it is to their clean methods of preparation, purity, and healthfulness that this position is due.

Every Grocer should handle Ceylon and Indian Teas

THE MAN AND THE OPPORTUNITY.

JOE STOKER, rear brakeman on the accommodation train, was exceedingly popular with all the railroad men. The passengers liked him, too, for he was eager to please and always ready to answer questions. But he did not realize the full responsibility of his position. He "took the world easy," and occasionally tipped; and if anyone remonstrated, he would give one of his brightest smiles, and reply in such a good-natured way that the friend would think he had overestimated the danger: "Thank you. I'm all right. Don't you worry."

One evening there was a heavy snow-storm, and his train was delayed. Joe complained of extra duties because of the storm, and slyly sipped occasional draughts from a flat bottle. Soon he became quite jolly; but the conductor and engineer of the train were both vigilant and anxious.

Between two stations the train came to a quick halt. The engine had blown out its cylinder head, and an express was due in a few minutes upon the same track. The conductor hurried to the rear car, and ordered Joe back with a red light. The brakeman laughed and said: "There's no hurry. Wait till I get my overcoat." The conductor answered gravely, "Don't stop a minute, Joe. The express is due." "All right," said Joe, smilingly. The conductor then hurried forward to the engine.

But the brakeman did not go at once. He stopped to put on his overcoat. Then he took another sip from the flat bottle to keep the cold out. Then he slowly grasped the lantern and, whistling, moved leisurely down the track.

He had not gone ten paces before he heard the puffing of the express. Then he ran for the curve, but it was too late. In a horrible minute the engine of the express had telescoped the standing train, and the shrieks of the mangled passengers mingled with the hissing escape of steam.

Later on, when they asked for Joe, he had disappeared; but the next day he was found in a barn, delirious, swinging an empty lantern in front of an imaginary train, and crying, "Oh, that I had!"

He was taken home, and afterward to an asylum, for this is a true story, and there is no sadder sound in that sad place than the unceasing moan, "Oh, that I had!" "Oh, that I had!" of the unfortunate brakeman, whose criminal indulgence brought disaster to many lives.

"There are moments," says Dean Alford, "which are worth more than years. We cannot help it. There is no proportion between spaces of time in importance nor in value. A stray, unthought-of five minutes

may contain the event of a life. And this all-important moment—who can tell when it will be upon us?"

"What we call a turning-point," says Arnold, "is simply an occasion which sums up and brings to a result previous training. Accidental circumstances are nothing except to men who have been trained to take advantage of them." An opportunity will only make you ridiculous unless you are prepared for it.

The trouble with us is that we are ever looking for a princely chance of acquiring riches, or fame, or worth. We are dazzled by what Emerson calls the "shallow Americanism" of the day. We are expecting mastery without apprenticeship, knowledge without study and riches by credit. Because the politician acquires power by bribing the caucus, influence by "standing in" with the saloon-keeper, wealth by fraud and immunity from conviction by packing the jury, we are cozened into looking at life through a distorted lens. These are opportunities to be shunned like the cholera. They appear to rest upon a solid foundation, but they lead to infamy, and crime, and harmfulness to mankind, and perhaps suicide.

Young men and women, why stand ye here all the day idle? Was the land all occupied before you were born? Has the earth ceased to yield its increase? Are the seats all taken? the positions all filled? the chances all gone? Are the resources of your country fully developed? Are the secrets of nature all mastered? Is there no way in which you can utilize these passing moments to improve yourself or benefit another? Is the competition of modern existence so fierce that you must be content to simply gain an honest living? Have you received the gift of life in this progressive age, wherein all the experience of the past is garnered for your inspiration, merely that you may increase by one the sum total of purely animal existence?—Pushing to the front.

BUTTER THAT SMELLS OF ROSES.

Perfumed butter on the table is the latest fad of wealthy people in London, according to an exchange. The dairies where this butter is made are as odorous as a florist's shop or the laboratory of a perfumer.

In the first place, the butter is made in small pats like those in ordinary use. Each pat is wrapped in a bit of fine muslin and placed on a bed of rose leaves specially prepared in an earthen jar. On top another layer of the fresh and delicate rose leaves is placed before the jar is filled with a solid chunk of ice. Then the jar is placed in a refrigerator and allowed to remain there for 10 hours, when the pats are ready for the customer.

Manufacturer's Agents Wanted.

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

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

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

There will of course be no charge.

The following information is necessary:

Name.

Address.

List of agencies now held.

References.

Address replies to _____

THE CANADIAN GROCER
Montreal or Toronto

**"GILT EDGE"**

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

"NOBBY" BROWN COMBINATION

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

"JEWEL" BROWN COMBINATION

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

BOSTON LIQUID WATERPROOF BLACKING

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

**PATENT LEATHER POLISHING PASTE**

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

For sale by—

All Wholesale Grocers.

THE KNOW-IT-ALL DRUMMER.

YOU have all, remarks a contemporary, met the drummer who knows it all. His are the best goods, no other line approaches them in quality or variety, and as to price, well, the others are simply not in it!

That is, when he tells it.

He rushes into your place with his hat on the back of his head, allows nothing for the fact that you may be engaged for a moment and commences his little spiel.

He came down to sell you goods and he seems a little surprised that you do not offer him two chairs, four cigars, and a \$1,000 order in five minutes. He has actually condescended to call on you and offer you this opportunity of a life time and must sell you goods if he has to knock you down to do it.

That is, again, let him tell it.

I heard about one of these men the other day and how his pride went before his fall not much of a distance, yea verily.

He was a flour man, selling the best brand of flour ever made, nothing ever touched it in quality or price, it would make more bread, better bread and so on, and so on. He approached the manager of one of the leading bakeries of the city, a man

who was born with a biscuit in his mouth and knows bread from the flour up and the flour from the bread down.

And the drummer found his match there, too.

His air gave the inference that in his opinion the baker knew nothing about flour; of course he didn't if he was using any other brand than that handled by the drummer. Why didn't the baker get up to date and buy good flour, and again ad finitum.

But about that time the baker did get up.

"See here," he said, "you seem to know all about flour and say I am using poor stuff. I'll try you."

So, obtaining a sample of the drummer's much-lauded brand, he went back into his bakery and procured samples of three other makes. The drummer's brand he marked A, the others B, C and D, respectively.

Bringing them back he placed them before the confident gentleman with the large and powerful think tank, and invited his inspection and judgment.

The drummer gave them a most critical analysis for color, weight, grain and all the qualities possessed by good flour, and then, with an exultant air, pointed to sample A and declared:

"That's the poorest of the lot."

He had condemned his own flour.

He took his throbbing brain in his hand and deposited it in a cracker barrel outside the door and kicked himself industriously with both feet.

CALIFORNIA PRUNE SITUATION.

The crop situation in California is thus summed up from the report of the United States Weather Bureau for the California section for the week ending Sept. 13. "Early peaches are gone. Late peaches are beginning to ripen. Grape cutting is in full blast and the weather has favored raisin making, though the curing progresses slowly owing to the cool weather. Prunes have been harvested in large quantities and are either upon the curing trays or on the way to the markets. The apple crop is large, but in the southern part of the state the codlin moth has materially damaged the fruit. Walnuts are doing nicely, as are also almonds. The orange crop promises to be the largest ever grown in the state and will be two weeks earlier than last year; the fruit begins to show color. Sugar beets are coming along nicely and promise a satisfactory yield. Hop picking is progressing and bean harvesting is in full blast."

**FOUND
AT
LAST**

THE ...

"PRAESERVO"

CASE

A
Perfect Cabinet
for

No shrinkage
No drying up
No loss in weight

**RAISINS
PRUNES
CURRANTS
EVAPORATED
FRUITS
Etc., Etc.**

Fruit kept
Moist and Fresh
always.



Height, 76 in.; width, 41 in.; depth, 28 in.

Write us for Descriptive Catalogue.

ARTHUR P. TIPPET & CO., MONTREAL

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOSEPH SUGDEN, confectioner and cigar dealer, Cornwall, Ont., is offering to compromise at 40c. on the dollar.

Robert Crawford, grocer, Winnipeg, has assigned.

J. M. Thibaudeau & Co., grocers, Quebec, have assigned.

Adam & Co. general merchants, Dauphin, Man., have assigned.

Joseph Germain, grocer, St. Bazile (Port-neuf), Que., has assigned.

T. Graham Fraser, grocer, etc., New Glasgow, N.S., has assigned.

H. C. Pickles, general merchant, New Germany, N.S., has assigned.

Geo. A. Whittaker, general merchant, Oak Point, N.B., has assigned.

A. J. Allaire, general merchant, St. Guillaume D'Upton, Que., has assigned.

Wm. T. Pellow, grocer, Ashfield Township, Ont., has assigned to L. E. Dancy.

D. S. McLellan, grocer and butcher, Erin, Ont., has assigned to D. McKechnie.

J. A. Dupras, grocer, St. Louis de Mile End, Que., has assigned to Gagnon & Caron.

Mrs. F. Parent, general merchant, St. Jerome, Que., has assigned to Alexandre Desmarteau.

Marceau & Lemelin, general merchants, Lake Megantic, Que., have compromised at 75c. on the dollar.

John Hyde has been appointed curator of the business of W. T. Costigan & Co., commission merchants, Montreal.

John P. Graham, wholesale and retail grocer, Windsor, N.S., has assigned to W. H. Mosher. Preferences amount to \$6,000 or \$7,000.

PARTNERSHIPS FORMED AND DISSOLVED.

Lally & Cavanagh, fruiterers and confectioners, Cornwall, Ont., have dissolved. Each continues.

Hill & Joyner, flour and feed merchants, Clinton, Ont., have dissolved. J. W. Hill continues.

Simpson & Young, general merchants, Crystal City, Man., are dissolving. P. A. Young & Co. continue.

Thomas & Greiger, liquor dealers, Rossland, B.C., have dissolved. They have been succeeded by D. Thomas & Co.

Rodolphe and Hector Lajoie have formed a partnership in Montreal to trade in groceries and liquors under the style of Gravel Freres.

Marie Begin and Emile Labrecque have formed a partnership in Levis, Que., to trade as grocers under the style of Begin & Labrecque.

Clark's Sliced Smoked Beef

IS Perfect in Quality
Moderate in Price
Handsomely Packed
A Trade Winner.

1's Retail at - 25c.
½'s Retail at - 15c.

KEY OPENERS.

All WHOLESALE HOUSES carry these goods in stock.

SALES MADE AND PENDING.

Stitt & Mills, general merchants, Siocan City, B.C., have sold their stock.

Croil & McCullough, general merchants, Wales, Ont., are about selling out.

The assets of H. Girard, general merchant, Lacolle, Que., have been sold.

The real estate of A. Laroche, flour dealer, Quebec, was sold on the 27th inst.

The general stock of Jules Parent, Beauport, Que., has been sold at 52c. on the dollar.

Jane A. Johnston, general merchant, Newbridge, Ont., is advertising her business for sale.

The assets of J. A. Dupras, grocer, St. Louis de Mile End, were sold at auction on the 30th inst.

The general stock of the estate of A. G. Lang, Hespeler, Ont., was advertised to be sold by auction 29th inst.

CHANGES.

E. W. Watt has started a grocery business in Ottawa.

Azaire Nault, Paris, Que., is commencing a general business.

R. S. Witzer has started a grocery and fruit business in Ottawa.

Thomas Daly, grocer, Seaforth, Ont., has sold out to Peter Dill.

The premises of L. N. Mainguy, grocer, Quebec, have been closed.

C. S. Cooke, Boissevain, Man., is commencing a general business.

David Stadelbauer, grocer, Berlin, Ont., has sold out to Norman Reist.

Horn & Trainer, Deloraine, Man., are commencing a general business.

Fisher & Co., general merchants, Russell, Man., have sold out to — Hill.

Ridley & Cleland are about starting a general business in Wales, Ont.

M. E. Roy, liquor merchant, Rossland, B.C., has removed to Lethbridge.

Hermidas Viau, grocer, Montreal, has ceased trading under the name of S. Desy.

Robert Hill, general merchant, Glen Annan, Ont., has sold out to James Fleming.

Josephine E. Archer, grocer, Mitchell, Ont., has been succeeded by Hill & McLaren.

McDonald & McDonald, general merchants, Westville, N.S., have gone out of business.

W. C. Schlueter, general merchant, Preston, Ont., has been succeeded by C. Schlueter.

Mary Frances Culhane is registered proprietress of the grocery business of James O'Shaughnessy, Montreal.

John J. Campbell, general merchant, Little Glace Bay, N.S., has registered consent for his wife, Mary, to do business in her own name.

FIRES.

M. H. Howson, grocer, Teeswater, Ont., has been burned out.

Mrs. Johnston, grocer, Port Duchene, N.B., has been burned out.

Jess. Applegath, tobacco merchant, Toronto, has sustained damage by fire.

H. P. Eckardt & Co., wholesale grocers, Toronto, have sustained loss by fire and water. Insured.

Thomas Stewart, confectioner, St. Henri de Montreal, has had his premises damaged by fire. Insured.

M. Bouthillier, barber and cigar dealer, Montreal, has had his stock damaged by fire and water. No insurance.

DEATHS.

Geo. D. Dawson, of G. D. Dawson & Co., wine and liquor merchants, Toronto, is dead.

VALUE OF EARLY INDUSTRY.

Success in business begets success, and failure begets failure, says Retail Grocers' Advocate. The young man who has made a few thousand dollars at the age of 25 usually has an easy road to travel and seldom meets with failures afterwards; but those who have met with failures until 30 or 35, usually have failures afterwards. Their difficulties increase in the same proportion as they grow older, while the difficulties of the early successful man grow less and less with the advance of his years. The man in advanced years finds it harder to save than the younger man, and as it becomes more difficult to accumulate money, he is in danger of starting on insufficient capital and he naturally starts in smaller and less remunerative enterprises than his younger brother who had success early in life and more capital. While he whose career begins late has a struggle to earn the increasing necessities of life, the younger man is more likely to make more than he needs for his living, because he needs less, and naturally accumulates more capital.

An
to The
pickin
berries
been
quarts
in the
Lequi
proba
cipal
Chipr
Ayles
and J
Fr
year
selve
takir
rel,
the s
have
Eng
vand
barr
soft
Ann
Leq
N.E
from
hoo
qua
20c

fric
a v
do
lai
yo
tir
of
wl
di
m
fo
tv
g
b
si
E

CRANBERRY AND APPLE CROP.

An Auburn, Kings Co., N.B., despatch to The Halifax Chronicle says: Cranberry picking commenced this week, and the berries are looking well. Small lots have been sold at Auburn at \$6 per barrel of 96 quarts. Most of the growers are packing in the new flat hoop barrel manufactured at Lequille, Annapolis county. The crop will probably average 2,000 barrels. The principal bogs at Auburn are owned by Judge Chipman, of Kentville, Dr. Balcom, of Aylesford; Rev. W. Ryan, Joseph Palmer and J. Spurgeon Bishop, of Auburn.

Fruit growers are selling their apples this year to speculators and not shipping themselves, and orchards have been bought, taking all grades throughout, at \$2 per barrel, the farmer picking and packing under the supervision of the buyer. Gravensteins have been sold from \$2 to \$2.25 for the English market. Prices are steadily advancing. Speculators are offering 10c. a barrel more for apples packed in the new soft wood flat hoop barrel introduced by the Annapolis Manufacturing Co., Limited, of Lequille, and reports of sales from St. John, N.B., state that a shipment of Astrachans from Nova Scotia of equal quantities in flat hoop barrels and those put up in the antiquated split pole birch hoop barrel realized 20c. more on the flat hoop barrel.

A SMART TRICK.

They are telling a good story on my friend, the grocer next door. The other day a woman came in and said: "I want two dozen hens' eggs. They must all be eggs laid by black hens." The grocer said: "Madam, I am willing to accommodate you, but you have got the best of me this time. I don't know how to tell the eggs of a black hen from those of a speckled or white one." Said she: "I can tell the difference mighty quick." "If that is so, madam, will you kindly pick out the eggs for yourself?" She did so, and when the two dozen were counted into her basket the grocer looked at them and said suggestively: "Well, madam, it seems as though the black hens laid all the big eggs." "Yes," said she, "that's the way you tell them."—Ex.

PERSIAN DATE SITUATION.

In a circular issued to the trade, Mr. G. F. Nixon points out the position of Persian dates, stating that present market rates are fully 5/8c. per lb. below cost of import based on the chief holders' prices in London; also stating that no direct steamer will be run from Bussorah to the United States this year. The first tide from Bussorah this year will be on Oct. 10, as against Oct. 3, 1896, making it impossible to have any new crop here in time for the Thanksgiving demand. The new crop prospects are said to be not by any means satisfactory. From this position it would seem that spot stocks will have to supply the main demand before Christmas.—N.Y. Journal of Commerce.

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 - 2,300,000.00

Head Office: **TORONTO, ONT.**

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
C. C. Foster, Secretary.

Buy Concentrated VINEGAR

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

Awarded Three Gold Medals.

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

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

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

GRAPE WINE VINEGAR CO.

25 Front St. West
Sole Manufacturers. **TORONTO**

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

SALT

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

VERRET, STEWART & CO., Montreal - Quebec.



AN AUTOMATIC SELLING MACHINE ...

To sell—

Adams' Tutti Frutti

For full particulars, apply . . .

Globe Automatic Selling Co.

13 Jarvis Street. - **TORONTO, ONT.**



Boeckh's Brushes

are the standard of excellence in quality and workmanship, from which all other brands are judged. Your customers will judge your brush stock by the name of the makers. Our name or trade mark is recognized as guaranteeing the workmanship. Most folks know it well.

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

NONE BETTER

Edwardsburg Starch

FEW AS GOOD

EDWARDSBURG STARCH CO. CARDINAL, ONT.

THE F. F. DALLEY CO.



Gem Stove Polish, 1/4 gross cases \$9 00 per doz
 Stove pipe Varnish, 4 oz. bottles 1 00
 International, with Bird Treat 6 oz. bottles 1 25
 Boston Brunswick Black, 8 oz. bottles 1 75

BIRD SEEDS

BART. COTTAM & CO.
 "Cottams," with Patent Bird Bread. 0 07
 Warbler, with Song Restorer 0 05 1/2
 Belgian, with Bird Improver 0 05 1/2
 International, with Bird Treat 0 05 1/2
 German X, with Cuttlefish Bone 0 04 1/2
 German, with Cuttlefish Bone 0 04 1/2
 London Bird Seed, bulk 25 lb. cases 0 04 1/2
 Bird Gravel, 10c. pkts., 24 in case 0 06
 Bird Gravel, 5c. pkts., 48 in case 0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases 0 06 1/2
 Dalley's Bird Seed, 40 lb. cases 0 06 1/2
 NICHOLSON & BROCK.
 Brock's Bird Seed 0 07
 Norwich Bird Seed 0 06
 Maple Leaf Bird Seed 0 05
 Bird sea-gravel, 10c. pkts., 24 in case 0 06
 " 5c. 48 " 0 03

CORN BROOMS

CHAS. BORCKH & SONS. per doz net.
 Carpet Brooms—
 "Imperial," extra fine, 8, 4 strings 3 65
 " 7, 4 strings 3 45
 " 6, 3 strings 3 25
 "Victoria," fine, No. 8, 4 strings 3 30
 " 7, 4 strings 3 10
 " 6, 3 strings 2 90
 "Standard," select, 8, 4 strings 2 90
 " 7, 4 strings 2 75
 " 6, 3 strings 2 60
 " 5, 3 strings 2 40

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, 3's \$0 70 \$0 85
 gallons 1 50 1 80

Blackberries, 2's 1 40 1 70
 Blueberries, 2's 0 75 0 85
 Beans, 2's 0 65 0 95
 Corn, 2's 0 55 0 75
 Cherries, red pitted, 2's 1 75 2 25
 Peas, 2's 0 75 0 85
 " Sifted select 0 90 1 00
 " Extra sifted 1 25 1 40
 Pears, Bartlett, 2's 1 65 1 75
 " 3's 1 75 2 40
 Pineapple, 2's 2 50 2 60
 " 3's 1 75 2 40
 Peaches, 2's 1 65 2 00
 " 3's 2 50 3 00
 Plums, Green Gages, 2's 1 55 1 80
 " Lombard 1 50 1 70
 " Damson Blue 1 10 1 40
 Pumpkins, 3's 0 70 0 90
 " gallons 2 10 2 25
 Raspberries, 2's 1 50 1 80
 Strawberries, 2's 1 65 1 95
 Succotash, 2's 1 15 1 15
 Tomatoes, 3's 0 80 0 85
 " flats 2 40 2 50
 Lobster, tails 2 70 2 85
 Mackerel 1 20 1 30
 Salmon, Sockeye, talls 1 35 1 50
 " Horseshoe 1 50
 " to arrive 1 15 1 30
 " Cohoes 0 95 1 00
 Sardines, Albert, 1/2's tins 0 20 0 21
 " 3/4's tins 0 20 0 21
 " Sportsmen, 1/4's genu-ine French high grade, key opener 0 12 1/2
 " 0 21
 Sardines, Sportsmen, 1/2's 0 15 0 15 1/2
 " 1/4's 0 10 1/2 0 11
 " 1/2's 0 18 1/2 0 19
 " 3/4's 0 18 1/2 0 19
 Sardines, other brands 9 1/4 11 0 16 1 17
 " P. & O., 1/2's tins 0 23 0 25
 " 1/4's 0 33 0 36
 Sardines, Amer., 1/2's 0 04 1/2 0 09
 " 3/4's 0 09 0 11
 " Mustard, 1/4 size, cases 10 00 11 00
 50 tins, per 100

MARSHALL & CO., SCOTLAND.
 Fresh Herring, 1-lb. 1 10 1 15
 Kipper Herring, 1-lb. 1 61 1 90
 Herrings in Tomato Sauce 1 70 1 90
 Herrings in Shrimp Sauce 2 00
 Herrings in Anchovy Sauce 2 00
 Herrings a la Sardine 2 40
 Preserved Blotters 1 85 1 90
 Real Findon Had-lock 1 85 1 90

CANNED MEATS.

(CANADIAN.)
 Comp Corn Beef, 1-lb. cans \$1 25 \$1 35

" " " 2 " 2 30 2 50
 " " " 4-lb. can 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
 English Brawn 2 " 2 75 2 80
 Camb Sausage 1 " 4 00
 Soups, assorted 1 " 1 50
 " 2 " 2 25
 Soups and Bouill. 2 " 1 80
 " 6 " 4 50



Acme Sliced Beef.
 No. 1 tins, key, 2 doz. per doz. \$2.75.



Beardsley's Boneless Herring. per doz. 2 doz. \$1 40

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
 Luncheon 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
 " 2 lb. 6 50 6 80
 Chipped Beef, 1/2 lb. 1 60 1 70
 " 1 lb. 2 65 2 80
 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 1/2 lb. 1 20 1 25
 Potted Deviled Ham or Tongue, 1/2 lb. 70 75
 Potted Deviled Ham or Tongue, 1/2 lb. 1 20 1 25

WHITE LABEL.
 Soups Assorted, 1 qt. 3 00 3 15
 " 1 pt. 2 00 2 10
 Gelatine 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
 Liced Gold Band Bacon 3 00

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

CHEWING GUM.

ADAMS & SONS CO. per box
 Tutti Frutti, 36 5c. bars \$1 20
 " (in cream pitcher) 36 5c. bars 1 20
 " (in sugar tower) 36 5c. bars 1 25
 " (in glass jar) 115 5c. pkgs. 3 75
 Pepsin Tutti Frutti (in glass jar) 115 5c. packages 3 75
 Pepsin Tutti Frutti, 23 5c. packages 0 75
 Round Pepsin, 30 5c. packages 1 00
 Cash Register, 300 5c. bars and pkgs. 15 00
 Cash Box, 160 5c. bars 6 00
 Tutti Frutti Show Case, 180 5c. bars and packages 6 50
 Variety Gum (with book in each box) 150 1c. pieces 1 00
 Banner Gum (English or French wrappers) 115 1c. pieces 0 75
 Flirtation Gum (English or French wrappers) 115 1c. pieces 0 65
 Mexican Fruit, 36 5c. bars 1 20
 Sappota, 150 1c. pieces 0 90
 Orange Sappota, 150 1c. pieces 0 75
 Black Jack, 115 1c. pieces 0 75
 Red Ro e, 115 1c. pieces 0 75
 Magic Trick, (English or French wrappers) 115 1c. pieces 0 75

CHOCOLATES & COCOAS.

Cocoa—EPFSA. per lb.
 Case of 14 lbs. each 0 35
 Smaller quantities 0 37 1/2

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

THE "DIAMOND"
OIL BLACKING



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

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

W. BERRY, - MANCHESTER.

Send for samples and quotations to

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

COWAN'S

Hygienic and Perfection and Cocoa Essence

Queen's Dessert Royal Navy and Perfection

Chocolate Pink White Lemon Color

Cocoas

Chocolates

Icings

A child can ice a cake in three minutes.

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

THE COWAN CO. LIMITED TORONTO

THE MOST NUTRITIOUS COCOA.

EPPS'S
GRATEFUL—COMFORTING
COCOA

In labelled Tins. 14 lb. Boxes.

Special Agent, C. E. COLSON, MONTREAL

STONEWARE

QUALITY THE BEST. PRICES RIGHT. TRY US.



HART BROS. & LAZIER

Belleville, Ont.

Send for price list. Mention GROCER.



ASK FOR

MOTT'S



Always the Same. The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St. MONTREAL

McLAREN'S



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

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

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

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

JOHN P. MOTT & CO.'S.	
(R. S. McIndoe, Agent, Toronto.)	
Mott's Broma.....	per lb. 0 30
Mott's Prepared Cocoa.....	0 28
Mott's Homeopathic Cocoa (1/4's).....	0 32
Mott's Breakfast Cocoa (in tins).....	0 45
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 22
Mott's French-Can. Chocolate.....	0 18
Mott's Navy or Cooking Chocolate.....	0 27
Mott's Cocoa Nibs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 90
Mott's Confectionery Chocolate.....	0 21 0 43
Mott's Sweet Chocolate Liqueurs.....	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, 1/4 lb. cake, per lb.....	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.....	0 35
WALTER BAKER & CO.'S.	
Chocolate—	
Premium No. 1 boxes 12 lbs. each...	

Baker's Vanilla in boxes, 12 lbs. each.	50
Caracas Sweet, in boxes, 6 lbs. each.	38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net.....	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each.	0 28
Grocers' Style, in boxes, 6 lbs. each. . .	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.....	0
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, 1/2 lb., tins. 0	
COCOANUT.	
CANADIAN COCOANUT CO.	
White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs.....	0 27
" " " " " "	0 28
" " " " " "	0 29
" " " " " "	0 30
Bulk—	
White Moss, 10, 15 or 30 lb. Pails....	
Feather Strip, " " " " " "	
Special Shred, " " " " " "	
Mac-roon, " " " " " "	
Crown Desic., 12, 20 or 25 lb. " " " "	
Special, " " " " " "	
Barrels, 2c. per lb. less.	
Terms, 3 p.c., off 30 days.	

To Our Grocery Friends.

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

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

For puddings, custards, etc.
ONTARIO 38-lb. to 45-lb. boxes,
STARCH / 6 bundles 0 06
STARCH IN / Silver Gloss 0 07 1/2
BARRELS / Pure 0 06 1/2

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—
 Canada Laundry, boxes of 40 lbs. 0 04 1/4
 Finest Quality White Laundry—
 3 lb. cartoons, cases 36 lbs. 0 05
 Bbls., 175 lbs. 0 04 1/2
 Kegs, 100 lbs. 0 04 1/2

Lily White Gloss—
 Kegs, extralarge crystals, 100 lbs. 0 06
 1 lb. fancy cartoons, cases 36 lbs. 0 07
 6 lb. draw-lid bx. 8 in crate, 48 lb. 0 07
 8 in crate 48 lbs 0 07

Brantford Gloss—
 1 lb. fancy boxes, cases 36 lbs. 0 07 1/2
 Brantford Cold Water Rice Starch—
 1 lb. fancy boxes, cases 28 lbs. 0 09

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

SUGAR. per lb.

Granulated—
 Redpath and St. Lawrence, single barrels 04 9-16
 Redpath and St. Lawrence, 5 barrels 0 04 1/2
 Acadia, single barrels 0 04 1/2
 " 5 04 7-16
Paris Lump. bbls. and 100-lb. boxes 0 05 1/2 0 05 1/2
 " in 50 lb. boxes 0 05 1/2 0 05 1/2
Extra Ground, bbls. Icing 0 00 0 05 1/4
Powdered, bbls. 0 00 0 05 1/4
Bright Yellow 0 03 1/4 0 04
Dark Yellow 0 03 1/4 0 03 1/4
Demerara 0 03 1/4 0 03 1/4
Raw, in bags 0 03 1/4

SYRUPS AND MOLASSES.

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

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

SOAP.
 Babbitt's "1776" Soap Powder \$3 50



Box Lot 4 20
 Box Lot 4 10
 Freight prepaid on 5 box lots.
 BRANTFORD SOAP WORKS CO.



Ivory Bar" is put up in 1 lb., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 120 in box; Twin Cake, 11 1/4 oz. each, 100 in box.
 Quotations for "Ivory Bar" and other brands of soap furnished on application.

TEAS.
RAM LAL'S (lead packages)
 Cases, each 60 1-lb. 0 35
 " " 60 1/2-lb. 0 35
 " " 30 1-lb. 0 35
 " " 120 1/2-lb. 0 36

BLACK. per lb. per lb.
Congou—
 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— PING SUEYS.
 Half Chests, firsts 0 28 0 32
 " " seconds 0 16 0 19
 Half Boxes, firsts 0 28 0 32
 " " seconds 0 16 0 19

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

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

"SALADA" CEYLON.
 Wholesale Retail
 Brown Label, 1s and 1/2s 0 20 0 25
 Green Label, 1s and 1/2s 0 22 0 30



Blue Label, 1s and 1/2s and 1/4s 0 30 0 40
 Red Label, 1s and 1/2s 0 36 0 50
 Gold Label, 1/2s 0 44 0 60
 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 73
 Ingots, rough and ready, 8's 0 71
 Laurel, 3's 0 68
 Brier 8's 0 63
 Index, 7's 0 60
 Honeysuckle, 8's 0 72
 Napoleon, 8's 0 66
 Victoria, 16's 0 63
 Prince of Wales, in caddies, 8's 0 61
 " " in 40-lb. boxes.

WASHING POWDER.

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

WOODENWARE.

Pails, 2 hoop, clear, No. 1 per doz \$ 1 45
 " 3 " " " 1 60
 " 2 " " " 1 40
 " 3 " " " 1 55
 " " " painted " 2 8 00
Tubs, No. 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 Single
 Lots, Case
 Telegraph \$3 00 \$3 20
 Telephone 2 80 3 00
 Parlor 1 30 1 40
 Red Parlor 1 50 1 60
 Safety, No. 1, wall box 1 40 1 50
 " No. 2, slide box 2 80 2 90
 " No. 3, capital 2 75 2 85
 Flamers, slide boxes 2 25 2 35
 " wax stems 3 20 3 30
 Tiger 2 65 2 85

BRyant & MAy.

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

Young & Smylie's

Newest...
 Specialty

MINT ... PUFF-STRAPS

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

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

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

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

IF YOU WANT TO
ADVERTISE ANYTHING, ANYWHERE
in Canada, we can do it for you.

MACLEAN PUBLISHING CO. Limited

ADVERTISING DEPARTMENT
TORONTO

COX'S GELATINE
Always
Trustworthy.

ESTABLISHED 1738.

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

GENERAL MERCHANTS

and other Dealers who are regular subscribers
to The Canadian Grocer wishing copies of it

The Canadian Hardware and Metal Merchant.

The Canadian Dry Goods Review.

The Bookeller and Stationer.

The Paper and Pulp Grower.

The Canadian Printer and Publisher.

Plumbing and Steamfitting.

May have a single copy of them sent free at
any time they wish to consult the advertising
columns. Special clubbing rates on applica-
tion.

Maclean Publishing Co. Limited

Montreal: Toronto

10 cents

We will mail you a valuable
little book on

BUYING
SELLING AND
HANDLING OF TEA

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

The Maclean Publishing Co.

38 Front St. West, Toronto. Limited

DURABLE PAILS AND TUBS.



TRY THEM

The Wm. Cane & Sons Manufacturing Co
OF NEWMARKET, ONT.

The goods are hooped with Corrugated Steel Hoops,
stuck in grooves in the staves and cannot possibly
fall out. The hoops expand and contract with the wood.

BEST GOODS MADE.

Represented by...

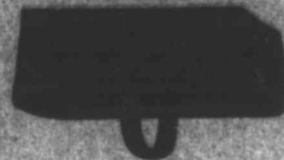
Chas. Beesck & Sons, Toronto.

The H. A. Nelson & Sons Co., Montreal.

THE

Oakville Basket Co.

MANUFACTURERS OF



1. 2. 3 bushel fruit and root baskets.

1. 2. 3 basket lunch baskets.

1. 2. 3 cloth baskets.

1. 2. 3 market baskets.

Butcher and Crockery baskets.

Fruit packages of all descriptions.

For sale by all Woodmen's Dealers.

OAKVILLE, ONT.

INSURE YOUR LIFE IN THE
CONFEDERATION LIFE ASSOCIATION

The right man

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

The right man

to have the responsibility for the welfare of his wife
and family is he who makes provision for their com-
fort in case of his death.

The right man

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

The right policy

is the UNCONDITIONAL ACCUMULATIVE Policy of the

CONFEDERATION LIFE ASSOCIATION

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

HEAD OFFICE—TORONTO.

J. K. MACDONALD,

Managing Director.

THE DRY GOODS REVIEW

TORONTO MONTREAL

The Dry Goods Review and
The Canadian Grocer

\$3.00

Send for Samples.

CLIPPING RATES

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.



The Dry Goods Review



Fruit Jars

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

Jelly Tumblers and Jar Rubbers.

GOWANS, KENT & CO.
TORONTO

I Want Every Grocer

Who Wants a Handsome

DELIVERY WAGON FREE

And every Grocer's Clerk who wants a

CAMERA FREE

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

THE ONLY PURE GELATINE MADE.

C. B. KNOX, Mfr.

AGENTS

JOHNSTOWN,

A. E. Richards & Co. - Hamilton
William H. Dunn - - - Montreal
Beattie & Elliot - - - Quebec
C. & E. MacMichael - - St. John
Alfred D. Hossack, Vancouver, B.C.
H. F. Baker - - - - Halifax, N.S.

N. Y.



LEA AND PERRINS'

Observe
that the
SIGNATURE

Lea & Perrins

Is now printed
in blue ink
diagonally
across the

OUTSIDE WRAPPER

Of every Bottle of the

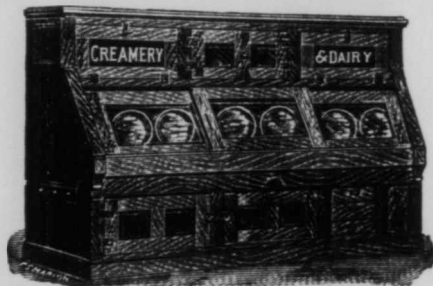
Sold Wholesale by the Proprietors, Worcester;
Grosse & Blackwell, Limited, London;
and Export Oilmen generally,
RETAIL EVERYWHERE.

ORIGINAL . . .
WORCESTERSHIRE

SAUCE.

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

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.

CHARLES F. CLARK,
PRESIDENT.

J. CHITTENDEN,
TREASURER

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.

NOS. 346-348 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.

TORONTO OFFICES—McKinnon Building
Cor. Jordan and Melinda Sts.

THOS. O. IRVING, Superintendent.

OAKEY'S

'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for
Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

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

Wellington Mills, London, England

REPRESENTATIVE IN CANADA :

**JOHN FORMAN, 650 Craig Street
MONTREAL**