

**PAGES
MISSING**

PUBLISHED
EVERY
FRIDAY

CIRCULATES
IN EVERY
PROVINCE

THE CANADIAN GROCER AND GENERAL STOREKEEPER



QUALITY..



When a salesman talks price to you
Ask him about QUALITY

When he talks quantity . . .
Ask him about QUALITY

When he talks merit to you . . .
Ask him about QUALITY

That's the _____
STRONG POINT
in
Colman's Mustard

ZELLER WAFERS

Are our latest novelty. They are really "wafers," thin, dainty, and most delicately flavored. They are delicious for afternoon tea or dessert, and are likely to satisfy your most particular customer. We make ten varieties, including "Cone" and "Cigarette" wafers, which, being rolled, can be filled with cream, custard, etc.

Chas. Gyde,
Canadian Agent,
MONTREAL.

Peek, Frean & Co., LONDON.

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RINES.

Sauce.

only Genuine
Cleaning Outlets
Canisters.

ON'
POLISH

LIMITED

Glass and
etc.

England

Paig Street

12

<p>Corn Brooms</p>	<p>BROOMS</p>	<p>"Rose" "Pansy" "Thistle" "Maple Leaf" "Shamrock" "Daisy" "Tulip" and "Good Luck" ... Always reliable and as repre- sented.</p>
<p>"GEM" "WIRE" "SNOW" "CORKER" "HEARTH" "LA BELLE" "BARBERS" "TRAVELLER"</p> <p>Wood, Bone, Nickel, Silver and Plush Handles. Large Variety. Low Prices.</p>	<p>STANDARD BRANDS</p>	
<p>WHISKS</p>	<p>WHISKS</p>	<p>The H. A. Nelson & Sons Co., Limited 59 to 63 St. Peter Street MONTREAL Toronto Sample Room: 56 and 58 Front St. West</p>
		<p>Corn Whisks</p>



England is a horseradish con-
suming country, and large quantities
of Heinz's Evaporated Horseradish
are consumed, because it never spoils,
and is always ready for use.

**There are 57 varieties of
Heinz Pickles and Pure Food
Products.**

Canadian Agents:

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

Nothing succeeds like success !

Why are we successful ?

Why is it our business is increasing ?

Because we know what people want and we are in a position to
supply the demand.

THE PUBLIC are realizing that such standard brands of Table
and Dairy Salt as "Coleman's" and "Rice's" can always be relied
upon, and **DEALERS** are correspondingly becoming aware that to
be up to the mark they must keep these brands of Salt for sale.

Absolutely pure, do not harden like inferior brands, and cost no
more. Try them and be convinced.

R. & J. Ransford, Clinton, Ont.

Have you handled



THAT QUEEN OF
HOME DYES

MAYPOLE
SOAP?

The only DYE that washes and dyes at the same time.

The only DYE that does not require different packets for Woolen, Silk,
or Cotton.

Handsome Show Card
on application to A. P. Tippet
& Co., 8 Place Royal, Mon-
treal.



WELL ADVERTISED.
A SPLENDID ARTICLE.
PAYS A GOOD PROFIT.

Lazenby's.

A name familiar to England's Nobility for over 100 years—
"E. Lazenby & Son." Lazenby's Jelly Tablets are made
from absolutely pure materials. The fruit, flower, wine and
spice flavors are Nature's own. Thirteen different varieties—
each one of the very highest quality. "Profitable to use—
profitable to handle."

Jelly
Tablets.

Stephen's
Pickles.

Good, sure profits in handling them, because they always sell
for what they are when you first buy them—they do not lose their
sharp, piquant flavor, because the Stephen's Vinegar they are
pickled in is absolutely pure Malt Vinegar.

ARTHUR P. TIPPET & CO.,

MONTREAL.

BOVRIL Limited

Wholesale and Retail Bonus Schemes

September 15th to October 31st, 1899

During the above period we are offering a handsome **Bonus** to purchasers of **Bovril**. For full particulars apply to

Or to Our Agents:

HALIFAX - Seeton & Mitchell
 OTTAWA - P. Besserer
 QUEBEC - Robt. Mitchell & Co.
 ST. JOHN - C. S. Harding
 TORONTO - R. S. McIndoe
 VANCOUVER, Martin & Robertson
 VICTORIA - Martin & Robertson
 WINNIPEG - W. L. McKenzie & Co.

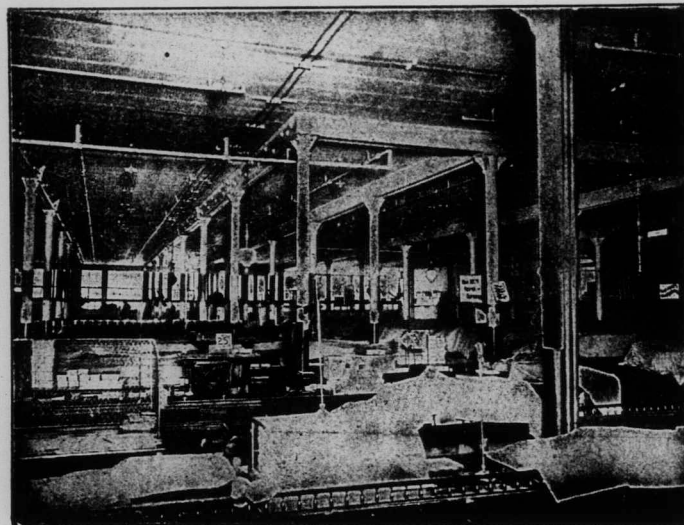
BOVRIL Limited

27 St. Peter Street

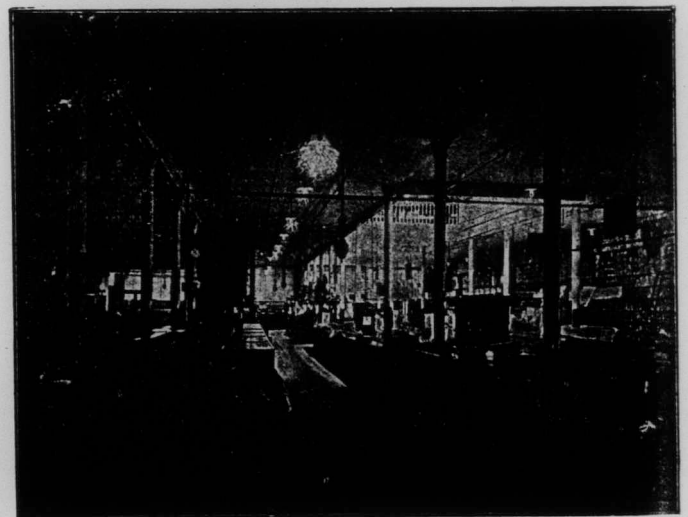
... MONTREAL.

DARK DAYS ARE COMING —AND— YOUR STORE IS GLOOMY.

Buy Luxfer Prisms and tempt new customers in—by making your store airy, cheerful and bright. . . .



EATON'S—WITH LUXFER PRISM WINDOWS.



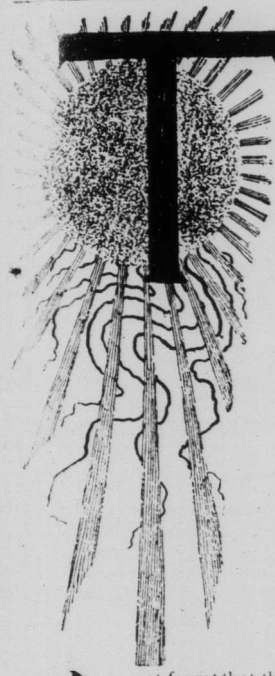
EATON'S—WITH OLD-FASHIONED GLASS.

LUXFER PRISMS ARE NO, FAD

Their popularity is due to the economy effected in artificial light. Dollars and cents do our pleading.

WRITE TO

Luxfer Prism Co., Limited
 58 Yonge St., TORONTO.



The Man you Please

is the man who can influence trade for your store. There is no better way to please a man than to strike right at the sensitive spot in his nature and sell him Cigars that have been tried and not found wanting by the most successful grocers in all Canada.

PAYNE'S CIGARS

are best known perhaps by two of his most popular brands, the "Pharaoh," 10-cent cigar, and the "Pebble," 5-cent cigar. **They hold trade!** A man will buy them month after month and year after year. Do

not forget that the man you please is the man who **can** and **will** influence trade (the family trade) for your store.

J. Bruce Payne, M'fr.,
Granby, Que.

A Leader..

CROWN FLAVORING EXTRACTS.

The Greig Manufacturing Co.

456 St. Paul St., MONTREAL.



Short ...Rolls

We are offering a small lot of Short Rolls at Bargain Prices--these are new cured meats, cured exactly the same way as our celebrated "Star" Brand Hams, and are the cheapest line of smoked or pickled meats on the market. Order now a sample barrel in pickle or smoked.

F. W. FEARMAN CO.,
HAMILTON. . . . LIMITED.



MADE IN CANADA.

THE GROCER'S
LEADER in
PICKLES.

The "Sterling" Brand

Where care is given to the cultivation of the best pickles the grocer will always keep on hand a good supply of the popular "Sterling" Brand Pickles. No chances are taken with these Pickles--made from best-grown Canadian vegetables, by skilled pickle manufacturers, in Canada's largest pickle factory.

T. A. LYTLE & CO.

124-128 Richmond St. W., TORONTO, CAN.



THERE'S COMFORT IN A CUP OF GOOD
HOT

COFFEE

THESE COOL MORNINGS. OUR LINES ARE COMPLETE. IF YOU ARE NOT ON OUR LIST OF BUYERS IT WILL PAY YOU TO GET THERE. SEE OUR TRAVELERS.



LICORICE..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, all sizes; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 to box. Write for illustrated catalogue.

Our latest novelties; Corrugated Y. & S. Stick Licorice, packed 80 sticks in wood box; Manhattan Wafers in Pliable Licorice, 2½-lb. boxes.

YOUNG & SMYLIE
Established 1845. BROOKLYN, N.Y.

DUNN'S PURE MUSTARDS

are made from selected seeds; all shell is extracted. Sold in 10c., ½-lb. and 1-lb. tins. It will pay to write us at Hamilton, Ont.

Gold=Dust Corn Meal

Corn Meal so perfectly. Now is the time to look it up, if you never have. It will increase your winter sales beyond a question. What it has done for others it will surely do for you.

From Manufacturer to
Retailer Direct

is now as *always*—the Corn Meal of highest quality. Evenly cut—free from black specks—a rich golden yellow. These are strong points for your Corn Meal trade.

Manufactured by the American process, than which no other process is quite so sure to cleanse

The Tillson Company, Limited
Tilsonburg, Ont.



A Particular Tea
for Particular People.

CEYLON and
INDIAN

Machine-made

TEAS

contain a rare combination of strength and delicacy of flavor, known to these teas only, acquired by certain peculiarities in the climate and soil of Ceylon and India.

If you want to secure and hold a fine tea trade these teas will certainly do it for you.



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A CARLOAD JUST AT HAND.

50 LB. BOXES. SPLENDID QUALITY. LOW PRICES.

W. H. GILLARD & CO., Wholesale Grocers
and Tea Importers, **HAMILTON.**

FIFTY-EIGHT YEARS AGO



BY AUTHORITY

J. D. CARR, the founder of the present company of **CARR & CO., LIMITED**,
was appointed, by special warrant,

BISCUIT MAKER TO H.M. THE QUEEN

This warrant we still hold.

Some of our Present Specialties are:

CARR & CO., Limited
CARLISLE, ENGLAND.

CANADIAN AGENTS,

FRANK MAGOR & CO., Montreal.

CAFE NOIR
CAFE AU LAIT
WINDSOR WAFERS
VIENNA WAFERS
DERBY

FINGER CREAMS
GINGER FLAKES
CRACKNEL
LEMON CREAM
ROYAL, ETC.

Essence of Coffee

You Want
the Best.

Order



ROSE & LAFLAMME,
Agents, MONTREAL.



Batty & Co.

ESTABLISHED 1824.

LONDON.



OLIVES
AND
PURE
OLIVE
OILS.



INDIAN
CURRIES
AND
CHUTNIES.

Makers of High-class

PICKLES
OF
ALL KINDS.



SAUCES
OF
ALL KINDS.

THIS JOURNAL is the only one of its kind in Canada circulating extensively among Grocers and General Merchants in the Provinces of Nova Scotia, New Brunswick, Prince Edward Island, Newfoundland, Ontario, Quebec, Manitoba, British Columbia and the Territories. In using **THE GROCER** you cover the field.

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IN EVERY
PROVINCE

CANADIAN GROCER

AND
GENERAL
STOREKEEPER

VOL. XIII.

TORONTO AND MONTREAL, SEPTEMBER 29, 1899.

NO. 39.

PACKET VS. LOOSE TEA.

BY A TEAMAN.

THE tea question to-day is one of paramount interest to the grocer, because of the revolution that has been and is taking place in the trade in Canada and the United States. We do not here refer to the ascendancy of Ceylon over Japan and all other teas, but to packet vs. bulk tea. While many have gone over to the packet, and are using all their energy to build up a trade in this form, others are wavering between it and loose tea. Then, again, a few others will not handle the packet at all, cherishing the hope that the tide will recede and leave them with a good bulk trade. These latter, to be sure, are few and composed mostly of the older generation of grocers. The question then is: "From which does the retail grocer get the most benefit, a loose tea trade or a packet trade?" The advocate of bulk tea will tell you that when you take hold of packet tea you lose your individuality. The advocate of packet will tell you that he is not in the business for "individuality," but to make money. The advocate of bulk will tell you that the profit is larger on bulk tea. The packet man will say that it is not, and that the packet tea shows the greatest profit, because it is an assured profit. That there is no loss in weight or in deterioration. And what is, perhaps, better, there is no bother in blending. More important still, it is not necessary to carry a heavy stock, which is continually losing its value.

Then, there is no responsibility. If the tea is not good the retailer is not blamed for it. And what is likely the most important feature of all is that there is no cutting in prices. The packet man will also tell you that if you want to see packet vs. loose tea, why look at the state of the Japan

trade to-day against the black tea trade! He says that Japan has not been sold in packets, and the result is that to-day there is no Japan tea sold higher than 25c., and a great deal of it is sold at 20c., netting the grocer about 2c. per lb. profit, whereas there is still a good trade in blacks at 40, 50 and 60c.

If it had not been for the introduction of the packet and the enormous advertising it received, the grocers would have continually been cutting prices of loose teas until the public would have been led to believe that there was nothing better to be had than 25c. tea. This is what they accomplished with the bulk teas of Japan, and the same thing would have been accomplished with black teas had it not been for the introduction of the packet, its regular prices and no cutting. The packet man will tell you that it is a great advantage to have stock on your shelves which you can always return to the man from whom you got it. This you can do with at least one well-known packet, and, as you have not to purchase large quantities, you need only a very small stock; in other words, it is practically sold before it has to be paid for; whereas it is a common thing in the bulk tea trade for the retailer to carry \$400 or \$500 worth of tea, all deteriorating in quality, all paid for, although he did get long terms when purchasing.

And then there is "mine ancient enemy" the tea peddler. The packet has struck the hardest of blows at his occupation. Where the consumer favors the packet he has no further use for the peddler, as he does not sell the packet; in fact, he cannot get it to sell (at least, not the well advertised ones), and so he cannot any longer fool the consumer, and, if his occupation is not already

gone, it is going rapidly since the introduction of the packet.

After all this is showered on one, he is half convinced that packet tea is to be altogether the tea of the future. Then it is time to inquire what the reason of this is, and a large handler of tea states that the real reason is simply that the wholesale bulk tea business is not done honestly; in other words, that any man who tells the truth will state plainly that he dare not buy the tea that he knows to be the best (in the cup) at a given price. For instance: Four teas are shown at 25c. per lb.; No. 1 is the best, No. 2 the second, and so on to the fourth. Now, he dare not buy No. 1 or No. 2; he buys the third or fourth, or the poorest of the four teas. Why? Because it is the best in style; nice black leaf, well rolled and with a nice golden tip; in other words, he buys what is known among the trade as a "flat-catcher." No. 1 is really the best in cup, but has poor style and is a tea that would be very hard to sell. If he buys it it is sure to be a stock-keeper. He, therefore, buys the tea that is poorest in the cup and gives samples to his travelers, who, perhaps, not being excellent judges, or, if they are, not having the time or the opportunities of putting it against other teas at the price, consider it good value, and they go out and tell their customers so.

Now, if the purchaser in the wholesale house, who is a good judge of tea and knows the market, did not know that when selling bulk tea his responsibility ceased as soon as he sold to the retailer, he would not have been inclined to buy this tea. He would rather have bought the one that was finest in cup. Therefore, the position of the packet tea man, who pays no attention whatever to style and everything to cup quality, is the one that is likely in the end to find favor with the tea drinker. And if with packet teas it is a case of the survival of the fittest, the grocer would do well to keep in the front rank of progress and not "lag superfluous on the stage."

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INDIAN

CURRIES

AND

MUTTONIES.

ICES

OF

KINDS.


RISING SUN
 IN
CAKES
 WELL KNOWN AND RELIABLE.


STOVE POLISH and **SUN PASTE**
STOVE POLISH
 IN **TINS**
 GUARANTEED TO THE TRADE

DURABLE AND ECONOMICAL
 3000 TONS SOLD YEARLY.


DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

The Rising Sun Stove Polish—and—The Sun Paste Stove Polish

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

A FORTUNE IN GOOD MANNERS.

ONE cannot but feel that God is a lover of dress. He has put robes of beauty and glory upon all his works. Every flower is dressed in richness; every field blushes beneath a mantle of beauty; every star is veiled in brightness; every bird is clothed in the habiliments of the most exquisite taste.

Yet, some fanatics will tell you that beauty is a sin, and that the loveliness and gorgeousness of nature are a consequence of the fall of man in Eden.

Some people look upon polished manners as a kind of affectation. They claim admiration for plain, solid, square, rugged characters. As well say they like square, plain, unornamented houses made from square blocks of stone. St. Peter's is none the less strong and solid because of its elegant columns and the magnificent sweep of its arches, its carved and fretted marbles of matchless hues. Why do not such people wear their diamonds in the rough? Why not take them as we must step on the scales of each person's opinion, and the loss or gain from our last weight is carefully noted. Each asks, "Is this person going up or down? Through how many grades has he passed?" For example, young Brown enters the drawing-room. All present weigh him in their judgment, and say, "This young man is gaining; he is more careful, thoughtful, polite, considerate, straightforward, truthful, industrious." Beside him stands young Jones. It is evident that he is losing ground rapidly. He is careless, indifferent, rough, profane, obscene, does not look you in the eye, is mean, small, stingy, snaps at the servants, yet is over-polite to strangers. And so we go through life, tagged with these invisible labels by all who know us. I sometimes think it would be a great advantage if one could read these ratings of his associates. We cannot long deceive the world, for that other self, who ever stands in the shadow of ourselves holding the scales of justice, that

telltale in the soul, rushes to the eye or into the manner and betrays us.

But manners, while they are the garb of the gentleman, do not constitute or finally determine his character. Mere politeness can never be a substitute for moral excellence, any more than the bark can take the place of the heart of the oak. It may well indicate the kind of wood below, but not always whether it be sound or decayed. Etiquette is but a substitute for good manners, and is often but their mere counterfeit.

Sincerity is the highest quality of good manners.

The following recipe is recommended to those who wish to acquire genuine good manners:

- Of Unselfishness, three drachms;
- Of the Tincture of Good Cheer, one ounce;
- Of the Essence of Heart's-Ease, three drachms;
- Of the Extract of the Rose of Sharon, four ounces;
- Of the Oil of Charity, three drachms, and no scruples;
- Of the Infusion of Common Sense and Tact, one ounce;
- Of the Spirit of Love, two ounces;
- The Mixture to be taken whenever there is the slightest symptom of selfishness, exclusiveness, meanness or I-am-better-than-you-ness.

Pattern after Him who gave the Golden Rule, and who was the first true gentleman that ever breathed.—Pushing to the Front.

SEEDED RAISINS.

The Griffin & Skelley Co. advise their customers that all seeded raisins handled by them this season will be packed under the "Forsyth Process," and all boxes will bear a license stamp pasted on them. As these license stamps will only appear on new crop raisins, buyers will thus be protected against old raisins newly seeded, but which have no keeping quality, and are made from sugary or wormy stock.

CEYLON TEA IN AMERICA.

The following appeared in a recent issue of The Overland Times, of Ceylon:

SIR,—I inclose a copy of a letter received from Mr. Mackenzie, re Ceylon tea in America, which may be of interest to your readers.

Yours faithfully,

(Signed)

W. D. GIBBON,

per H. W. GAVIN,

Acting Secretary, Planters' Association of Ceylon, Kandy, Aug. 17.

(Letter referred to.)

VANCOUVER HOTEL, VANCOUVER, July 10.

DEAR MR. MACKENZIE,—When last I had the pleasure of seeing you in my place, at 3 Great Tower street, we had some conversation in regard to your work in the States, about which I rather gathered you were inclined to be a little disheartened. At the time I had no real personal knowledge of the condition of the trade or its prospects, but I have since gone through it carefully and have visited the States from east to west, taking in New York, New England, Massachusetts, Pennsylvania, Michigan, Wisconsin, Missouri, Illinois, Minnesota, Dakota, Montana, Washington, Oregon and California, in all of which places I have visited the chief cities and discussed Ceylon and Indian prospects with the leading tea houses. I have come to the conclusion that you very much underestimated the result of your labors to me, for I am convinced the most heartbreaking portion of the difficulty (i.e., the initiation) of introducing Ceylon and Indian tea has been well overcome. I myself found no difficulty in getting Ceylon tea to drink in all the important hotels I stayed at in the big cities from Portland, Oregon, to Frisco, New York, Chicago, Boston—it was even announced in the bills of fare, that is the tea list was Oolong, Japan, English breakfast and Ceylon tea. No menu that I have seen had Indian tea on it. I am sure that all that now remains to be done is to be extravagant for about 12 months in your subsidies to the large American firms. They are immensely powerful both as to capital and to their facilities for pushing the business. I saw a letter of yours to Reid Murdock, of Chicago, and that is the stamp of firm I consider you would be wise in backing. The Arbuckles, Franklin McVeagh, Sprague, Warner, Reid Murdock, Chase & Sanborn, have and control, I believe, far more money than the whole of the London tea trade put together. An English firm can have a chance of competing successfully with the established grocery firms, for after all, credit is the chief facility required by the retailers. I am sailing to-day for Ceylon in the Empress boat.

(Signed)

ARTHUR LAMPARD.

Popular
Seller is

SHINON

We have No. 1, 2 and 3, Liquid Metal
No. 21 and 22, Paste Metal
No. 31, - Bar Polish
No. 41, - Silver and Glass

LUCAS, STEELE & BRISTOL, - - HAMILTON.

IN STORE

KUX JOY....

Pound Cartons, Amalias Currants in 36-lb. cases
(packed and cleaned in Greece).

Crosse & Blackwell's New Peels

Lemon, in 1-lb. Cartons. Orange, in 1-lb. Cartons.
Citron, in 1-lb. Cartons. Assorted, in 1-lb. Cartons.
Also in 7-lb. Tin and Wooden Boxes.

FINEST BOSNIA PRUNES—1 Car Just in Store.

JAMES TURNER & CO., - Hamilton.

All Right

for Hunting Parties

“REINDEER” BRAND

Condensed Milk; Coffee; Cocoa. Evaporated Cream.

Without Sugar.

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LAMPARD

New Season's Tea

Japan, Ceylon,
Assam and China

We are offering exceptional value in all lines. See our travellers or write us for samples.

T. Kinnear & Co.,

Wholesale Grocers,
49 Front St. East, Toronto.

A CASH SYSTEM ANNOUNCEMENT.

THE following circular was issued by a firm in South Portland, Me., that had decided to introduce the cash system :

On and after August 21, 1899, we shall discontinue our credit system and conduct our business only on a strictly cash basis.

We make this change only after careful thought. We will this year complete our thirteenth year of business in South Portland. During that time we have done a large credit business, and from the experience of those years we are firmly convinced that the credit system is an expensive way of doing business, both for the dealer and the customer. We have also learned by experience that it is often those in whom we have reason to place the most confidence, who prove unfaithful to their financial obligations to us, and, therefore, we can see no half-way method of giving credit. Explain it away as much as we please, the fact remains that the credit grocer is handicapped by long and poor accounts, so by selling for cash, and cash only, lower prices can be made than when credit is given, because business can be done at very much less expense, and the loss by bad bills eliminated.

We shall prove to you by prices quoted on and after August 21, that the little effort required to pay cash on delivery of goods will be more than made up to you in the saving by the change.

We have always conducted our business on a "strictly one price to all" basis, which, we believe, has been appreciated by the trade. Our prices have always been the lowest possible for a credit house to give, handling the highest grade of goods.

While we wish to collect in our outstanding accounts as soon as possible, we do not mean by this change to express any dissatisfaction over unsettled accounts due us, and shall exercise a reasonable amount of patience until you become accustomed to the change and see your way clear to meet your obligations.

We take this opportunity to thank you for your generous patronage in the past, and shall make every effort possible, not alone by reducing prices, but by courteous treatment and prompt attention, to merit a continuance and increase of the same.

Believing the cash system to be the more honest and equitable way of doing business, and hoping this may be accepted in the spirit in which it is given, we are,

Yours very respectfully.

WHERE WILL THE TEAS BE SOLD ?

The shutting out of inferior teas from this country has naturally led to a larger movement of low-grade leaf towards the British Isles, but most of it is prevented from entering by the Customs officials. Of late the Treasury has ordered greater vigilance to be exercised, at the request of members of the trade. It is reported that more inferior tea has been excluded during the past six months than during the previous four years. If the rejected tea is not destroyed at once it may be sent to some other country or treated with lime and assafoetida, preparatory to the extraction of the alkaloid, caffeine.—N.Y. Merchants' Review.

AN EVIL OF THE CREDIT SYSTEM.

One of the most annoying features of a credit business, when accounts are allowed to go beyond a safe point, is due to the practice of some debtors in transferring part of their patronage to another store, for fear that their account may grow still bigger and beyond their means to pay. These are the honest people, who mean to pay some time. A certain percentage of debtors, of course, will try to get out of paying anything.

But in the case of the honest debtors the creditor finds himself facing a situation in which his own leniency has forged a weapon to drive trade elsewhere, at least temporarily.

Verily, the only absolutely safe course is to sell only for cash.—N. Y. Merchants' Review.

SALMON OUTLOOK.

The following was taken from an exchange :

	Cases.
1897 Pack of world	3,100,000
1897 Consumption of world	2,500,000
1897 Carry over of world	600,000
1898 Pack of world	2,300,000
1898 Consumption of world	2,900,000
1899 Estimated pack of world	2,300,000
1899 Estimated shortage of world	600,000
1898 Increased consumption of world over season of '97	400,000



IMITATORS

of IMPERIAL CHEESE always copy our jar and label. In this they may be successful, but they can never imitate the cheese itself.

For this reason, Imperial Cheese is practically the only product of its kind on the market, and always will be, in spite of imitations which are sure to follow.

A. F. MacLAREN & CO., Toronto, Canada.

FRUITS

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers

TORONTO

DEFENCE OF THE TORONTO FAIR.

Editor CANADIAN GROCER, — In an editorial article contained in your issue of the 23rd inst., under the caption of "Fakes at the Toronto Industrial Exhibition," you make three assertions which have no foundation in fact, and which, I think, are calculated to materially injure the Exhibition. They are, (1) that the main building was overrun with "cheap Johns," having the right to sell cheap jewelry, potato peelers, peanuts, candy, etc.; (2) that on account of the number of these "cheap Johns" legitimate manufacturers could not get as much space as they required; and (3) that the number of these selling rights is yearly growing larger and keeping out legitimate exhibitors.

For the past seven years I have had the honor to be chairman of the main and music buildings, and if there is blame in this matter I must shoulder the responsibility. The fact is, however, that during the entire period I have steadily decreased the number of selling rights in these buildings, until at present there is not one selling right where there formerly was five. There were only 11 selling rights all told given in the main building this year, as against 19 last year, and in this are included the refreshment stands put in at the request of the ladies' committee. In the piano building, where last year there were nine selling rights, this year there was only one, and that a soda water fountain put in at the request of the exhibitors themselves.

It is absolutely untrue that manufacturers have been crowded out, or the space of those exhibiting curtailed by reason of these selling rights, for we have always made it a rule to sell to exhibitors first, without any regard, whatever, to the matter of selling rights. We do not pretend to give every exhibitor all the space they want. To do this would require a building several times as large as the one we are now compelled to use. We do, however, try to give them all that they can in fairness ask for, and all that we think

they can reasonably use. You know, Mr. Editor, that even in the newspaper business it is impossible to please everybody, and it is just the same in the Exhibition. The superintendent of the main and music buildings, Mr. Unitt (one of the most gentlemanly and obliging men alive), finds it difficult to suit every exhibitor. Some people practically want the earth, and it is impossible when there are several of such exhibitors to give them all the most prominent places, and a monopoly of space, although we try to do so.

In regard to the quality of the exhibits, opinions appear to differ. My duties oblige me annually to carefully inspect every exhibit in the buildings under my control, and, in my own opinion (which has been indorsed by many capable judges, who made a careful examination of them) the exhibits this year were fully equal, if not superior, to those of former years. On account of the unprecedented rush of business among our manufacturers, many of our usual exhibitors found it impossible to get goods enough together to make an exhibit at all. On the other hand, quite a number of manufacturers sent the goods they had made up specially for the coming World's Fair at Paris, France, and, as may be inferred, these were the best they could produce, and a credit to Canada or any other country.

Without taking up much more of your valuable space, I may say that it has always been the policy of the board of the Toronto Exhibition to give their exhibitors (whether manufacturers or others) all the space and facilities that they can fairly use.

I have never known of an exhibition that had not selling rights amongst its exhibits. I challenge an honest comparison as to the numbers of these, between the main and music buildings of the Toronto Exhibition and any other prominent exhibition in the world, not excepting the World's Fairs of Philadelphia and Chicago. In spite of all this, however, our policy, as previously stated, has always been to subordinate these

selling rights to the needs of actual exhibitors, and I am satisfied that it will so continue.

In my opinion, the crying need of our Canadian manufacturers at the Toronto Industrial Exhibition, is a new and thoroughly up-to-date main building, where their products can not only be properly exhibited, but properly seen and inspected in comfort by the visitors. The present main building, although quite good enough 21 years ago, is to-day away behind the age and ill suited either to protect valuable goods or show them to advantage. The addition of such a building to the equipment of the association would mark a new era in the growth of the Exhibition, and if influential journals like THE CANADIAN GROCER would aid in effecting this they would do the Exhibition more real good than by enlarging upon the faults that I have dealt with in this letter.

W. K. McNAUGHT.

COCOA IN THE UNITED KINGDOM

An English trade paper of a recent date has the following:

"In the year 1897-98 there was a very large rise in the imports of foreign manufactured cocoa—so large that we felt it our duty to direct the attention of British manufacturers to the question whether they, too, could not manage to hit a public taste which was evidently only waiting to be catered for. We are, therefore, very pleased to see the result which followed more careful attention to the manufacture of thin as distinct from thick cocoa, which is, no doubt, the root of the change. The manufacturers in the United Kingdom have looked to their laurels, have 'buckled to' with a will, and the result is that while last year our imports of raw cocoa showed an increase of 4,500,000 lb. the importation of foreign manufactured cocoa shows a decrease of 1,663,031 lb., plainly indicating that while the popular appreciation of cocoa is on the up-grade, British manufacturers are now reaping due benefit from it."

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HINTS TO BUYERS.

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.

WARREN BROS. & CO. have been appointed agents for Callard & Bowser's butter scotch and confectionery.

Laporte, Martin & Cie are receiving fine new Valencia raisins.

Howe, McIntyre & Co. are landing a shipment of "Oriole" soap.

S. H. Ewing & Sons are offering some good values in Rio coffees.

Malaga raisins are expected in a day or two, write Laporte, Martin & Cie.

Freed's tomato catsup, quarts, is in stock with The Eby, Blain Co., Limited.

T. Kinnear & Co. report that they have new season's Sultana raisins arriving this week.

Hudon, Hebert & Co. have just received a shipment of Macurquhart's Worcester sauce.

S. H. Ewing & Sons are landing a shipment of Japan teas, and are offering good values.

Crosse & Blackwell's new season's peels are to hand with The Eby, Blain Co., Limited.

Upton's jams, jellies and marmalade in

pails and glass may be procured from Lucas, Steele & Bristol.

Dearborn & Co., St. John, are landing, this week, a shipment of Macurquhart's Worcester sauce.

An importation of fine Maracaibo coffee has been passed into stock by The Eby, Blain Co., Limited.

Several cars of "Cakewalk," "Bargain" and "Tiger" molasses are just in store with Lucas, Steele & Bristol.

Laporte, Martin & Cie are expecting in a few days a consignment of new figs in boxes of different sizes, also in bags.

Forbes Bros. have just landed a shipment of Moir, Wilson & Co.'s kippered herring and herring in tomato sauce.

Lucas, Steele & Bristol are offering most attractive values in their spices and dressings, put up in pretty glass barrels.

Bauld, Gibson & Co., Halifax, have just landed a shipment of "Oriole" soap and an assortment of Lazenby's preparations.

T. Kinnear & Co. have in stock Canadian herring in tomato sauce and Canadian fresh herring in tins. The latter is a new line.

H. P. Eckardt & Co., have received a shipment of shelled walnuts. Quality is good, and price is low.

A. P. Tippet & Co., the agents for Macurquhart's Worcester sauce, report a large revival in the trade for this excellent article.

New Crosse & Blackwell peels are in stock with The Davidson & Hay, Limited.

C. E. Colson & Son are in receipt of the first shipment of Slade's butter-scotch for this season.

Buchanan's butter-scotch, in 1 lb. tins is in stock with The Davidson & Hay, Limited.

Swiss food, Fould's wheat germs, green nuts, farinosa, shredded wheat biscuit, etc., may be procured from Lucas, Steele & Bristol.

The Davidson & Hay, Limited, report arrival on Monday last of first shipment of new currants.

Laporte, Martin & Cie report heavy demand for their "Victoria" brand Japan tea. They are offering special inducements in all lines of teas.

The Davidson & Hay, Limited, have a car of Californian prunes, 70-80, 80-90 and 90-100's arriving this week.

PERSONAL MENTION.

Mr. Robert Greig, formerly of Montreal, has settled in Toronto, having just removed his family to that city. His office is in the Manchester building, No. 29 Melinda street, where he will carry on a brokerage and commission business. This item appeared last week, but the printer made the name read Grey instead of Greig.

Mr. Hennessy, lately of the Capston Co., of Collingwood, has joined Lucas, Steele & Bristol's staff. His many old friends in the northern country will gladly welcome him.

*Selected Quality.**Full Weight.***EVERY CAN GUARANTEED.**

New Fruits in Store

CURRANTS

Fine Filiatra, Casalina Patras, Fine Vostizza.

MALAGA RAISINS

Rein's London Layers, Black Basket Layers, Choice Clusters.

VALENCIA RAISINS

Fine Off-Stalk, Selected.

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

WHOLESALE GROCERS,
MANUFACTURERS, IMPORTERS OF TEAS.

TORONTO

LONDON RETAIL GROCERS.

THE ninth annual meeting of the London Retail Grocers' Association was held on September 19, with Mr. R.A. Jones, president, in the chair.

Mr. J. C. Trebilcock, on behalf of the excursion committee, reported that a full statement of receipts and disbursements had been made out, and, as chairman of the committee, he took pleasure in handing over to the treasurer of the association a cheque for \$73 52, balance on hand.

The excursion committee were tendered a hearty vote of thanks for the able manner in which they conducted the excursion. Everything was so well arranged that not a word of fault could be said by any person who took the trip. The excursion was a success financially, and a pleasant day's outing, which must be very gratifying to the committee and the members of the association generally.

The officers elected were :

President—T. A. Rowat.
Vice-President—J. C. Trebilcock.
Treasurer—W. H. Branton.
Secretary—E. Sutton.
Auditor—W. H. Ferguson.
Directors—George Loless, F. Robinson, N. M. Wood and D. Shoebottom.

Mr. T. A. Rowat thanked the members for the honorable position they had placed him in, and he hoped he would always have the hearty support of the officers and members of the association. This association had been a benefit to the trade from the time of its organization to the present, and he hoped the members would all join hands with the officers elected and make it still more beneficial. The several officers elected thanked the members for placing them in office, and hoped for a prosperous year for the association and the trade. It was suggested that a special meeting of the officers be called as soon as possible, and the president called a meeting for Monday evening, September 25.

The market committee reported progress on the application to the city council for space to stand grocers' horses and rigs on the market square during the time grocers are purchasing and loading market produce.

The supply of some lines of canned goods was reported to be limited, and quotations considerably in advance of last year. A half-hour's sociable chat brought a very pleasant meeting to a close.

CANADIAN PRODUCTS WANTED.

The following are among the inquiries received at the Canadian Government Office in London during the week ending 15th September :

A large firm of general importers and buying agents are open to take charge of consignments of wood pulp, and are desirous of corresponding with Canadian producers.

Manufacturers of cemented strapping for machinery, Welsh and English roller skins, laces and other leather goods, ask for names of Canadian houses to whom they can submit prices and samples.

The sole agency for consignments of first-class Canadian butter and cheese is desired by a gentleman with good connection among large supply stores.

A commission agent in Antwerp is desirous of taking up the agency for a few first-class canning and preserving companies.

Any information that can be supplied will be forwarded by THE CANADIAN GROCER to destination.

A full stock of codfish, cases, quintals, half-quintals, and boxes; boneless fish, Labrador and shore herring, has been received by The Eby, Blain Co., Limited.



PRIME QUALITY FRUIT
CARE IN HANDLING
CLEANLINESS IN THE MANUFACTURING PROCESS
NO ADULTERATION

All conduce to make

Upton's Marmalade, Jams and Jellies
Perfect Health Foods

WHICH IT WILL PAY YOU TO RECOMMEND TO YOUR CUSTOMERS.

Henry Wright & Co., - Toronto
Canadian Selling Agents,



Hudson's Soap

A FINE POWDER. IN PACKETS ONLY.
Will wash more clothes, and do more work in much less time than any other Soap.

SOAK YOUR CLOTHES
with HUDSON'S, and the Dirt will slip out with about half the usual labour.

R. S. HUDSON,
30 Front St., East,
TORONTO.

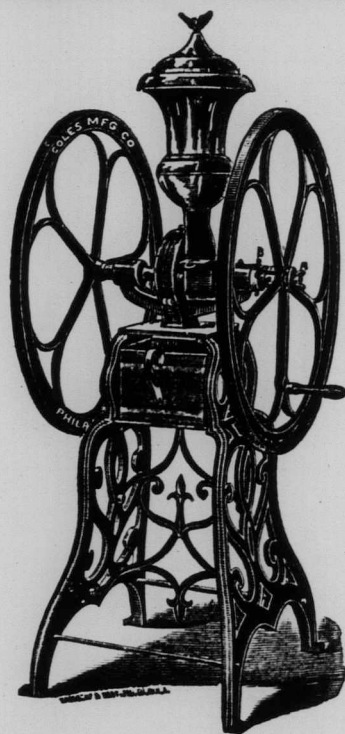
Used in all the "Happy Homes of England."

People are now back from the country.

"OZO"
TEA

Is being well advertised. The demand is increasing every day. Your stock is not perfect without it.

THE OZO CO., Limited
Tel. Main 2537. **MONTREAL**



Notice.

Having introduced ourselves, we now wish to make a few claims.

Your first consideration naturally is—to buy the best mill at the lowest price.

We Claim to have the easiest and quickest Grinders.

We Further Claim to have the most effective and accurate Adjustment.

We Again Claim that our Grinders will give you the longest service.

And for all this you pay nothing extra, even though we have patents on our mill.

No. 18
Agents: **TODHUNTER, MITCHELL & CO., Toronto.**
DEARBORN & CO., St. John, N. B.
FORBES BROS., Montreal.

Coles Manufacturing Co.
PHILADELPHIA, PENN'A.

Wool Soap

For Toilet and Bath

Pure, white Wool Soap is an ideal soap for the toilet and bath. It is high grade toilet soap at the laundry soap price.

Swift and Company, Makers, Chicago

Canadian Representatives:
W. T. Strong & Co., London. E. A. Richards & Co., Hamilton.



President, JOHN BAYNE MacLEAN, Montreal.
Treasurer, HUGH C. MacLEAN, Toronto.

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WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER

THE LACK OF THOROUGHNESS.

THE great need of to-day is thoroughness. Lack of it in the performance of duty begins with the clerk and stays with the employer.

Knowledge of duties which are to be performed is proportionate to the thoroughness which is exercised.

Doing a thing even within 1 per cent. of your best is not thoroughness; thoroughness is the exercising of the 100 per cent. of your ability.

It is a great temptation, in the hurry and bustle of life, to just stop short of doing your best, and console yourself with the thought: "Oh, that will do; no one will know the difference." But some one will know it. You know it. And there is no use the practice injures as much as it does you; for the oftener a man fails to do his very best the harder is it for him to do his best the next time he is called upon to do so.

The very foundation of success is thoroughness. Genius has no comparison to it.

Employers are to-day watching for men of thoroughness; customers are watching

for merchants of thoroughness. And success awaits all who practise it.

There is an old motto which we often forget, but which it would pay us all to remember, namely, "Whatever is worth doing at all is worth doing well."

DRIED FRUIT BUSINESS IN MONTREAL.

BUSINESS for importation in currants and Valencia raisins this fall has been disappointing in Montreal so far, contracts being light, the high prices ruling at primary points having checked the demand.

Within the past ten days, however, easier advices have been received from Denia on raisins, quoting a decline of 1s. to 1s. 6d. in the price of well-known brands, for shipment by second direct steamer to Montreal.

Layers are now quoted at equivalent to a laid-down price in Montreal of 6¼c. for layers, 5¼c. for selected, 5c. for fine off-stalk, and 4½c. for off-stalk.

The first direct steamer for Montreal sailed on September 18, and is expected to arrive between October 10 and 15. No definite details of her cargo have yet been received.

Cables from Patras on currants reported the market better, with an upward tendency, owing to an improved demand, and it is added that only smaller quantities are obtainable at the higher prices.

Other cables quoted a decline of 3d. in the price of Provincials and Filiatrias, but quoted higher grades steady.

THE HOP CROP.

From advices received by W. P. Downey, Montreal, it would appear that while the hop crop in the Eastern United States is only about two-thirds, the crop on the Pacific Coast and in continental Europe is so much larger than usual that prices will be kept at a reasonable figure.

The stock of yearling and older hops is now in small compass, and any deficiency in the crop this year would have been disastrous to consumers. The condition of affairs leads to the conviction that time will come when it would be wise to fill up any stocks and to keep a few over for the following year.

WHY ADVERTISING DID NOT PAY HIM.

ADVERTISING, to be successful, must be honest. And not a few who complain that advertising does not pay could, no doubt, trace the cause rather to their own untruthfulness than to the medium through which they make their announcement to the public.

Most people who are dishonest in their advertisements would, doubtless, scout the idea that they were. They would, perhaps, acknowledge that they exaggerated a little. And exaggeration, they fancy, is legitimate.

But to exaggerate is to lie, and to lie is to be dishonest.

A customer may not discover that the article advertised is only worth \$1 which the advertiser declared to be worth \$1.50, but would be sold for 75c. But there is a possibility that he will. And merchants cannot afford to run risks of this kind. Neither does it pay to fool people by resorting to the trick born of the department store, namely, to advertise that a certain line will be sold at a certain hour at a fabulously low figure, and then to declare it has been sold out when people flock to the store to buy it.

Dishonest advertising and successful advertising are not synonymous terms, as some seem to suppose. A large retail merchant in a certain Canadian city had this proved to him a year or two ago.

He was complaining to a friend of his who was engaged in the newspaper business that advertising did not pay. Being on intimate terms, the latter plainly told the former that advertising did not pay him because he frequently did not tell the truth in his announcements. "People," he said, "have come to your store time and again and found that the goods were either not as represented or had been sold."

The outcome of the conversation was that the newspaperman volunteered to write his friend's advertisements for a short time, in order to prove the correctness of his promise.

The merchant agreed. After a while people began to learn that the goods were as advertised. And the merchant in question no longer doubts the efficacy of advertising—that is honest advertising.

MR. TARTE'S EYES OPENED REGARDING THE ST. LAWRENCE.

THE Minister of Public Works evidently kept his eyes open when he was abroad recently, for he tells us that he has discovered that the buoys and lighthouses on the St. Lawrence are totally inadequate to make that route to the sea a safe one, particularly in comparison with the rivers and harbors he visited in Great Britain.

If there is anything done as a result of Hon. Mr. Tarte's seeing, the Dominion in general, and the St. Lawrence route in particular, will be the gainer, for it was no stretch of the imagination when the Minister intimated that the route in question is in an unsafe condition owing to a laxity of buoys and lighthouses.

What has become so evident to the Minister of Public Works has long been evident to a good many conversant with the St. Lawrence route, except seemingly Ministers of the Crown, who were, it is more than suspected, much more interested in the buoys and lighthouses that would guide them into ways and bye-ways which would perpetuate them in power. The marine insurance underwriters in Great Britain knew, however, and the high rates of insurance on steamers running to the St. Lawrence, as compared with those plying to United States ports, is the result of this knowledge.

With the public expenditure as large as it is, to urge the undertaking of that which would still further enlarge it is something that should only be done when circumstances urgently demand it.

THE CANADIAN GROCER is persuaded that an increase—and a large increase, too—in the buoys and lighthouses on the St. Lawrence is necessary, beyond all question, and, as this cannot be done without money, it does not hesitate to urge the Government to make the necessary expenditure.

The trouble is that, in our over-liberality in bonussing railways, we have to a large extent overlooked the safeguarding of such outlets to the sea as the St. Lawrence river and Gulf.

Now that we are reaping the whirlwind of this policy, we are becoming thoroughly awake. With this awakening there is a

desire to put our house—or, rather, our St. Lawrence route—in order, and thus bring about a removal of the discriminating marine insurance rates against Canadian ocean routes.

But we cannot secure this as long as we expect to secure a maximum of safety from a minimum of expenditure.

Before, however, undertaking the work it would, it seems to us, be best for the Government to appoint experts to thoroughly investigate, not only the St. Lawrence, but every other important Canadian exit to the Atlantic, and to formulate its policy upon their report. The question of extensive deckloads and lengthy delays to which steamers are put might also come in for a share of the attention of the commission.

And whatever is done should be done quickly.

CANADIAN BUTTER IN ENGLAND.

ACCORDING to late mail advices it is not yet certain that the drought of 1899 has broken up in Europe.

It is argued that the showers prevalent during the early part of September over Europe, are far too insignificant in character to supply the thirsty land with the immense amount of moisture necessary to restore it to a normal condition.

It is many years, in fact, since such unfavorable conditions for dairying existed as prevail at present all over the butter producing countries of Europe. These circumstances have an important bearing in relation to Canadian creamery, and it is satisfactory to note that our butter is increasing its hold on the British market. For instance, during the four weeks ending September 8, British imports of Canadian butter amounted to 58,648 cwt. This is an absolute record.

During August 61,000 cwt. were imported as against 15,700 cwt. for August last year, and 10,800 cwt. for the year previous. The high prices prevailing in the British market, which are higher than any year since 1882, are largely responsible for this enormous influx of Canadian butter into England, but the greatly improved quality of the Canadian product has also been no inconsiderable factor.

Values on choicest fresh-made Canadian creameries in England have ranged lately from 106s. to 110s. per cwt., and "Fine" 100s. to 104s.

Arrivals of Australian butter have already commenced, and weekly shipments from the Antipodes are due until about the middle of October, when the new season's spring grass butter will arrive. This butter has mostly gone into cold storage in Britain, but some of it has been sold at 103s. to 112s., according to brand.

Danish butter has ruled very high in price, the official quotation at Copenhagen having advanced to 108 kroner, as against 97 a month ago. Last year at the same time it was 15 kroner lower.

This great rise in value since the end of July has been due to the short European supply, caused by the hot, dry weather, which destroyed pastures in the west and northwest of Europe. Great Britain has been forced into increasing her imports from this continent by this condition, for during August she took from Canada and the United States 92,425 cwt., against 16,586 in August, last year. In the four weeks ending September 8, she took 90,591 cwt. from Canada and the United States, as against 113,948 from Denmark.

The bulk of her transatlantic receipts during the period named came from Canada; 61,000 coming from ourselves, and 29,591 from the States. The Canadian and American receipts in Britain, therefore, have nearly equalled Danish, and, if Canadian butter, having once gained this foothold, only maintains its high grade of quality, there is no reason that it should ever lose it again, but rather that it should be increased.

The manufacturing confectioners of the United States have formed a trust. The sweet thing!

WHOLESALE AND BROKER DIRECTORY.

One of the features of the coming special fall number of THE CANADIAN GROCER will be a directory of wholesale grocers and grocery brokers in Canada. Will all wholesale grocers and brokers, therefore, kindly send us at once their names and addresses, as we desire to make the list as complete as possible?

MR. McNAUGHT'S DEFENCE OF TORONTO FAIR.

In another column will be found a letter from Mr. W. K. McNaught, in reply to an article headed, "Fakes at the Toronto Industrial Exhibition," printed in our last issue.

We must congratulate Mr. McNaught upon the gentlemanly and dignified tone of his letter, but, in self defence, we cannot allow it to pass without some criticism.

What Mr. McNaught says in regard to the selling privileges in the main building we are quite prepared to accept. We are glad to know that he, as chairman of the building, has been instrumental in reducing the number of such selling privileges, and we presume that he would have still further reduced the number were it not that he could not resist the importuning of the ladies' committee. From the very fact that Mr. McNaught has so persistently set himself to the task of weeding out from the main building those who took space to sell and not to exhibit goods, he is obviously of the same mind as THE CANADIAN GROCER, and a good many people whose opinion it voices, that such things are foreign to the original intention of the Toronto Exhibition.

We think, however, that Mr. McNaught is a little hard on us when he declares the article in question made "assertions which have no foundation in fact," for we still persist, notwithstanding what he himself has tried to do as chairman of the building committee, that there is too much space given up to people whose purpose is not to exhibit, but to sell, and that goods which are commonly designated "Cheap John" goods. In this report we are not voicing our own opinion alone, but that of scores of people who visited the main building.

Mr. McNaught must not for one moment think we are blaming him personally for the condition of affairs in the main building. We are blaming no one. What we are blaming is the system that permits those "cheap John" affairs to have a place in the main building. We believe that Mr. McNaught, as chairman of the main building, is the right man in the right place, and we are more than ever confident of this after learning from his letter, published elsewhere, that he is engaged in the task of

weeding out the potato peelers, jewelry and other pedlars, and the restaurateurs. May he long be chairman of the main building!

It will be noticed that Mr. McNaught makes no remark whatever in regard to the gravest of all charges levied against the management of the Industrial Exhibition. We refer to the charge regarding the indecency, implied and real, which characterized, day by day, some of the side shows in the so-called Midway Plaisance.

Those who know Mr. McNaught, either personally or by repute, are perfectly aware that such shows would have rather his condemnation, than his approval. If, therefore, he did not think it politic to commend our remarks in this respect, we do not think he should, in the beginning of his letter, have declared that our assertions had "no foundation in fact."

CHEESE AGAIN DEARER.

As anticipated in these columns two weeks ago, the slump in the price of cheese, which was then noted, proved to be but a temporary depression, as THE CANADIAN GROCER at the time intimated was possible.

Since that time, the market has steadily strengthened, until now the ruling figure for September cheese at country boards is 11 3/4 c., just 1/4 c. lower than the remarkably high notch of three weeks ago. This figure has been maintained all week.

The erratic manner in which prices have risen and fallen at country boards shows that there is more than ordinary market conditions at work. In the past month prices have risen from 10 3/4 to 12c.; slumped back to 10 3/4 c., and advanced again to 11 3/4 c. In this time there has been no change in the market conditions that might be considered as remarkable, or that warrant such changes in values. The natural inference is that the large dealers of cheese are manipulating prices to help swell their profits for the year.

While the market conditions warrant 11 3/4 to 12c. for good September cheese, concerted action on the part of buyers may result, as it has resulted, in a short panic, when the operators can secure supplies at from 11 to 11 1/4 c. Such a panic would naturally be

followed by a strengthened feeling, which, sending prices on country boards up again to 11 3/4 or 12c., would help the operators to sell at the top figure, thus netting for them the extra 3/4 c.

INFERIOR DAIRY BUTTER.

The receipts of dairy butter at Toronto at present include altogether too much stock that shows signs of being held in cellars or storehouses. It is off color, and has to be sold or held, as inferior stock.

It has frequently been emphasized that the market conditions are not such that it can prove profitable to hold butter in storage in the hope of a material advance.

In the past six weeks there has been an advance of 2c. in the price of dairy butter. This is as much as could possibly be expected.

Merchants who have held butter, which a month or so ago would have received the top figure, have to accept from 3 to 4c. less than the high prices now ruling, on account of deterioration in quality. This means that, besides the capital locked up in butter that has been thus held, the merchant loses 1 to 2c. on every pound of butter he now sends into market that has been held in cellars for a month or six weeks, and that has lost in quality while so held.

THE INDIAN TEA CROP.

The total season's crop of Indian tea is now estimated at 163,000,000 lb. The actual crop of last season was 154,000,000 lb. It is estimated that 135,000,000 lb. will be shipped to the United Kingdom, against 135,400,000 lb. last year.

A HELP FOR WINDOW-DRESSERS.

During the summer season the grocer finds it difficult to make his window displays attractive; in fact, many of them make no attempt at it. Flies and the extreme heat render it impossible to show fancy shelf goods without loss. But now, as the cooler season is here, the wide-awake merchant will take advantage of it and use his show-windows to the best advantage. Most window-trimmers are often puzzled to know what kind of a display to make for a change, for, unless a window has some artistic or some mechanical design that will make the people stop and look, the time expended is wasted, as the busy public will pass them by unnoticed.

A little book has been gotten up by American experts and published in New York City, which contains 52 new designs for window dressing. We think it would be a great help to the clerk or merchant who takes an interest in his show-windows and uses them to attract trade to the store.

S. H. Carson, of Victoria, has the agency for their book for Canada.

"Save Your Ammunition" ---

Don't worry over yesterday. It's gone. If you don't think so, just reach out for it, and try and find it. Never mind the past, grasp present opportunities.

"SALADA"

CEYLON TEA

is every grocer's opportunity—Thousands are benefiting by grasping readily.

Toronto. Montreal. Boston. Buffalo. Detroit. Pittsburgh. Cleveland.

HAVING just closed a year's contract with Mr. A. Landau, the leading manufacturer of Jahore and Singapore, for exclusive sale of his

CANNED PINE APPLE

I am open to quote bottom prices for import orders. As a result of trial orders, I have sold in the last few days **12,000 TINS.** Correspondence solicited.

George Carter, East India Importer, Victoria, B.C.
N.B.—B. C. Trade supplied through wholesale houses.

PERSONS addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Seeded Raisins

Freshly done after you send in your order.

Quality guaranteed second to none.
Write for quotations to

The Acme Fruit Cleaning Co.

128 Queen Street, MONTREAL.

THE COWAN RAMSAY CO., LIMITED
IMPORTERS OF TEAS

RED CROSS TEA

in lead packets, and

CLUBHOUSE

in 2 lb. Cartons, 50 and 100-lb. Tins.

These brands are registered, and the quality guaranteed by us.

SEE OUR
BANNER
WASHBOARD
for the best 25 cent line made.
WALTER WOODS & CO.
HAMILTON

HORSE HAIR.

Have you any? We buy it

GEO. ROSSITER & SONS

10-14 Pape Avenue TORONTO



HORSE-SHOE SALMON

Is packed ONLY from the finest

Fraser River Sockeye Salmon.

For twenty years the leading brand on the Canadian Market.

It pays to buy the best.

For Sale by all Wholesale Grocers throughout the Dominion.

GRAND MOGUL CEYLON TEA

"Is Pure Tea"

THE STANDARD OF ALL PACKAGE TEAS.

Many aim so high, but few attain.

T. B. ESCOTT & CO.,

Tea Importers,
Wholesale Grocers
and Manufacturers,

London, Ont.

MARKETS AND MARKET NOTES.

GROCERY QUOTATIONS BY WIRE.

Should readers of this journal desire to secure between regular issues, the quotations on any staple line, they will, on application, be furnished by return mail or by telegraph; if by the latter method, at the cost of the person seeking the information.

ONTARIO MARKETS.

TORONTO, September 28, 1899.

GROCERIES.

TRADE continues in a satisfactory condition for this time of the year. New seasonable goods are gradually arriving on the market. The first shipment of new currants arrived on Saturday last. It was a small one, however, and came via Liverpool. Another shipment of Valencia raisins, this time via Liverpool, is expected within a few days. The sugar market is easy, and the demand is not as brisk as it was. Molasses and syrups are meeting with a fairly good demand. Teas are steady to firm in price, and wholesalers are experiencing a fairly good trade. There has been no apparent change in the canned goods situation, business still being quiet and prices firm. Further shipments of candied peels have arrived during the week.

CANNED GOODS.

There has been no apparent change during the week. The market is now in a waiting condition, and as the demand is almost nil, there is no need of hurry. Corn continues to be the strongest feature of the market. A transaction is reported at 90c. f.o.b. factory. One factory would sell at 95c., delivered, but a wholesaler informed THE CANADIAN GROCER that he could buy at slightly lower figures than those named. Very few packers, however, are offering corn, or, in fact, anything else for that matter. We hear of no tomatoes being quoted by wholesalers this week at 80c., the ruling quotation being 85c., either for old or new pack. New season's pack is now being delivered to the wholesale trade. Last year delivery was guaranteed as early as September 1. Canned salmon is quiet and steady, although a little uncertainty obtains as to the future of the market. New pack salmon is arriving this week. Ruling quotations to the retail trade are: Fraser River fish, \$1.35 to \$1.40; northern pack, \$1.25 to \$1.30; cohoes, \$1.05 to \$1.10.

COFFEES.

The coffee market is characterized by a steady undertone, particularly in regard to

Brazilian kinds. Locally, there is a fair demand for green coffees at unchanged prices.

SUGARS.

The European and United States markets have been unsettled during the past week, and prices have ruled lower on both beet and cane sugar. In Canada, the demand has fallen off during the week, although there is still a fair trade being done for this time of the year. One of the refineries, the St. Lawrence, reduced its prices 5c. per 100 lb. on Tuesday, but, up to the time of writing, the other refineries had not followed. It is most likely, however, that they will, unless the outside markets take a turn for the better. In the meantime, however, prices remain the same as they were last week.

SYRUPS AND MOLASSES.

There is a good demand for molasses this week, and syrups, both corn and sugar, are selling fairly well. There are some United States offerings, but they cost too high.

NUTS.

The feature of the nut market is an advance of 10s. per sack, or equal to 1¼c.

See pages 29 and 30 for Toronto, Montreal, St. John, and Winnipeg prices current.

per lb. in the price of filberts. The advance is due to the short crop, and the laid-down cost of carload lots is now about 9c. per lb.

TEAS.

The tea markets continue to rule steady to firm. Indian and Ceylon teas advanced another ¼d. at last week's auction in London, and advices indicate a strong market in Colombo and Calcutta. On the local market there are very few desirable teas to be had. It is practically impossible to get teas on spot under 14c. per lb. The market for Japan teas rules steady. There have been some more transactions in old teas at about 11c., but these are gradually getting out of first hands. China green teas continue firm.

Gow, Wilson & Stanton's tea report on Indian and Ceylon teas, under date of September 15, says: "So much of the accumulation in importers' hands has now been disposed of that the market may be considered to have almost regained its normal condition. Dealers' stocks were so much

reduced by the long cessation of auctions that the resulting demand has now proved sufficient to cause an advance from recent low prices. A strong inquiry for low-priced teas has also been noticeable during the past week, indicating a shortage of this grade in buyers' hands. As recent advices from India and Ceylon point to only moderate supplies coming forward, prospects seem to favor a good market, which should be maintained through the aid of the regulating committee, by bringing easily working quantities to auction."

FOREIGN DRIED FRUITS.

CURRENTS—The first shipment of new season's currants arrived on Saturday last. They came via Liverpool. The quality is good and rather above the average. The first direct shipment, ex ss. Escalona, is expected to arrive about the second week in October. The small shipment which arrived on Saturday cost high. The finest Vostizzas are going out to the retail trade at 7½c. per lb. To arrive 6½c. per lb. is being quoted for choice Patras, and for Vostizzas 7 to 7½c. per lb.

VALENCIA RAISINS—Although the primary market continues to fluctuate with narrow ranges, advices from reliable shippers seem to indicate that anything in the shape of low prices is not to be expected this season, the crop being distinctly smaller than last year, while the demand from all parts of the world is good. The chief difficulty in Spain has been to get the farmers to sell at prices which the exporters are prepared to pay. A second shipment via Liverpool and Montreal is expected to arrive at the end of this week. Prices will probably rule about ¼c. per lb. lower than first shipment.

SULTANA RAISINS—The few new Sultana raisins there are on the market are selling at 12 to 13c. for good to fine fruit. For arrival by the first direct steamer 10 to 12c. per lb. is quoted.

CANDIED PEELS—Further shipments of peels are being taken into stock, but there is not much being done yet. We quote: Lemon, 11 to 12c. per lb.; orange, 12 to 13c.; citron, 15½ to 17c., according to quality.

CALIFORNIAN EVAPORATED FRUITS—A telegram received in Toronto on Tuesday announced an advance of ½c. per lb. in the price of Californian peaches on the Coast. The wholesale trade is quoting to the retail trade at 9½ to 10½c. in bags to arrive. Apricots continue firm, and will cost the retail trade about 15 to 20c. per lb.

A READY SELLER---A STEADY SELLER.

Surprise Soap

HAS NO EQUAL.

BRANCHES—
MONTREAL: Board of Trade Building.
TORONTO: Henry Wright & Co., 51 Colborne St.
WINNIPEG: E. W. Ashley.
VANCOUVER: 430 Cordova St.
ST. JOHN'S, NEWFOUNDLAND.

Manufactured by
THE ST. CROIX SOAP MFG. CO.
ST. STEPHEN, N.B.

GREEN FRUITS.

A few Sorrento and Maori lemons are offering on the market at \$6.50 to \$7 per box. The boxes are all 300's, but the \$7 box is full of much larger fruit. A few old Messinas are left on the market at \$3.25 to \$3.50 for open boxes. Boxes packed for outside delivery would cost \$4. Cape Cod cranberries are also in. They are selling at \$8 per bbl. or \$3 per case. These are of excellent quality. Some Canadian berries of fair quality are offering at 60c. per 8-quart basket. Winter apples are stiffening, now being quoted at \$2.50 to \$3. Spanish onions are steady in price and in good demand at \$1.25 per case. Tomatoes are still offering liberally, but the demand is steadily quieting down. They are now quoted at 20 to 25c., a decline of 5c. Bartlett pears are in good demand at 75 to 85c. Other varieties sell fairly well at 50 to 60c. The quality of peaches now offering is inferior to that of former weeks, and prices have fallen to 50 to 85c. There is a good offering and as good a demand for grapes, which are steady at 15 to 20c. per 10-lb. basket.

COUNTRY PRODUCE.

EGGS—Receipts are moderate, and holders are firm in requiring 13c. at outside points for strictly fresh. Dealers here are selling these eggs at 15c., giving a very small margin. They claim the price should be 15½c. to 16c., and will put it there if possible. Held eggs are selling all the way from 10c to 14c., according to quality.

BEANS—Old beans are moving fairly well at \$1 to \$1.10 per bushel for hand-picked, and 85c. to 90c. for primes. None of the new crop is yet offering.

HONEY—Conditions are unchanged, prices keeping high on account of the scarcity. The demand is good. We quote: Clover extracted, 9 to 10c. per lb., according to package; Clover comb No. 1, \$2 per doz.; No. 2, \$1.65 per doz.; No. 3, \$1.50 per doz.

EVAPORATED APPLES—Some new stock is beginning to arrive. The demand is good at 8½c. per lb. in a jobbing way as an opening price. It is generally expected that prices will be well maintained this season, as a good price is being paid for apples at the orchards. The opening price with jobbers last season was 8c., but this was followed by an advance of 1c. very shortly.

VEGETABLES—Fall apples are 50c. cheaper, and squash have declined 25 to 50c. There is a good demand for all other vegetables and prices are firm throughout. We quote as follows: Cabbage, 50 to 75c. per doz.; red cabbage, 30 to 50c. per doz.; cauliflowers, \$1 to \$1.25 per doz.; celery, 40 to 75c. per doz.; parsley, 10 to 15c. per doz.; pickling cucumbers, 20 to 40c. per hundred; muskmelons, 30 to 50c. per doz.; native watermelons, 50 to 75c.; onions, 60 to 75c. per bush.; green beans, 30 to 50c. per basket; fall apples, \$1.75 to \$2 per bbl.; squash, 75c. to \$1 per doz.; vegetable marrow, 40 to 60c. per doz.

BUTTER AND CHEESE.

BUTTER—Much of the dairy butter now coming in is inferior. It is off color, giving evidence of having been held for some time. The result is that first-class dairy is in brisk demand, but inferior stuff is not sold so readily, even at the reduced prices.

Creamery is steady at unchanged prices, the export demand taking all surplus stock. Choice dairy tubs are quoted at 18c., and dairy prints at 18½ to 19c. Creamery is worth 21 to 22c. for tubs and boxes and 22 to 23c. for prints.

CHEESE—The market is again showing a strongly bullish tendency. From 11½ to 11¾c. is freely bid at country boards for August and September makes. While many sales are made at these figures, almost as many factorymen are refusing them. Early makes are selling locally in a jobbing way at 11½ to 12c.

FISH AND OYSTERS.

Trout is more plentiful this week, and the market consequently is easier. On account of the cold weather oysters are extremely scarce. Many packers have been unable to fill orders, some only being able to fill about half of them. Finnan haddie is offering at 7½ to 8c. per lb. Ciscoes are in at \$1.25 per basket. We quote as follows: Trout, 7 to 7½c.; whitefish, 9c.; pickerel, 7½c.; herrings, 4c.; halibut, 12½c.; western salmon, 12½ to 15c.; steak cod, 7c.; haddock, 5c.; finnan haddies, 7½ to 8c.; cod in 1-lb. blocks, 6½ to 7c. per lb.; boneless fish, 4 to 4½c. per lb.; boneless fish in 1-lb. blocks, 5½ to 6c.; ciscoes, \$1.25 per basket. Oysters, Booth's standards, \$1.35; selects, \$1.75; other brands, \$1.25 per gal.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—The feeling is stronger, and an advance of 1c. is shown in wheat. At outside points, 68 to 69c. is paid for red and white. The deliveries are fairly active. There is a moderate movement on the local street market. No peas or rye are offering.

Corona Golden Figs

are choice eating and cooking Figs. Put up in
1-LB. CAKES—each wrapped and packed in
special Caddies, containing 4-doz. cakes.

◆ Cost you 7½c. and sell from 10c. to 15c. No
◆ scraping goods out of bags or mats; no dust and
◆ dirt nor loss of weight, time and custom, but

CHOICE GOODS THAT SELL AT SIGHT.

Half size sample mailed on receipt of 5c. in stamps; or, to meet numerous requests, we will on receipt of value (\$3.60) ship and prepay freight on 1 caddy to any part of Ontario. State name of your wholesaler in ordering.

W. B. BAYLEY & CO., Ontario Agents, 59-63 Front St. East, TORONTO

Pearl Snaps.

A barrel of Fancy, Sweet Biscuits to retail at 25c. Crisp, tender, and delicious. Perfect for picnics, unequalled for general use.

Put up in moisture-proof barrel package.

Biscuit Manufacturers

J. McLAUCHLAN & SONS,

OWEN SOUND.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

CANADIAN

Manufacturers and Shippers who are not represented in

WINNIPEG

Will do well to correspond with me.

E. NICHOLSON

124 Princess Street, Winnipeg, Man
Successor to W. F. Henderson & Co.

Wholesale Commission Merchants and Brokers.

Established 1882. 16 years' experience.

**POULTRY, HONEY,
BUTTER, EGGS,
and DRIED APPLES.**

Consignments Solicited.
Prompt Returns.

The Wm. Ryan Co.,
... Limited.
70 and 72 Front St. E., Toronto.

CONSIGN

Your

For
Quick
Sales
and
Prompt
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Poultry
Butter
Eggs
Honey
D. Apples
Etc.

References:
Ontario
Bank,
Toronto.

To **J. H. SKEANS & CO.**
Wholesale Commission
88 Front East, ... TORONTO

Clemes Bros.

51 Front St. East
TORONTO.

**Fruit Commission
Merchants.**

Prices are well maintained. We quote this market as follows: Wheat, white and red, 69½ to 70c.; goose, 74½ to 75c.; peas, 62c.; oats, 30 to 31c.; barley, 44 to 46c.; rye, 53½c.; No. 1 hard Manitoba wheat, is firmer at 78c. Toronto and West.

FLOUR—Ontario grades keep firm, and have a steadying influence on Manitoba grades, which are inclined to be easy, because of the increased production. Prices are unchanged. We quote as follows: Manitoba patents, \$3.90; Manitoba strong bakers', \$3.60; Ontario patents, \$3.70; straight roller, \$3.35, Toronto freights.

BREAKFAST FOODS—There is no change. A good movement is reported, with prices stiff. We quote: Standard oatmeal and rolled oats, \$3.50 in bags and \$3.60 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$4; pot barley, \$4.

SEEDS.

The scarcity of alsike is keeping the demand for this seed quite brisk, and buyers are paying from \$4 to \$6 per bush., according to quality, at outside points, and even more than this for extra fine samples. A little timothy is still moving, dealers paying \$1 to \$1.25 for good to choice machine-threshed seed, and 25c. more for fancy samples.

HIDES, SKINS AND WOOL.

HIDES Conditions are unchanged. A good demand keeps prices stiff. We quote: Cowhides, No. 1, 8½c.; No. 2, 7½c.; No. 3, 6¼c. Steer hides are worth ½c. more. Cured hides are worth 9c.

SKINS—The price of sheep and lambskins continues to rise, the advance being 5c. We quote: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 7c.; dekins, from 30 to 35c.; culls, 15 to 20c. Sheep and lambskins are selling at 60c.

WOOL—A better feeling is noted. A fair demand from manufacturers is noted, but the general movement is light. We quote: clothing wool, 16c.; combing fleece, 14 to 14½c.; unwashed, 9 to 10c.

SALT.

A steady business is reported, with prices unaltered. We quote at Toronto: Canadian salt, carload lots, \$1 per bbl., and 65c. per sack of 200 lb.; less than carload lots, \$1.05 per bbl., and 70c. per sack. At the wells, we quote f.o.b. barrels, 70c.; sacks of 200 lb., 45c. English coarse salt 47 to 49c. Toronto per sack of 154 lb.

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

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

SMOKED MEATS

QUALITY COUNTS.

The **MAPLE LEAF** Brand combines all the qualities demanded by the highest class trade.

There is nothing better. If you are not already a customer of ours a sample order will convince you.

D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants

76-78-80 Front St. E. - - - TORONTO.

Curers of the **MAPLE LEAF** Brand Smoked Meats and Pure Lard.

Established 1892.

Rutherford, Marshall & Co.

68 Front Street East, Toronto.

Exporters of

POULTRY

BUTTER, CHEESE,
EGGS, HONEY, DRIED
AND GREEN APPLES.

We buy outright, or receive on consignment, all kinds of Produce. Correspondence solicited. References—Mercantile agencies or Canadian Bank of Commerce.

In Baking Powder

THREE STANDARDS ARE:

WHITE SWAN

1-lb. Tin, 25c.

ROYAL CANADIAN

1-lb. Tin, 15c.

QUEEN'S FAVORITE

1-lb. Tin, 10c.

Supplied through the trade.

SMITH & SCOTT, Mfrs.

TORONTO

COWAN'S

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers.

THE COWAN CO., LIMITED, TORONTO

Teas "fragrant", "delicious", "perfect" and "best" are now as plentiful as gold mines, but customers only smile and say - "Give us Blue Ribbon Ceylon" - Blue Ribbon Tea Co. - 42 Scott St. Toronto.

MARKET NOTES.

Californian evaporated peaches are wired $\frac{1}{2}$ c. per lb. dearer.

New season's Fraser river canned salmon is on the local market.

Evaporated apples are beginning to move in a jobbing way at $8\frac{1}{2}$ c. per lb.

Cheese is selling at $11\frac{3}{4}$ c. at country board, an advance of $\frac{1}{2}$ c. in the week.

The St. Lawrence Sugar Refinery has reduced its price of granulated sugar 5c. per 100 lb.

Trout is more plentiful, and is 7 to $7\frac{1}{2}$ c., a decline of $\frac{1}{2}$ c. Ciscoes are offering at \$1.25 per basket, finnan haddies at $7\frac{1}{2}$ to 8c.

Sorrento and Maori lemons are offering at \$6.50 to \$7 per box. Cape Cod cranberries can now be had for \$8 per bbl. or \$3 per case.

W. Rogers & Co., of Denia, Spain, are showing, through their agents, Watt & Scott, finest Valencia raisins put up in $2\frac{1}{4}$ -lb. cardboard cartons with fancy embroidered papers, 50 cartons to the case.

QUEBEC MARKETS.

MONTREAL, September 28, 1899.

GROCERIES.

THE movement in general groceries has been a fairly good one. Sugars have shown no response here to the decline in New York prices, ruling steady, but the demand is moderate. Syrups and molasses are quiet. Advices on Valencia raisins are rather lower, while currants at primary points are firmer in tone. Business for importation, however, in both lines has been disappointing, the high prices checking trade. Canned goods are steady, and the firm tendency abroad on rice continues. Coffee rules steady, and there has been some inquiry in regard to black tea, but little new business has yet resulted therefrom.

SUGAR.

The decline in New York in the price of refined has not affected prices here in any way, values on the refined article ruling steady as last quoted, at \$4.65 for granulated, \$3.75 to \$4.25 for yellows, according to grade. Demand is fair for the season and stocks are small. In raws, the situation has been easy abroad, on the whole. London cables this week state that the tone for beet is rather weak, with the present position $\frac{3}{4}$ d. lower, and quoted at 9s. $6\frac{3}{4}$ d., but October was unchanged, and quoted at 9s. $6\frac{3}{4}$ d. Cane was quiet, and $1\frac{3}{4}$ d. lower for Java, which was quoted at 11s. $10\frac{1}{2}$ d., and fair refining was quoted at 11s. In New York, raw was also dull and easier; fair refining, 3 13-16c.; centrifugal, 96 test, 4 5-16c., and molasses sugar, 3 9-16c.

SYRUPS.

Trade in this line continues exceedingly quiet, and the market is entirely without feature, values being nominally quoted at $1\frac{3}{4}$ to $2\frac{1}{4}$ c. per lb., as to grade.

MOLASSES.

This staple stands in precisely the same position as it occupied last week. Demand is still limited in its nature, as the distributing trade has not yet set in to any extent, while there is little inquiry for round lots. Prices remain at 35c. for carlots and 36c. for single puncheons, while round lots are obtainable from first hands at $32\frac{1}{2}$ to 33c.

DRIED FRUITS.

According to recent cable advices, an easier feeling has developed in Valencia raisins, Denia reports noting a decline of 1s. to 1s. 6d. in the price of well-known brands, and prices are now quoted the equivalent of $6\frac{1}{4}$ c. for layers, $5\frac{3}{4}$ c. for selected, 5c. for fine off-stalk, and $4\frac{1}{2}$ c. for off-stalk laid down in Montreal.

Advices from Patras on currants reported the market better with an upward tendency, owing to an improved demand, and only

small quantities are obtainable. Demand for staple dried fruit for importation has been backward on account of the high prices ruling.

CANNED GOODS.

Business in canned goods has continued quiet, but the tone of the market is firm, and prices are firmly held here as a rule. Corn on spot is quoted at 90c. to $92\frac{1}{2}$ c., and tomatoes at $77\frac{1}{2}$ c. per dozen.

RICE.

The firm tendency of the rice market continues abroad, and the fact is reflected on the spot market. A fairly active trade is noted, demand being of a steady character.

COFFEES.

There is a quiet, but steady tone to the coffee market, the only business of importance consisting of a few lots of Maracaibos around $8\frac{1}{2}$ c., and prices run upwards to 12c., according to grade. Rio is steady at 7 to 10c., and Santos at the same range. Mocha and Java beans are quoted at 20c. upwards, as to grade.

SPICES.

There has been little change in this market. Pimento is quiet and about steady at the recent decline, while pepper rules firm. Tapioca is cabled at 16s. 9d. for prompt shipment from London, which is equal to about $4\frac{3}{4}$ c., laid down here.

TEAS.

The tea market has not furnished any striking change during the week. Some inquiry has been experienced for black teas, especially Indians and Ceylons, which are strong in tone, but little or no new business resulted. A few small lots of Congous have changed hands at $12\frac{1}{2}$ c., and some sales of Japans are noted at $12\frac{1}{4}$ c. for old crop. Cables state that Japans are $\frac{1}{2}$ c. up. In green teas some Pingsueys have sold at 13 to $15\frac{1}{2}$ c., as to grade, the inside for common stock.

Evaporated and Dried Apples

Highest cash prices paid. Offers and correspondence invited. Largest dealers.

Michael Doyle & Co., Rochester, N.Y., U.S.A.



Dewar's Famous Scotch

Can be had from

Geo. J. Foy
Perkins, Ince & Co.

R. H. Howard & Co.
Adams & Burns

Toronto.

James Turner & Co., Hamilton, and all first-class houses.

Rowntree's

Rowntree & Co., Limited, of York, England, desire to call the attention of the Canadian trade to their well-known preparations, viz.:

Rowntree's
ELECT Lemonade

A new Lemonade (in essence), of great purity and delicate flavour. This deliciously refreshing beverage for the hot season has attained immediate popularity in the Old Country, not only because of its superior qualities; but by reason of its great economy in use.

Rowntree's
ELECT Cocoa

A delicious, highly-nourishing, and thoroughly digestible Cocoa, so economical in use that 120 breakfast cups can be filled from a 1-lb. tin.

ROWNTREE'S CHOCOLATES AND CONFECTIONERY.

Of world-wide fame for delicacy of make. Chocolate creams of all varieties. Rowntree & Co., Limited, are the largest manufacturers of Gum Confectionery in the world, their large Yorkshire Factories employing over 1,500 hands.

Agent for Canada

CHAS. GYDE,

20 St. Francois Xavier Street, MONTREAL.

THREE MERITS OF



FIRST, THE QUALITY IS REGULAR.—Not only best, but "regular." Please note. This is as important as excellence. Good Tea of regular quality which does not vary is a delightful beverage and it can always be relied on.

SECOND, THE DESCRIPTIONS ARE TRUE.—There is as much variety in Tea as in Wine. Every lady who buys Tea desires to know the truth about her purchases. Full reliance can be placed on the description of the various qualities in their Price List.

THIRD, THE PRICES ARE POPULAR.—A fair price for a good article is a wise principle. Unfair prices, whether too high or too low, mean robbery. The prices of **TOWER TEA** are based on the cost of production and distribution. Therefore these prices are popular.

CANADIAN REPRESENTATIVE - -

H. B. HUNGERFORD,

318, 320, 322 St. Paul Street, MONTREAL.

GREEN FRUITS.

It has been another busy week in the green fruit trade, as a result of heavy receipts and an active consumptive demand, which has led to a well cleared up market. Early fall apples meet a fair demand at \$1.75 to \$2, while \$2.25 to \$3 is asked for late fall. Receipts have not been large so far and demand has been good. Canadian pears are scarce, with a good inquiry at \$4 to \$6 per bbl. and 35c. to 75c. per basket. There has been a light supply of Canadian peaches and prices were steady at 75c. to \$1.25. Canadian plums are about off the market. Receipts of grapes have been ample, but demand was good, so that supplies did not accumulate. Red sold at 20 to 25c, white 8 to 22½c., and blue 15 to 18c. per basket. Supplies of bananas have been in excess of the demand, prices ranging from 10c. to \$1.40 per bunch, as to quality. First arrivals of new Jamaica oranges are now on the market, and are moving well at \$8 to \$8.50 per bbl. New lemons are steady at \$4.25 to \$4.50 per box. Receipts of Californian fruits have been light in comparison with last season and prices are steady at \$1.25 to \$1.50 for peaches, \$3.45 for plums and \$2.50 to \$3 per box for pears.

COUNTRY PRODUCE.

EGGS—There was a good demand, and trade was active at firm prices. We quote :

Choice candled stock, 16½ to 17c.; straight lots, 14½ to 15c.; No. 2, 12 to 13c., and culls, 9 to 10c. per dozen.

MAPLE PRODUCT—The market for maple product is still quiet. We quote: Syrup, in small tins, 55 to 60c., and sugar, 7¼ to 8c. per lb.

HONEY—A fair trade was reported in honey at steady prices. White clover in comb is quoted at 12c. and extracted at 8 to 9c.; and buckwheat at 5½ to 6½c. per lb.

BEANS—In beans, only a small jobbing trade is passing. We quote: Choice hand-picked, 95 to \$1, and primes, 85 to 90c. per bushel.

GAME—Receipts of partridges were fair, and met with a good demand at 60c. for firsts and at 30 to 35c. for seconds per brace.

ASHES—There was nothing new in the market for ashes. We quote: First sorts \$3.75 to \$3.85; seconds, do., \$3.65, and first pearls, \$5 to \$5.10 per 100 lb.

FLOUR AND GRAIN.

FLOUR—In sympathy with the advance in the wheat market of late, a stronger feeling developed in flour to-day, which resulted in Manitoba millers advancing prices, but they are by no means on a par with one another, as one concern quotes patents at \$4.10, and strong bakers' at

\$3.60; while the other quotes patents at \$3.80 to \$3.90, and strong bakers' at \$3.50 to \$3.60. There was an active demand from foreign buyers for the above grades, and some large sales were put through, including one lot of 4,000 sacks. The demand from lower port buyers was also good, and sales aggregating 2,500 barrels were reported. In Ontario brands there was a much firmer feeling, but no actual change in prices has taken place yet; but they will no doubt fall in line with the above grades, if the advance in wheat is maintained. We quote: Winter wheat patents, \$3.50 to \$3.90; straight rollers, \$3.25 to \$3.35; in bags, \$1.55 to \$1.65; Manitoba patents, \$3.75 to \$3.85; strong bakers', \$3.45 to \$3.55.

WHEAT—A feature of the local grain market to-day was the weaker feeling that prevailed in all lines of coarse grains in spite of the strong and advancing markets for wheat. The decline in peas, oats and barley ranged from ½ to 1c. per bushel, which was said to be due chiefly to the weaker advices from abroad on the same. Peas were quoted at 70½ to 71c. afloat, but, according to bids received over the cable, shippers stated that they could not pay more than 69c. afloat, which figure, of course, holders refused. Oats were quoted at 30¼c. afloat, and cables from London on the same

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SEASONABLE GOODS.**PICKLING SPICE.**

Carefully cleaned and properly mixed, giving to your Pickles and Chow Chows a delicious flavor. Prices and samples on application.

COFFEES.

We are offering good values in

**RIO, SANTOS,
MARACAIBO,
JAVA and JAMAICA } COFFEES**

AND ARE ALWAYS PLEASED TO QUOTE PRICES.

S. H. EWING & SONS, 96 King St., Montreal.

stated that the market was depressed on large shipments from America. No. 2 barley was dull and quoted at 45½ to 46c., and feed do., at 43c. afloat. On the other hand there was a good demand for Manitoba wheat from foreign buyers, and a fairly active business was reported at higher prices. There was also a good demand from shippers here for wheat in the Winnipeg market, and some round lots were purchased at an advance of ½ to 1c. per bush. over Saturday's close, including one lot of 50,000 bush. of No. 1 hard at 69½ to 70c. for delivery first half of October, afloat Fort William.

OATMEAL—In rolled oats there was no change to note. The demand is still quiet, at \$3.50 per barrel and at \$1.70 per bag.

FEED—The tone of the feed market was strong, owing to the continued good demand and small supplies. In consequence, millers marked up prices \$1 to \$1.50 per ton, with Manitoba bran now quoted at \$15 to \$15.50, and shorts at \$17 to \$17.50 per ton, including bags.

BALED HAY—There was no change in the situation of the market for baled hay. Demand is good and prices firm. Choice No. 1, \$8 to \$8.50; No. 2, \$6 to \$6.50; and clover, at \$5.50 to \$6 per ton, on track.

PROVISIONS.

There was no change in the market,

prices being steady all around. Demand for all lines is still quiet and trade is chiefly of a jobbing character. We quote: Heavy Canadian short cut mess pork, \$16; short cut back, \$15.50; selected heavy short cut boneless mess, \$16.50; and heavy long cut mess, \$15 per barrel. Pure Canadian lard in pails, 7c. to 7¼c. per lb.; and compound refined, 5½ to 5¾c. per lb. Hams 12c. to 13½c., and bacon 11½ to 12¼c. per lb.

CHEESE AND BUTTER.

CHEESE—The extreme prices paid Saturday at country points naturally had the effect of causing holders to ask more money. But, while this is true, it is equally true that a lot of the receipts coming in this week were bought during the period of reaction that prevailed a fortnight ago. Accordingly, a varying range is noted, and we heard of sales of western colored to the extent of 400 odd boxes, at 11⅝ to 11¾c., but it is doubtful if a round quantity could be had at the same figures. Actual values for western goods were largely nominal, but from 12 to 12¼c. about represents ideas that prevailed to-day, while eastern were at 11¾ to 12c. At the wharf, Monday morning, 7,000 Quebec cheese sold at 11½ to 11⅝c., an advance of 1c. upon last week's basis, while at St. Hyacinthe, Saturday, 5,000 left first hands, the ruling price

being 11½c. The Liverpool cable was unchanged.

BUTTER—The strong tone is maintained and a fair movement is noted for export, holders wanting full prices to-day, as they refused to accept less than 23c. for finest creamery to-day. At the wharf 600 to 700 packages left factorymen's hands at 22½c. to 23c. Western dairy is scarce and firm at 17c. Jobbing trade is quiet at an advance of ½c. upon the above.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,
ST. JOHN, N.B., September 28, 1899.

FALL business is now fairly under way, and the outlook is favorable, both for a large business and good profits. The trade here is too inclined not to take the latter, and is selling their goods from the standpoint of what they paid for them and not what they would have to pay to replace them, so that the margin of profit is often small, the price in many cases being lower than the actual cost of goods at time of sale. The good effects of the Exhibition have been very generally felt. In the grocery business there is no need of the buyers coming to the city to buy, so to bring them there must be some extra attraction. This the Exhibition supplies. It gives the wholesale grocers a

1899**NEW SEASON TEAS.****1899**

Direct Importations from CEYLON, INDIA and JAPAN.

QUALITY the highest in Strength and Flavor.
Samples sent on application.

We are also Agents for the leading Package Tea of the present age—

ARMEDA TEA { **BLACK**
BLACK AND GREEN MIXED
JAPAN }

In 1 or ½-lb. Sealed Packages,

Retail Price—

25c., 30c., 40c., 50. and 60c. per lb

The demand for ARMEDA TEA is increasing rapidly. Why? **ARMEDA TEA HAS THE FLAVOR.**

Remember we also sell Macdonald's Tobaccos—Prince of Wales, 8s or 16s, costs 63c. per lb., and Brier, 8s, costs 61c. per lb.

57 Front St. E., Toronto.

A. H. CANNING & CO

chance to see their customers, a chance they get but too seldom, but which must lead to more satisfactory business relations. The feature of the market has been the advance in beans.

OIL—In all lines the market is a very firm one, owing to the large advance in crude oil. In burning oil, while there are no higher figures quoted than the advance of a few weeks ago, higher prices are looked for. Dealers are very busy filling fall contracts. Those who bought early were fortunate. In lubricating, there is but a fair, steady sale; prices in this line are also higher. Paint oils have somewhat limited sale, but keep very high. Cod oil is freely received, with rather better prices ruling. In seal oil, the tendency is higher.

SALT—Everything tends to rather higher figures in Liverpool coarse salt. Freights are high. The bags are costing more, and the salt itself has been advanced. Fair stocks are held here, and there is rather less demand. Free arrivivals in the northern part of the Province somewhat relieve this market. Except such small quantities as come here via Boston, there are no further arrivivals expected for some time. In fine salt, while prices are firm, there is no change. We quote: Liverpool coarse, 45 to 48c.; English factory-filled, 90c. to

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.



ONE 25c. BOTTLE OF
HIRES ROOTBEER

makes 5 gallons of delicious, wholesome drinks for your customer and a

.. HANDSOME PROFIT ..

for you. Do you keep it? If not, why not?

ALL WHOLESALERS.

W. P. DOWNEY, 20 and 22 St. Peter St.
Sole Canadian Agent **MONTREAL**

The Quality  ...OF **CLARK'S MEATS**

Satisfies the demands of consumers everywhere.

Helpepper

is as popular with People as it is unpopular with Vermin. It resembles the latter inasmuch as it keeps a-going. It is a Great Seller.

LEEMING, MILES & CO., General Agents for Canada, **MONTREAL.**

SLEE, SLEE & CO., Limited

Tower Bridge Works, London, Eng.
Makers of Pure Malt, Wine and Concentrated Vinegars.
In Bottles and Casks.

Prices and samples on application to

CLARK, RAE & CO., 49 King Street West, **TORONTO, ONT.**

Hugh Walker & Son Wholesale Fruit and Commission Merchants

Consignments carefully handled.

The Following Brands
Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO

OLD CHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE.

DERBY

Toronto Salt Works

TORONTO, ONT.

Write us for **SALT** of any kind.

Also **SALTPETRE**, car lots or less.

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS,

Cor. Market and Colborne Sts.,

TORONTO.

We make a specialty of handling

Domestic Fruit

Consignments personally and promptly attended to.

All Foreign Fruits in season.

FRUIT AUCTION SALES

Write us for particulars of sales. We are making special efforts to make these sales mutually profitable. They are held every Wednesday.

McWILLIAM & EVERIST

Wholesale Commission Merchants,

25 and 27 Church St., **TORONTO, Can.**

Telephone 645.

SELL . . .

GOOD WILL SOAP.

35% profit at six for a quarter.

Vanluven & Co., Napanee, Ont.

GUELPH, ONT.

\$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb.

CANNED GOODS—Corn and tomatoes are now to hand. Our dealers are selling at very low figures when the condition of the market is considered, but there are fair stocks and but a certain trade. Still, they might just as well have had better profits, and considering the close figure at which canned goods are usually sold they should have taken advantage of the markets. There seems to be no weak point in canned goods. Salmon is scarce. Many of the usual brands have not been offered here this season. Peaches are quoted very high by packers and only a few are offering. Our trade were fortunate in buying at the early figures. Other lines of fruit are hardly a feature here, except apples, and they were bought right. Finnan haddies and other local packed fish are high, sardines being the easiest line. There is some demand for oysters, but dealers are holding off for new goods, looking for lower figures. Pineapples are quoted higher and are quite difficult to get. Meats have but a fair sale, but the outlook favors higher figures.

GREEN FRUITS—The first of the week saw apples quite scarce, New Brunswick stock being about out of the market, and good Nova Scotian stock still scarce. Free arrivals are daily expected. Quality continues to improve and prices are rather higher. A firm market is expected to rule. There are quite free receipts of Ontario grapes, with wholesale and retail prices about the same. Pears, except some from Nova Scotia, are about out of the market. Oranges have little sale. Jamaicas are the only kind quoted here. Lemons have a fair sale at even figures. There are but light receipts of peaches, and light prices rule. The quality of Malaga grapes received is good, and prices are moderate. It is early for much business. Cranberries, both Cape Cod and native, are offered, with prices quite low. Sweet potatoes have a fair sale.

DRIED FRUITS—Buyers are waiting for prices on Californian fruit. They are very late this season. Some old goods which are here are as good, almost better, than when they arrived almost a year ago. The high price on Californian may throw part of the demand on Malagas, but they are not liked so well; they do not keep at all as well. Peels have been received. Some American citron is here, but at higher prices than English. The latter is rather darker

in color than usual. In prunes, the trade has, as yet, bought lightly. No French are offered this year, and to buy Bosnias direct requires too large a quantity, especially as the trade here prefers the Californian. These are quoted at low figures, but higher prices are expected. Currants, which tended rather lower, have been again advanced. Nuts continue to rule high. Evaporated apples have had considerable attention during the week, and a few cars have been placed. The outlook favors higher figures, as green fruits run particularly good and bring high figures. There is little trade for dried. In onions, the first Canadian are to hand at quite high prices.

DAIRY PRODUCE—Eggs are lower, and even at present figures there is little demand. Quality has to be watched. This tends to lower figures. Stocks of cheese are light, but the market feels the effect of the decline West. Further supplies in this Province will be light. Local trade is not large. Better prices are expected. Butter is firmer. A rather strange thing has happened: Some of the poorest butter has been bought up and exported, it is said, to England. This has quite relieved the market. Extra quality is at least 1c. higher than last week.

SUGAR—Prices are firmly held. There is a good steady sale and rather higher figures expected.

MOLASSES—Another cargo of Porto Rico is to hand. This, with quite free arrivals of good quality of New Orleans at a fair figure, has quite relieved the market. Barbadoes is about out of this market. The demand for it has very much fallen off, and, considering the state of the market, it is offered quite low.

FISH—There are light stocks and firm figures. The only low prices quoted are for smoked herring. Dry codfish and pollock are scarce and high. With the exception of Bay and Grand Manan, there are no pickled herring offered, and these continue scarce and high. Finnan haddies are scarce, owing to the fresh fish being scarce. Hake are a fair catch, and bring full figures. Pickled shad are a light stock, and are firmer. Boneless fish has a very active sale at even figures. Bloaters are quite low. We quote: Large and medium dry cod, \$3.85 to \$4; small, \$2.50; pickled shad, \$4 to \$5, as to quality; haddies, 4½c. per lb.; smoked herring, 6 to 8c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$2 to \$2.10 per 100; pickled herring, \$1.70 to \$1.75 per half bbl.; bloaters, 60c.

PRODUCE—There is little change, but the tone of the market is upward in both pork and beef. There is a fair business. Lard is rather higher.

FLOUR, FEED AND MEAL—In flour there is a fair business at even figures. Oats and oatmeal are rather easier. Of feed, there is great difficulty in securing supplies. Cornmeal is rather lower. Beans have been the feature of the week. Prices are quoted much higher, and dealers have been caught short, but they hope for lower figures as the new comes to hand. As, however, they will come on a bare market, it looks as if the extreme low figures are, as far as the coming season is concerned, a thing of the past. There has not only been an American demand, but large shipments have been made to South Africa. We quote as follows: Manitoba flour, \$4.50 to \$4.70; best Ontario, \$3.85 to \$4.00; medium, \$3.60 to \$3.75; oatmeal, \$3.80 to \$3.90; cornmeal, \$2.15 to \$2.20; middlings, \$21 to \$22; oats, 35 to 38c.; hand-picked beans, \$1.15 to \$1.25; prime, \$1 to \$1.10; yellow-eye beans, \$1.90 to \$2; split peas, \$4.10 to \$4.15; round, \$3.25 to \$3.40; pot barley, \$4.10 to \$4.15; hay, \$7 to \$7.50; timothy seed, American, \$1.50.

ST. JOHN NOTES.

“Pure Gold” pickling spice is a favorite seller at this season.

The first car of Canadian onions to come to this market this season was received by A. L. Goodwin.

White's pickles are having an increased sale in this market. Bowman & Angeine have a shipment to hand.

Vincent S. White & Co. received the first new evaporated apples of the season this week. They were bought from W. B. Bayley & Co., Toronto.

Merritt Bros. & Co. received a cargo of Porto Rico molasses this week. This was shipped after the great storm and will be the last cargo to arrive here this season.

Not only have St. John buyers bought freely of New Orleans molasses, but A. F. Randolph & Sons, Fredericton, and F. P. Reid & Co., Moncton, are offering some particularly nice values.

The wholesale millinery trade of the city have had a very busy week, a very large number of buyers being here to the openings from all over the Maritime Provinces. This is a very growing trade. It is receiving particular attention.

SOLD 1-2c. ABOVE MARKET PRICE.

Harry Brown, the well-known grocer of Queen street west, tells us of a funny incident in connection with packet tea. The other day there was an auction sale on Queen street of the O'Malley bankrupt stock. In the stock there were a few half-pounds of Brown label 25c. “Salada” tea. This was in ½-lb. packets, and was bought for 13c. a package, or 26c. per lb., realizing 1c. per lb. more than it can be purchased for at any grocer's in the city and 5c. per lb. more than the price at which it is sold wholesale.

Our Goods are Refined in

Crystal Spring Water . . .

and are unequalled for PURITY and WHITENESS.

WE INVITE COMPARISON

The **Brantford Starch Co., Limited**
BRANTFORD, ONT.

COFFEE							PETROLEUM						
	Montreal, Quebec	Toronto	St. John, Halifax	Manitoba and B.C.			Montreal, Quebec	Toronto	St. John, Halifax	Manitoba and B.C.			
Green—													
Mocha	24	23	23	25	30		12	15½	16	17½			
Old Government Java	27	22	30	25	30		12	13	16½	17	18½		
Rio	10	7½	12	12	13	8¾	9½						
Santos		8	12										
Plantation Ceylon	29	26	30	29	31								
Porto Rico		22	25	24	28								
Gautemala		22	25	24	26								
Jamaica	18	15	20	18	22								
Maracaibo	13	13	16	13	15								
NUTS							TEAS						
Brazil	12	13	12½	13	12	12½							
Valencia shelled almonds	28	30	28	30									
Tarragona almonds	12	15	12	14	11	12							
Peanuts (roasted)	6½	9½	9	10	9	10							
" (green)	5½	8	7	9									
Cocoanuts, per sack	3 00		3 75	3 50	4 00								
" per doz.			60	60	70								
Grenoble walnuts		12	12	13	12	13							
Marbot walnuts				9	10								
Bordeaux walnuts				9	10								
Sicily filberts		7¾	8½	9	8	10							
Naples filberts	10	11	10	11	10	11							
Pecans	10	11	10	11	11	12							
Shelled Walnuts		25	25	28									
RICE, SAGO, TAPIOCA, MACARONI							WOODENWARE						
Rice—Standard B.	3 25	3 35	3¾	3¾	3 25	3 40	4½	4¼					
Patna, per lb.			4¾	5	5	6							
Japan			5½	6	5	6							
Imperial Seeta			4¾	5½	5	6							
Extra Burmah			4¼	4¾	4	5							
Java, extra			6	6½	6	7							
Sago	3¾	4½	4	4¾	5	6							
Tapioca	3¾	4½	4¾	5	5	6							
Macaroni, dom'ic, per lb., bulk					7½								
" imp'd, 1-lb. pkg., French					9	10							
" " " Italian					11	12½							
SODA							WOODENWARE						
Bi-carb, standard, 100-lb. keg	2 25	2 50	1 85	2 25	1 85	2 00	2 00	2 50					
Sal soda, per bbl.	70	75	70	80	85	90		1¾					
Sal Soda, per keg	95	1 00	95	1 00	95	1 00							
Granulated Sal Soda, per lb.				1									
SPICES							WOODENWARE						
Pepper, black, ground, in kegs, pails, boxes	13	15	12	14	14	15							
" in 5-lb. cans	14	17	14	15	15	16							
" whole	11	12	11	13	12	13							
Pepper, white, ground, in kegs, pails, boxes	20	23	18	24	24	26							
" in 5-lb. cans	20	23	20	26	20	22							
" whole	19	25	19	25	20	22							
Ginger, Jamaica	19	25	18	25	20	25							
Cloves, whole	12	80	14	85	18	20							
Pure mixed spice	25	80	25	80	25	30							
Cassia	20	40	20	40	16	20							
Cream tartar, French		25	24	25	20	22							
" best		28	25	80	25	80							
Allspice	18	17	18	16	16	18							

VALENCIA RAISINS

We have just received a second lot of Valencia Raisins from Messrs. Rogers & Co. We have now in stock:

“Fine Off-Stalk” and “Finest Selected”

Qualities. New Crop and Finest Fruit.

Have also a nice lot of

MALAGA RAISINS

Clusters, “Princess,” 6-Crown.

Clusters, “Duchess,” 5-Crown.

Clusters, “Countess,” 3-Crown.

Layers, “Lady,” 3-Crown.

Also Fine Valencia Almonds, **“Bull Brand.”**

Did you ever try our special JAPAN TEAS ?

“Victoria” Brand and “Princess Louise” Brand.

To Retail at 40 Cents.

To Retail at 25 Cents.

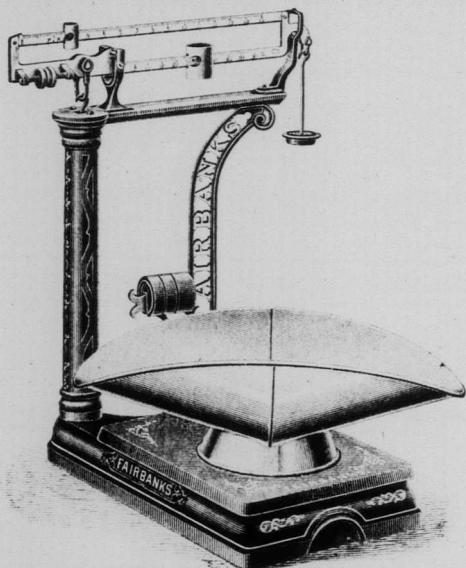
If you wish to build up a good tea trade, you ought to try these qualities. We know they will please your customers and give you a good profit. We are giving special attention to teas and are confident we can give you satisfaction. Try us for a sample order of any kind and quality of teas.

LAPORTE, MARTIN & CIE.

Wholesale Grocers

MONTREAL

Manitoba and B.C.
17 1/4
18 1/4
19 1/2
40
40
50
40
24
40
30
85
40
1 55
1 70
1 40
1 08
2 85
8 50
7 00
6 00
5 00



FAIRBANKS SCALES

NEW STYLES.

Improved construction, highest quality of material and workmanship. Send for our new catalogue.

THE FAIRBANKS CO.

749 CRAIG STREET,

MONTREAL.

CIGARMAKERS' ANNUAL MEETING.

ON Monday and Tuesday, the annual meeting of the Dominion Cigar Manufacturers' Association was held in the council chamber of the Board of Trade, Toronto. The gathering was a very representative one of the trade. Among the delegates were: J. Bruce Payne, Granby, Que.; John Michaels, Montreal; Chas. H. Nelson, Montreal; J. M. Fortier, Montreal; E. Youngheart, Montreal; R. Goulet, Montreal; O. R. Brener, London; J. M. Daly, London; W. J. Stirton, London; W. G. Reid, Toronto; Geo. Milligan, Toronto; John Spilling, Toronto; M. K. Halloran, Brantford; I. Blumenstiel, Hamilton; F. Oberndorffer, Kingston, and H. Gagnier, Toronto. The chair was occupied by Michael Hirsch, Montreal, the president of the association.

Mr. Hirsch, in his annual presidential address, showed the cigar manufacturing industry to be in an exceedingly prosperous condition, the past year having proved more than satisfactory to all the makers. The consumption of cigars for the fiscal year, he pointed out, had been the largest in the history of the trade, totaling 123,000,000. Another feature of the year was the fact that the demand from all sections had been for a much higher class of goods, which, he stated, was due partially to the good times so evident throughout the country, and to the advance made by the Dominion Government two years ago of the duty on cigars from \$2 to \$3 per lb.

The reports of the Treasurer, Otto R. Brener, London, and of the Secretary, George Milligan, Toronto, showed that the association, both in its finances and its membership is in a satisfactory condition.

In the discussion on trade topics which followed these reports chief interest centred in the point referred to by President Hirsch, the good effects of the increase in the Customs duty. It was generally believed that if this duty was again increased, it would lead to a still greater demand for high-class cigars. The result was a resolution petitioning the Dominion Government to increase the duty on imported cigars from \$3 to \$4.50 per lb., this, besides the 25 per cent. ad

valorem duty. This is the duty now imposed by the United States Government.

Another matter that took up the attention of the meeting was the information furnished by the Government regarding the production of cigars. This was generally considered to be inadequate, and a resolution was passed requesting the Government to give the trade more comprehensive statistics regarding the monthly production and importation of cigars.

In the afternoon addresses were delivered by J. Bruce Payne, on "Bad Debts"; by John Michaels, on "Estimating Costs," and by J. M. Fortier, on "Systems of Manufacturing."

In the evening the visiting delegates were entertained at one of the theatres, after which a banquet was held at McConkey's. The chairman of the evening was President Hirsch, who was upheld by Honorary President Payne. All the delegates attended. A jovial time was spent, as the feeling of brotherhood seemed to dominate everything, including the toasts, speeches and songs.

On Tuesday morning officers for the ensuing year were elected. As general satisfaction was felt over last year's progress, most of the old officers were reelected. The following are the new year officers:

Advisory Board—M. E. Davis and J. Bruce Payne.
 Honorary President—J. Bruce Payne.
 President—Michael Hirsch.
 First Vice-President—R. D. McDonald.
 Second Vice-President—J. M. Fortier.
 Third Vice-President—M. K. Halloran.
 Treasurer—Otto R. Brener.
 Secretary—Geo. Milligan.
 Acting Secretary—H. Gagnier.
 Executive Committee—H. Simon, F. Oberndorffer, and Ed. Youngheart.
 Legislative Committee—John Michaels, Ed. Youngheart, and R. Goulet.

PURE GOLD GOODS ABROAD.

The Pure Gold Company announce the despatch of sets of samples of their lines to Trinidad and also to Australia this week. The people in these localities are not so bare of fancy groceries as to have to come this length for them, but where there is business to be done the "Pure Gold" people believe in having it to do, if at all possible, and have taken steps to have the trade diligently pushed among the "Isles of the Sea."

NEW BRUNSWICK NOTES.

Messrs. W. F. Dibblee & Son, hardware merchants, Woodstock, N.B., are building a new addition to their premises which will be fitted up as general and private offices.

Trade must be on the increase in this locality as a large number of alterations are being made to several of the leading stores.

The nickel mines near St. Stephen, N.B., are looked forward to by the residents as a big boom to the border town. Just across is Calais, Maine. The parties interested are English capitalists, and, according to reports, the deeper they go down the richer is the ore, and a good showing is expected before long.

Woodstock, N.B., intends holding its annual fair this year during the coming week. For two years past it was deemed advisable to not have the show. But this year the residents and town council have gone into it again with renewed vigor and offer splendid inducements to northern New Brunswickers to participate. A good programme has been arranged to suit all comers, and they look forward to a good old-time show, providing the weather is favorable.

AN AWARD FOR PICKLES.

W. H. Gillard & Co., Hamilton, who were the first firm in Canada to introduce Gillard's new pickle and Gillard's new sauce (of London, Eng.), send us the following extract from The Licensing World and Licensed Trade Review: "Honors for Messrs. Gillard & Co., Limited.—The Coolgardie Exhibition in West Australia is the most important exposition that has been held in that rapidly-increasing and very prosperous colony. It gives us pleasure to find that those well-known friends of trade protection, and benevolence, Messrs. Gillard & Co., Limited, of The Vintry Works, Walthamstow, London, sole proprietors of the 'Licensed Victuallers' Relish' and the 'Licensed Victuallers' Pickle,' have secured at the Coolgardie Exhibition the special first award for their sauce and pickle."

W. H. Gillard & Co. advise that they have just received a new importation of these goods, and that the demand in Canada is rapidly growing.

TEAS TEAS

TEAS

NOW is the time to order Black Teas; we will receive in a few days **TWO THOUSAND BOXES** as below:

- 200 Boxes Superbly Choicest Paklin Congou
- 200 Boxes Superbly Rich Paklin Congou
- 200 Boxes the very Richest Paklin Congou
- 400 Boxes Specially Selected Paklin Congou
- 200 Chests Indian Teas
- 300 Chests Ceylon Teas
- 500 Half-chests Saryune

ASK FOR SAMPLES---OUR PRICES ARE THE LOWEST.

L. Chaput, Fils & Cie., Montreal

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Coffees Flavoring Extracts

Spices Baking Powder

Not the Lowest-Priced.

Anyone can reduce quality. *We* aim at the *Best Value*, goods that will go the farthest, give the best and true flavor, and be the cheapest in the end to use.

Your customers can get low-priced goods at any store. *Draw and retain* their trade with *quality*, and remember that you can always get *that* from

HAMILTON COFFEE AND SPICE CO.

25 and 27 MacNab St., HAMILON.

LIMITED

McLAREN'S INVINCIBLE EXTRACTS
OCEAN WAVE BAKING POWDER

FULL-FLAVORED PURE SPICES
FINE COFFEES

THE STANDARD STOVE POLISH FOR THE WORLD.

Tiger Stove Polish.

For sale in two sizes, a 5 and 10-cent size. The packages are large and handsome, and give a good profit to the dealer. The polish does not dry or rust in the tins, but will impart a beautiful and lasting shine. Sold by all wholesale dealers, and by The F. F. Dalley Co., Limited, Hamilton, Ont., Canada.



SALERATUS OR BAKING SODA.

Most grocers remember well when every housewife asked for "baking soda," or "saleratus," and there used to be a good deal of argument as to which was which. Some customers would insist that "baking soda" was the thing, and others that "saleratus" was it. We do not know that the matter was ever settled to the satisfaction of the housewives, and we must confess that we fear that the grocers never quite cared much one way or 'tother.

A controversy has recently arisen between a prominent grocer and a representative of

a widely and favorably known house, which supplies such goods to the trade.

A sale was being made, and the salesman said that the goods should be labeled "baking soda," while the grocer said that the label should be "saleratus" the former claiming that both were the same thing, and the latter claiming that they were different, in that "baking soda" was refined more than "saleratus."

We find that the term "baking soda" is probably a corruption of "bicarbonate of soda," which was the name erroneously given to what is known as saleratus.

The term "baking soda" does not appear in the dictionary, nor in any of the special works that we have seen.

So, the verdict is that "baking soda" and "saleratus" are one and the same thing.

If you disagree, kindly advise us as to your reasons for so doing.—Retail Grocers Advocate.

F. P. Freeman has purchased the stock of groceries from D. Howe and Chas. Davis at their store just above the barracks. Mr. Freeman will conduct a wholesale and retail general supply store. Dr. Howe and Mr. Davis will give their attention to mining, the coming winter.—Yukon Sun, Dawson.

How can you sell Seventy-five Cents in Groceries for Seventy Cents and Make Money?

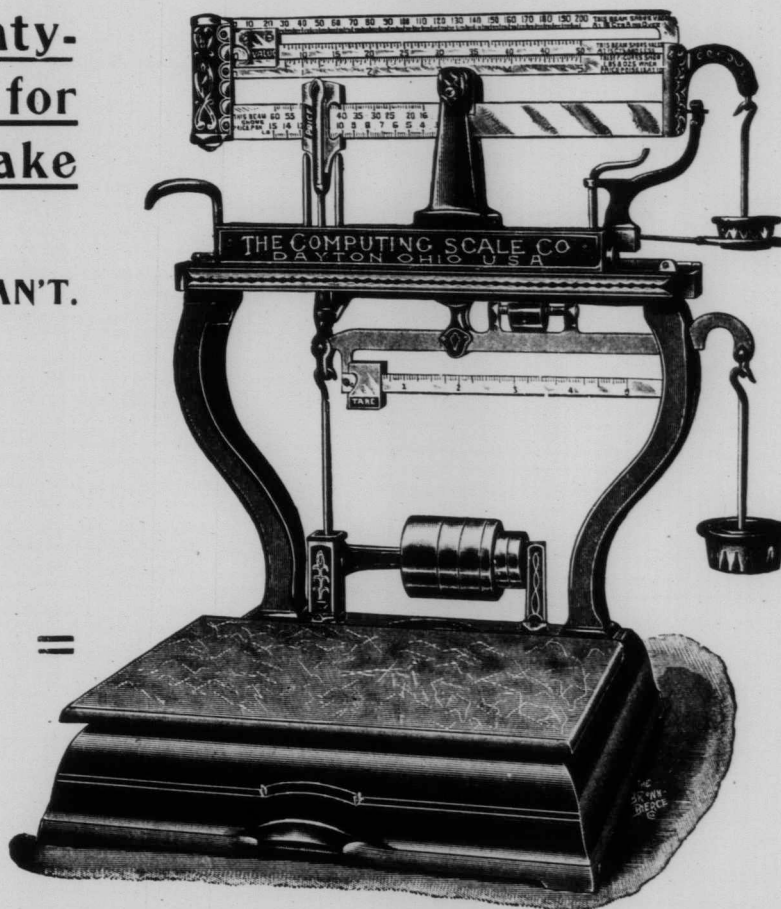
YOU CAN'T. YOU CAN'T. YOU CAN'T.

YOU ask us what we mean. We answer that by using any other than the Money-Weight System you become careless in your weighing and unconsciously give away a large percentage of your profits. Our scales are sold on easy monthly payments.

DROP US A POSTAL.

**THE COMPUTING SCALE CO.
DAYTON, OHIO.**

or MONEY-WEIGHT SCALE CO., 47 State Street, Chicago, Ill.; MONEY-WEIGHT SCALE CO., 142 Chambers St., New York, N.Y., Sole Distributors; James A. Hossack, Dist. Agt., 1662 Notre Dame St., Montreal, Que.; L. A. Davidson, Dist. Agt., 104 King St., W., Toronto, Ont.



Ivory Bar

IS PUT UP IN

- 1-lb. bars.
- 2 6-16-lb. bars. } 60 bars in box.
- 3-lb. bars.


Ivory Bar Twin Cake

12-oz., 100 cakes in box.

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

The BRANTFORD SOAP WORKS CO.
Limited

New Currants

Choicest  Vostizzas
Crescent
Cleaned
Cleaned (1-lb. packages).

Earliest shipment of above just to hand.

**PERKINS, INCE & Co.
TORONTO.**

NEW SEASON'S

"Golden Leaf"

JAPANS

We have now in stock 50c., 40c. and 25c. lines; also Nibs and Siftings—all fully up to the usual high standard of cup quality. See our travellers or write for samples.

GEORGE FOSTER & SONS

Wholesale Grocers,
BRANTFORD, ONT.

Most Excellent Coffee



A pure, high-grade berry at a popular price.

Trial Order Solicited.

New Currants

VOSTIZZAS and
PATRAS

Now in Store.

Wholesale Agents

WARREN BROS. & CO.

TORONTO.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

DAVID A. SPENCER, grocer, etc., Tweed, Ont., has assigned to Wm. Farnham, and a meeting of his creditors will be held on September 29.

James L. Richardson, general merchant, Albert, N.B., has suspended.

W. J. Davidson, grocer and fruit dealer, St. John's, Nfld., has assigned.

David Neima, general merchant, etc., Newcastle, Ont., is offering 25c. on the dollar.

John Cunningham, general merchant, Metlakatla, B.C., has assigned to W. A. Lawson.

V. E. Paradis has been appointed curator of Mrs. C. G. Levesque, general merchant, St. Flavie Station, Que.

A meeting of the creditors of H. H. Mosher, general merchant, etc., Apple River, N.S., has been held.

E. D. R. Phillips, general merchant, Bath, N.B., has assigned, and a meeting of his creditors has been held.

Lafontaine & Poirier, dry goods dealers, grocers, etc., Drummondville, Que., are offering 40c. on the dollar.

O. M. Alger, grocer, etc., Castleton, Ont., has assigned to E. R. C. Clarkson, and a meeting of his creditors will be held on September 29.

PARTNERSHIPS FORMED AND DISSOLVED.

Bois & Pigeon, grocers, Maisonneuve, Que., have dissolved.

Bartlett & Marechal, flour dealers, Sherbrooke, Que., have dissolved.

MacKenzie & Mills, wholesale dealers in tea, coffee, jam, etc., Winnipeg, have dissolved, and Beatty & Mills continue.

The Scott-Butler Package Co., McLeod's Crossing, Que., have dissolved, and F. E. and W. C. Scott have registered partnership.

Clarence and Howard H. Hamilton have registered partnership under the style of G. J. Hamilton & Sons, biscuit manufacturers, Montreal.

Mrs. Eugenie Bourdon and Alphonse Bourdon have registered partnership under the style of Raymond & Cie, general merchants, St. Hyacinthe, Que.

We Wong Lai, Hing Wong Kum and Wha Chan Wing - Poo have registered partnership as general merchants under the style of Ah Yee, in Vancouver.

W. S. McPherson and H. C. DeWolfe have formed partnership, and have bought Bremner Bros, commission fruit and produce dealers, Halifax, whose business they will continue under the old style.

SALES MADE AND PENDING.

F. X. Paradis, general merchant, St. Michel Napierville, Que., has sold out.

James Waugh, grocer, Kingston, Ont., is advertising his business for sale.

W. H. Lawson, general merchant, Park Head, Ont., is advertising his business for sale.

F. P. Bruneau, general merchant, Lyster Station, Que., has sold out at 81c. on the dollar.

The stock of J. H. Duguay, general merchant, La Baie, Que., has been sold at 60c. on the dollar.

The stock, etc., of the estate of Geo. T. Callan, general merchant, Petrolea, Ont., is advertised for sale by auction.

The assets of J. & P. W. Nadeau, general merchants and lumber dealers, Grand Cascadepedia, Que., have been sold.

CHANGES.

C. Pratt is opening a general store at Stony Plain, N.W.T.

G. A. Cockburn, general merchant, Moose Creek, Ont., is retiring from business.

J. N. Boutilier, general merchant, Bedford, Que., has sold out to R. Richardson & Son.

Zila Filteau has registered as proprietress of Nap. Labelle & Co., general merchants, St. Nicholas, Que.

Chisholm & Copeland, general merchants, Grenfell, Man., are opening a branch at Summerberry.

J. O. Arsenault & Son, general merchants, Abram's Village, P.E.I., have sold out their branch store to S. E. Gallant.

FIRES.

S. A. Nelles, grocer, York, Ont., has been burned out.

The premises of Gandreau & Theoret, grocers, etc., Valleyfield, Que., have been damaged by fire; insured.

AN OBJECT LESSON.

A few months ago a grocer from a country town came to Beverly and opened up on the main street. He said he didn't need to advertise, as advertising didn't pay, and he could sell goods so cheap people would all come to his store. He marked prices on pieces of brown paper and stuck them on his windows, and on the sidewalk he chalked a few prices, then he sat down and waited to see the trade go to the firms that advertise in the newspapers. He stood this for a few months until he got tired of putting up his good money for expense beyond his income, and a few days ago he loaded his counters, together with beans, hams and other articles he brought with him that were not perishable, and shook the dust of Beverly from his feet. There was a good example of a man who tried to do business without advertising. As it is now, the store that advertises makes the prices and gets the trade. The man who advertises saves his customers money.—Beverly Times.

CANNED GOODS FUTURES.

When everything is going smoothly, that is to say, when packs do not promise to exceed demands, when prices slowly strengthen instead of declining, and when there is no experiment in "cornering" the market being tried, then it is that the future contract system of buying canned goods has many friends. But, let the business become temporarily unprofitable, or other unusual conditions prevail, and then people begin to throw bricks at "futures."

Sometimes, it is not the system itself that is the target, but the form in which the contracts are worded. For example, the peculiar crop conditions this year have led to a movement among the wholesale grocers to have some protection when packs are short, and the canner may profit by supplying the smallest possible percentage of the quantity contracted for, and the Wholesale Grocers' Association of Pennsylvania, New Jersey, and Delaware have adopted a resolution accordingly, the text of which is as follows:

Resolved, That members of the Wholesale Grocers' Association of Pennsylvania, New Jersey, and Delaware will not sign any contract for future goods unless the seller stipulates in the contract that he will deliver a specified percentage.

Other goods besides canned foods may be included in this resolution, but it is, no doubt, aimed chiefly at the canners.—Merchants' Review, New York.

FAR BETTER THAN MOLASSES.

A well-known grocer, according to an exchange, has lately been driven almost to despair by the small boys in the vicinity, who take great delight in climbing the iron awning-poles in front of his store. The nuisance grew to such an extent that the grocer was compelled to put his wits at work to remedy the evil. He liberally plastered all the awning-poles with molasses one night after the urchins had gone home, and then retired and couldn't sleep all night for laughing at the good joke he had put up on the boys. The boys came the next day, and all were surprised at the welcoming smile of the grocer. Soon the molasses was discovered, and the boys, looking upon it in the light of a treat, licked the poles as clearly as a whistle. All that day they climbed the poles without interference from the chagrined grocer. The next day, however, he effectually baffled his juvenile foes by daubing the poles with a thick coating of tar, and now he conducts his business in peace.

Dunlap Bros. & Co., Limited, grocers and hardware dealers, Amherst, N.S., have been incorporated.

TO BAKERS

... **The New Departure in Delivering Bread**

BREAD, as it leaves the oven, is now neatly put up in paper wrappers made exclusively by

The E. B. Eddy Co., Hull.

The Bread so wrapped is delivered to the public; thus all impurities arising from the frequent handling of the naked loaf are avoided and the **FOOD KEPT CLEAN.** Cleanliness is close to Godliness.

**Be up-to-date.
Secure your supply from,
and send for samples to**

The E. B. EDDY CO., Limited

HULL. MONTREAL. TORONTO.

Quebec,	Hamilton,	Kingston,	London,	St. John, N.B.,
Halifax,	Winnipeg,	Victoria,	Vancouver,	St. John's, Nfld.

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The name sort o' **stix** in your mind, be frank now, doesn't it? We say it again, **E-Z-E**, pronounced Easy. Are **you** going to handle it or are you going to let the other fellow across the road get the biz. It's up to you.

**JUST WASHES CLOTHES.
NO RUBBING.**

CANNOT HARM ANYTHING.

Write us for Sample.

EZE Manufacturing Co.

Order through
your wholesaler.

46 Front St East, TORONTO.

MANITOBA MARKETS.

WINNIPEG, September 25, 1899.

WHEAT—Along the Pembina and Southwestern railway deliveries have been heaviest. The points making the largest record for the week are Treherne, Methven, Deloraine, Altona, Plum Coulee, Winkler, Morden, and Bois-sevain. On the main line deliveries have been heaviest at Burnside, Griswold, and Virden. Although a very large number of threshing outfits were sold during the summer, owing to the immense crop, there do not appear to be enough to handle the crop as quickly as during the past two or three seasons. The weather, so far, has been all that could be desired. There is a general scarcity of teams to haul wheat from the threshers, or the deliveries would have been even larger. Already some of the elevators at country points are congested, and by the end of another two weeks almost every elevator in the country will be full. The predominating grade is still No. 1 hard, very little of anything else coming in. The farmers are well satisfied with the prices they are getting, but are not so eager to sell as in some former years. This is, no doubt, owing to the fact that little paper was carried over in many districts, and current paper will not fall due until October 1, when it is expected that the bulk of wheat in the elevators at that time will be sold. When the market closed at 1 p.m. to-day the quotations were: Spot wheat, No. 1 hard, 70c.; en route, 69¾c., and for delivery October 1, 69½c. At country points: 15c. rate of freight No. 1 hard, 57c.; No. 2 hard, 54c.; No. 3 hard, 49c.; 16 and 17c. rate of freight: No. 1 hard, 55c.; No. 2 hard, 52c.; No. 3 hard, 47c.; 20 and 21c. rate of freight: No. 1 hard, 54c.; No. 2 hard, 51c.; No. 3 hard, 46c.

FLOUR—Though prices have remained unchanged throughout the week the market is much more active and a very fair trade is being done. Quotations are: Lake of the

Woods patent, \$1.75; strong bakers', \$1.55; Algoma, \$1.35; XXXX, \$1.05; Ogilvie's Hungarian patent, \$1.75; Glenora, \$1.55; Manitoba, \$1.40; Manitoba 2nd Bakers', \$1.20; Imperial, 95c.

CEREALS—The Ogilvie's oatmeal mills opened during the week and new rolled oats are offered at \$1.85 for 80's; other cereals are without change. Millfeed is very firm and dealers are finding difficulty in complying with the demand. Bran is \$10.50 per ton and shorts \$12.50.

CURED MEATS—The market remains very firm and without change. Quotations are: Sugar cured hams, smoked, 14c.; bellies, 11½c.; backs, 11c.; shoulders 10c.; spiced rolls, 10½c.; picnic hams, 10c.

DRY SALT MEATS—Long clear bacon, 8½c.; extra short clear, 7¼c.; backs, 9c.; shoulders, 8¼c.

LARD—Pure lard in 20 lb. pails (Winnipeg rendered), \$1.70; imported do., \$1.60; pure lard, tierces, 7¼c.; 50-lb. tubs, 8c.

BUTTER—The market for creamery is very firm, with a tendency to higher prices. General quotation, 20 to 21c. point of shipment. It was ascertained that one of the largest creameries in the Province sold their early September make, for immediate shipment to the Coast, at 22c. This is thought to be an outside figure, however. The amount of creamery being made is small. Farmers are not paying much attention to their cows owing to the pressure of other duties, especially threshing, and it is likely that a goodly number of the creameries will close about August 1. Dairy butter is in more active demand, but the prices have changed but little, 11½ to 12c. country points for round lots of fresh-made, and 14 to 15c. for choice rolls nicely covered with cloth.

CHEESE—The market is very firm at from 11½ to 12c. The easier feeling reported last Saturday did not continue, as the market again stiffened with the advance at Montreal and is now very stiff at the figures

quoted. There was a report that a carload of Ontario cheese was in transit and would be jobbed here at 12c., but the house supposed to be bringing it in declare that though they tried to buy in the East they could not get it at a price they could lay it down here to sell at any such figure. The Manitoba supply will very soon be exhausted, as, like the creameries, many factories will have to close about October 1, owing to the shortage of milk and also to the fact that few, if any, of the storage rooms at factories are suitable for curing cheese in very cold weather.

EGGS—This product is only arriving in limited quantities, the price being 16c. Winnipeg for fresh-gathered, subject to candling.

GREEN FRUITS—Lemons are still quoted at \$4.50, but, before this is in print, will be \$5 to \$5.50. Oranges are without change, and the stocks are now very limited. Ontario apples are \$3.50 to \$4 per bbl., according to variety. Peaches will soon be over, the last car being booked to arrive on Tuesday; price, \$1.25. Plums of all kinds from Oregon and Washington are \$1.25 per crate. Ontario plums are over. Pears are \$2.25 per case. Crabs are practically out of it, but small lots are quoted at 40 to 60c. per basket. Ontario grapes continue to arrive in prime condition. Quotations are: Concords and Niagara, 30c.; Rogers, 35c. The fruit market is very active, and the amount of preserving being done is unusually large. With the next consignment of Ontario tomatoes, the price will advance to 60c. per basket.

GROCERIES—Sugar has advanced ¼c. on last week's quotation for granulated. This is the only change of price in the whole list of general groceries for the week.

CANNED VEGETABLES—The feeling continues stronger, and corn has again advanced in the East, but, as these goods are not yet on this market, quotations cannot be given.

THE . . .

Watson, Foster Company

Limited

Manufacturers of,
all grades of
WALL PAPERS

Montreal, Canada.



The Factory Producing the Most Modern and Artistic Paper Hangings on the Continent.

Have you made your selection of Wall Papers for season 1899-1900? If not, now is the time to inspect our more-than-ever popular line. Our representatives are now on the road, and will have much pleasure in calling on you and showing you our new samples. The frequent introduction of up-to-date novelties, nobby styles, artistic gems, and popular sellers all through the extensive collection will render the ordeal a pleasing one to you. It will require very little or no argument to convince you that our assortment embraces the kind of papers you should have to hold your best trade and increase the volume of your business.

- OUR {
- HEAVY 21-INCH PAPERS in Flats, Plain Varnish Golds, and Embossed Varnish Golds
 - INGRAINS—Most Fashionable Shades, with twelve handsome, remarkably rich matched Friezes
 - EMBOSSSED PULP EFFECTS—the newest specialty out

Will accomplish the above results for you.

Note.—Freight equalized with Toronto for towns West of Belleville and West and North of Toronto.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

ADVICES from the Coast to September 16, state that the weather in the raisin-curing districts is favorable and that grapes are developing the necessary sugar to insure fine quality raisins.

According to The Astorian, of September 13, the run of salmon on the Columbia river has increased, the receipts at the canneries on the 12th being the largest since the fall season opened. The traps along the Middle river were doing particularly well, which promises that a large quantity of fish will be taken in this way this fall.

FIRST SALE OF JAMAICA ORANGES.

The first public sale in this city of new crop Jamaica oranges was held to-day. But 90 bbl. were offered, and they brought \$6.37½ to \$6.62½. Last year the first auction sale was held on September 26, and the prices realized \$3 to \$4.37½, but last year at this time there were still a good many Californian oranges about, while the new fruit is now coming in on a practically bare market.—New York Journal of Commerce, September 21.

SALE OF 50,000 CASES OF TOMATOES.

It is reported from Baltimore that Western packers bought 50,000 cases of tomatoes there yesterday, paying full prices, understood to be 62½c. net in the country. At the close the spot market here was firmer, and it was said to be doubtful if anything more could be picked up from second hands at 65c. less 1½ per cent. delivered New York.—New York Journal of Commerce, September 23.

CURRENTS IN GREAT BRITAIN.

The first two cargoes of new currants per Naranja and Wazzan, consisting of about 1,700 tons of all growths were shown on the market on Monday last. So far as can be judged from the fruit brought by these steamers the quality of the 1899 crop is somewhat inferior to that of its immediate predecessors, and the want of size and weight shown by most of the samples affords important confirmation of the more moderate estimates of the yield of this year's growth. So far as Provincial fruit is concerned, it is not unusual for the earliest shipments to be inferior to subsequent ones, as the former consist of the growth of districts which are not usually numbered among the best, and, moreover, the quantity of Provincial in the two first steamers is this year exceedingly small. An improvement may, therefore, be looked for in succeeding cargoes. As regards other growths, however, the same argument cannot be

used, since, in the case of Vostizza especially, the first shipments are frequently among the best. The same is more or less true of the remaining growths except, perhaps, in the case of Gulph, of which hardly a sufficient quantity has arrived to provide a basis for the formation of a conclusive opinion. Patras and the better parcels of Amalias have found most favor with buyers, but the latter show the most marked inferiority of any growth, so far as size and weight are concerned.

In Vostizza fruit, the only thing wanting is size, the quality of the fruit otherwise being satisfactory. Why our London buyers should insist so much on large currants to satisfy their requirements is somewhat of a mystery. The principal consuming districts of the country certainly give what would appear to be a well-deserved preference to smaller fruit, insisting only on a plump, well-matured, even berry and, consequently, obtaining the maximum of flavor and sweetness. In large fruit, on the other hand, if the best parcels of Vostizza are accepted, these latter qualities are usually wanting. The sale of new currants has certainly been much smaller up to the present than was generally expected. This may be accounted for by the large quantity of old fruit purchased recently, and by some slight disappointment as to the quality of the new. Prices also, although the wholesale markets had been prepared for the new level for some time past, are sufficiently above those of previous years to induce some caution on the part of grocers. This caution can only be considered as wise; but, at the same time, as is now seen, shipments are at present taking place very slowly, and the quantity of currants to be placed on the London market during September will be small.—Produce Markets Review, September 9.

CANNED SALMON IN LIVERPOOL.

The Liverpool correspondent of a London, England, trade paper of September 9, says: "There is an excellent demand for salmon of all kinds, the deliveries from public store for the last month being heavier than any recorded since the statistics have been kept. Talls are now in most request, and prices for forward delivery show a considerable advance on late quotations. There are still some good values offering in flats, but it is generally thought that the appreciation in talls will have a favorable influence on the values of flats."

The Franco-Canadian Soap Manufacturing Co., Montreal, has applied for charter.

Empire Smoking Tobacco



Ask your wholesaler for
a sample caddy of

EMPIRE

at

36 cents.

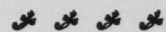
5, 10 and 15 cent Plugs

Big Plugs

FOR

Little Money

Empire is a fine, cool smoke, and
is sure to please. It is the largest,
cheapest and best in Canada.



Made by the

**EMPIRE
TOBACCO
CO., Limited**

Granby, Que.



We never weary singing
the praises of

Keen's Mustard

Its reputation of one hundred and
fifty seven years has been made

On Quality.

Current Market Quotations for Proprietary Articles

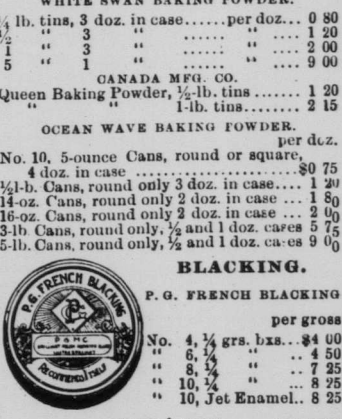
Sept. 28, 1899.
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports as a matter of news, whether manufacturers request it or not.

BAKING POWDER.

PURE GOLD.	
3 oz. cans, 4 and 6 doz. in case	95
4 oz. cans, 4 and 6 doz. in case	1 40
6 oz. cans, 2 and 4 doz. in case	1 80
8 oz. cans, 2 and 4 doz. in case	2 70
16 oz. cans, 2 and 4 doz. in case	3 60
2 1/2 lb. cans, 1 and 2 doz. in case	9 00
4 lb. cans, 1 doz. in case	14 40
5 lb. cans, 1 doz. in case	18 00
Cook's Friend—	
10, in 2 and 4 doz. boxes	\$ 2 40
10, in 4 doz. boxes	2 10
12, in 6	80
12, in 6	70
3, in 4	45
Round tins, 3 doz. in case	3 00
doz. tins, 3	2 40
doz. tins, 4	1 10
doz. tins, 1/2	14 00
Diamond—	
1 lb. tins, 2 doz. in case	per doz. 2 00
1/2 lb. tins, 3	1 25
1/4 lb. tins, 4	0 75
THE F. F. DALLEY CO.	
Silver Cream, 1/4 lb. tins, 4 to 6 doz. cases	per doz. \$0 75
English Cream, 1/2 lb. tins, 4 to 6 doz. cases	1 25
1 lb. tins, 2 to 4 doz. cases	2 00
Queen, 1/4 lb. tins, 4 to 6 doz. cases	0 55
1 lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	

English Cream, glass tumblers	0 75
1/2 lb. jellies	1 25
1 1/2 lb. jellies	2 25
1 1/2 lb. Crown sealers	2 25
JERSEY CREAM BAKING POWDER.	
1/2 size, 5 doz. in case	40
1/4 " 4 " " "	75
1/2 " 3 " " "	1 25
1 " 2 " " "	2 25
SNOW DRIFT BAKING POWDER.	
1/4 lb. tins, 4 doz. in case	per doz. \$ 75
1/2 " 3 " " "	1 20
3/4 " 2 " " "	2 00
1 " 1 " " "	6 50
5 " 1/2 " " "	10 00
10 lb. boxes	per lb. 16
35 lb. pails	16
WHITE SWAN BAKING POWDER.	
1/4 lb. tins, 3 doz. in case	per doz. 0 80
1/2 " 3 " " "	1 20
3/4 " 3 " " "	2 00
1 " 3 " " "	9 00
CANADA MFG. CO.	
Queen Baking Powder, 1/2-lb. tins	1 20
1-lb. tins	2 15
OCEAN WAVE BAKING POWDER.	
No. 10, 5-ounce Cans, round or square,	per doz. \$0 75
4 doz. in case	1 20
1/2-lb. Cans, round only 3 doz. in case	1 20
14-oz. Cans, round only 2 doz. in case	1 50
16-oz. Cans, round only 2 doz. in case	2 00
3-lb. Cans, round only, 1/2 and 1 doz. cases	5 75
5-lb. Cans, round only, 1/2 and 1 doz. cases	9 00

BLACKING.	
P. G. FRENCH BLACKING	
No. 4, 1/4 grs. bxs.	\$4 00
" 6, 1/4 " "	4 50
" 8, 1/4 " "	7 25
" 10, 1/4 " "	8 25
" 10, Jet Enamel	8 25
CARR & SONS.	
No. 2-1/4 gross boxes	2 70
No. 4-1/4 gross boxes	5 75
No. 5-1/4 gross boxes	8 00
THE F. F. DALLEY CO.	
English Army Blacking, 1/4 gross cases	\$9 00
No. 2 Spanish " " "	3 60
No. 3 " " "	4 50



No. 5 Spanish Blacking, 1/4 gross cases	7 20
No. 10 " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00
New York Dressing, 1 doz. cases	0 75
Spanish Satin Gloss, " " "	1 00
Crescent Ladies' Dressing, 1 doz. cases	1 75
Spanish Glycerine Oil Dressing	2 00

THE ALPHA CHEMICAL CO.	
Stove Polish—	
Quickshane Polish	per gross 9 00
Electric Crown Paste	8 00
Electric Crown Lead Bar	7 80
Patent Stove Polish—	
Sunlight Lead Bar 5's	per gross \$2 25
Packed in 1/2 gross cases	10 80
Sunlight Liquid, 1/2 gross cases	4 25
Moody's Black Lead 3's	1/2 gross case 14 40
Reliable Stove Pipe Varnish	6-oz. bottles 12 00
Quickshane Pipe Varnish	1/4 gross cases, pressed top tins.

Alpha Metal Polish No. 2	9 00
Shoe Dressing— in 1/4 gross cases.	
French Oil in 3-doz. cases	22 00
Reliable Shoe Dressing	9 00
Eclipse Combination tan	12 00
Moody's Ox Blood	12 00
Chocolate	12 00
Alpha Chemical Co. French Castor Oil	9 00
Alpha Chemical Co. Refined Sweet Oil	9 00
Alpha Chemical Co. Turpentine	7 80
Moody's Non-Corrosive Inks	4 50



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

United Service Blacking No. 4	8 00
United Service Blacking No. 1 1/2	4 25
Patent Leather Polish No. 1 1/2	9 00
Waterproof Dubbin No. 4	9 00

BIRD SEEDS	
THE F. F. DALLEY CO.	
Dalley's Spanish Bird Seed, 40 lb. cases	0 06
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

BLUE.	
KEEN'S OXFORD.	
Per lb	per lb \$0 17
In 10 box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
BLACK LEAD.	
Reckitt's, per box	1 15
Box contains either 1 gro., 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro. 4 oz.	

CORN BROOMS	
BROCKH BROS & COMPANY	
Bamboo Handles, A, 4 strings	doz. net 3 25
" " B, 4 strings	3 05
" " C, 3 strings	2 90
" " D, 3 strings	2 70
" " F, 3 strings	2 45
" " G, 3 strings	2 15
" " I, 3 strings	1 70

CHEWING GUM.	
ADAMS & SONS CO.	
Tutti Frutti, 36 5c. bars	per box \$1 20
" (in cream pitcher) 36 5c. bars	1 20
" (in sugar bowl) 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, 390 5c. bars and pkgs.	15 00
Cash Box, 160 5c. bars	6 00

In the Name

"Benson" and "Edwardsburg" there is a sure profit to the grocer who sells Starch, because **Edwardsburg Starch** is known by, and sells on its merits. It is not a new thing or an experiment—it has been tried for over forty years and not found wanting in any vital part. Whether it be for the laundry or for cooking, if the name

"Edwardsburg" or "Benson"

is on the package, a grocer's profit is absolutely assured, because **that package will sell**. You won't have to stop to explain the virtues of the Starch, because its high quality, its absolute purity, and the unvarying evenness of the grade is known by cautious buyers all over Canada.

Benson's Prepared Corn.
Edwardsburg Silver Gloss Starch.
Benson's Enamel Starch.

Starch.

THE EDWARDSBURG STARCH CO., Limited
Cardinal, Ont.

Tutti Frutti Show Case, 180 5c. bars and packages	6 00
Variety Gum (with book in each box) 150 1c. pieces	1 00
Banner Gum (English or French wrappers) 115 1c. piece	
Flirtation Gum (English or French wrappers) 115 1c. pieces	1 20
Mexican Fruit, 36 5c. bars	0 90
Sappota, 150 1c. pieces	0 75
Orange Sappota, 150 1c. pieces	0 75
Black Jack, 115 1c. pieces	0 75
Red Rose, 115 1c. pieces	0 75
Magic Trick, (English or French wrappers) 115 1c. pieces	0 75

BISCUITS.

PEEK, FRENCH & CO.

Metropolitan mixed	40 lb. tins 10c.
Florence Wafers	8 lb. tins 36c.
Venice Wafers	8 lb. tins 36c.
Florence Wafers	8 small tins \$3.70 per doz

CHOCOLATES & COCOAS.

Cocoa— EPPS'S. per lb.	
Case of 14 lbs. each	0 35
Smaller quantities	0 37½
CADBURY'S.	
Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	\$1 85
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42½
Nibs, 11-lb. tins	0 35
TODHUNTER, MITCHELL & CO.'S.	
Chocolate— per lb.	
French, ¼'s—6 and 12 lbs.	0 30
Caracas, ¼'s—6 and 12 lbs.	0 35
Premium, ¼'s—6 and 12 lbs.	0 30
Sante, ¼'s—6 and 12 lbs.	0 26
Diamond, ¼'s—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00

Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs.	0 30
Pearl, " " " "	0 25
London Pearl 12 and 18 " "	0 22
Rock " " " "	0 30
Sante, " " " "	0 26
Bulk, in boxes	0 18
Royal Cocoa Essence, packages	per doz 40

FRY'S. per lb's	
Chocolate—	
Caracas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s, " "	0 42
"Gold Medal" Sweet, ¼'s, 6 lb. bxs.	0 29
Pure, unsweetened, ¼'s, 6 lb. bxs.	0 42
Fry's "Diamond," ¼'s, 14 lb. bxs.	0 24
Fry's "Monogram," ¼'s, 14 lb. bxs.	0 24
Cocoa— per doz	
Concentrated, ¼'s, 1 doz. in box	2 40
" " ¼'s, " "	4 50
" " 1 lbs. " "	8 25
Homeopathic, ¼'s, 14lb. boxes	4 00
" " ½ lbs. 12 lb. boxes	8 25
WALTER BAKER & CO.	
Cocoa, ½'s	0 52
Premium Chocolate, ½'s	0 45
Webb's Cocoa Powder, ¼'s	0 30
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 (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 33
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 28
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21 0 43
Mott's Sweet Chocolate Liquors	0 19 0 30

COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, ¼ lb. tins, per doz.	\$3 75
Cocoa Essence, ½ lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 25
Royal Navy Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 35

COCOANUT.	
STANDARD COCOANUT MILLS.	
Feather strips	18 21
Cream shredded	17 20
Standard	15 18
Macaroon	15 17
Decalcified	14 16
Shavings, in packages	16 18
Cream shredded, ¼ lbs.	29
" " ½ lbs.	28

CHEESE.



Maclaren's Imperial—	Per doz
Large size jars	\$8 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial Cheese Silver Holder—	
Large size	18 00
Medium size	15 00
Small size	12 00

COFFEE.

JAMES TURNER & CO.	
Mocca	per lb 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½
TODHUNTER, MITCHELL & CO.'S.	
Excelsior Blend	0 32
Jersey	0 29
Rajah	0 20
Old Government Java	0 28 0 30
Maracaibo	0 18 0 20
West India	0 16 0 18
Rio, choice	0 12

CLOTHES PINS.

ROCKH BROS. & CO.	
Clothes Pins (full count), 5 gross in case, per case	0 65
4 doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	1 00

EXTRACTS.

per doz.	
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	\$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors	1 25
Crown Brand (Greig Mfg. Co.)—	
1 oz. Bottle, per doz.	0 90
2 " " " "	1 50
2½ " " " "	2 00
4 " " " "	3 00
8 " " " "	6 00
¼ " Glass Stop'r "	4 00
8 " " "	6 00
P. G. FLAVORING EXTRACTS	
8 oz. Glass Stopper bott.	\$6 00
4 oz. " "	4 00
8 oz. Plain bottles	5 00
4 oz. " "	3 00
2½ oz. Cabinet bottles	2 00
2 oz. Bottles	1 80
1 oz. " "	1 20
Per gallon	7 00
Per pound	1 00



FOOD.

ROBINSON'S BARLEY AND GROATS.	
Patent Barley, ½ lb. tins	per doz 1 25
" " 1 lb. tins	2 25
" " Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25
DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.	
Buckwheat, 2½-lb. pkgs. 3 doz. case	1 20
Pancake, 2 lb. pkgs. 3 doz. case	1 20
Tea Biscuit, 2-lb. pkgs. 3 doz. case	1 20
Graham Flour, 2-lb. pkgs. 3 doz. case	1 20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20
CANADA MFG. CO.	
"Star" Self-Rising Flour, 3-lb. pkgs.	per doz 30
" " 6-lb. " "	60
Flexman " 3-lb. " "	30
" " 6-lb. " "	60
GELATINES.	
COX'S.	
4's or quart size	10
8's or 2 quart size	20

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

"Daisy Fruit"

is a great seller. It is a good Fruit Biscuit at a low price. You should have a barrel at least. Samples and prices on application.

THE HOME CAKE CO.
QUELPH, ONT.

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Baking Powders
Cocoanuts
Confectionery
Mustards
Spices
Washing Compounds
ALL KINDS OF WOODEN-WARE KEPT IN STOCK.

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The Wm. Cane & Sons Mfg. Co., Limited
Newmarket, Ont.

Sole Agents:
BOECKH BROS. & COMPANY
Toronto, Ont.



Cow Brand Baking Soda

is making wonderful progress in regard to sales. The demand increases every month. Every farmer's wife in Ontario has our recipe book, which has been mailed at the rate of 5,000 per week for some months past.

GROCERS:—Do not let your stock run out; every wholesale house carries all sizes of packages.

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TORONTO AND MONTREAL.

WHEAT MARROW

SATISFYING FULLY, RECUPERATING QUICKLY,
DIGESTING EASILY.

The best properties of Choice Winter Wheat are given in this article. Ask your grocer for a 2-lb. package.

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THE EXPRESS ROLLER MILLS

WM. MACK, Proprietor.

CORNWALL, ONT.

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INDO-CEYLON TEA.

Money Well Invested.

When you buy a case of Monsoon Indo-Ceylon Tea, you have spent the best fifteen or eighteen dollars you ever spent in your business career. In the event of you wishing to go out of business, or for any other reason under the Sun you may want ready cash, you can always realize on "Monsoon," as you can ship any you may have in stock back to us and get exactly what you paid for it.

THE MONSOON TEA CO.
Toronto and Montreal.

MONSOON

INDO-CEYLON TEA.

per doz.
s, 2 1/2 oz. \$2 00
z. bottles 0 75
2 oz. bot. 1 25
p.—
per doz. 0 90
" 1 50
" 2 00
" 3 00
" 4 00
" 5 00
" 6 00
Stop'r " 6 00

DON'T PAY FREIGHT ON WATER

CONCENTRATED GRAPE WINE VINEGAR, best and most economical Vinegar made. One gallon Concentrated makes 25/27 gallons Standard Vinegar—Great saving in weight and freight. Write for sample.

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EUREKA

it is the best.

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2nd. Because the system of circulation of air is perfect.

3rd. Because it is well built.

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54 Noble St., Toronto

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BASKETS

you are after, write us.

If you want...

- Grain or Root Baskets
- Satchel Lunch Baskets
- Clothes Baskets
- Fruit Baskets
- Butcher Baskets

or any other kind of baskets, let

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Oakville Basket Co.

OAKVILLE, ONT.

Now, and we will quote you best prices. We are headquarters for baskets.

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ESTABLISHED 1725.

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

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

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... 0 20 25
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NY. Per d...
... 1 45
... 1 50
... 1 60
... 1 70
... 2 25
... 1 35
10 gross
... 60

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JAMS and CONDIMENTS
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