

**PAGES
MISSING**

THE CANADIAN GROCER

Special
Autumn
Edition.

OCTOBER
1897.

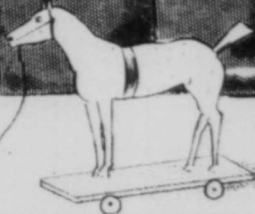
CIRCULATING IN
EVERY PROVINCE.

"CROWN" EXTRACTS

UNEQUALLED
IN PURITY
STRENGTH
& FLAVOUR



ROBERT GREIG & Co.
MONTREAL.



THE MAC LEAN PUBLISHING CO. LIMITED
TRADE NEWSPAPER PUBLISHERS
TORONTO & MONTREAL

.. LOOK AT ME ..



RETURNED
Nov 1st 97
J.M.A.

I am the last in from Japan, the largest out of a family of six,
Nos. 1, 2, 3, 4, and 50 already in the country.

We were picked as the best in the land,
And we will prove profitable in your hand.

If you want any one of us, write to _____

L. CHAPUT, FILS & CIE.
MONTREAL



While
HALF THE
WORLD
IS IN DARKNESS
THE OTHER HALF IS USING
Colman's Mustard



CAVERHILL, HUGHES & CO.

Wholesale Grocers

309, 311 and 313
Commissioners Street,

MONTREAL



AGENTS FOR

Spratt's Patent Dog Cakes and
Medicines

Lipton's Gold Medal Teas

Bensdorp's Royal Dutch Cocoa

SPECIAL AGENTS FOR

Aunt Abbey's Rolled Oats

Our SALESMEN now on the road are offering New Crop Teas, New Pack Salmon, Canned Fruits and Vegetables, also a full assortment of New Dried Fruits.

One of our customers 1



Receives our salesman 2



Places his order 3



Goods come to hand 4



My! What a snap 5





WHEN
IN . .
DOUBT

DON'T
TAKE
CHANCES

THIS is the season of the year when good goods can make new customers.

It's the perfect satisfaction with even a small purchase that often turns a family's trade your way.

It doesn't pay to trifle with the quality of table supplies, as shrewd housekeepers and capable cooks soon detect any imperfection.

It's the excellence of our goods that makes customers—and keeps them, too.

Our business has grown because we never take any risks of losing steady trade among live grocers.


We never play pranks with the trade's confidence.

That's why our sale for

GREIG'S CROWN EXTRACTS

has multiplied so many times. It's only a question of merit. The CROWN flavors do the work right every time.

YOU RUN NO CHANCES by handling our lines.

SEND FOR PRICE LIST 

Robert Greig & Co., Montreal

IT PAYS TO KEEP THE BEST.

Be sure that you have the following lines in stock and there is no danger of your customers going elsewhere. . . .

1897 . . .



**ESTABLISHED
1796**

Crosse & Blackwell

Pickles, Sauces, Candied Peels,
Jams, Marmalade, Soups and
Table Delicacies.

EPPS'S COCOA,

COCOA and COCOAINE,

"Grateful and Nourishing."

In $\frac{1}{4}$, $\frac{1}{2}$, and 1-lb. tins.

JAS. EPPS & CO., Limited, London, England.

COX'S GELATINE, Always Reliable.

J. & G. COX, Edinburgh, Scotland. Established 1725.

ROBERTS' INVALID TABLE JELLIES, in all flavors.

Confectionery of all kinds.

EBENR. ROBERTS & SONS, Limited, London, England

For information about any of the above lines write
the Canadian representative

C. E. COLSON, Montreal

Root Baskets . . .

You can sell quickly now if you have the right kind. We make them in one, two and three bushel sizes, and they are the kind that are wanted. They are made from finest selected elm and hickory, and are put together with every consideration for strength and lightness.



We also manufacture all kinds of . . .

**SACHEL LUNCH,
MARKET AND
CLOTHES BASKETS**

Our goods are sure to give your customers satisfaction.

To be had from any woodenware dealer.

OAKVILLE BASKET CO.
Oakville, Ont.



Have you tried it ??

If not, you are losing trade.

"WHITE MOSS" COCOANUT

is a winner and in demand. Made under the personal supervision of an expert, and as good as Cocoanut can be made. Always reliable, gives thorough satisfaction to Retailer and Consumer. Packed to suit the trade. If your Jobber has none in stock write us for sample and price.

Canadian Cocoanut Co.

(J. Albert McLean, Prop.)

... MONTREAL

It pays to handle our Tobacco

WE can give you the best value in Canadian and American Tobaccos

Cut Tobaccos.

Royal Club	Gold Leaf
Old Turk	Le Huron

Plug Tobaccos.

Maple Leaf, 1-12	Le Huron, 5's
Red Cross, 3's, 7's, 8's.	

Canadian Tobaccos.

Quesnel, 1-8	Sea Queen
Papineau, 1-6	Smoking and Chewing
Citadel, 1-10	1-5 1-12
Plantation, 1-8	

DEALERS IN: **SNUFF and LEAF TOBACCOS**

If your Wholesale House has not got the above lines, write to us for prices. IT WILL PAY YOU.

J. LEMESURIER & SONS

TOBACCO MANUFACTURERS

229 to 242 St. Paul Street, **QUEBEC**

Our Label says,

Ask your Wholesale House for
Upton's Gilt Edge Jams, Jellies
and Marmalade.

GILT EDGE JAMS

RASPBERRY
STRAWBERRY
RED CURRANT
BLACK CURRANT
PLUM
PEACH
APRICOT
GOOSEBERRY
BLUEBERRY

NEW
SEASON'S
FRUIT

"Pure" Jam and "Pure" Jelly; and our label tells the truth. Our goods are pure, whether in wood pails, tins or glass. Besides this we carefully inspect all fruits used, and exercise every precaution to reject any that are not perfectly fresh and sound. We put up nine different jams and five jellies, packed in 7, 14 and 30 lb. pails. In glass jars we put up a very attractive line of jams. Black and Red Currant, Raspberry, Strawberry, Gooseberry and Plum. 2 doz. in case.

We make a specialty of jams and jellies for Confectioners' use and put up a special cheap line for Lumber Camps.

Have you had Gilt Edge Marmalade ?

Made from genuine Seville
Oranges and pure granulated sugar according to an old and reliable recipe.
If you are interested in these goods, drop us a line for samples and prices.

THOS. UPTON & CO. - HAMILTON

Ocean

Wave

Baking

Powder



We are now entirely straightened up after the fire that took place in our premises, October 2nd, and are now filling orders promptly with a Fresh Stock of goods.

Hamilton Coffee and Spice Co.
Limited

Hamilton

SOLD ONLY IN CANS
PLEASES EVERYBODY

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,

MONTREAL, April 8th, 1895.

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

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

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

**PEEK
FREAN
& CO'S**

**BISCUITS
AND
CAKES.**

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

Factory—LONDON.

Sample Room—Schepp Building, Hudson and Duane Sts., NEW YORK.

Campbell & Brodie

MANUFACTURERS
IMPORTERS AND
WHOLESALE DEALERS IN



BOOTS, SHOES
AND
RUBBERS

The only strictly Wholesale Shoe House in the city of

QUEBEC

A large, complete and well as-
sorted stock in all lines is con-
tinually kept on hand.

SOLE AGENTS in the city for
the celebrated



“Maple Leaf” and “Columbia” RUBBERS

THE BEST IN THE MARKET.

Correspondence solicited. We always have bargains to offer in special lines, which
should interest live shoemen.

113 Mountain Hill

51 Notre Dame St.

*Returned
Nov 2nd 1897
S.M.A.*

They have the **REPUTATION**

Le Caporal, 12s.
Count Dufferin, 12s.

The highest class Cigarette Tobaccos that money and skill can produce. Prices show a good profit to the retailer.

Cut Tobaccos:



MORNING DEW

... Virginia Flake Cut

CHAMPAIGN

... Virginia Cut Plug

GOLDEN LEAF

... Virginia Cut Plug

HUDSON

(For Smoking or Chewing)

... Kentucky Curly Cut

These brands are pushed by all dealers who look for intrinsic value in the goods they handle. SNUFFS. We are the largest snuff manufacturers in Canada. All the standard makes. Jobbers in any locality will quote you prices.

Manufactured by the well-known firm....

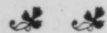
B. HOUDE & CO., QUEBEC, QUE.



PRICES LOWERED

BUT NOT QUALITY

The low price prevailing on Paper Bags has not depreciated our high quality. The reduction in price has not been offset by us in any reduction in quality.



We may at times grow a little prosy about the **large size, full count** and **good quality** supplied by us, but the users of **Eddy's Paper Bags** know of their vast superiority over all other makes.

The E. B. Eddy Company, Limited

HULL, QUE.

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

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

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

THE CANADIAN GROCER

PASSING THOUGHTS.

By W. L. E.

THINKING is the exercise which digests ideas, and matures them for practical everyday business purposes.

—
A well-dressed window is an illustrated address.

—
The will is the key which opens the way to success.

—
Dry rot is a sure foundation for business disintegration.

—
It is possible for a blind man to have a good eye for business.

—
Tarrying at the wine cup may dissipate heartache, but it induces headache.

—
A child can make a sand hill, but a mountain is the work of the Creator.

—
A needle will prick a bubble, but it takes a sword to pierce a coat of armor.

—
Advertising that is judicious and up-to-date is a never-failing business tonic.

—
A good many people who go into business hew their way out of it by cutting prices.

—
Saving money is the result of sacrifice. The man who cannot sacrifice cannot save.

—
Any movement which aims to dull the price-cutters should be favorably smiled upon.

—
Every bad article a merchant sends out of his store is a nail in the coffin of his business.

—
The man who gives is credited for it, but the man who gives credit is often discredited.

—
A merchant can get along for a while without his trade paper; so can a man without food.

—
Much depends on how an article is put in the window as well as what is put into the window.

—
Sour grapes may put an edge on the teeth, but sourness will not sharpen a business man's wits.

—
Do right no matter how many enemies you make, but do not try to make enemies.

—
It is lack of energy and not shortness of arm which causes so many to miss opportunities.

—
Men who cannot live by business truths will not find falsehoods life-lines to business success.

—
Waste is necessary to the lubrication of a car wheel, but in a business it courteth destruction.

—
A stands for association, a very good thing to help along such grocers who would go in and win.

—
Now that good times are upon us, it is to be hoped no one will kill them by bad business methods.

—
The merchant who cannot keep up with the times is certain to be overtaken by mercantile death.

—
Stinginess is carefulness gone mad. And the merchant who is in that condition is dealt with stingily.

—
Business is as exacting as the average maiden, and he who would win must pay proper attention to it.

—
The summer is ended, and the merchant who has not saved some time from it for relaxation is to be pitied.

—
Opportunities are not as plentiful as leaves in autumn, but more than one comes to every man during his lifetime.

—
A man with a hole in his character, like a ship with a hole in her hull, will experience difficulty in keeping afloat.

—
Cowardice and business are as incompatible as cowardice and war. There is only room for the courageous in either.

—
The medium may be good, but unless the advertisement is bright, and the article offered right, the results will be bad.

—
When a merchant cuts into his profits he is cutting into the very foundations upon which his business superstructure rests.

—
The early worm may get into trouble, but it is the late man to business and not the early one who is likely to be overtaken by financial troubles.

LICORICE AND A WELL-KNOWN FIRM WHO MAKE IT.

NOT one person in a thousand, including even grocers who sell it, have the remotest idea as to what licorice is, how it is prepared for the market, or where it comes from. At the same time the preparation of it for commercial ends, in other words, the manufacture of the crude product into the refined substance that the public are in the habit of purchasing, comprises one of the world's most important industries, being used medicinally chiefly as a demulcent, especially in bronchial affections, while it is also consumed in vast quantities in the manufacture of confections, tobacco, and for brewing purposes.

Licorice (liquorice) was in former times spelled lickorice, lickeric and licourize respectively; and licorice-plant, to give the literal Greek meaning, signifies "sweet-root." The plant is leguminous, and it is from the root that the licorice of commerce is taken. It is a perennial herbaceous plant, whose growth reaches from four to five feet; the branches are sparing, and bear pinnate leaves and bluish, pea-like flowers which grow in spikes. The length of the root is three to four feet. It will be remembered that Chaucer, in the "Miller's Tale," 1, 504, says:

"But first he cheweth greyn and lycorys,
To smellen sweete."

The great poet's familiarity with the plant was due to the fact that licorice was and is a product of Yorkshire, England, where it is made into a confection known as Pontefract cakes; and it is also an industry cultivated in Surrey, England. It is, properly speaking, however, a Southern European industry, the plant growing especially on the Mediterranean coast, and its geographical limits travel eastward throughout Central Asia and China. The quality best appreciated in England is made in Calabria, and is sold under the names of Solazzi and Corigliano juice. Spain, on account of its soil and climatic conditions, is peculiarly adapted to the cultivation of licorice. The Spanish root is used entirely by the best manufacturers of stick licorice, as it is sweeter and more delectable, while the Greek and kindred species of root are employed for making the mass used in the manufacture of tobacco, etc.

Nothing but the root of the plant is utilized and its quality varies according to the soil. The root is pulled at intervals of three, four or five years, according to circumstances, by digging trenches and pulling the root until it breaks. After a year or two a stem appears above the ground and in the spring it flowers. From the time the stem shows, until the flowers have fallen, the root is not in condition to extract as the sap does not return to the root until then. From September to March the crop is gathered and is then cured or dried. It requires from four to five months to properly "cure" before becoming marketable, and a dry climate is necessary for this purpose. Asiatic Turkey, Greece, Italy and the Sicilies produce this plant as well, but with varying quantity and flavor in the extract.

Among the pioneer licorice manufacturers on the North American continent are Young & Smylie, of Brooklyn, N. Y. The business of this firm was established in 1845, just 52 years ago, and it has gradually developed until it is to-day the largest of the kind in the

world. The output of the firm is from 25,000 to 30,000 pounds daily, and the number of hands employed is from 125 to 190.

The founder of the firm was Mr. Abel Smith, a brother-in-law of Mr. C. A. Smylie, deceased. In addition to Mr. George Young, the present head of the firm, its members comprise Mr. Thomas H. Bauchle, and Messrs. Charles A. and Adolphe E. Smylie, sons of the late Mr. Smylie.

The fact that the business has grown to what it is to-day is not due to the mere fact of age: It is because the firm has made quality the aim of its products. Even the very cheapest line the firm turns out is made of good, pure ingredients. Licorice in all its forms and specialties is manufactured by the firm, and it is sent to every city in America and to many of the South American and European centres of trade.

Among the styles of licorice made by Young & Smylie may be mentioned the "Y. & S." brand of stick licorice in various sizes; "Ringed" licorice, sticks averaging 17 to the pound; "Acme" licorice pellets, in handsomely decorated glass-front tin cans of 5 lbs. net, and in sliding boxes containing 5c. packages; tar, licorice and tulu wafers in handsomely decorated glass-front tins; licorice (Y. & S.) lozenges in glass jars; "Purity," a pure penny stick of licorice; "ABC" blocks, containing the firm's best lozenges; "Dulce," a large glazed penny stick; pliable licorice in plugs, with tin tags, an excellent seller; triple tunnel tubes of pliable licorice, etc.

In Canada the consumption of Young & Smylie's licorice is gradually increasing. Mr. Charles A. Smylie, whose portrait is given herewith, has represented the firm in Canada for about fifteen years, and is, no doubt, known to a great many of our readers.

We notice by a recent issue of a New York paper that Young & Smylie have been compelled to vacate their old quarters at 54 to 64 South Fifth street, Brooklyn, E. D. "The new East River bridge is to end here," says the journal in question, "and the blocks



MR. CHAS. A. SMYLIE, BROOKLYN.

beginning on the river front, crossing Kent avenue and running eastward to within 100 feet of Wythe avenue, between South Fifth and South Sixth streets, are to be used as an anchorage. The river front block cost the city \$350,000, and the portion of the other block will reach a trifle over \$319,000. This, in addition to the \$6,000,000 that the bridge will cost, and about \$900,000 for the New York side approach and other expenses—a total of \$7,500,000. Against such an array of figures the house of Messrs. Young & Smylie were obliged to throw up their hands. But the quarters which they will move into about November 1st will give them one of the largest factories in Greater New York. The premises comprise a plot covering an area of 125 x 300 feet, consisting of one building, 50 x 240 feet, four stories; one building, 50 x 100 feet, two stories, and one building, 25 x 50 feet, two stories. There are 375 horse-power engines and 400 horse-power boilers, and every modern facility will be afforded for manufacturing, including the increase of hands beyond the present staff of 125 persons. The plant is located in Lorimer, Bayard and Richardson streets in the Eastern District.

Good Advertising

For Wide Awake Retailers

By F. James Gibson.

Our "Good Advertising" department is to help our subscribers to do better advertising. The gentleman whom we have selected as its conductor is well known as one of the foremost advertising specialists of the day. Any of our readers who desire the benefit of Mr. Gibson's criticisms on advertisements or advertising methods, or his advice on any advertising subject, can have it or both entirely free of charge by writing to him in care of this journal.

If correspondents so desire, fictitious names or initials may be used for publication. But all requests should be accompanied by the subscriber's name.

From The Dry Goods Review.



THE first essential of good advertising is truthfulness. The man who lies in his advertising not only commits a moral wrong, but he makes a mistake that will ruin him if he keeps at it long enough and hard enough.

I know of a very large store in New York which is owned and conducted by a man whose morals are deplorable, according to common report. This man is smart enough to know that to be successful he must conduct his business, which is a retail one, on the lines of the highest rectitude. One of the things he is most particular about is his advertising. No statement ever goes into an ad. of his that is not absolutely true. If he says that a certain line of silks has been marked down from \$2 a yard to \$1, the public can depend on the statement absolutely. The result is that every advertisement of the firm is believed. It is easy to see what a great "pull" a reputation like this gives a business house.

When you once fool a man or a woman (especially a woman, and women are the great retail buyers of goods,) it is difficult to command belief in future advertisements. The advertiser who is in the habit of fooling the community soon finds himself distrusted. And it doesn't need a prophet to foretell that success will never

ride on a tandem bicycle with him unless, perhaps, he gets into the green goods business or something similar.

There was a time not long since when most advertisements were generally received with incredulity. "Oh, it's only an advertisement!" was then a common expression, and to some extent

Clark's Corned Beef in 2 lb. tins, 25c. a tin	Mens Caps, something choice at 25 and 35c.
Morton's fresh herring, the finest made	Notdy hair in hand tins at 2 for 25c.
Golden Finnan Haddies in flat tins, 2 tins for 25c.	Gents Kid Gloves, colored in tins, 30, 25, 1.00 pr.
York, free from lard and not too fat—speci- ally.	Gents cotton drawers and shirts from 25c. each up.

YOU SHOULD

Try Colman's Dairy Salt for Butter.

" Dwight's Cow Brand Baking Soda.

" A pound of Ludella Black Tea.

Cottonade Pants—A fresh arrival this week in good dark dressy patterns; also blue with bib attached.

Deep skin Binding mitts with patent fastening at wrist.

Castile Soap—the genuine French manufacture, in 5c. cakes only.

Oatmeal soap—Morton's best.

Madame Rhy's Complexion soap. A popular line for every-day toilet—only 5c. bar.

J. M. Steel - Clarksburg.

Fig. 1.

this distrust in advertising still exists. But it is gradually passing away under the influence of the truthful advertising, which advertisers are by degrees finding out to be the only kind that pays in the end.

I am asked to criticise the ad. of J. M. Steel's, Clarksburg, Ont. (Fig. 1).

I don't think much of this style of an advertisement. Of course, it is above the average country paper ad., but it has very serious

J. M. Steel

J. M. Steel

It pays to buy your goods from J. M. Steel

HONEST WEIGHT, HONEST COUNT, HONEST MEASURE, and your money back if everything is not found just as represented. These are some of the many good things you are sure of, at Steel's. But don't take our say so for it—ask your neighbor. Or better still, come and see for yourself. We ask your special attention this week to:

COLEMAN'S DAIRY SALT. The best butter salt we know of. A cent a pound more for just butter once in a while will pay for the extra expense of using the best salt many times over. 15 lb. bags, 20c.

LUDELLA BLACK TEA. We are the sole agents in Clarksburg for this tea. It is put up in an eight pound package, which preserves the strength and flavor till required for use. A choice blend of Ceylon and India teas that pleases everyone who likes a good strong tea.

DWIGHT'S SODA. The old reliable "Cow" brand. We sell no other soda because we know that Dwight's is the best. Regular size packages 5c.

CLARK'S CORNED BEEF, in 2 lb. tins, 25c. a tin. You can always depend on Clark's corned meats being good.

CASTILE SOAP. The genuine French article, 5c. a cake.

GOLDEN FINNAN HADDIES, in 1 lb. flat tins, 2 tins for 25c.

MEN'S KID GLOVES, colored, in tins only, 50c., 75c., and \$1.00 a pair.

MORSE'S OATMEAL SOAP. We recommend it, 10c.

WE HAVE JUST RECEIVED A SPLENDID LINE OF COTTONADE PANTS. THEY ARE IN GOOD DARK DRESSY PATTERNS. SOME ARE IN BILE WITH BIB ATTACHED.

J. M. STEEL, CLARKSBURG

Fig. 2.

faults. In the first place, it leaves the impression on the mind that Mr. Steel is afraid to quote the prices on at least half the articles mentioned. Why should not the price of Morton's herrings be quoted as much as the price of Clark's corned beef? The three most important items in the ad., judging by the type, (salt, soda and tea,) certainly ought to have prices quoted for them, unless, perchance, Mr. Steel is sole agent for the three brands mentioned. Even then, prospective purchasers ought to be told how much money the things will cost. Neither are we told, for example, what Ludella tea is like—whether it is a Ceylon, India or a China tea; or whether it is a package tea or a bulk tea. Another fault of the ad. is the double rules run across both columns. These rules have the effect of fencing off the rest of the ad. from the name at the bottom.

Supposing that Mr. Steel's ad. had been written something like Fig. 2.

Here is an ad. (Fig. 3) from far-away Victoria, B.C., on which my criticism is desired. The man who wrote this ad. is evidently no

novice in ad.-writing. Taking it all round it is a pretty good ad. It would have been an improvement if the ad. had been all about clothing or all about underwear. Either of these subjects are quite

Suitable Clothes

Mean comfort and peace of mind. You can't afford to wear unsuitable clothes. Our stock is full of suitable things in men's, youths' and boys' wearing apparel. Take Serge Suits; like all other clothes, there are good, medium and trash. "Our Kind," the good kind; prices \$9.50, \$8, \$9 and \$10 the suit.

Underwear.

Our underwear department is now complete. Underwear to be comfortable must fit. If your outfitter can't fit you, suppose you try us. We sell good underwear as low as 50 cents a garment. A special line of boys' fleecelined underwear, all sizes, \$1 per suit.

CAMERON

The Cash Clothier, 55 Johnson Street.

Fig. 3.

mediate response. It is definite information about something in particular that attracts attention and brings the business. The item of serge suits mentioned by Mr. Cameron is of sufficient importance of itself for a whole advertisement.

I have taken the liberty of re-writing the ad. as I think it ought to have been written (Fig. 4):

Cameron's Clothing.

Something you can't afford to do.

You can't afford to wear poor clothes. It is a weakness of human nature to judge by appearances. Even a dog will bark and growl at a tramp while he will let a well-dressed man pass by unmolested.

There are two ways of getting good clothes. Go to a first-class make-to-order tailor, let him take his time and charge you what he likes; the other way—the best way—is to come here.

Take our serge suits for example: a make-to-order tailor would probably charge you \$15.00 to \$20.00 for a suit that will fit you no better, look no better, and be no better than one of our \$10.00 suits. Of course we have cheaper serge suits—\$9.00, \$8.00, and down to \$6.50.

EVERYTHING IN BOYS' AND MEN'S CLOTHING AND UNDERWEAR.

CAMERON

The Cash Clothier; 55 Johnson St.

VICTORIA, B.C.

Fig. 4.

large enough for even a much larger ad. than this. Ads. as a rule (especially those read by men) are quite hurriedly read. One line of goods or one idea is about as much as an ad. of this size ought to deal with. Of course, if the ad. were what is called a general ad. it would be all right to refer to more than one line of goods. In fact, all lines could with advantage be referred to in a general kind of way. But such an ad. is not likely to bring much of an immediate

For the convenience of such of the readers of THE REVIEW as are in the clothing business I herewith offer a few suggestions in clothing-advertising literature.

It pays to wear good clothes. It pays for three reasons: First, you feel yourself to be a better man; secondly, you look to be a better man; and lastly, you *are* a better man. Is this not worth paying a little extra for?

You go to your tailor, you leave him an order, you wait a long time for the clothes and maybe they don't fit when you get 'em.

You come here, the clothes are ready to try on, we fit you in a few minutes and save you one-fourth to one-half the price.

But are the clothes as good? We say they are. If we are wrong we give you your money back. We can't afford to be wrong.

Come and try, anyway.

What proportion of his accounts does the make-to-order tailor fail to collect? Ask him and see if he'll tell you.

But whatever the proportion is, you are taxed your share of it when you buy from him.

But when you buy here you pay for what you get only. CASH IS YOUR FRIEND.

Cash is our friend, too, and that's why we stick to it in both buying and selling.

Have you decided yet where you are going to buy your spring suit of clothes?

Come in here, anyway, and see what we have. If we can't fit you at one-fourth to one-half less than your make-to-order tailor has been charging you, we'll tell you.

Another thing we do besides fitting you is to sell you *good* clothes.

Good fit, good clothes, and the low prices that go with cash dealings are a combination hard to beat.

Come and join the combine!

* * *

About the cheapest advertising, and a kind that comes pretty nearly being as good as any, is the putting of circulars or leaflets in parcels going out of the store.

These circulars ought not to be large; 5 inches by 3½ inches is quite large enough for the largest, and most of them can with advantage be smaller.

This form of advertising is good for the special reason that it has the ear, or, rather, the eye, of the buyer at a favorable moment. She has been to your store, she has been favorably impressed, and has made her purchases. At the moment she is feeling well disposed towards you. She reads the little circular, and ten to one it has a more favorable effect on her mind than if she had read the same ad. along with several others in the columns of a newspaper.

My observation leads me to believe that comparatively few retail dealers use this form of advertising to any extent.

Of course, it is not well to put too many of these circulars in one

New . . .

Wall Papers

for 1898

Our travellers are on the road; they are carrying a fine lot of samples, in more popular papers, at lower prices than ever have been shown. It will pay you to delay ordering until you've inspected our lines.

♦ ♦ ♦
M. Staunton & Co. Manufacturers
 TORONTO

McAlpin Tobacco Company

TORONTO, CANADA.

Manufacturers of the following brands high-grade Tobaccos, viz.

BEAVER, Bright Plug Chewing, 9 to lb.,
 3 and 12-lb. Packages.

LUCKY STRIKE, Bright Plug Chewing, 7's
 and 8's to lb., 18 and 24-lb. Butts.

JUBILEE, Chocolate Chewing, 8 to lb., 5 and
 12-lb. Butts.

WOODCOCK, Bright Smoking Plug, 4's and
 8's to lb., 16-lb. Caddies.

SOLID COMFORT, Bright Smoking Plug, 7's
 to lb., 18-lb. Butts.

TONKA, Cut Smoking, $\frac{1}{2}$'s, 1-5ths,
 1-10ths and 1-12ths.

STANDARD KENTUCKY, Fine Cut Chew-
 ing, 5-lb. Pails.

APRICOT, Fine Cut Chewing, 5-lb. Pails.

APRICOT, Foil Packages, 12 to lb., 2-lb. and
 5-lb. Boxes.

For sale by principal wholesale dealers throughout Canada.

FAC SIMILE OF CASK LABEL.



PURNELL'S

**PURE
PLAIN and SPICED**

MALT VINEGARS

For Pickling, Table Use and Export.

Brewery, Bristol, England.

AGENTS

MONTREAL:
J. M. KIRK,
Imperial Buildings, St. James St.

TORONTO:
J. WESTREN & CO.
61 Colborne Street.

HAMILTON:
W. H. GILLARD & CO.
Wholesale Grocers.

VANCOUVER, B. C.
G. E. JARVIS & CO.
101 Holland Block.

Winnipeg—A. STRANG & CO., Portage Avenue.




PALATE TICKLERS



GILLARD'S NEW PICKLE

Made from the choicest English Pickling Vinegar, and vegetables. Beyond a doubt, the most delicious pickle in the world. This is no idle boast, but is



Backed by 

10 Gold Medals

Awarded at the Great Pure Food Expositions held in England. A single trial convinces the most skeptical of its peculiar and delightful merits.

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




GILLARD'S NEW SAUCE

Distinct from all others in its superior flavor. Prepared only from the finest selected ingredients.

Barrel lots of 12 doz., \$1.75 per doz.
Single doz. lots, \$1.90.

Sold by all Wholesale Grocers in Canada

Manufactured by 

GILLARD & CO.

LONDON, ENGLAND



parcel. One, or two, or three small ones at the very most should be the limit.

Closely connected with this form of advertising is the use of wrappers with your advertisement on it. The majority of retail dealers seem to think that it's a good thing to have their firm names printed on the outside of these wrappers in flaring type. This is a mistake. Customers are often prevented from carrying their parcels home because of this same flaring type. They don't want to be walking advertisements for someone's dry goods store. The proper way is to have a nicely worded sentence or two, dealing with some interesting feature of your business, printed in modest type. When the goods are wrapped up put the printed side of the paper inside. When the customer gets home she will be sure to see the ad. when she opens her parcel.

* * *

One of the pitfalls for the unwary advertiser is the temptation to say what he thinks are smart and funny things.

Even if ads. were mostly read by men this would be bad enough, for the reason that not one man in a million can write funny ads. that are any good as ads. Now, women do the most of the ad. reading and most of the buying at retail—75 to 90 per cent. of the total. It is a well-known fact that women take far too serious a view of the spending of their allowances to appreciate even genuine wit and humor when it is mixed up with the prices of dry goods, provisions and what not.

The safest and by long odds the best plan is to fill up your advertisements with plain, straightforward, business-like talk.

AN INSANE BUSINESS PRACTICE.

By David.

THERE is a prevailing idea that the majority of the managers of wholesale paint and oil firms are pretty shrewd business men. Let us hope that the houses given to the following insane methods of doing business are decidedly in the minority and that, for the benefit of all concerned, their number will "grow smaller and smaller, and more beautifully less."

A commercial traveler of repute, representing a large wholesale grocery firm in Ontario, relates his experience as follows: "I was driving, during the summer, through the County of Waterloo and, calling in one of the most prosperous villages, I displayed my samples of rich Mocha, Old Government Java and choice Lal-Ram tea and Acadia granulated before the merry eyes of my Pennsylvania-Dutch customer, whom we will call Mr. Dinkelpender. After growing eloquent on the virtues of my full-strength-up-to-date-antipyrroligneous vinegar for making 'sauer-kraut' Mr. D. said:

"Mine frent, Allspice, I vill gif you an order provided you take back all dose canned goots vich I have mit me dree years all-the-vile, and mail a gretted note chust the same as I pays!"

"Mr. Allspice vowed he could not exchange good, fresh groceries for shop-worn, three-year-old, antiquated tinned salmon and green corn, and demanded an explanation.

"The worthy storekeeper explained that he lately made an exchange of the whole of his stock of ready-mixed paints to a Toronto manufacturer, who replaced it, apparently, with a fresh line or possibly some newly labelled rubbish that had been transferred from some other dealer who, by making the 'trade,' thought he was getting a bargain.

"Our tea and coffee salesman respects his situation as well as his reputation, and refused to do business in such a slipshod fashion.

"I investigated the above and found the facts strictly correct. In some instances the exchanged product has been resold in the same or neighboring towns at 60c. per gallon, the buyer of the job lot in turn selling at \$1 per gallon to the demoralization of trade, seeing the retail price should be \$1.40 to \$1.50 per gallon."

A SOLUTION OF THE CUT-RATE EVIL.

ATTENTION is called to the success of the scheme to protect their goods, and the retailer from cut prices, employed by the Quickcure Co., Limited, of Quebec. Their plan shows they are in earnest in the matter, and have a shrewd business conception of the evil and its cure.

Their plan is two-fold, either of them being essential to the success of the other. (1.) They have only one price for their goods, in large or small quantities—so any dealer, no matter how little he buys, only pays the same rate as the largest buyer. (2.) Goods are only sold under their contract of sale not to sell or in any way dispose of the Quickcure Co.'s preparations at less than the regular retail prices; a breach of which contract would render a dealer liable for so doing and also liable "for obtaining goods under false pretences."

The abolishing of any better price, or larger discount, for their goods, when bought in large quantities, fills a double purpose: It enables the company, if necessary, to watch more closely a firm or individual who appears to be handling a quantity in excess of what appears to be legitimate sales, and thus check any that might find its way into the hands of those disposed to cut the price; it also establishes confidence between the dealers and the company, as it shows the latter only desire such sales as are made to those who adhere to the terms of the contract; in this they show their faith in their preparations, and the demand they are determined to create for their goods; to this end, we understand, they have increased the list of newspapers and magazines in which they advertise to over 500 in Canada; and they also have exhibited at 37 exhibitions all over Canada and distributed half a million pamphlets thereat.

That the scheme has been popular is testified to by over 900 dealers who keep their goods, and state "they give universal satisfaction to both themselves and their customers;" also the influential testimonials from people known all over Canada, which they publish, must create a widespread demand for their goods, which are put up as handsomely as any in the world. It would be well for those who do not yet keep these goods to lay in even a small supply, as it may create a bad impression among your customers if they have to go elsewhere for these goods, which are gradually finding their way into every house, where they become staple articles, as they are really possessed of unequalled merit. We believe this is the first proprietary medicine company in the world to establish only one price for all their goods, and which is looked on as a distinct advance towards protecting the retailer from the departmental store that sells at cut rates (as the small buyer buys as cheaply as the largest), and this, combined with a contract of sale, to be rigidly adhered to, may cause other manufacturers to adopt the two ideas which form the Quickcure Co.'s scheme to protect retailers from cut rates. Each one can hasten the day when other manufacturers will do this by making such a rapid success of the Quickcure Co.'s goods that all manufacturers will unite, the world over, on the same lines and protect their best customers, the upright retailers.

RIPE STRAWBERRIES IN OCTOBER.

A Kinmount, Ont., subscriber, signing himself "A Lover of Fruit," writes as follows: "Having read your articles re Canada as a fruit-growing country, I thought it might interest you to know that one of our business men, Mr. C. Wellstood, boot and shoe dealer, who takes a great interest in gardening and fruit growing, picked a ripe cultivated strawberry on October 7. Canada must be all right if she can grow two crops of strawberries in a garden one hundred miles north of Toronto."

DRINK **McNISH'S**
DOCTOR'S
SPECIAL
SCOTCH WHISKY

The Medical Whisky of the World.

Canadian Agents

GEO. PERCIVAL & CO. = MONTREAL

Established 1820.

Delicious...

FORTT & SON'S

...Digestive

FAMOUS

BATH OLIVER BISCUITS



Gained the Special Gold Medal—Highest award at International Cookery and Food Exhibition, London, 1893.

Returned Feb. 23/98

UNRIVALLED as the best Wine and Cheese Biscuits ever offered to the public. In their wholesome character and digestive properties they are unique; unlike and superior to any other biscuit made.

Sold in tins, 1/2 and 2/- each

by the Leading Grocers and Stores throughout the world.

Wholesale Agents Wanted.

CATER, STOFFELL & FORTT

Proprietors

LIMITED

Bath Oliver Biscuit Factory

4 and 5 Milsom Street and John Street

BATH

THE DAVIDSON & HAY, Limited

HAVE NOW IN STOCK MAGNIFICENT LINES OF NEW

Raisins Currants Peels
CANNED Salmon Corn Peas Tomatoes

TEAS

of such qualities and prices as must command the attention of all careful buyers. Our sales of KURMA TEA in 1-lb. and ½-lb. Lead Packets continue to increase amazingly, fully justifying our prediction of two years ago that it was bound to become the favorite package Tea on the Canadian Market. Quality and price must eventually tell. We still maintain our reputation for prompt shipment, all orders being despatched the same day as received. Write us for Samples or Quotations.

THE DAVIDSON & HAY, Limited, 36 Yonge St., TORONTO



BUCKWHEAT FLOUR

(SELF-RISING) **WE HAVE IT.**

Ready for immediate use.
Needs no Salt, Baking Powder or Eggs.

A perfect self-rising flour superior to all others for making delicious griddle cakes.

In 2½-lb Packages.
2 doz. per Case.

In 5-lb. Packages.
1 doz. per Case.

Order at once. Your customers will be delighted with it. We are ready to fill all orders promptly from this year's crop.

The Ireland National Food Co., Limited

TORONTO, CAN.

All Wholesale Grocers sell it.
Insist upon having our goods.
They are the best.

OPERATING the largest and most complete Breakfast Cereal
Food Mills in the Dominion.

How's your Biscuit trade?

Are you satisfied? Don't you think it could be improved? By improving the quality of your stock, you will improve your trade. Unremitting care and close attention to the smallest details in every process of manufacture, has steadily raised the quality of our Biscuits, until to-day there are no higher class goods produced in Canada. **QUALITY WINS.** We have proved it, and now we sell the second bill of goods to a new customer more easily than the first.

**Telfer's
Biscuits**

Our Cream Sodas in 3-lb. tins and cartoons cannot be beaten. They have won their way into public favor on their merits alone. Always of the same high quality.

Write for samples of our latest Sweet Biscuits.

Brooms are advancing.

Harvest reports show a light crop of Broom Corn, and the price of brooms is bound to take a jump. Neither the scarcity of corn nor the advance in price will affect the quality of our output. We will keep up to the high standard of past years and will see that our brooms are well worth every cent asked for them. Don't be misled by low quotations and consequent low quality. There's such a thing as paying so little for an article that it can't be good. There's nothing in our stock not thoroughly good. Nothing that has one cent on the price that does not honestly belong there. There isn't a better carpet broom made than "OUR BEAUTY." We make a specialty of **CURLERS'** brooms. "SOOPER-UP" is always a winner in that line.

**Telfer's
Brooms**

Tell us about your needs, and we will give you quotations.

Telfer Bros. COLLINGWOOD



THE SCOTCH FISHERIES.

SCOTCH fish, such as herrings, etc., put up in cans in tomato sauce and other ways, have of recent years become a staple delicacy in Canada, and no first-class grocer's stock is now complete without a supply of these goods. Orders for these goods are usually taken during the fall and winter for shipment in the spring, so that the present is the period when jobbers place orders for supplies. Prices this year, owing to the exceptional conditions governing the Scotch fisheries during the season, promise to be higher than the average. It is estimated that existing stocks in packers' hands in Scotland will hardly supply the anticipated demand between now and next spring, and the new pack, for the above reasons, will be very small.

The Scotch herring fishing season this year on the east coast of Scotland, including also Orkney and Shetland, will stand unparalleled for its curious combination of unexpected record catches, general widespread disaster and unusually high prices.

From the opening of the season the fishing has been extremely fluctuating, and occasionally for days in succession almost whole fleets returned to the various ports either entirely blank or with a most meagre supply of fish. So discouraging did the state of matters become that fishermen during the latter part of August resolved to bring the season to a speedy close. It is believed that the deficiency, as compared with 1896, from Shetland to Berwick, amounts to fully 390,000 crans. Details given by the Scotch press regarding the take and prices during the season at Aberdeen and other ports fully confirm this. The season at Peterhead, although large catches were landed there during the last week of August, was practically closed by the middle of that month. Indeed all accounts agree that there has not been such a disastrous season for many years — not since 1888 — when at some of the leading ports the catch was only 95,000 crans, against 93,000 for the present year. The quality of the fish, as well as the price, has also varied exceedingly. Generally, the quality has been inferior and greatly mixed, a large proportion of the herrings being of small size. In spite of this, prices have risen sometimes beyond all precedent, in several instances exceeding £2 per cran. The average price for the season was about 29s. per cran. THE CANADIAN GROCER was supplied with the following figures regarding the different Scotch ports :

	1897.	1896.
Berwick	130,280	110,580
Fraserborough	93,500	201,224
Peterhead	66,000	151,000
Aberdeen	46,873	125,256
Wick	28,760	73,600
Berwick District	22,400	48,000
Helmsdale	10,380	14,163
Buckie	9,780	14,458
Montrose	3,460	34,607
Stonehaven	6,296	13,246
Macduff	5,200	7,200
Lossiemouth	5,330	8,169
Burghead	4,451	7,434
Boddam	3,416	9,012
Arbroath	2,400	1,300
Kirkwall	1,600	10,348
Total	445,126	829,597

The export of cured herrings from Scotland has not been large, but in spite of this fact prices have risen sharply, ruling at 38 to 40s.

per barrel for large fulls. In addition to the Scotch, the Dutch herring fishing, it may also be stated, is far short of last year's results, the total to the end of August for the Low-Countries fleet being 38,496 barrels, against 84,853 for same period in the previous year.

With the large shortage in view, advices to commission men in Canada are firm, and buyers who are in the want of any supplies of Scotch fish delicacies will certainly gain nothing by holding off.

A SUCCESSFUL HOUSE.

THE duty of supplying grocery specialties has become of recent years an indispensable branch of the jobbing trade. In fact, many articles that are classed under the heading more properly belong to the category of staples, for the grocery bill of fare of the average consumer nowadays is as much unlike the good old days as it possibly could be.

A leading house in this branch of the trade in Montreal is Robert Greig & Co., who represent in Canada the following well-known firms: Bryant & May, Limited, London, Eng., matches and wax vestas; Rowntree & Co., Limited, York, cocoa and chocolate; Carr & Co., Limited, Carlisle, biscuits; M. A. Craven & Son, York, confectionery; J. Buchanan & Bros., Limited, Glasgow, jams, marmalade and peels; John Mackay & Co., Edinburgh, essence of coffee; Robinson & Wordsworth, Pontefract, liquorice; A. J. Caley & Son, Norwich, chocolate confectionery; Lorimer & Co., London, sauces, etc.; Chancellor & Co., London, Mack's starch; Walter Hubbard, Glasgow, rusks; James Marshall, Glasgow, food preparations; Blondeau & Cie., London, vinolia toilet preparations; Dandicolle & Gaudin, Limited, Bordeaux, preserved vegetables, fruits and fish; Maison Bordin, Paris, preserved goods; J. Stauffer & Cie., Belgium, prepared soups, etc.; Keopff Bros., Germany, gelatine; E. Selbmann, Germany, fancy boxes; S. Zinn & Co., Germany, fancy baskets; Pratt Food Co., Philadelphia, poultry and cattle foods; E. C. Rich, New York, jellies, etc.; also agents for the provinces of Ontario and Quebec for Maconochie Bros., London, pickles, preserved fish, etc.

The reputation of these firms and the goods they manufacture requires no extended mention; it is world-wide.

Mr. Greig, the sole partner in the house, got his business training with D. Morrice & Sons, one of the leading commission houses of the Dominion. When he left their employ he was at the top of the tree. This was in 1892, when he bought out the business he is now directing. One of the house's leading specialties is "Crown Brand" extracts. These are put up under Mr. Greig's personal supervision, as he prepares the formula himself. Everything that goes out, therefore, he is in a position to positively guarantee. The sale of these goods has increased many fold, and they took the only medal awarded for goods of this description at the Toronto Exhibition this fall.

That the quality of all the goods handled by the firm can be absolutely relied upon, the growth of the business clearly testifies. The second year, moreover, was double that of the first; the third double that of the second, and the fourth double that of the third. This increase of 100 per cent. in volume each year speaks for itself.

There are eight travelers constantly on the road representing the house from Halifax to Vancouver.

"There is always a black spot in our sunshine," says Carlyle; "it is the shadow of ourselves."

*When you want Salt
 For any purpose
 Write
 Verret, Stewart & Co.
Montreal.*

Dealers in **SALT** exclusively.

NEW SUGAR-CURED



⊕ ⊕ ⊕ ⊕ ⊕
HAMS
 ⊕ ⊕ ⊕ ⊕ ⊕

Breakfast Bacon
Pure Lard
 Etc., Etc.

Fresh Pork
SAUSAGE
 Expressed to all parts.
 Try a sample basket.

Park, Blackwell & Co.

Pork and Beef . . . Packers

LIMITED

TORONTO

Purest and Best

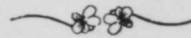
Windsor ...Salt

TABLE SALT
DAIRY SALT
ORDINARY FINE SALT

39 Cars ordered on 4th October

This demand has been caused by
Excellence in Manufacture,
Superiority of Product and
Neatness of Package. . . .

FOR SALE BY ALL WHOLESALE GROCERS.



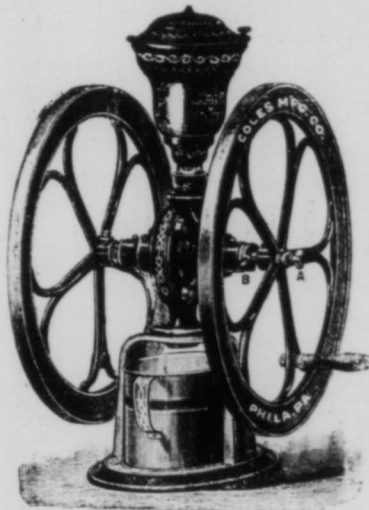
WINDSOR SALT COMPANY, LIMITED
Windsor, Ont.

Coles' Coffee and Spice Mills

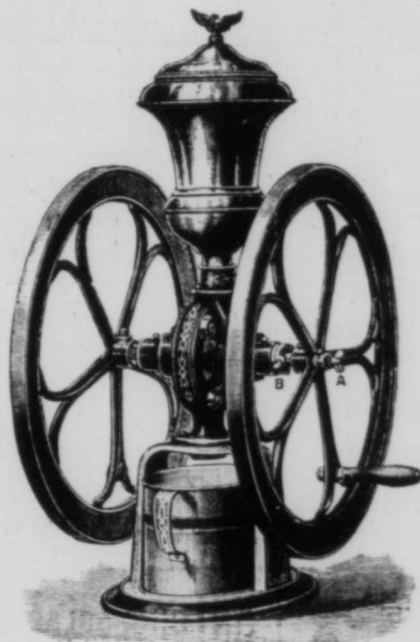
"THE LABOR-SAVERS."

The finest line of Mills made.

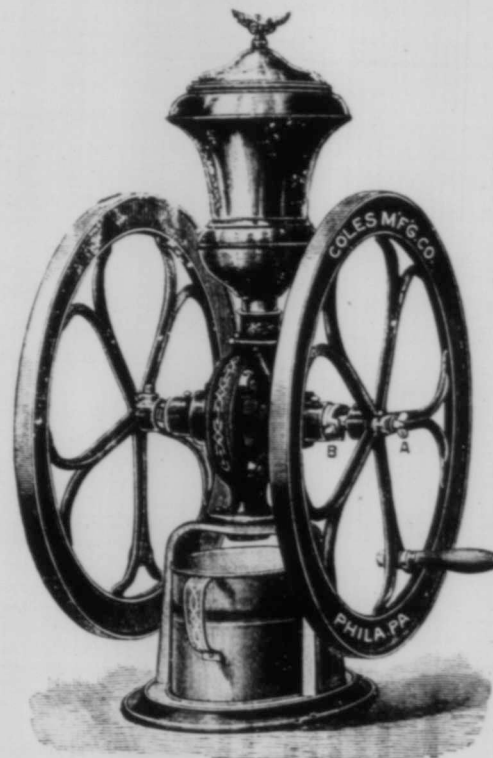
For either Granulating or Pulverizing.



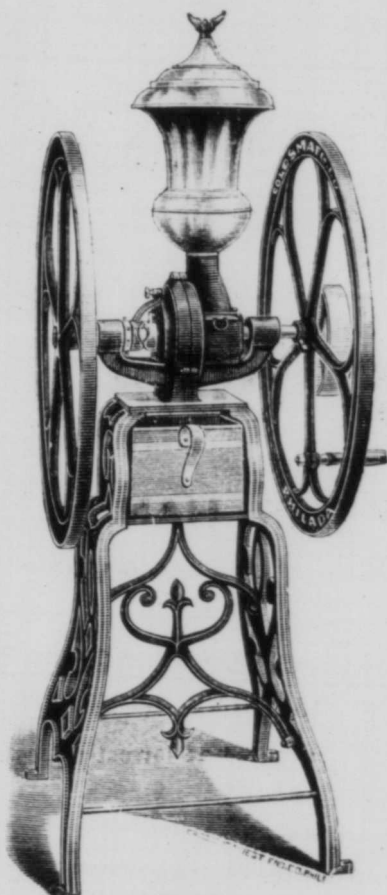
No. 7.



No 10.



No. 14.



No. 18.

18 Sizes

For Hand or Power. LIST, \$1.25 -- \$100.00.

Patented Grinders and Adjustment.
Must be tried to be appreciated.

Grocers once using our Mills will have no others.
Our Pulverizing Mills are the only ONE MAN pulverizers.

Agents--{ Todhunter, Mitchell & Co., TORONTO.
Dearborn & Co. - ST. JOHN, N.B.

COLES MANUFACTURING CO.

PHILADELPHIA, PENN'A.

Crosse & Blackwell

NEW
18



SEASON'S
97

Candied and Drained Peels

Now is the time for ordering for Fall shipment.

C. E. COLSON, - ...MONTREAL

Lunch Tongue



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

Carefully selected tongues free from skin and waste.

Agents:

J. L. Watt & Scott, Toronto.

Watt, Scott & Goodacre, Montreal.

George De Forest & Sons, St. John, N.B.

Or

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

ANTOINE SOLARI'S



SULTANAS

ANTOINE SOLARI'S



FIGS

Antoine Solari

HEAD OFFICES:

GRAND VEZIR HAN,

SMYRNA

Importer and Exporter of

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

All orders executed at lowest prices.

Agent for Toronto:

E. FIELDING

34 Yonge Street,

TORONTO

FRUIT CAKE FRUIT PUDDINGS



MAKE GOOD
EATING

if prepared from

Wethey's Condensed Mince Meat

This mince meat is prepared from the finest fruits and the purest spices. The yearly increased demand is the best proof of satisfaction to retailer and consumer. Now is the time to lay in a supply. If your wholesaler cannot supply you write us direct.

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

SACCHARINE AND ITS HISTORY.

HYDRA sugar is the commercial name of the expurgated and re-crystallized form of the article which has been known for nearly twenty years or more as saccharine, which while possessing to an intense degree the quality of sweetness, was so combined with objectionable impurities as to render it unfit, or not well adapted, for more than a very limited line of uses, says a German exchange.

Hydra sugar, the purified form, which is the pure sweet, 100 per cent. pure, is a most interesting product, inasmuch as it is capable of such extended use in the arts and manufactures, being perfectly wholesome, according to extended and thorough examinations by various experts in food products, and is therefore not open to the objection that is sometimes rightly urged against synthetic substitutes for long well-known substances.

The material was first produced in the laboratory of the Johns Hopkins University at Baltimore about twenty years ago, and when the announcement was first made that such a substance had been produced from coal tar with such marvelous sweetness it was received with incredulity by all, even by the renowned scientists of Europe, who jested over the matter, and suggested that, according to tradition, bread had been made from stones, and that the recent discovery probably heralded the re-approach of the age of miracles.

It did not take long, however, to convince the world that the

sweetening power and other good qualities of this article, when could be obtained in a perfectly pure state, had not been exaggerated. The trouble until recently has been to furnish an article free from objectionable impurities at a reasonable cost. The purely economical problem has now been solved satisfactorily and the goods are offered under the name of hydra sugar, which is perfectly pure and 550 times sweeter than pure cane sugar. It has been tested and experimented with on human and animal life by innumerable well-known chemists, and is found to be perfectly wholesome. It has the indorsement of the German and American Governments, who use it in army rations. It is frequently prescribed by physicians, and is an absolute necessity for diabetic patients, by whom it is used in tablet form as a sweetener of beverages, tea, coffee, etc.

It has not to any considerable extent the food properties of sugar, but on the other hand, it lacks some of the undesirable properties, and this, taken in connection with the fact that comparative cost, relative strength considered, is considerably lower than even the now very low prices of pure cane sugar, makes it a most interesting article, not only to scientists, but to manufacturers and to the general public.

When told by his physicians that he must die, Douglas Jerrold said: "And leave a family of helpless children? I won't die!" He kept his word and lived for years.



Very large manufacturers of all kinds of POLISHES AND BLACKINGS. When in need of any write us for prices. THE ALPHA CHEMICAL CO., BERLIN, CANADA.

Smokers are Fastidious

They want good cigars—it will pay you to keep what they want.

YOUR CUSTOMERS
WILL BE SATISFIED IF
YOU GIVE THEM

“PHARAOH,” the ten-cent leader
“PEBBLE,” the five-cent leader

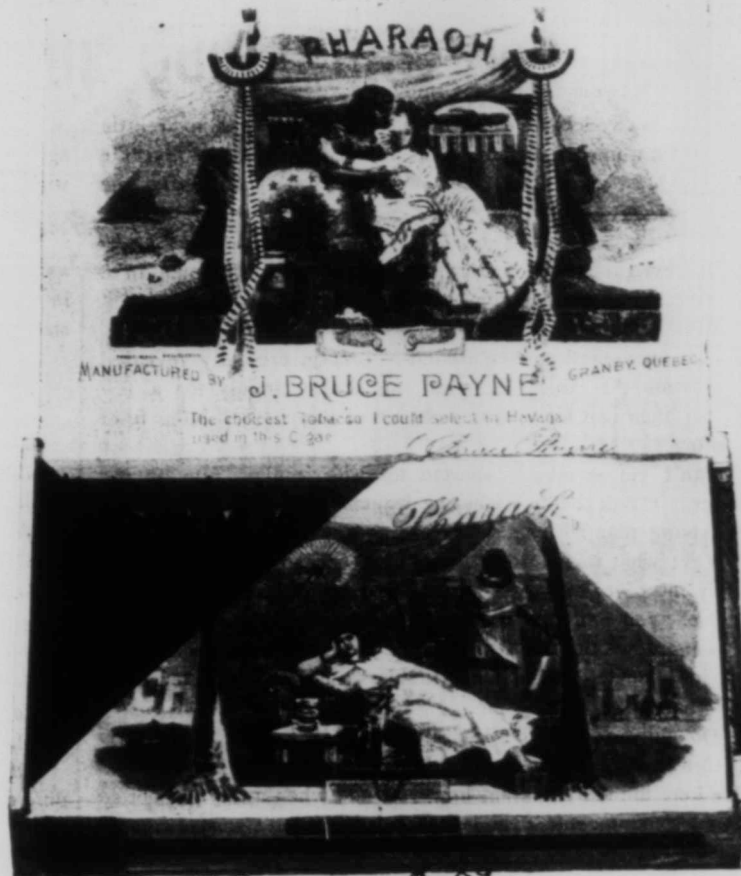
OTHER LEADERS

La Fameuse,
La Maya, Grit,
The Bird, Athena,
Sharpshooter,
Fascinator,
Baby Pearl, C.F.S.,
Etc., Etc.

No retailer ever handled these goods without increasing his trade.

The name “J. BRUCE PAYNE” on any box means satisfaction to retailer and consumer

My goods can be obtained from all the leading jobbers between Halifax and Klondyke.



RETURNED *now 2nd 97 to S.M.A.*

J. BRUCE PAYNE - Granby, Que.

SEEKING A GROCERY CLERKSHIP IN LONDON.



IN HIS usual soulless manner, the editor seemed to think that if I did something for a change it would break the monotony of things. So he came to me with a suggestion.

"Every smart youth employed in the provinces," he said, "has one great ambition in life, and that is to come to London to work—to London, where the streets are paved with gold" (this is a thing I had never noticed, but the editorial eye is keener than that of the proverbial eagle), "and where," he continued oracularly, "every ambitious boy is a probable Dick Whittington."

"It would be an interesting thing, then, to find out what the country shop assistant—a grocer's assistant—has to expect when he comes to London in search of employment."

I applied first at a shop in Whitechapel. This was, without doubt, the most woefully dirty grocer's shop I had ever seen, and it simply reeked with the smell of warm candles and strong cheese.

At first glance I thought there was no one in possession, and I was rather startled to hear a shrill voice cry: "Ma! Wanted! Wan—ted!"

A little girl, with a long, single plait of hair down her back and a wonderfully dirty face, was sitting on a high chair "minding shop."

"May I see your father?" I said.

She did not vouchsafe a reply, but turned her head to a little window with a muslin curtain, and screamed again at her invisible parent: "Ma! come 'ere! 'Ere's a man wot's come after the place!"

"Ma," whose face was nearly as dirty as the little girl's, entered and eyed me suspiciously, then turned and screamed in a voice exactly like her daughter's, only louder:

"Jim! Jim! Come 'ere!"

Jim, a very small man, quite out of breath, presently revealed himself from the rear. He eyed me almost timidly for a few moments, then cast his eyes on a bunch of brooms that hung from the ceiling.

"Can't yer speak?" snarled his wife, pulling him by the shoulder. "Ask the man what he wants. What wages do you want, young man?" she said, turning savagely to me.

"Yes; what wages do you want?" echoed the little man.

"Twenty-five shillings a week to live out," I said.

"Well, you won't get it, then!" she answered snappishly.

Passing down the same street a few minutes later I saw a round-faced, jolly-looking grocer in a little shop by himself, and determined to see what he would offer me.

"Do you want a hand?" I said, entering.

"Can't afford it," he said; "trade's too bad."

He kept me there talking, however, and when a tiny girl not so high as his counter entered and squeaked "Farden's-worf of snuff," he told me that most of his trade was made up of halfpenny-worths of sugar, pennyworths of tea, and such-like things.

While he was talking, a smell of boiled beef steamed out through the glass door of the little sitting-room at the back. "That's my dinner," he said, noticing my glance.

"You might stay dinner with me," said the kindly fellow, apologetically looking in another direction. "Hungry work looking for a job. I know what it is."

I thanked him heartily, and went away.

My next venture was in Camden Town, down a street of warehouses.

Half way down the street I came to an office with a brown wire blind, through which I could dimly see a young clerk scratching

away in a big ledger. On the blind in gold letters were the words "Messrs. X. & Co. Engaging Department." At various respectful distances I saw twenty or thirty serious-looking young men, who were evidently intent on getting a situation.

The advertisement, which stated that there were several vacancies, had told applicants to call between eleven and one. It now wanted ten minutes to eleven. None of us dared jeopardise his chances by applying before the stated hour.

The manager who engaged employes was picking his teeth with a wooden match, and giving directions to the youth with the big ledger.

By this time there were five or six young men sitting quietly round the room, and others came in at intervals, until all the chairs were occupied, and seven or eight men were standing.

The majority of the applicants were smart and tidy-looking, and wore brown bowlers to a man. There were several, however, who had a suspicious fringe about the bottoms of their trousers, and their clothes at the knees and elbows were painfully shiny.

The manager took the wooden toothpick out of his mouth, and, looking at the cadaverous individual, ejaculated "Well? Where do you come from?"

"Glasgie," he said. "I was four years in the grocery and preveesions."

"Are you a good hand?"

"Weel, sir, I'm no' so bad. Ah couldna——"

"You won't do for us," said the manager.

Poor fellow! his accent had doomed him.

Two or three others went up and were dismissed. The manager, evidently tired of questioning, looked thoughtfully out of the window.

I knew it was my turn, but he had not yet called "Next!"

He turned from the window, and his gaze settled on me. I felt as if I were about to be tried at the Old Bailey, and shifted uneasily in my seat. I was deciding to put a bold front on it when he startled me.

"Now, then, hurry up!"

I stood before him.

"Well, where do you come from?"

"Birmingham, sir."

"Birmingham? Ha! provisions?"

"Can you wrap up?"

"Oh, yes," I replied.

"What can you wrap up?"

"Eggs, butter, cheese, lard, bacon," I said, mentioning at random all the provisions I could call to mind.

"Can you serve butter?" he interposed, evidently displeased.

I thought it best not to appear too brilliant, and answered modestly: "Yes, sir, I used to serve butter every day."

"London style?"

Of course I did not know that London had a style of wrapping different from any other style, and I answered "Yes."

"How?" he replied laconically.

I felt that he had me, and I tried to wriggle.

"Well, you see, sir, when a customer came in, of course she'd er—come in, and—and I'd say 'Butter, ma'am?' Then I'd"—he did not seem inclined to help me, so I plunged on—"I'd, you know—I'd take a piece of paper——"

"You didn't use a knife?" he interrupted, almost angrily.

"Oh, no," I said. "Oh, no; we never used a knife; we used a—a—one of those little——"

"You mean a pat?"

He must have thought that I was a paragon of a grocer, for he suddenly said: "Now, if you are really a good butter-hand, I will engage you. Come here on Wednesday morning. 24s. a week. You must live out."—Answers.

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and having been engaged continuously and successfully in the manufacture of SALT during that period, we surely must know something about its manufacture. We do not claim to be "the only turtle in the tank," but we do claim to manufacture an article that is positively unsurpassed in PURITY and EXCELLENCE on the market, and that article is

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CANADA MUST HAVE AN INSOLVENCY LAW.

VIEWS OF THE TRADE ALL OVER CANADA.

WHOLESALE AND RETAILER, ALMOST WITHOUT EXCEPTION, IN FAVOR OF A CHANGE OF SYSTEM—
DEFECTS AND ABUSES NOW EXISTING POINTED OUT—SUGGESTIONS FOR THE
PROPOSED NEW MEASURE.

THE question of an insolvency law for the Dominion is again beginning to occupy the mercantile mind, and promises before many months to be a very live one. With a view to obtaining the opinions of business men appertaining to this question, THE CANADIAN GROCER has had correspondence and interviews with wholesalers, retailers, etc., in different parts of the country, and the results are subjoined.

A BLOT ON OUR NATION.

Mr. Hugh Blain, of the Eby, Blain Co., Limited, said: "I am in favor of an insolvency law—a law that would ensure a uniform procedure throughout the whole Dominion in punishing dishonesty and in equitably winding up insolvent estates. In this jubilee year of lofty ideas of national life we should make up our minds to remove the cause of so many disgraceful blots on the business record of the country for a number of years past.

"It seems to me that some of the speakers in charge of the toast of 'Dominion Trade and Commerce' at the Board of Trade Banquet, might have said to Sir Wilfrid Laurier, in effect, but inspired by the occasion in more vigorous and eloquent language: 'I endorse all that has been said in favor of preferential trade with Great Britain, but let us see that we safeguard that preference when we give it. The British merchant, conscious that there is a preference given him to sell, will naturally suppose that he will at least get justice when he asks for payment. He will hardly expect a spider's parlor in a country professing such friendship; and yet such has unfortunately too often been the case. No country in the world could offer better facilities for fraudulent trading than this Canada of ours. The British seller has a preference in placing his goods with the Canadian buyer, but the Canadian buyer's relatives and local creditors have the preference in realizing the proceeds. And what is true with regard to the British seller can be applied with equal truth to the Canadian, when selling outside of his own province. Indeed, the law is so defective that the grossest frauds are perpetrated against you, even under your own eye and to your own knowledge, and yet you are utterly helpless to prevent it. The most pronounced free-trader would favor protection from such treatment. Will the Dominion Government give it? If so, it must practically say to the Provincial Legislatures: 'We will pass an insolvency law and over-ride your iniquitous local Acts which permit and sanction such dishonesty.'" Sir Wilfrid might have said in reply: 'Your Board prepared an Act in 1893 which would doubtless have passed, but for dissensions among the members of your own Board.'

"This," continued Mr. Blain, "would have been correct. The Bankers' Section wanted special privileges, which the mer-

chants could not agree to, and, in consequence, the bill was killed. Unfortunately, just demands are too frequently defeated in the Lobby. The Government should introduce the measure, be responsible for its provisions, and give us a just and equitable Act without fear or favor. Something must be done, and should be done speedily, if we are to stay the gradual declension of business morals. With the exception of Quebec, the most notoriously dishonest preferences are given in the other provinces. The law at present puts a premium on dishonesty. Our only safety in business is that the great majority of our traders are honest men; but this condition can hardly continue, because honesty cannot successfully compete with these dishonest methods. It is absolutely necessary that we should have either an insolvency law or our criminal law amended and made effective against these fraudulent practices.

"Looking at the subject from a national standpoint, it seems incredible that while since Confederation we have been successfully overcoming the barrier of race, creed and party, the provincial laws affecting interprovincial trade have been creating nothing but discord and animosity. It must be a source of sincere regret to every true Canadian to see the several members of Confederation enacting laws that in practice weaken the common bond which binds us together. Let the Dominion Government step in and give us a uniform law for all and it will tend to make us a more prosperous, a happier and a better people."

"In regard to a discharge clause, what are your views?"

"An insolvent, under proper conditions, should, in my opinion, receive a discharge. It must not, however, be too easily obtained or you will encourage insolvency and offset the benefits of the bill. In theory it may appear wrong to break the terms of a contract and compel one of the parties to take in full settlement less than agreed, but in practical business experience, where the insolvent has made a complete surrender of all his assets for the benefit of his creditors and has not been guilty of unworthy conduct, most people will agree that he is fairly entitled to a discharge.

"There should be a limit of time before the discharge could be granted. No one should be reinstated immediately in business, free of liability, without the consent of his creditors. The insolvent should be made to show that he kept books which contained a fair record of his business and that he acted honestly with his creditors.

"A discharge from the court should only be granted by a judge of the superior court. This would make the conditions entitling an insolvent to a discharge to a large extent uniform, and would eliminate local prejudice and the great variety of local opinion surrounding county courts, which were such a serious objection to the Act of 1875. The insolvent, whether opposed or

not, should be compelled to prove to the court that he was entitled to his discharge."

"How about assignees?"

"I would have no official assignees. That was one of the great objections to the old Act. Assignments, in my opinion, should be made to some official as interim assignee who would not be permitted to hold the estate longer than the first meeting of creditors, and whose duties would be restricted to calling the creditors together and to doing such things only as were absolutely necessary in the interests of the estate, and for which he should get only a nominal fee. The creditors at the first meeting should then appoint an assignee on the ground of fitness only, and not because he was labelled by a Government or other body as official assignee. This would effectually do away with canvassing for insolvent estates such as was the practice under the old Act of 1875.

"These are some of the salient features introduced in the Act prepared by the Board of Trade in 1893, which, as already intimated, would probably have been passed but for dissension among ourselves and which the Government should have passed in the interests of the trade and commerce of the country."

AGAINST AN INSOLVENCY LAW.

Mr. Wm. Ince, sr., of Perkins, Ince & Co., when asked for his opinion said: "I am not in favor of an insolvency law. I did, a good many years ago, in conjunction with Messrs. Henry W. Darling & E. W. Thompson, take a great deal of trouble in trying to frame an insolvency law which would be acceptable to the trade generally. Although it was before the Government, it never became law. But the late Sir John Abbott, then Minister of Justice, I think, took it in hand and promised to consider it when drawing up a bill of his own. It, however, came to nothing. Since then the Board of Trade has repeatedly made attempts to have a law passed, but all to no purpose. Although, as I have said, I helped to frame a bill, yet I have never been strongly in favor of a bankruptcy act. The part I took in framing the bill was merely in deference to the wishes of others, and particularly those of the dry goods trade.

"My reason for not supporting an insolvency law is that I feel it is utterly impossible to get the House of Commons to pass an insolvency act which would be satisfactory to the whole trade of the country, especially in regard to the granting of discharges, which, I think, should be left in the hands of a majority of the creditors, with, of course, a certain supervision by the judges. In our own business we have found that we can get along much better without an insolvency law than we could under the old insolvency act. I can recall but very few instances in which an insolvency act would have been any help to us. While I hold these views, still I would acquiesce in a good insolvency act, but I am quite content to go on without one."

During a further conversation, Mr. Ince remarked, with some vigor: "The great trouble about all matters of insolvency is the apathy of creditors." And then he went on to illustrate his point: "At the first meeting probably every creditor will be represented, at the second there will be a marked decrease in the number, while at the third there probably will not be a quorum, and ultimately the matter is likely to be practically left in the hands of the assignee, and solicitor whose interest would, of course, be to make the most they could out of it."

THE EVILS OF THE PRESENT SYSTEM.

Mr. E. B. Greenshields, head of the old firm of S. Greenshields, Son & Co., said:

"You ask me for my views about the passage of an insolvency act for the Dominion of Canada. There is no doubt in my mind about the absolute necessity of this, if Canada wishes to give justice

to her citizens, and to show to other nations with which she has trading relations that her desire is that all creditors should share equally and fairly when they are so unfortunate as to make bad debts in her land. When the object of an insolvency law is stated in this plain way, surely there is no person of ordinary moral sense but will say that we should all strive to obtain it. I have taken an active interest in this matter for years, and some time ago, with a little of the hopefulness of earlier years left in me, I thought we were on the eve of legislation. But the years have come and the years have gone and we are still in the "as you were" position. When Sir John Abbott was in office he told me that if the principal boards of trade of the country agreed on the main features of an insolvency law, the Government would bring in a measure. Acting on this the boards of trade of Montreal and Toronto prepared what I think is an admirable draft bill. This we presented to Sir John Thompson, and from the reception we received from the Government we thought our work was done. But no time has been found in the hurried business of Parliament from then till now for this important measure, though much has been wasted over many matters of little or no importance to the country.

"The present situation is about the following: In the province of Quebec the common law provides for fair treatment of all creditors, with, perhaps, the exception of preferences being given for rent and the ranking on business estates of marriage contracts. In all the other provinces the common law is as bad as it can be. Preferences of all kinds, especially transfers of book debts, chattel mortgages and sales of stocks when merchants are insolvent, are legal. In the Lower Provinces a man can, in the act of assigning, and in the deed of assignment, instruct his assignee (whom he himself appoints!) to pay certain of his creditors in full and divide the balance, if there is any, among the rest. Not long ago in New Brunswick a wholesale dry goods firm transferred all their assets to a limited company, with instructions that the assets were to be used in paying its creditors in, I think, two years if they were sufficient. The creditors, who were the real owners of this estate, were not consulted and had no voice in the unusual disposal of their own property! To-day, in Ontario, a merchant though insolvent can sell out his business and take the proceeds and pay his debts or not as he chooses. He usually has to pay, however, some one or more creditors, for the people he sells to, or through whom the arrangement is made, usually manage, before he is allowed to leave, to make him disgorge sufficient to pay their friends' claims. The immorality of this is beyond doubt. Its legality, as far as the payments to the preferred creditors are concerned, is, according to our antiquated laws, also equally beyond doubt. The transfers of book debts are also very objectionable. A debtor signs an agreement transferring his book debts, present and future, to a creditor. This document, without any publicity given to it, remains with the creditor till the debtor fails, when it is produced and has been held to be a legal lien on all the book debts of the estate. In New Brunswick they have amended the common law and the situation is improved. But even now perverse ingenuity can still favor one or more of the creditors of an estate. In a case the other day at St. John, as no chattel mortgage could be legally given in New Brunswick, a quantity of goods, it is said in their original packages, from the west, were sent over the border to a village in Nova Scotia and a chattel mortgage given on them there! In Ontario there is a Distribution of Assets Act, but it is often useless as there is no clause in it by which the creditors can compel an insolvent to assign, so that he can defend the suits brought against him through the courts, using the creditors' money to fight them, and make away if he choose with all the assets he can dispose of. This shows the weakness of provincial Acts, for the Privy Council of England has upheld the contention of the Dominion Parliament that it alone can deal with

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insolvency legislation, and has decided that the Ontario Act is valid, because it makes no provisions to compel an assignment, but is really a Distribution of Assets Act. By the same reasoning, the Province of Quebec Insolvency Act is invalid, for it provides machinery for compelling assignment, and arresting a debtor who in certain circumstances will not assign.

"This shows that the only relief the country can get for this state of affairs is from the Dominion Parliament, and the present Government should be urgently asked to bring in the measure that was submitted to the late Government. Its leading features are:

"1. Complete doing away with all preferences. This can be easily done with the exception of transfers of book debts and sales of assets when the merchant is really insolvent. An eminent commercial lawyer in Toronto told me it was difficult to prevent these when the proceeds were used in payment of debts, even if they all went to one or two creditors. But means can surely be found, such as compulsory notice to all creditors of such transfer or sale, and so many months given for objections before they would be legal.

"2. Equitable distribution of the assets with as little expense as possible.

"3. A reasonable discharge clause for honest debtors. It might be well to leave this to the creditors, and many people would prefer this, but the fact remains that no Insolvency Act can be carried at Ottawa without this clause. Indeed, I personally think it would be wrong not to have it, as we all know how sometimes

from one motive or another a single creditor will refuse to give a discharge, even when he has no charge to lay against the insolvent except that he was unfortunate in business. But this clause should be a strict one, and safeguarded in every way so that no improper use could be made of it.

"4. No class of official assignees. Those who had charge of the Boards of Trade Insolvent Act were very particular in insisting on this. They wanted the present system under which the creditors employ any competent accountant they choose to wind up the estates. They were very much opposed to any class of assignees being officially appointed by the Government.

"It will be seen from what I have said that the country has a right to demand from this Government redress of the great grievances the mercantile community suffers from, and this on the broad ground of justice, 'the great standing policy of civil society.' If there is any duty specially laid on the Government it is to see that the laws of the country are equitable. It is a disgrace to Canada that in the end of the nineteenth century, when she is taking such a prominent place in the world, her commercial laws should be so iniquitous and so directly opposed to any system of right morality."

A TRAVELER'S APT ILLUSTRATION.

"We have too much law and not enough of common sense," remarked a well known commercial traveler, when questioned. "At the same time, however, the Dominion of Canada is in need



THE INCOMPLETE ANGLER.

JOHN BULL: "I don't seem to be doing as well as I did."

JOE CHAMBERLAIN.—"Well, if you want to get the better of those foreign chaps, you must choose your fly to suit the fish—as they do."—Punch.

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of a good insolvency law. Under the existing state of affairs it is all too easy for a merchant, predisposed to dishonesty, to fail and get started in business again. This calls to my mind the story about the old Dutch grocer. It is an old one, and probably you have heard it before. This old Dutch grocer lived in a town where his competitors had, one after the other, failed, and in some instances more than once, but they usually managed to continue in business, much to his discomfort and annoyance. So one day he decided to fail too. He accordingly wrote to his creditors: 'I'm bust.' As he was a man known to be in good financial standing, the announcement surprised them, and some of them sent out representatives to investigate.

"Why, what's the matter?" asked one of them.

"O, I'm bust, I'm bust."

"How much do you owe?"

"Having told them, one of the creditors asked:

"Do you own that farm over there?"

"Yaw."

"Is it encumbered?"

"Naw, not vif von cent."

"Cattle, stock and implements all yours?"

"Yaw."

"Well, how about your other property? Is that all unencumbered?"

"Yaw."

"But, my dear sir, you cannot fail; you have more than enough to pay five dollars for every fifty cents you owe."

"I don't care, I'm bust, I'm bust. I vill bay you vifty cents on ze dolla."

"We can't accept it. You are able and must pay one hundred cents on the dollar."

"I must! Why, my tear vrend, dose udder vellows all vail and bay you vifty cents on ze dolla. Me, your best customer, you make me bay von hundred cents on ze dolla. I tell you I'm bust."

"And I tell you what it is," added the traveler, "he struck it about right. The present way of doing things is not fair to the honest merchant."

A BROKER'S VIEW.

Mr. Henry Wright, of Wright & Copp, did not care to be interviewed, but during a brief conversation he remarked: "There should undoubtedly be a uniform law for the Dominion. We are doing business from one end of Canada to the other, and what we want is a bankruptcy law which is the same in British Columbia as it is in the Dominion. But if we are going to have a law of this kind let it be a good one."

"What about a discharge clause?"

"O, I believe that every honest man should be granted a discharge."

In speaking of dishonest debtors, Mr. Wright related his experience with one. He had sold a certain article at 30 days. Two days afterwards he learned that the buyer was disposing of it at two cents per pound less than he had bought it for. In about a week that man assigned.

A WELL-KNOWN RETAILER'S VIEW.

"Do I favor an insolvency law? Why, yes. I think nearly every one does." This remark came from Mr. Henry Swan, of Swan Bros., the well-known retail grocers of King street east, Toronto. Mr. Henry Swan is a retailer of over thirty-four years' experience, and remembers well the old insolvency law.

"An insolvency law," he continued, "is fairer to the insolvent; it is fairer to the creditor."

"What do you think about the question of a discharge clause?" I asked.

"There has always been a difficulty regarding the discharge

clause; but I am firmly of the opinion there should be one. I think there should be a certain amount which an insolvent should pay in order to obtain his discharge. And yet it would not do to have a law like unto that of the Medes and Persians. There would have to be some latitude. Circumstances should be taken into consideration. For instance, a merchant may allow, through forgetfulness, his insurance to run out, and he may have his premises destroyed by fire, as a result of which he may be compelled to assign. Now if he was an honest and upright fellow it would not be fair to deny him a discharge because he was unable to pay a certain amount on the dollar. Then there may be loss by flood and storm which may cause a man to fail. Leniency should be shown in instances of that kind. Of course there is this much to be said about a discharge: the higher the percentage of payment necessary to a discharge the fewer would be the failures.

"These questions are delicate, but that does not alter the fact that we should have a Dominion insolvency law; and the sooner we have it the better. Preferential treatment and chattel mortgages should not be allowed.

"Here," said Mr. Swan, in conclusion, "we are extending our trade with Great Britain and other countries, and we should certainly increase the security of the manufacturers and others in those places whom we want to do business with."

CHAIRMAN OF THE TORONTO BOARD'S INSOLVENCY COMMITTEE.

Mr. S. Caldecott, head of the firm of Caldecott, Burton & Spence, who is chairman of the committee of the Toronto Board of Trade on an insolvency law, spoke to THE REVIEW as follows:

"The committee of which I am chairman has met, and, after giving the matter consideration, deemed present action useless until an answer had been received from the Government, as to whether it was intended to pass an Act during the coming session or not. However, we invited the co-operation of other boards of trade, and have secured the approval of nearly every board in the country in favor of a proper bankruptcy law. The committee have had a number of schemes before them, but it was thought better not to formulate any plan just now, but wait to see the Government's measure and then seek to make such changes as the trade thought advisable.

"A number of safeguards ought to be introduced into a new law, especially in the way insolvents obtain discharges. Discharges should be guarded so as to make it difficult to fail, but if a merchant did fail he should not get a discharge if he had made false representations about his business in order to get goods, if he had exhibited recklessness in trading, or if it was shown that there had been extravagance in his personal expenditure. If not guilty of these things discharge could be obtained, provided the estate were handed over to the creditors."

"Did not the movement in favor of the last proposed law break down owing to a dispute between the banks and the mercantile interests?"

"Yes, to some extent; the point on which there was disagreement was the desire of the banks to rank fully on two estates. That is, if 'A' borrows from 'B' and the note is discounted in the bank, the bank in the event of both 'A' and 'B' failing, wanted to hold both lender and borrower for the money. The merchants resisted this contention, which is not even embodied in the present Ontario law."

"The impression now is, Mr. Caldecott, that the banks get a preference in an insolvent's estate by having the best of the assets transferred to them before the failure?"

"There is nothing in the Ontario law giving such a preference. It is only the weakness of a merchant who is in a tight corner for money which leads him to pledge the best of his assets to the bank in

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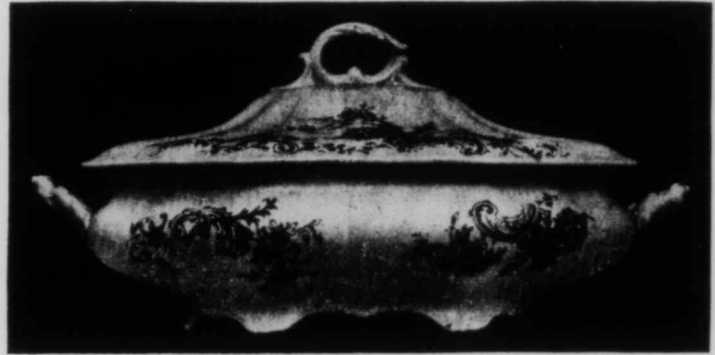
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Cassidy—Crockery

A FEW
Specialties

for . . .
November



The John L. Cassidy Company, Limited
MONTREAL

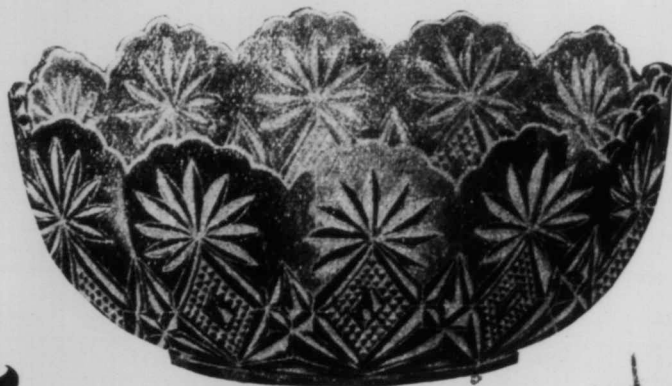
RETURNED ^{The}
Nov 13 1917
**LAUREL
DINNER
SET**

97
Pieces

new shapes,
and in 3 colours
—Pink, Brown, and
Pencil—made in a super-
ior quality of semi-porcelain.

A specialty in the latest de-
signs and shapes in Chamber Sets,
from the celebrated makers, J. & G.
Meakin, Limited, Wedgwood, and Furnivals,
Limited. Few car-loads of the best imitation cut
8-in. Fruit Bowls, Victor pattern, at the very low
price of \$1.25 per dozen, 4 different shapes, in barrels
of 3 dozen—4-inch Nappies to match.

WE GUARANTEE THE BEST VALUE IN THE MARKET.



FRUIT BOWL, Victor Pattern.

- 50 Crates Asst. Printed Ware, 2nd, very low prices
- 40 " " " Teas and Plates, " " " "
- 50 " " White Granite " " " "
- 30 " " " Bests
- Splendid stock of Printed Tea Sets
- " " " Dinner Sets
- " " " Toilet Sets
- " " " Gold Stippled Toilet Sets
- 50 Crates Asst. Jugs, from 30c. to 75c. Set
- 600 China Clocks at less than usual importers' cost
- 150 Crates Teapots, Fancy and Rock

N.B.—We are the Sole Wholesale Importers of J. & G. Meakin's
and Doulton & Co.'s celebrated wares in all grades and
patterns. Low prices from stock and special quotations
on import orders. THE J. L. C. Co., Limited.

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Nov 3rd 1917
J.M.A.

JAMES HARPER Pork Packer

OFFICE AND WAREHOUSE

18 St. Phillip Street

 **Montreal**

**Hams, Bacon
and Sausages**

A **SPECIALTY**

Telephone, Bell, 1273 and 873.



Fleischmann's

COMPRESSED YEAST

The most successful and best Leaven known to the world. Retail at 2c. a cake, giving big profit to retailer.

Quick seller. Has no equal. Delivered fresh every day from the Factory.

List of Fleischmann & Co.'s Factory Depots in Canada

Montreal	Que.	Windsor.....	Ont.
Quebec.....	"	Stratford.....	"
Sherbrooke.....	"	Ottawa.....	"
Three Rivers.....	"	Kingston.....	"
St. Hyacinthe.....	"	Brockville.....	"
Coaticook.....	"	Cornwall.....	"
Richmond.....	"	Collingwood.....	"
Waterloo.....	"	Dundas.....	"
Granby.....	"	Goderich.....	"
Magog.....	"	Lindsay.....	"
St. Johns.....	"	Guelph.....	"
Parham.....	"	Cobourg.....	"
Arthabaska.....	"	Hamilton.....	"
Louiseville.....	"	Ingersoll.....	"
Yamachiche.....	"	London.....	"
L. Epiphane.....	"	Owen Sound.....	"
Valleyfield.....	"	Port Hope.....	"
Toronto	Ont.	Sarnia.....	"
Niagara.....	"	St. Catharines.....	"
Paris.....	"	St. John	N. B.
Petrolia.....	"	Chatham.....	"
Pictou.....	"	Moncton.....	"
Tilsenburg.....	"	Fredericton.....	"
Trenton.....	"	St. Stephen.....	"
Barrie.....	"	Halifax	N. S.
Belleville.....	"	Pictou.....	"
Brantford.....	"	Yarmouth.....	"
Woodstock.....	"		

FLEISCHMANN & CO.

Factory Depot: 523 St. James Street, MONTREAL

Telephone 1204. Every grocer keeps it. Everybody uses it. Correspondence solicited.



WHEN YOU ARE IN MONTREAL

Don't fail to look us up! In order to keep abreast of the times, you need to post yourself as to the newest goods in the market. **WE ALWAYS HAVE THEM!**

China & Earthenware & Glass

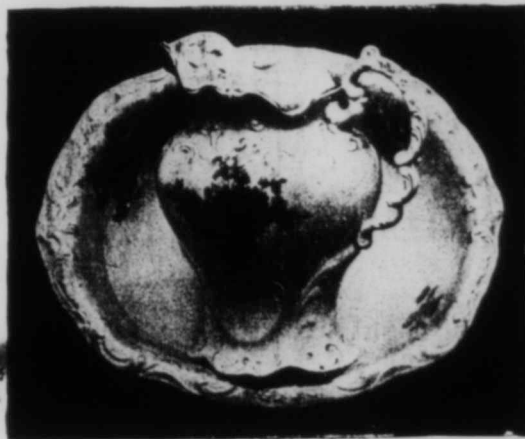
For 1898

Samples of . . .

New Lines

of Dinner Ware, for early import, will be ready about November 15.

Prompt Delivery Guaranteed.



THE NEW "QUEEN" TOILET. We have it in several styles.

For 1898

You cannot show the

**Daintiest and
Most Saleable**

lines obtainable, unless our patterns are included in your stock.

BARNARD & HOLLAND, 329, 330, 331, 332 and 333 Board of Trade Building, **Montreal**

RETURNED
MAR 31 1897
S.M.A.

order to get accommodation. If it were not for the general honesty of traders we could not get along under the present law.

"The reason we want a change is to prevent rogues from continuing in business and to make it more profitable for honest men to do business. In France they have a law whereby the merchant must take stock once a year, and if he finds himself insolvent he must immediately notify his creditors and call a meeting to decide what shall be done. If he continues, knowing himself to be insolvent, it is a criminal offence, and he is liable to condign punishment.

"We want a clause in the new Canadian law forcing the merchant to keep an accurate account of all his cash transactions and all his personal expenditures. That would be a great check on a man's continuing in business after he was really insolvent. If an insolvent failed through extravagant personal expenditure it should be enacted that his discharge should be suspended for a length of time. We ought to have a uniform law in Canada. If inter-colonial trade is to be developed on a sound basis there must be such a law. That is what merchants in the United States are agitating for. In Canada what we want is a law just to debtor and creditor, and one of the essential features of it should be that creditors would have the control of an estate, appointing their own officials to deal with it and not having an official assignee foisted upon them."

A FAVORABLE OPINION FROM P. E. I.

James Paton & Co., Charlottetown: "It is our opinion that an insolvency law for Canada should be passed immediately after the House sits. In that law we would propose that no preference whatever be given to any one, and even those holding bills of sale or judgments against the bankrupt should be compelled to share the same as any ordinary creditor."

NOVA SCOTIAN ADVOCACY OF A NEW LAW.

W. & C. Silver, Halifax, say: "We most emphatically second your agitation. It cannot be denied that we have in this country a larger proportion of honorable and high principled men engaged in trade than perhaps any other country in the world. If this were not the case it would simply be impossible to carry on a wholesale business with long credits at all. In justice to this happily predominating class, as well as to the wholesale merchants, there is an urgent demand to protect them from that class which fortunately is in the minority, who prey on the others like parasites—men who are either incompetent, idle, and extravagant, or else are weak in moral fibre, scheming and unscrupulous.

"We are strongly in favor of a bankrupt law modelled after the British, which on the whole works in a satisfactory manner. But, at all events, let us by all means have some provision that shall secure equitable distribution of assets without nefarious preferences.

"In fact, legislation in our country does not keep up to date. We require in these days of company promotions to have the same safeguards imposed as older countries like England have found necessary to prevent the guileless public from being shorn, or at least to make it more difficult. The field about here has lately been much cultivated in this direction, and, without any salutary checks on the directorate, it is likely to prove a happy hunting ground for the writer of the alluring company prospectus. At all events, the mercantile community should rise like one man and see to it that the man who proposes to settle at 50c. on the dollar should not unfairly compete with his neighbor who honestly pays 100c. without being compelled to make an honest division of all his assets under the light of a searching investigation by a qualified official, and under such common-sense provisions as required by the British Act, which originated in Mr. Joseph Chamberlain's fertile brain."

Joseph Luttrell & Co.

... Manufacturers of ...

Biscuits
Confectionery and
Candied Peels

680 to 686 Albert Street,
Ste. Cunegonde of Montreal

Grocers will be consulting their interests in ordering their **CHRISTMAS SUPPLY OF CANDIED PEELS** from us, the quality of which we guarantee superior to most of the imported.



Concordia Vineyards

Sandwich, Essex Co., Ont.

E. GIRARDOT & CO., Grape Growers and Manufacturers of Canadian Wines. Our Celebrated Clarets and Sauternes are used extensively throughout the Dominion and give the greatest satisfaction. Communion or Altar Wine a specialty. For prices and other information write to

E. GIRARDOT & CO.

Sandwich, Ont.

**FOUND
AT
LAST**

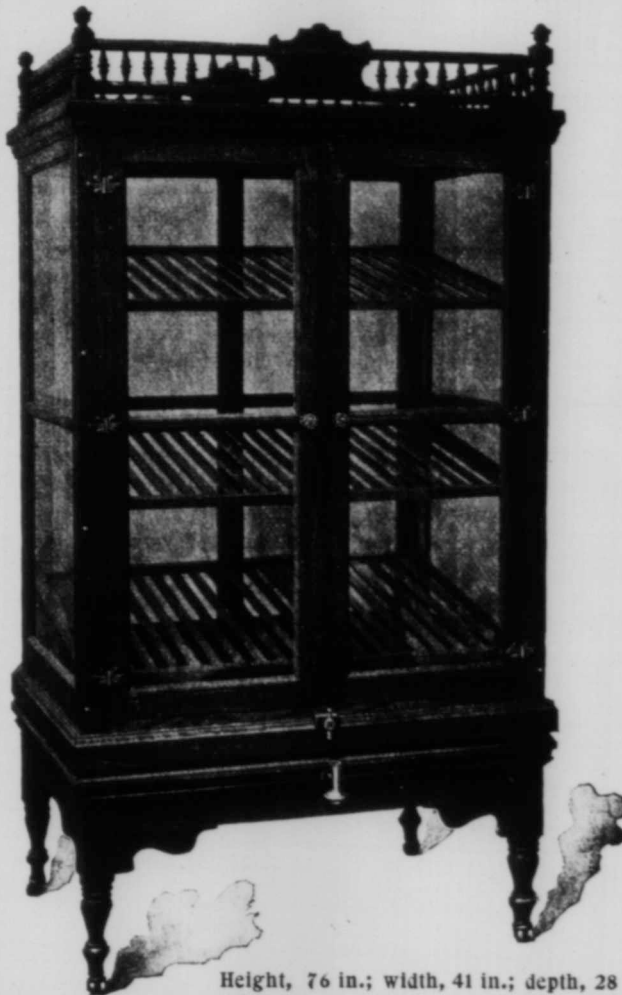
THE ...
"PRAESERVO"
CASE

A
Perfect Cabinet
for

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

No shrinkage
No drying up
No loss in weight

Fruit kept
Moist and Fresh
always.



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

Write us for Descriptive Catalogue.

ARTHUR P. TIPPET & CO., MONTREAL

J. F. SMYTH & Co.

Proprietors of the Celebrated
Brand of

WINDSOR, ONT.

Offer to the grocery
trade . . .

SPECIAL VALUES IN

Japan, China and Ceylon

TEAS



Trade Mark

Japan and Ceylon Teas

Importers and Wholesale Grocers

THE TURPENTINE DISTRICT.

BY WILLIAM H. EVANS.



THE pine tree, from whence what is commonly known as spirits of turpentine is produced—as far as the American continent is concerned—flourishes in the large sandy districts of the states of North and South Carolina, Georgia and some parts of Florida. Savannah is the chief shipping port, but large shipments are also made from Charleston and Wilmington.

The *pinus australis*, or long leaved pine, although comparatively still abundant in some sections, is being most unmercifully "farmed" or tapped for turpentine, and unless the woods are conserved one of the richest sources of the south will be seriously endangered. As is well known, turpentine is very extensively used in the manufacture of varnishes, japans and paints. It is also used medicinally, both internally in small doses and as a liniment in throat and lung complaints and in rheumatic and neuralgic cases. The rich odor emanating from the pine forests is also extremely beneficial in bronchial troubles, and there are several invalids' resorts among the pines in South Carolina and Georgia, especially for people affected with chest affections. Turpentine is obtained, to be brief, by making an incision or pocket in the pine tree, into which the crude "turps" or sap flows. This is gathered and transported to the stills for distillation. A visit to one of these stills in the pine forests or "piney woods," as they are locally termed, is extremely entertaining. The "works" are of a most simple and rough character, but those who delight in seeing nature yielding one of its most interesting products, even by crude artifice, are amply rewarded by a survey of the unique and interesting surroundings. The colored gentry who work at the "stills" are a jolly lot, and will meet the visitor cordially, especially if the "white gemmen from de north" is of a genial character and can crack a joke, produce a flask of "benzine" or has a pouch full of the fragrant weed. In this out-of-door life, producing turpentine and the various products which go under the head of naval stores, one sees the negro at his best, and I have seen some handsome "darkeys," magnificently proportioned, strong as lions and full of agility and "go." The country negro is far ahead of the town-bred article for physique. Before the war, although he had no luxury, the negro was reasonably comfortable, and his surroundings and mode of life were more healthy than they often are now. He lived in the country, whereas he now crowds into the towns; his log cabin let in more air than the houses in which he now often dwells. Stoves and furnaces were unknown in the south, with their dry and pernicious heat, cheery open fireplaces with resinous pine logs being mostly in vogue. Consumption was rare, but acting as waiters in super-heated rooms is killing their vitality rapidly. Sambo was fairly well fed in the old days and happy in his environment; he was debarred from many excesses in which he now indulges without stint. The pure Africans are becoming fewer in number, and the gradual admixture of white blood tends to deteriorate them and destroy their stamina. The pine district of the south is very much frequented in the winter season by visitors from the north who wish to escape the rigors of a northern climate. At certain seasons the character of the scenery is very picturesque, with the cotton fields, oaks, magnolias, myrtles and jasmines. The trailing arbutus, the creeping and climbing vines are profuse and lend a charm to the landscape.

There are a number of towns and resorts in which to spend a pleasant sojourn. Aiken, S.C., is a favorite resort. The surrounding country is somewhat hilly, the ground high and the air dry and

healthful until about the first of May, when the heat becomes trying and the insects decidedly annoying. Savannah is the chief shipping point for turpentine, and is a beautiful place, well laid out, with some very pretty drives. Wilmington, North Carolina, and Charleston, South Carolina, are both coast towns from whence "spirits" are exported in large quantities, and are interesting places largely patronized by northern tourists on the journey to and from Florida who desire to get acclimatized by easy stages. Charleston is a nice stop-over point, and is full of historical reminiscences. Here is Castle Pinckney, the ancestral home of the author of the saying in revolutionary times "Millions for defence but not a cent for tribute." Fort Sumter, where the first gun was fired in the civil war, April 12, 1861, can be visited by ferry boat. A promenade on the battery or sea wall, which looks out into the harbor, is very enjoyable and refreshing on a cool spring evening. St. Michael's Church is a grand edifice, having numerous monuments and "brasses" inscribed with names and having associations dear to the heart of the hospitable southerner.

FROM A DRUMMER'S NOTE BOOK.

Eight of us dined one day this week at an hotel west of Toronto. One of us (a stranger, though, to the rest), was "kicking" a good deal about the bill of fare. When he had said about as much as the waiter would stand, an old, hard-shell traveler, turning to me, said:

"Say, talking about tough meals, you ought to have been with me last Sunday. Say, I had about as hard a lay-out as you could imagine."

Several of the boys said: "Where were you?" (thinking he must have struck some far-off hotel).

"I was at home." Needless to say, the stranger tumbled.

In an hotel bus this week there happened to be six of the biggest travelers on the road, all weighing over 210 lbs., and one little fellow about 110 lbs. The little fellow was squeezed in between two of them and was very uncomfortable, and remarked:

"People ought to be charged by the pound for traveling like this."

"Shut up," said the big fellow on his left. "If that were the case the driver would never wait for you."

No. T12000.

MAYFLOWER TEAPOTS.

A single fact of authentic history may outweigh a long-held and sincerely-believed family tradition. Years ago, says a contemporary, a Philadelphia gentleman treasured as a family heirloom a china teapot, said to have been brought over by one of his ancestors in the Mayflower, in 1620. He was, in fact, so well pleased with this heirloom, that he had a dozen facsimiles of it made at a china factory, with an inscription on each telling its history. These he gave as souvenirs to valued friends. One of them was shown to the late Dr. J. Hammond Trumbull, the accurate historian. "You say," he asked, "that the original of that came over in the Mayflower? Well, that's singular, for tea was not used in England as a beverage until from twenty to thirty years after the Mayflower made her trips." The mention of that little fact affected the relative value of Mayflower teapots, although some of them are still shown with pride by the poorly informed. As late as 1650, tea was a rarity in England, costing from \$30 to \$40 a pound, and only used on rare occasions by the nobility. China teapots were obviously not in use by New England settlers in those days.

DUNN'S Malted Leaven

cannot be equalled for raising Hot Biscuits, Pie Crusts, etc., making them perfectly digestible.

Dunn's Mustards

We take only the choice flour of mustard seed; all shell is expelled.

Dunn's Baking Powder

"The Cook's Best Friend," gives general satisfaction to all cooking.

Dunn's Spices

are the best on the market and always please.

Dunn's Coffees

are of good value and roasted fresh every day or two.

We endeavor to give the best value possible for the price in all lines and the grocer will find it to his interest to handle our goods, as good value, and above all, good quality, please the consumer.

W. G. DUNN & CO.

Importers and
Manufacturers

HAMILTON, ONT.

D. H. Rennoldson

Importer and Wholesale
Dealer in . . .

Fine Groceries and Table Delicacies

102 Foundling Street,

MONTREAL

Bowlby's Peaches and Pears.
Belleville Tomatoes and Corn.
Griffin & Skelley's Prunes and Apricots.
Campuzano's Table Raisins.
Bosnia and French Prunes.

WRITE FOR QUOTATIONS.

PARKER COFFEE MILLS



No. 2140.

Every Grocer should have one.
The BEST in the market.

ARE The Standard of
Excellence !!

THEY HAVE STOOD
THE TEST OF OVER
FIFTY YEARS . . .

WE MANUFACTURE
COFFEE MILLS OF
EVERY DESCRIPTION
TO SUIT EVERYBODY



No. 600.

Parker's Ball Bearing
Rapid Grinding
Mills are Par Excellence
They have no Equal !!

Send for Catalogue

The Chas. Parker Co.

....Meriden, Conn., U.S.A.



No. 104.

PLANS FOR A COUNTRY STORE.

THE CANADIAN GROCER has on several occasions been asked to furnish plans suitable for country stores. Subjoined we present a design taken from The National Builder for a country store building, 20 feet wide, arranged for a corner, with a side or rear entrance to rooms in the second storey, either to be used as offices or apartments. The elevation shown is drawn to a scale of 16 feet per inch, and the floor plans are 32 feet to an inch. The building should be erected on a stone foundation wall, 18 inches thick, or a footing 18 x 24 inches, laid in lime mortar. The first storey wall should be 16 inches in thickness, and the second storey 12 inches thick, of good, hard-burned brick, all laid in good mortar.

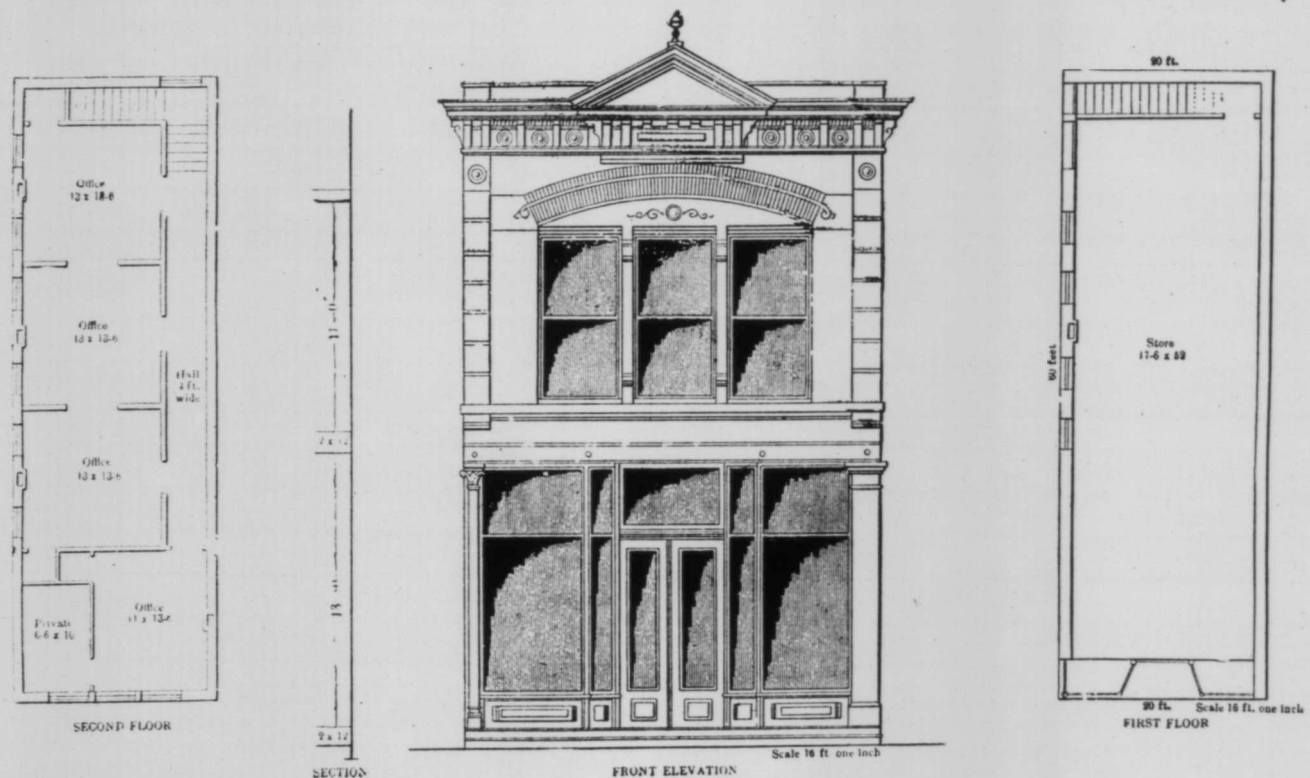
The front of the second storey may be finished in selected or pressed brick, of a yellow or red tint, laid in black putty, rod joint. These bricks should have stone trimmings as caps and sills, as indicated by the signs of the elevation. The first storey store

the second floor to be 2 feet 8 inches wide, by 7 feet 6 inches high, of pine, finished, five panels, O.G., all hung and trimmed with suitable hardware. The castings for all the doors and windows to be 1 x 5 inch molded pilaster, the base being 8 inches high, molded, all in clear pine. A building of this character, erected within good building centre, would cost \$2,500 to \$3,000. General merchants sometimes build such places for themselves, and even those who do not may sometimes be called upon to advise people who may desire some such cottage.

The attractiveness of a store depends a great deal on its style, and the style of this store's architecture is beyond question.

HE ACCOMMODATED HIS CLERK.

A NEWLY engaged clerk in the employ of the Standard Oil Co. was sent to work in a small room that contained a health lift. Every morning at about 10 o'clock, when this clerk was particularly busy with figures, a small, black-mustached man, quite



front should be constructed of iron columns, finished with oak sash and doors, the thickness being 2 1/4 inches, finished up in the usual manner with door-plates, imposts, panels, etc., of the style and workmanship indicated by the drawings accompanying this article.

The glass for the store front to be plate, all other glass double strength. The joist for first and second storeys of this building should be 2 x 14 inches, of pine, placed 12 inches from centres; the ceiling joist of second storey being 2 x 6 inches, set 16 inches from centres; the rafters being 2 x 10 inches, set 20 inch centres. All joist and rafters to be bridged twice with 2 x 2 inch cross bridging. The floors and roof to be covered with 1 x 4 inch mill-worked flooring, blind nailed. The first storey should have an extra hardwood floor of 1 x 3 inch maple. The flat roof may be covered with single sheets, flat lock, or with composition formed of four thicknesses of felt, covered with gravel, or, of course, with any other suitable material.

The building should be plastered in two-coat work, hard finished, or, the ceiling of first storey may be finished up with 1 x 3 inch fancy-beaded and matched pine, blind nailed. All doors of

diffident in manner, entered, said "Good morning," walked on tiptoe to the corner, and exercised for a quarter of an hour. It became a bore to the clerk, who at last one day remarked with considerable heat to the stranger:

"How do you expect me to do my work properly while you are fooling with that blasted machine? I'm getting tired of it. Why don't you put it where it won't worry a person to death?"

"I am very sorry it annoys you," said the stranger, flushing; "I will have it removed at once."

A porter took it away within an hour. A few days later the clerk was sent for by Mr. Flagler, whom he found in earnest conversation with the small, black-mustached man. The latter smiled at seeing him, gave Flagler some instructions, and left the room.

"Will you tell me who that gentleman is?" the young man asked, a light beginning to break upon him.

"That was Mr. Rockefeller," was the reply.

It was the clerk's first acquaintance with the head of the great corporation by which he was employed.—Boston Journal.

ROYAL DUTCH COFFEE



Is a selection of the finest Coffees grown, and is noted for its rich and delicious flavor. Prepared by the Beach Process (patented) which process eliminates all the unripe waters of vegetation, which produce heartburn, biliousness and certain forms of dyspepsia. The flavor is smooth and delicate and always uniform. The **ROYAL DUTCH is reliable** and just what is needed to complete the most fashionable menu. Satisfactory alike to guest and host, in camp, field and home. Sold in 2-lb. tins, 1 and 2-lb. cartons.

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Nov 3/97
Manufactured
by . . .

Walter McEwan

For sale by

FRASER, VIGER & CO.
MONTREAL

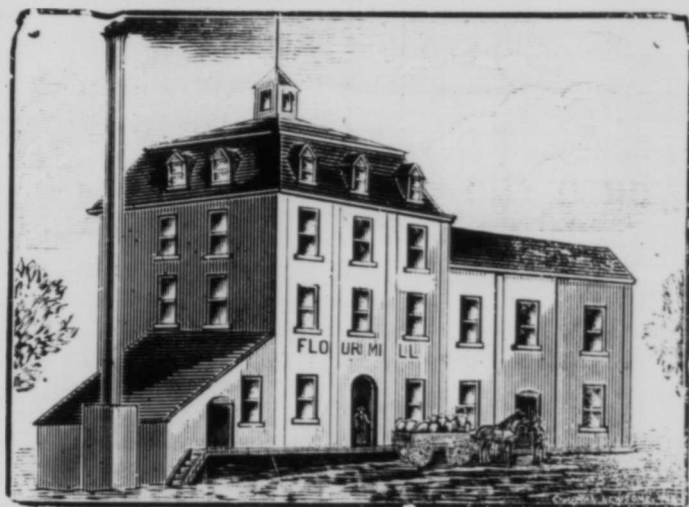
Importer and
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ALBANY, N. Y., U.S.A.

THE AYLMER ROLLER MILLS

STEPHEN PIERCE,
Manager.

AYLMER, ONT.

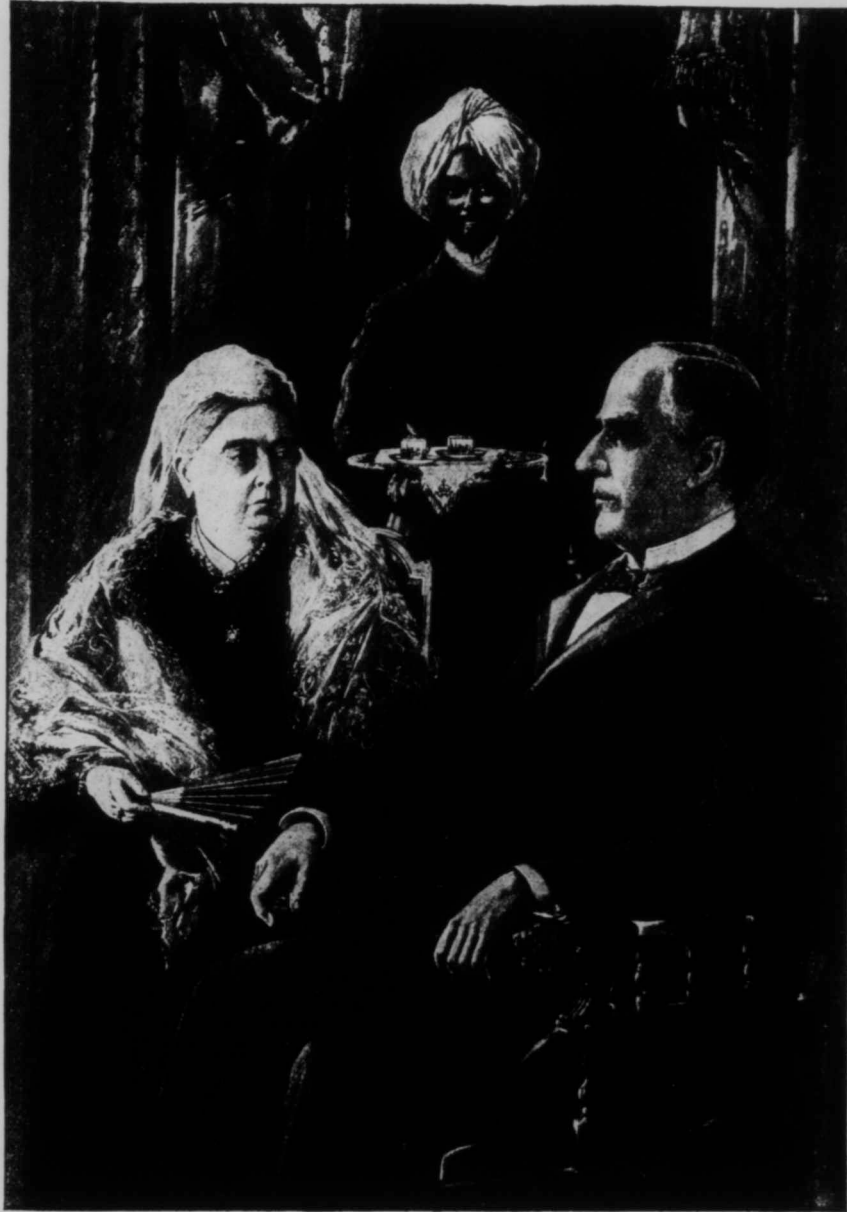


Do you sell flour? If so, have you any of the following brands in stock? If not, get a trial lot. The attention of Flour Dealers in the Maritime Provinces and Western Ontario is called to the following popular Brands:—

- THE PRAIRIE CHIEF**
All Manitoba No. 1 Hard Wheat—for Bakers.
- THE JUBILEE**
Part Manitoba Wheat—for Bakers.
- THE ELGIN STAR**
Ontario Fall Wheat—for Farmers.
- THE LION**
Ontario Fall Wheat—for Farmers.
- THE HORSESHOE**
Ontario Fall Wheat—for Farmers.

RETURNED We have extensive elevators and an expert buyer in the Northwest always. Our Mr. Pierce just returned from the West after making heavy purchases of No. 1 Hard Manitoba Wheat. . . .

Millers supplied with Car Lots No. 1 Hard Manitoba Wheat. . . . SEND FOR QUOTATIONS.



HER MAJESTY: — **THE REGAL BEVERAGE**

“Mr. President, may I offer you a cup of pure tea from Ceylon and India?”

To Attendant:
(In Hindustani) ختمکار صاحب کو ہندوستان اور لنگا کا چا دو

“This is a reduced copy of an advertisement in two colors which occupied the entire back page of the Ladies' Home Journal for October. The price paid for this page was \$4,000 for the one issue. When an article of such merit as Ceylon and India Tea is advertised in this manner, can any grocer afford to do without it?”

What Her Most Gracious Majesty Queen Victoria remarks to President McKinley, every person using Ceylon and Indian Teas can also truly say: “These Teas are pure — and purely made.”



The MacLean Publishing Co., Limited

TRADE NEWSPAPER PUBLISHERS,

AND

FINE MAGAZINE PRINTERS.

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	Telephone 2148
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	Telephone 1255
LONDON, ENG. - - - - -	86 Fleet Street, E.C.

Vol. XI. TORONTO AND MONTREAL, OCTOBER 29, 1897. No. 44

A GLARING INEFFICIENCY.



COUNTRY without efficient commercial laws, like a country without efficient criminal laws, is not in an enviable position.

Canada is a country whose commercial laws in one particular are so glaringly inefficient as to injure its financial standing among the merchants of Europe.

The particular deficiency is the absence of a Dominion insolvency law. Canada has [been] in this condition about eighteen years, notwithstanding that the Dominion Parliament, the only legislative body in the country having the power to enact an insolvency law, has been importuned again and again by the Boards of Trade and other commercial bodies to supply the desideratum.

The old insolvency law was created in 1875 and repealed in 1879. The reason for its repeal was its bad reputation; and what was the cause of its removal from the statute book has no doubt helped to keep a successor off the statute book, well and carefully built as were most of the bills designed so to take its place.

Within the last few months the business men of the country who recognize the necessity for a Dominion insolvency law have again become aroused. They are no longer in the mood to importune. They are in the mood to demand what is an inalienable right.

In previous movements of the kind the motive was to secure the passage of a law for the benefit of the business men of the Dominion. While this motive is in evidence in the present movement, yet a new and an important one is being exercised. We have reference to the consideration of the interests of the manufacturers and merchants in Great Britain, with whom our desire to do a larger business was so greatly stimulated by the preferential tariff adopted some months ago. In another part of this issue we print

interviews with a number of business men throughout the country and therein several of them specifically point out that if Canadians desire to extend their trade with Great Britain they should certainly place on the statute book laws which will protect their interests.

That the interests of the creditor class abroad doing business with Canada are not properly protected is known to all men.

Not long since an importer in a commercial centre in Canada wrote to his English creditors, told them he could only pay them 40c. on the dollar, and enclosed a cheque to each for the amount of his indebtedness minus 60 per cent., while to his creditors in Canada he paid 100c. on the dollar. This is only one of similar instances THE CANADIAN GROCER has heard of. But the creditors in these instances were fortunate indeed compared with some who never received one cent on the amounts due them, not forsooth because the debtors were always dishonest, but because the law was always deficient and allowed unscrupulous and selfish creditors to guard their own interests at the expense of their fellow creditors. For instance: A short time ago a retail merchant doing a large business in an Ontario town was induced by his chief creditor to give him a mortgage covering stock, real estate and everything in sight and out of sight. By-and-bye the mortgagee quietly sold out the business and pocketed the proceeds. When the other creditors became aware of what had been done and went to the mortgagee to try and get him to share with them the proceeds of the sale they were met with an emphatic No.

With such a state of affairs as this existing it practically means a reign of terror in a commercial sense. And it is a realization of this fact that is helping on the present movement.

A striking feature of the agitation now being carried on is the strong feeling in favor of the abolition of preferences. One thing is certain, the practice of giving one creditor a preference over another has been a great evil, but whether it should be made unlawful is another question. The practice has undoubtedly earned a bad name, and unless preferences can be surrounded with proper safeguards that will prevent a continuance of the abuse of the system now so common it would be infinitely better that it should be forbidden altogether in any future legislation that may be enacted.

Another thing that in future legislation great care should be taken in regard to, is the matter of assignees. In the interviews published elsewhere it will be noticed there is a general demand for the abolition of official assignees. Official assignees were the curse of the old insolvency law, and the lesson then taught should not be in vain. The insolvent should assign to the sheriff, whose duties would end after the first meeting of the creditors, the matter of the appointment of a permanent assignee being left in the hands of the latter.

The discharge of an insolvent is another delicate question. The man who is dishonest is entitled to no commiseration; but it is not so with the honest but unfortunate merchant. Every honest insolvent who has surrendered everything to his creditors is, other things being equal, entitled to a discharge. The amount on the dollar he shall pay in order to qualify for a discharge is difficult to determine. It seems to us that the law in this respect should have some elasticity, and that while the creditors should have

a voice in either granting or denying a discharge, yet we think the final voice in the matter should be that of the court.

The snag which caused the destruction of the last insolvency bill introduced in Parliament was the opposition of the bankers, who seemed determined it should not become law unless they were given special privileges. They wanted to be doubly protected. In other words, they assayed to rank on two estates. Under the insolvency law of 1875 they did, with the result that they sometimes got more than one hundred cents on the dollar.

The banks, by playing the hog, wrecked one attempt to secure an insolvency law. They should not be permitted to stand in the way of any future attempt.

The demand for an insolvency law is a just one; the demand of the banks to rank on two estates is an unjust one. The Government should be the judge in the matter, and at the next session of Parliament introduce and carry through an insolvency law applicable to the whole country.

FAMINE IN PULP.

THERE is almost a famine at the moment in pulp on the American continent. This one would think impossible, in view of the plentiful character of pulp wood on this continent, and in Canada particularly. But it is true, nevertheless. And an undoubted authority is THE CANADIAN GROCER'S informant.

The cause of the famine is not, however, the scarcity of pulp wood; it is the want of water, which has prevented the mills from turning out their usual quantity.

So keenly is the shortage being felt that we know of mills that could not ship a carload of pulp, while it is understood that the manufacturers at the Sault are getting \$25 per ton for what they can produce.

The people at the Sault Ste. Marie mills are daily receiving cable and telegraphic orders to ship every pound of pulp they can spare outside their contracts, regardless of the price. The cables and telegrams are, as a rule, from Great Britain and the United States, but some have come from far-off Japan.

Owing to the difficulty of securing pulp, some of the paper makers are refusing orders for wood-board.

CREATING OPPORTUNITIES.

He is a wise man who is able to grasp opportunities, but he is a still wiser man who is able to create opportunities for extending his business.

Opportunities are created by someone or somehow, and just as manufacturers are able to make their own machines for turning out certain articles, so business men should be able to turn out opportunities for increasing their trade.

When the farmer takes his plough into the field it is for the purpose of cultivating the soil that it in turn may cultivate wheat, or some other commodity.

Cultivating opportunities in business is really creating opportunities. The bright, energetic merchant, with his head ever evolving new ideas and his will-power ever putting them into operation, is really creating opportunities. He sows and he reaps. And a man usually reaps what he sows.

TEA MARKETS STRONG.

STRENGTH is still the predominating feature of the market for all growths of teas. This is evident from the advices which have been received during the past few days from various sources.

Ceylon teas which sell at from about 6 to 6½d. are 1 to 1¼d. per pound above the figures ruling two months ago, and teas which ruled at from 10½d. upward are from 1¼ to 2½d. from the lowest point. Teas, for example, which cost 25c. are now worth 30c., and teas costing 21c. are now valued at 25c.

We know of an instance where one house in Toronto offered another house an advance of 2c. per pound on a nice flavory Ceylon Pekoe, but failed to secure it.

A London, England, advice states that the market for Indian and Ceylon teas does not appear likely to be overweighted during the present season.

The consumption of Indian and Ceylon teas continues to increase. The consumption of Indian and Ceylon tea in the United Kingdom from January 1st to September 1st was 92,006,158 and 65,306,015 pounds respectively, against 88,080,621 and 59,861,211 respectively in 1896. The exports for the same period also show a marked increase. They were 3,758,006 pounds of Indian tea and 7,804,955 pounds of Ceylon tea, against 2,461,673 and 5,885,257 respectively in 1896.

Advices from Japan indicate a continuance of the strong conditions there. The market there is now about 2c. per pound above the quotations of two months ago, while, for teas which sold six weeks ago at 16½c., an advance of a cent and a half per pound is demanded.

The third crop of Japan tea is turning out poorly. Partly on account of this it is the opinion that prices will be maintained, as those holding the earlier and better quality teas will retain them until buyers want them.

The China market has closed and what are held to be the last shipments for the season are to hand, and prices rule firm, but there is not much business doing.

WILL THEY DECLINE ?

ADVICES recently from the Coast state that offers on California raisins and other dried fruit for November delivery are rather lower than those which governed the October shipments. This, however, is doubted by others who claim that they have not received any lower offers yet.

The decline, according to the advices to hand, is about equivalent to ¼c. per pound on California raisins as compared with the opening quotations.

Those who do not look for any radical decline in the near future state that heavy rains have seriously delayed shipments from the orchards. Their advices also state that the growers are as obstinate as ever about holding, and are trying to make arrangements with the banks to enable them to carry their fruit. Their reason for doing so is the belief that under the new tariff a much larger quantity of Pacific Coast fruit will be consumed in the Eastern United States markets, as the new scale is almost prohibitive against Mediterranean fruit.

THE W.C.T.U. AND LIQUOR-SELLING GROCERS.

ONE of the subjects discussed by the Women's Christian Temperance Union when in session in Toronto was liquor-selling grocers. The leader of the movement said that much progress had been made in inducing women not to buy groceries from men who sell alcohol, but some members of the Union could not be persuaded so to do, one woman claiming that she had saved thirty-six dollars a year by dealing at such a store. This latter remark created murmurs of indignation. Some asserted it was inconsistent, and one delegate declared she would "tear the white ribbon from the breast of anyone dealing with liquor-sellers," while still another asserted she had been obliged to give up her best milliner because that person dealt with a grocer who sold liquor. The question of boycotting grocers who sold cigars was also discussed.

The W.C.T.U. is an organization which is doing a noble work in the uplifting of fallen humanity, and in setting itself to the task of inducing legislators to enact laws which will make it less easy for coming generations to fall.

But neither the righteousness of their mission nor the good they are doing licenses them to employ arbitrary and illegal methods, such as boycotting, etc.

We believe it is better that the grocer should not handle liquors. This is an age of specialization, and the more irons a man has in the fire the farther away is he from accommodating himself to this specializing tendency. There was a time in the history of the country when practically every wholesale grocer not only had liquors in his stock, but nails as well, but now there are only a few, comparatively, who carry liquors, and none nails and other such articles appertaining to the hardware trade.

But the members of the W.C.T.U. are not doing their cause any good when they resort to irrational means of propagating it. A good cause is never served by the employment of bad methods, and when such are employed it savors of weakness rather than of strength.

Every W.C.T.U. woman has a right, if she so thinks fit, to transfer her patronage from a grocer who sells liquors to one who does not, but she has no right to tear the white ribbon from the breast of the member who does not see eye to eye with her on this question, or to boycott a milliner who deals with a liquor-selling grocer, for boycotting is illegal, let alone foolish.

THE SUGAR SITUATION.

THE sugar market is in rather a hesitating mood at the moment. Europe declined a little again, but there is still some uncertainty regarding the effect of the weather on the growing crop.

In New York the arrivals of cargoes of Java sugar at the refineries have made the latter independent of supplies on the spot. Consequently the feeling there is dull and weak.

The statistical position, however, is bullish rather than otherwise. During the past four years the world's increase in the consumption of sugar has been on an average about 200,000 tons annually, while it is generally estimated that the present yield will be no larger than that of last year. It has been estimated that, assuming the present stocks at 1,000,000 tons, and the prospective crops of cane and beet at 2,400,000 and 5,000,000 tons respectively, and that the consumption remains stationary, there will only

be on September 30, 1898, a stock of 800,000 tons, which is 200,000 tons less than at present. Should there be the usual average increase, the difference would of course be 400,000 tons. The total supplies last year were 8,600,000 tons, or 200,000 more than the estimated supplies for the ensuing campaign.

The trouble is the diminution in the cane crop, Cuba's crop being estimated at last year's low figure, while in the West Indies there is a shortage, some of the islands having no cane sugar for export.

THE BEAN OUTLOOK.

The outlook for the bean market in Canada is much more favorable than it was a year ago as far as values are concerned.

During the last campaign, as every one in the trade knows, beans went a begging, good hand-picked stock being sold at ruinously low prices. In fact, during the greater part of the year the market was practically without a bottom.

So far this season, the conditions have been much more favorable. On the Toronto market during the past week there have been transactions in large lots at 85c. per bushel for prime beans, and for small lots 90c. seems to be the idea. Hand-picked would be worth about 5c. per bushel more. There has also been some enquiry on export account.

A FAKE ADVERTISING SCHEME.

THE advertising fakir goeth about as a roaring lion seeking whose dollars he may devour. He never sleeps and he is omnipresent. He may change his tactics, but behind the mask is the same old fakir. But everybody does not recognize him all the time, and consequently there are some people who are being victimized by him nearly all the time.

We have been induced to make these remarks by the receipt of a circular which a wild west hippodrome concern is distributing among manufacturers and merchants in Canada courting an advertisement from them. In return for good Canadian money the proprietors of the "wild and woolly west" show offer to paint in big letters on the top of their tents the advertisement of anyone whatsoever who will comply with the conditions demanded.

We do not know whether they have secured any victims. If they have not, they doubtless will, for to have one's name in large letters on a tent where thousands of people can see it from day to day is very alluring—to the man who does not think.

But the man who does think knows that faking is not advertising. And tent-top advertising is fake advertising.

People who go to "wild and woolly west" shows or any other shows go there for the purpose of seeing what is within the tents and not what may be on the top of them. They are not interested in groceries, hardware, dry-goods, etc. It is on the show their attention is centred.

The newspaper is the proper medium for advertising. And it is infinitely better to put an advertisement in a poor newspaper than on the roof of a good show. The columns of a newspaper is the natural medium; the roof of the show is the unnatural medium.

The best thing for the circular in question is not consideration, but the waste paper basket.



CANADA SINCE CONFEDERATION.

MEASURING area by area Canadians are not at all disposed to feel humiliated when comparing themselves with the United States, but when comparisons as to population, manufacturing importance and material wealth generally are made between the two countries, too many of us in the Dominion are inclined to sit in sackcloth and ashes. And it is not altogether without some reason.

To every square mile of territory we have only 1.4 persons, while the United States has 18 persons, while in manufacturing industries and commercial interests Canada also occupies a much inferior position. But if those who confine their comparisons along these lines would only extend them and at the same time contemplate the possibilities of the Dominion, it is the loud timbrel they would be sounding and not throwing ashes upon their heads.

Our population, while only a little more than five millions, is composed of elements for nation-building which are decidedly of a good order. Across the border there are millions of people who we would not take under any consideration, and whom the United States would be only too glad to give to us, and with a premium thrown in. Then, as to agricultural possibilities, they are undoubtedly of a most promising character, while practically all the arable land in the United States has been taken up. To say nothing of the unlimited areas open for settlement in the Northwest Territories and the extensive areas in Ontario and Manitoba, there are 7,000,000 acres of surveyed but ungranted land in Quebec, and a like number in New Brunswick, while Nova Scotia has 1,500,000 ungranted acres and Prince Edward Island 45,000 acres.

Although Canada is essentially an agricultural country, we have really no reason to be ashamed of our position in respect to manufactures.

CANADA AS A PRIZE-WINNER.

At the last agricultural show at Sydney, New South Wales, Canadian exhibitors of manufactured goods took prizes in every display in which they entered and in which prizes were given. One firm took first for railway trolleys, first for farm wagons, second for wagons; third for dump drays; another took first and second for buggies, and a third took first for display of paints and varnishes. All the articles, too, came from stock, and were not specially prepared for the exhibition.

Canada is, however, in a national sense, but an infant. The Dominion was only born thirty years ago. And thirty years in the life of a nation is not even as a day in the life of a man.

Figures are, as a rule, dry things, but when they relate to one's own country they should not be uninteresting. And not only should they be interesting, but inspiring as well, particularly when, in the main, they are favorable, as are those relating to Canada from the day of her birth till the present.

Want of population is one of our chief causes of complaint. But even in this respect our cup is by no means all sorrow. The population in 1871 of what is now the Dominion of Canada was 3,635,000. Prince Edward Island did not come into the Confederation till 1873, but its population in 1871 is embodied in the figures we give above. In 1881 the population of the Dominion was 4,324,810; in 1891, 4,833,239, and it is at present officially stated to be 5,083,424. During the thirty years of our history as a con-

ederation the increase in population has been about 40 per cent. And our outlook for population now is better than it ever was.

The exports of animal and agricultural products have steadily increased since Confederation, the value of the quantity we sent out in 1896 being, notwithstanding the fall in prices, over 118 per cent. larger than during the year of Confederation. The following table gives these exports of animal and agricultural products in ten-year periods; also the percentage taken by Great Britain and the United States, respectively:

Year.	Total Value.	Percentage Exported to	
		G. B.	U. S.
1867.....	22,452,473	20.24	65.92
1877.....	27,587,236	49.76	44.75
1887.....	41,357,870	59.04	36.07
1896.....	48,791,344	85.45	12.65

The quantity of animal and agricultural products exported in 1896 to Great Britain was the largest, both in regard to value and in percentage to total exports.

WHEAT AND FLOUR EXPORTS.

Our total exports of wheat and flour in 1868 were equal to 4,201,422 bushels, and in 1896 they were 14,318,607 bushels, an increase of 250 per cent. Our exports of barley have fallen off enormously, thanks to the McKinley tariff. In 1882 our exports of that cereal reached 11,588,446 bushels, but last year they were less than one million bushels. Maize increased from 10,057 bushels to 2,499,080 bushels, and in 1894 the exportation of this grain reached over ten million bushels. Under the classification "other breadstuffs" the quantity exported in 1868 was 14,577,964 pounds, and in 1896 it was 38,723,905, or an increase of over 171 per cent.

According to the census returns there were 411,214 more horses in the country in 1891 than in 1881; in cattle, 686,597 more; in swine, 526,231 more. Sheep, on the other hand, decreased 484,897 during the ten years. Of horses we, in 1874, exported 5,339 and in 1896 the number was 21,852; of cattle, 39,623 and 104,451 respectively, and of sheep 252,081 and 391,490 respectively.

As in animal and agricultural products so in exports of cattle and sheep: those to Great Britain have gradually increased, while those to the United States have as steadily decreased. In 1875 we shipped to Great Britain 455 cattle and to the United States 34,651, but last year (1896) the number was 97,042 to Great Britain and 1,646 to the United States. In sheep practically the same results are shown. In 1874, 1875 and 1876 we sent no sheep to Great Britain, but in the first-named year we exported 248,208 to the United States. The year 1877 saw us ship 3,170 sheep to Great Britain and 198,820 to the United States, while in 1896 Great Britain took 219,810 head and the United States 162,775 head.

The increase in provisions, the product of Canada, has been most gratifying, as the following brief table will show. We also give the value of the quantities sent respectively to Great Britain and the United States:

Year.	Quantity in lbs.	Value.	
		To G. B.	To U. S.
1874.....	83,126,411	\$ 7,084,349	\$1,741,948
1884.....	106,433,119	9,598,004	2,038,230
1894.....	209,638,105	20,789,467	238,179
1896.....	246,881,998	20,805,579	133,718

In quantity the increase between 1874 and 1896 was nearly 200 per cent. The increase in the value of the exports to Great Britain

A Veteran's Tribute...

"Have been drawing teas all day, and your three samples come out ahead. I really don't know whether to order Uriba, Kiji A, or Kiji B."

THESE BRANDS ARE THE PROPERTY OF



CIRCLE TEA BOOKS SENT ON APPLICATION.

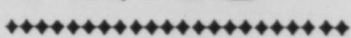
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IMPORTERS, MANUFACTURERS AND WHOLESALE GROCERS.

OUR LEADERS

TEAS--*Ram Lal's Pure Indian*



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It will outshine, outlast and outwear all others, and keep the leather soft and pliable. No oil but Neatsfoot Oil used.

Sold at 10c. a box the world over

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HAMILTON, CANADA

was 193 per cent. and the decrease to the United States about 340 per cent.

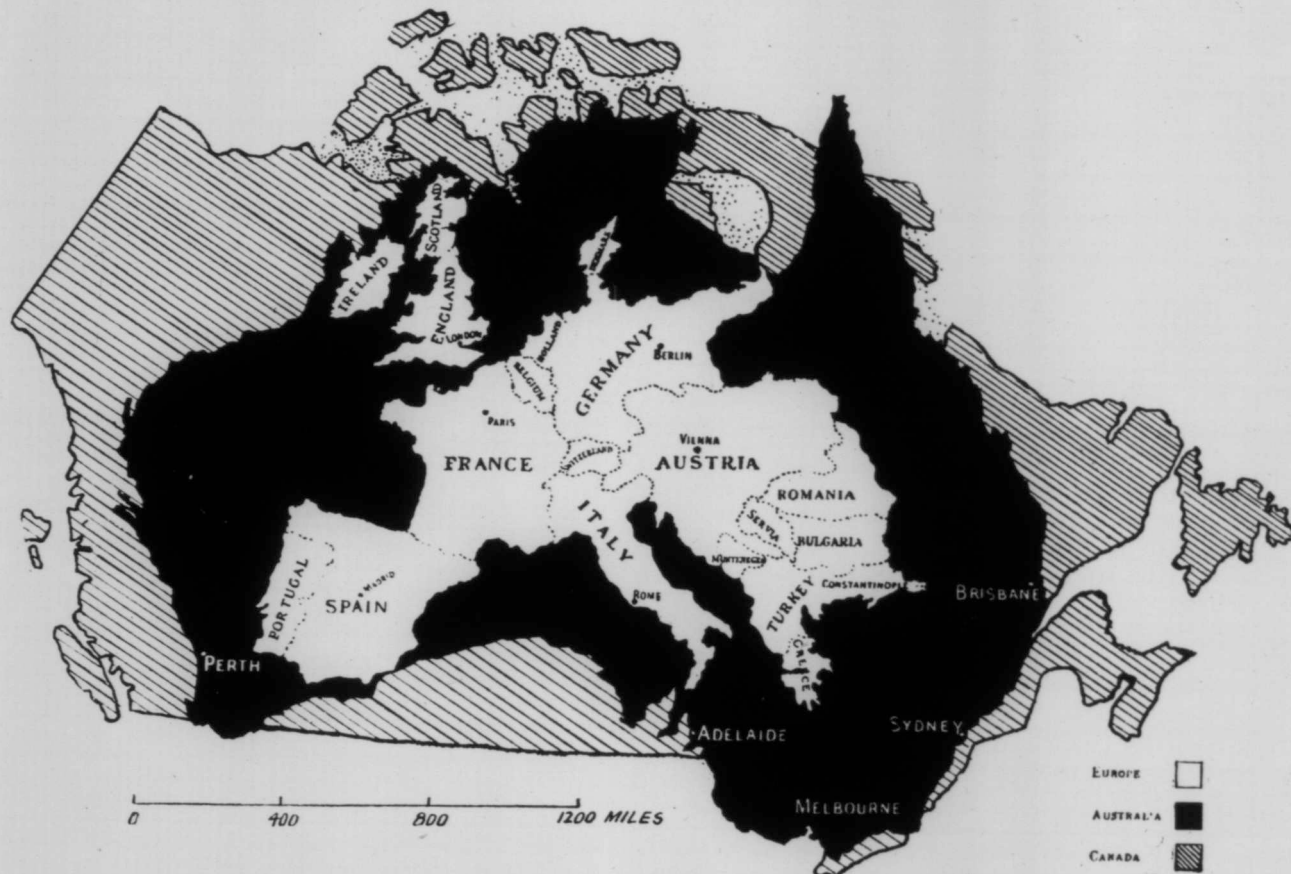
CANADA'S GREAT FISHING INDUSTRIES.

One of Canada's chief assets is her fisheries, and the increase in the output of these has been as satisfactory as it is great. In 1869 the yield was valued at \$4,376,526. Ten years later the total was \$13,529,254, and in 1895, the last year for which we have figures to hand, the aggregate value was 20,185,298. The fisheries of Nova Scotia easily occupy the first place, while New Brunswick and British Columbia were in 1895 almost tie for second place. The number of fishermen employed in the Dominion in 1895 was 71,334, against 61,395 in 1879.

Of our total catch of fish we export more than 50 per cent., the total value of the exports for 1895 being \$11,077,765, and of this amount \$4,462,002 worth were taken by Great Britain, \$3,301,671

another year or two no one can say, but that the output of gold alone will before long exceed in value last year's yield of minerals of all kinds is not at all improbable. Our exports of minerals last year were valued at \$8,650,436, compared with \$6,304,970 worth in 1891. The United States took all but about a million dollars' worth of this. Coal is the most valuable of our exports of minerals, as it also is in the matter of production, and the increase in the quantity exported since Confederation has been gradual, until in 1895 it reached 1,070,973 tons, as against 265,335 tons in 1868. Last year the quantity was scarcely as large, being 981,132 tons.

The foreign trade of the Dominion (exports and imports) has increased over 82 per cent. since Confederation, while the exports have increased about 112 per cent. and the imports by about 61 per cent. The following table gives the imports, exports and the total trade for ten-year periods :



A HINT AS TO THE AREA OF CANADA.

Its area exceeds that of Europe (minus Russia and Scandinavia) and Australia.

by the United States and \$1,088,824 by the British West Indies. The total amount taken by the British Empire was \$5,794,961.

In the development of our mineral resources the progress has not been as marked as the character of these resources warranted ; but, as everyone is aware, the prospects in this respect were never so bright as they are to-day, what with the gold fields of Kootenay, the Klondike and Ontario promising as they do. At the same time, however, the production in both 1895 and 1896 is a great deal above the average of previous years. Last year the production of metallic, non-metallic and sundry metals was valued at \$23,627,305, or over 91 per cent. above the average of the three years of 1886-7-8.

THE MINING INDUSTRY.

It will thus be seen that, notwithstanding the comparatively little development of the mines that is going on, the value of the output already exceeds that of the fisheries. What it will be in

	Imports.	Exports.	Total trade.
1868.....	\$73,459,644	\$57,567,888	\$131,027,532
1878.....	93,081,787	79,323,667	172,405,454
1888.....	110,894,630	90,203,000	201,097,630
1896.....	118,011,508	121,013,852	239,025,360

The exports last year were the largest on record. The aggregate foreign trade of the Dominion per head of population was \$3.94 compared with \$2.61 in 1868.

A BAROMETER OF MANUFACTURES.

One class of imports which may be taken as a sort of barometer of our manufacturing condition is that of articles in a crude state which enter into the manufacture of various goods. For the three fiscal years 1877-79 these averaged in value \$9,012,196, but by 1896 they had swelled to \$22,854,825, an increase of about 144 per cent. In articles imported wholly or partially manufactured for use as materials in the manufactures and mechanical arts an

BRONZE MEDAL, TORONTO, 1897

♦ DIPLOMA, MONTREAL, 1897

♦ DIPLOMA, OTTAWA, 1897

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We guarantee our goods absolutely pure, and of the finest quality.

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**The Infringement
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(registered) proves this conclusively. But grocers who are using the words "Pan Dried" for the purpose of misleading their customers are treading on dangerous ground. Does it pay to juggle with their confidence? They can't help seeing our advertisement in the daily press. They know now that the words "Pan Dried" are registered.

—that is Pan Dried (registered) means but one thing, of course—Tillson's Pan Dried Rolled Oats are popular. The public is not often wrong in its judgment of quality—"Pan Dried"

Pan Dried (Registered) Rolled Oats

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"VIKING" BRAND

PURE

Norwegian Highland Milk

FREE FROM SUGAR or any addition whatever.

The highest grade of CONDENSED MILK that has ever been put into a can. Gold Medals at the leading Exhibitions in Europe.

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NOW IN STORE

NEW DRIED FRUITS

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Cleaned and Uncleaned
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CALIFORNIA PRUNES — Size, 40-50, 50-60, 70-80, 90-100.

FIGS — Best Eleme in 10-lb. Boxes and Comadra in Taps.

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WHOLESALE GROCERS
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increase is also to be noted, the total value of such goods brought into the Dominion in 1896 being \$19,319,806, against \$9,998,241 as the average for the three years 1877-79, or over 94 per cent. of an increase. On the other hand, imports of manufactured goods ready for consumption have remained almost stationary during the period covered from 1877 to 1896.

The following table gives the percentages of goods entered for home consumption imported from the United States and Great Britain to the total value of imports during the ten-year periods of 1875, 1885 and 1895 respectively :

	1875.	1885.	1895.
Great Britain.....	59.45	49.31	29.58
United States.....	42.47	45.91	51.91

Thus, in view of the fact that our export trade has fallen off enormously with the United States and increased enormously with Great Britain, the result shown in the above table is significant. What effect the preferential tariff of one-fourth will have in reducing the 22.33 per cent. that is now to the advantage of the United States, and transferring the balance of trade in favor of Great Britain, remains to be seen. In providing the minimum tariff Canada has done something towards bringing this about; and she may do more in this or some other way. But exporters in Great Britain can assist a great deal by bringing their goods more prominently before the Canadian public and energetically pushing for trade.

The following table gives the exports of the mine, fisheries, forest, animals and their products, agricultural products and manufactures for each year from 1891 to 1896 inclusive, and the figures are condensed from Statistical Year Book :

	1891.	1892.	1893.	1894.	1895.	1896.
Mine.....	\$5,782,424	\$5,905,628	\$5,328,835	\$5,799,337	\$6,981,550	\$8,056,047
Fisheries.....	9,715,411	9,675,393	8,743,050	11,102,692	10,692,247	11,077,765
Forest.....	5,434,912	5,288,087	5,592,893	6,834,184	5,517,312	6,067,741
Animals and their products.....	25,967,741	28,594,850	31,731,499	31,881,973	31,387,770	36,507,641
Agricultural products.....	13,666,858	22,113,284	22,049,490	17,677,649	15,719,128	14,083,361
Manufactures*.....	25,145,071	24,035,488	28,462,031	27,215,691	26,144,376	39,476,932

*Includes sawn lumber of all kinds, box shooks, shingles, ashes, treenails, staves, headings.

It should be remembered that these figures represent values. If they represented quantities the result would show larger increases for the later years, for, as everyone knows, prices have declined a great deal during the six years covered by the table, and still a great deal more since the year of Confederation. This fact should be borne in mind in considering all other figures besides those just quoted.

The banking institutions, like the commercial interests of the country, also show a steady expansion. This is evident from the following table, which is given for ten-year periods and 1896 :

	1868.	1878.	1888.	1896.
Capital paid up.....	\$30,507,447	\$63,682,863	\$61,345,035	\$62,943,173
Notes in circulation.....	9,350,646	20,475,586	32,206,259	31,456,297
Total on deposit.....	33,653,594	70,856,253	125,136,473	193,616,049
Discounts to the people.....	52,299,051	119,682,659	141,002,373	213,211,996
Liabilities.....	45,144,854	95,538,831	163,991,797	232,338,086
Assets.....	74,860,976	175,460,274	243,504,164	320,937,643

The deposits in the various savings banks of the Dominion, including post office, other Government and special savings banks, for the same periods as given above were: 1868, \$5,057,607; 1878, \$14,128,185; 1888, \$51,846,350; 1896, \$61,259,152. The amount per head of population was in 1871, \$2.96; in 1881, \$5.44; in 1891, \$10.39; in 1893, \$11.04; in 1894, \$11.17; in 1895, \$11.36, and in 1896, \$11.95.

CANADA'S RAILWAY SYSTEM.

The paid-up capital of the loan companies increased from \$8,042,158 in 1874 to \$40,504,504 in 1895; the reserve fund from \$1,336,462 in 1874 to \$11,131,307 in 1895; the deposits from \$4,614,812 in 1874 to \$19,945,944 in 1895; the total liabilities from \$16,229,407 in 1874 to \$141,834,490 in 1895; the total assets from \$16,229,407 in 1874 to \$142,781,369 in 1895.

In 1875 the number of miles of railway in operation in Canada was 4,856½, and in 1896 it was 16,270; in 1875 the train mileage was 17,680,168, and in 1896 it was 44,500,602; in 1875 the number of passengers carried was 5,190,416, and in 1896 it was 14,810,407; in 1875 the tons of freight carried were 5,670,836, and in 1896 they were 24,266,825; in 1875 the earnings were \$19,470,539, and in 1896 they were \$50,545,569; in 1874 the working expenses were \$15,775,532, and in 1896 they were \$35,042,655; in 1875 the passengers per head of population were 1.34, and in 1896 they were 2.88; in 1875 the tons of freight per head of population were 1.46, and in 1896 they were 4.73.

Canada has a canal system aggregating over 90 miles. In 1884 the tonnage through these canals was 3,393,928, and in 1895 it was 3,869,738. Canada's total expenditure on canals up to 1896 aggregated \$80,925,522.

THE MARINE INDUSTRY.

While her trade and commerce has been expanding Canada has not forgotten to guard the interests of her marine. In 1868 there were 198 light stations and 227 lighthouses in the country, but in 1896 the numbers were 629 and 770, respectively. The expenditure in the meantime increased from \$371,071 to \$854,690.

The tonnage of sea-going vessels which entered and cleared at Canadian ports was 4,319,321 in 1868 and 11,458,824 in 1896. Of this latter sum, 2,141,272 tons were contributed by Canadian vessels against 1,634,333 in 1876. In 1876 the number of Canadian vessels to thus clear was 8,554, and in 1896 13,462.

While the number of Canadian vessels which arrived at and departed from Canadian ports on inland waters was less in 1896 than in 1868, yet the tonnage register was larger. In 1868 the number was 26,682 and in 1896 16,355, while the tonnage was 4,826,780 and 5,967,917 respectively for the years named.

The tonnage of vessels, British and foreign, engaged in the coasting trade was 10,300,936 in 1876, and 27,431,753 in 1896.

One of the evidences of the development of Canada since Confederation is the post office statistics. In 1868 there were 3,638



We Control

the best dairies in the highlands of eastern Nova Scotia
Special attention is given to feeding, stabling, care of
milk, etc., etc., and only the best milk is used.

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



The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a *good thing*? Write

Ewing, Herron & Co.
Coffee and Spices
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Montreal : : Toronto

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If you do your customers get a thoroughly good pickle at a low price.

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CUCUMBERS, MIXED, CHOW.**

All in neat bottles suitable for family trade.

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Vinegar Manufacturers, TORONTO

**Currants
Valencias
Sultanas**

Every grade now in store at bottom prices.

WARREN BROS. & CO.
TORONTO.

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**"London
Pearl"
Cocoa**

EXQUISITE

**"French"
Chocolate**

In quarter pounds.

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For 35 years the Standard Goods of America. They excel for Purity, Strength and Rich Flavor. All sizes—all flavors. Handled by the leading Jobbers throughout the Dominion. Illustrated price list mailed upon application.

SEELY MAN'F'G CO.

Detroit, Mich., U. S. A. - Windsor, Ont.

post offices and in 1896 there were 9,103. Registered letters sent in 1868, 704,750; in 1896, 3,505,500. Total letters posted in 1868, 18,100,000; in 1896, 116,028,000. The number of post cards sent in 1876, the first year in which a separate record of them was kept, was 4,646,000; in 1896, 24,794,800. The number of letters per head of population was 5.37 in 1868, and 22.64 in 1896. The number of newspapers, periodicals, books, etc., per head of population sent through the mails in 1868 was 5.60, and in 1896 it was 19.57.

The ordinary revenue and expenditure of the country in 1868 was \$13,687,928 and \$13,486,092 respectively; in 1896 the figures were \$36,618,591 and \$36,949,142 respectively.

In 1869 the amount received as premiums by the fire insurance companies doing business in Canada was \$1,785,539, and in 1896 it was \$7,079,794. The amount of fire insurance at risk in 1869 was \$188,359,809, and in 1896 it was \$842,746,853.

The amount of life insurance effected in 1869 by Canadian, British and United States companies was \$12,854,132, and in 1896 it was \$42,951,991. The amount effected by the purely Canadian companies was \$1,156,855 in 1869, and \$26,176,830 in 1896. Thus while the life insurance business of Canada, foreign and home companies included, increased two and a half times, that of the Canadian companies increased about twenty-five times.

It will perhaps not be uninteresting to note that in 1868 there were 570 applications for patents in the Dominion, and in 1896 the number was 3,728. In 1868 there were 34 copyrights registered, and in 1896 the number was 653.

This article has been hurriedly prepared, but one can scarcely help, on a perusal of it, to recognize that the progress of Canada since Confederation has on the whole been remarkable.

BUTTER EGGS POULTRY

Established 1892.

References -
Canadian Bank Commerce
Market Branch, Toronto.

BUTTER—Our market continues very firm and all grades sold up close. Shippers will do better to send forward while fresh, for when cheese factories close the make will increase.

EGGS—We look for continuous firm market for new laid and fresh gathered.

POULTRY—Some little is coming forward and finding ready sale. We would again impress shippers with the necessity of having their patrons dry pick (not scald) and never draw for this or any other market. Carefully pack in medium size boxes, also on each box mark contents, number of birds and weights. Following these instructions will avoid mistakes, and you can depend on getting market prices.

DRIED APPLES—We are developing this trade more extensively than in the past and would request holders to communicate with us when they have some for sale.

We invite correspondence and solicit consignments of anything pertaining to the produce line.

RUTHERFORD, MARSHALL & CO.

Wholesale Produce and Commission Merchants

62 Front Street East, TORONTO.

THE PRINCIPLES OF BUSINESS.

NO calling requires a greater use of brain power than business, and few require a higher order of general ability, says an economist writer. The great secret of success in business—the secret in fact, of success on a large scale—is to conceive of it as a matter of principles, not merely as a series of transactions. There are great merchants as there are great statesmen, and there are small merchants as there are small politicians, and the difference between the great and the small men is very much the same in both. The small politician works by the day, and sees only one opportunity before him; the small merchant does the same thing—he is looking for the next dollar. The statesman, on the other hand, is master of the situation, because he understands the general principles which control events; this knowledge enables him to deal with large questions and to shape the future. The great merchant does the same thing. His business is not a mere money-getting affair, not a mere matter of barter, but a science and an art; he studies the general laws of trade, watches the general condition of the country, investigates present needs, foresees future wants and adapts his business to the broad conditions of his time and place. He puts as much brains into his work as does the statesman, and he ends by being not a money-getter, but a large minded and capable man. An eminently successful man of the statesman-like quality said the other day that the more he understood life the more clearly he saw that it was all done on business principles, by which he meant, not only that the universe is governed by unvarying laws, but that the promptness, exactness, thoroughness, and honesty are wrought in every fibre. On these business principles all life is conducted—if not by men, at least by that power which is behind man. It ought to be the ambition of every young man to treat his business from the point of view of the statesman, and not from that of the politician.

Refusing Orders

Cottams Seed is never sold direct to bird keepers. We refuse hundreds of dollars' worth of orders every year to make the trade go through the grocer. The loss of immediate profit, we calculate, will eventually be made up by the increased loyalty of grocers to Cottams Seed. Six patents protect its health—and song—giving properties.

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**The Lake of the Woods Milling Company,
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invite correspondence from Shippers of best brands of Canadian Export Produce who desire the highest price for their goods.

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Cable Address—"Muskrat," London.
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ESTABLISHED 1845.

WALTER WILSON & SON

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Manufacturers of



Saint John, N. B.

AMONG THE RETAILERS.

Making use of Space.

It is surprising how great a quantity and variety of stock can be carried in a comparatively small store. Some dealers give as a reason for not carrying a great variety of stock that their store is not large enough, and that they cannot afford larger premises. J. F. Morrish, Yonge street, has not a large store, but one standing in the store for any length of time is soon impressed with the fact that he carries as great a variety as some of the much larger stores. Both sides and the back of the shop are laden with his wares, while one counter is entirely covered with goods. There is lots of room for customers, but every available corner of space not necessary for convenience in attending to customers is filled, and filled in such a way as to be quickly reached and also to be easily seen by customers.

Dried Apricots, Peaches, etc.

The California dried fruit dealers are now putting up their dried apricots, peaches, etc., in 1-lb. boxes. There is considerable shrinkage in these goods, and when sold in bulk dealers have a certain shrinkage loss, which when the fruit is sold in boxes is not felt. The boxes, too, are of neat design, and, from all appearances, one would judge a greater demand will be felt for these fruits as now put up than was experienced for them in bulk.

Shelf Display.

While a customer is waiting for articles ordered to be weighed and tied up, he or she naturally looks around the store to see what is to be seen. Many orders come in this way, as many people are impulsive and likely to buy something they see, even though they had no intention of purchasing it when they came into the store. To meet such people it would always be well to have a good, well-

arranged shelf display, with suitable cards drawing attention to the most likely goods. In one store on Queen street east I was looking for an article, and not seeing it, asked why it was not kept in stock, and found that it was on the shelves all right, but out of sight. There are many articles in which quite a trade might be worked up if they were well displayed and pushed—articles which the public are not acquainted with.

Even Weight.

Many years ago when I was an errand boy in a country store I got a good scolding from my employer for not giving "just enough over the weight to make the people think they were getting a little for nothing." It was my first lesson in the art of what P. T. Barnum was the greatest exponent: "making those you deal with think they are beating you," and I must confess the average grocer has learned the art. How accurately they weigh a purchase, always making the article sold weigh down the weight well, yet always taking it off the scales while it is sent up again by the reaction from the fall of the last article dropped into the bag. And the average customer goes away thinking she deals with a "nice, generous grocer."

THE RAMBLER.

Campbell & Brodie call the attention of the general store trade to their immense stock of boots, shoes, rubbers, etc. They manufacture and import all the latest novelties in footwear as well as the standard lines in all grades, both coarse and fine, in dongola, buff, split, calf, etc. in nailed, sewed and "Goodyear" work. Moccasins and driving shoes in all grades are a special feature with them, and their stock of these goods is complete. They handle the celebrated "Maple Leaf" and "Columbia" brands of rubbers.



JOTTINGS OF A HOLIDAY.

By W. L. E.

“A HOLIDAY IN BED” is the title of a sketch by J. M. Barrie, which I read a few years ago. In it the author discourses upon the enjoyments accompanying such holidays, the condition on which said enjoyments are obtained being that you are always to pretend to think you are going to get up in a few minutes. Well, I have had a sample of both this summer: Within a few months I had three holidays in bed because I had to and I had a couple of holidays abroad for the same reason. I do not want any more holidays abed; but I am prepared to take all I can get abroad.

I am a westerner (not from the “wild and woolly west” be it known, but from Western Ontario), and one of my holiday trips was down the St. Lawrence route. I am not going to write a description of that route. That would be superfluous, for other pens than mine have, in poetry and in prose, eloquently described its beauties, its peculiarities and its fascinations. All I feel inspired to do is to chronicle a few impressions, observations and incidents appertaining to the trip. I do not know what spirit inspired me. Perhaps it was the spirit born of the fact that it was my initial trip down the St. Lawrence. Others, I know, have felt it before, and men who have any soul whatever in their composition will so continue to feel as long as the world lasts.

Given fine weather, and I had that to perfection, a trip from Toronto to Quebec on one of the Richelieu and Ontario Navigation Company's steamers is one which every Canadian ought to take, at least, once in his lifetime, and as many times more as possible. It's a revelation, it's a tonic, it's a panorama of everchanging beauty and incident. And it is a great deal else; but you must go and see. August had just bid good-bye to us for a twelve-month when my journey began, and the fields along the lake shore were taking a rest after having yielded up their golden harvest. Overhead hung a cloudless sky which grew opal and then crimson as evening came on. The little bays and indentations along the lake shore seemed like havens of rest, while the glamor which hung over the hills in the distance was as a veil encircling our paradise and shutting out a coarser and more matter-of-fact world beyond.

By the time we were winding our way through the Thousand Islands the sun had begun its daily labor of imparting light and heat. The waves were dancing in glee thereat, although, between you and me, a stiff breeze made them clap their hands a little louder than they otherwise would have done. But the islands sat calmly and coldly on their dark rocky foundations and only permitted the scrubby trees they bore to gracefully bend their heads to us as we sped past them.

Thought Manitoba Couldn't Grow Wheat.

We had not many passengers on board, if comparison is made with the number who traveled earlier in the season. But still there were a good many more than the two or three necessary to a pleasant time on shipboard. At least seven out of every ten, I should say, were citizens of the United States. And pleasant company they were. The American who travels usually

is, for he learns that the United States is not the only country that is “God's country.” And when this knowledge comes in, spread-eagleism and other forms of offensiveness are crowded out. But there was one American on board who, although he was sixty, genial, and evidently an ordinarily intelligent man, did not know much about Canada. At any rate I gathered so from one remark of his. He was talking with a Winnipegger and the conversation had turned upon Manitoba.

“I suppose it is too cold in Manitoba to raise wheat,” said he.

“What!” ejaculated the man from Winnipeg. “Too cold to raise wheat in Manitoba! Why, man dear, we raise the finest hard wheat in the world.”

“Well,” rejoined the American, “I always understood they couldn't.”

“Well, you are wrong,” continued the man from the Prairie City. “Isn't he?” he added, as he turned to me.

“Yes, of course he is,” I replied.

“Of course you are,” persisted the westerner. “And, let me tell you, excellent wheat can be grown right within the Arctic circle.”

A Purple Woman.

The man who thought wheat could not be grown in Manitoba was from Ohio, and when he saw the evidence was against him he stuck his hands deep into his pockets, pressed his lips firmly together and moved to where his wife was sitting. And a queer looking woman that wife was. You have probably noticed a plum which has fallen to the ground before it was mature. It is usually shriveled, and the part which has been towards the sun carries a light purple color. I can liken the face of the Ohio woman to nothing else. And if her husband did not know anything about Manitoba wheat I vow she knew nothing about the art of tasty dressing, for over her purple face she wore a flaring hat in which purple ribbons and purple flowers predominated. Her front teeth were prominent, and two of them were literally covered with gold, reminding me of veins of free gold in an upcropping of quartz, while, to complete her get-up, several of her fingers were loaded with rings of gold, diamonds, pearls, and I wot not.

Never saw Apples Growing Before.

The man from Winnipeg, to whom I have just referred, was accompanied by his wife, a woman with one of those kindly smiles, a remembrance of which a man carries with him through life, and a daughter of seventeen who was stepping for the first time out of her customary environment. My heart warmed toward them before our journey had long begun, and many were the interesting chats we had. During one of those chats with the head of the family I learned one thing that seemed almost incredible in this great apple-growing country of ours. It was to the effect that his seventeen-year-old daughter had never seen an apple on a tree until a few days before I met them. We had been talking about apples and the difficulty of cultivating them in Manitoba, when the father remarked:

“Why, there is my daughter, she never saw an apple on a tree until a few days ago, when we were coming down the Detroit River. Our boat was near the shore and I espied an orchard. Calling my daughter, I handed her the glasses and told her if she wanted to see apples on a tree there was her chance. But,” he added, “we shall probably have apples in Manitoba yet. They are now trying a new scheme of protection. Heretofore the protection against the winter's storms has been placed on the north side of the trees. Now, they are going to try the south side. You know, sometimes in April we have warm days which are followed by a cold spell. It is this

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We make ninety kinds and sizes of cash registers, ranging in price from \$15 to \$350. Samples can be seen at any of the offices of The National Cash Register Company—6 Rossin Block, West King Street, Toronto, Ont.; 1685 Notre Dame Street, Montreal, P. Q.; Winnipeg, Manitoba; and Vancouver, B. C.

irregular weather which injures the apple trees, and it is thought that by putting the protection on the south side the evil results of the intermittent heat and cold will be minimized. The difficulty in Manitoba is to bring trees to maturity."

Newly Married Couples.

On board were five newly married couples, all Americans. And, like most married couples, they attracted a good deal of attention. I, like all others, was interested in them. And I was actuated by no idle curiosity either. Whenever I see a newly married couple, whether they are strangers to me or not, I always have a sympathetic feeling towards them. Whether the flowers bestrewing our pathway shall be roses or thistles depends largely upon our own sowing. Where in matrimony there is not a wise selection, the possibility of happiness is not bright. And an unhappy married life is hell. But no matter how much care may be exercised in the selection, there is, after all, a little bit of the lottery in matrimony. But I did not refer to the newly married couples with a view to moralizing; it was with the intention of relating the experience of one of these couples in regard to their baggage. They had travelled all day from Detroit and their baggage had been sent on in bond to Kingston ahead of them, where they were to catch the boat at four o'clock in the morning. When, however, they arrived at the Limestone City, their baggage was there, to be sure; but there was no Customs officer on duty. They pleaded with the man in charge of the baggage to let them have their trunks, but he was obdurate. In the midst of the dilemma another man strolled into the office, and on hearing their story, exclaimed: "Oh, I'll pass it for you." "You have no right to do so," said the man who had already refused to pass the baggage; "you are not a Customs officer." "Well, I don't care whether I am or not, I'm going to pass their baggage." And pass it he did. "I don't know what we should have done if he hadn't," declared the young bride as she related the incident to me.

Got a Little Astray.

As we glided down the St Lawrence we were, of course, ever on the alert, guide book in hand, for places of interest, historical or otherwise. One place every Canadian on board wanted to catch a glimpse of was the famous windmill at Windmill Point, which Von Schultz and his fellow rebels held for a time in 1837 against the Canadian militia. Not having studied our guide books as closely as we should have done, and not having remembered history as well as we ought to have done, we got off the track a little and imagined that an old, partly roofless windmill on the bank of the river some distance above Prescott was the improvised fortress of 1837. Fortunately for myself, I espied the real and memorable windmill, now a lighthouse, situated about a mile below Prescott. I hastened to acquaint my Winnipeg friend of the fact, but Windmill Point was out of sight before I found him.

"O, why did you tell me!" he exclaimed with a touch of irritation. "I was satisfied."

But I do not think that ignorance in regard to matters historical is a bliss.

Pat Purcell's Grave.

At Cornwall we took on a citizen whose delight was to point out to a group of us who got around him places of interest as well as places of no interest. The church at St. Regis, in which hangs the bell of tragic history, was brought to our attention, as was the little graveyard at a sharp point in the river four miles below Cornwall, from which the body of Pat Purcell, late M.P. for Glengarry, was stolen one night for pelf, which the thieves never got. Our eyes

were also directed to the marshy spot, on the opposite side of the river, where his body was found anchored a year afterwards. Neither did he forget to point out to us the plain mausoleum of heavy masonry, a stone's throw from the river, in which the remains of the late Mr. Purcell now rest embedded in cement, awaiting the Resurrection morn or the vagaries of the near-by river, which has already been their place of interment for a year.

From the Graveyard to Cheese.

From talking of Pat Purcell's body we took to discussing cheese, or rather a Pittsburger in our group did. And United States cheese was his Alpha and his Omega. We Canadians in the group exchanged glances, winks and smiles, but said nothing. We thought where ignorance was bliss it is folly to be wise. Shortly after the dinner bell rang, and as we sat at table the aforesaid Pittsburger began to munch cheese.

"Is this Canadian cheese?" he asked, as he approvingly smacked his lips.

"It is," came in a chorus.

"Why, it tastes just like American cheese," he acknowledged with surprise.

Impressions of Montreal.

Montreal—old as history is on this continent and modern in commerce—pleased me very much. It was in my young boyhood days I saw it last, and except for remembrance of Victoria bridge, was as if I had never seen it. It is so many years since I saw Liverpool that I scarce can remember anything about it except its broad river and handsome dray horses, and yet Montreal made me think of Liverpool. I cannot explain why it did. All I know is that it did. Perhaps it was its "shippy" appearance, its substantial warehouses, its numerous drays loaded with merchandise and its commercial importance and activity. Montreal is essentially a commercial city, and its cognomen "The Commercial Metropolis" is no misnomer. It is business here and business there and business everywhere. People, Canadians as well as foreigners, can have no adequate conception of Canada without visiting Montreal any more than they can describe a circle by continuing in a straight line. I do not propose to describe Montreal. Space will not allow it and necessity does not demand it. Like Max O'Rell, it is only my impressions I purpose to record. From what I had both heard and read in the west I had anticipated that three-fifths of the conversation I would hear would be in French. But my anticipations were wrong. In the hotels, along the streets, in the street cars, along the docks the predominating language I heard was the English. And when I thought of the man who fears for the survival of the English language I sighed; sighed for his foolishness. Poor fellow, he ought to come and see in order that his blindness might be healed.

"Why," said a friend of mine who has been a resident in Montreal a year or two, and to whom I recited my impressions, "I know a number of business men who spoke altogether in French when I came here who have mastered the English language and use it a great deal."

I noticed, too, except in one instance, that when I was addressed in French and I intimated that I was not conversant enough with the language to speak it, that English was tendered me instead. And when I asked a question in English, in English came the reply, except, too, in one solitary instance.

A Crowd, but No Company.

Only once did I get in a crowd where every one appeared to be speaking French, and that was on the boat for Quebec. I never felt so lost and forsaken before in a crowd; not that I object to French. It is a delightful language, and my desire to master it is, after visiting



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In 1-lb. Clear Glass Jars.

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In 1-lb. Glass Jars, 7-lb. Stone Jars or
7-lb. Tins.

Southwell's Candied Peels

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Messrs. S. Rae & Co., of Leghorn,
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We carry a full stock in
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Quarts, Finest Sublime

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FRANK MAGOR & CO.,

Sole Agents for the
Dominion.

16 St. John St., MONTREAL

the province of Quebec, greater than ever. But on this particular occasion I must say I was lost, although I was not at all disconsolate. And while I looked about on the sea of faces, for there was a large number of people on board, I thought of this passage from one of Bacon's essays: "For a crowd is not company, and faces are but a gallery of pictures, and talk but a tinkling cymbal * * * *". But the night was a beautiful one. The moon shone brightly, and as she was scarcely to the full she seemed to be leaning her head sideways toward us, as if in the act of saying: "I see you people are having a good time down there." The face of the moon is in all lands and in all places a familiar one, and as I looked into it I began to feel a little more at home.

**The View
From Quebec.**

If you want to get a delightful landscape view, and one the like of which you cannot get elsewhere, go to Quebec and get up into the Citadel, nearly four hundred feet above the river, and stand on the battlements. Watch the big Atlantic steamers wend their way down the river, take a sharp turn, and disappear. That's pretty. So is a view across to Point Levis. But these are all as nothing compared with the view eastward across the level, low country, thickly dotted with the picturesque, white-walled homes of the habitants glistening in the sun, to the Laurentides mountains, clothed in misty purple, which form the background. That is a picture which it is worth traveling from one end of the continent to the other to see. That is a picture that no artist could ever reproduce. It is transcendantly beautiful. Montreal, from "Lookout Point" in the mountain, is grand, imposing, but the smoke from factory, steamer and locomotive mar the picture. The Niagara River, from Queenston Heights, is glorious, thrilling, but the picture is narrow. It has neither the color nor the variety of striking features which are caught by a peep from the battlements of historic Quebec.

**Bicycles in
Quebec.**

My companions during my sojourn in Quebec were two gentlemen from New York State. One was a physician, tall and thin, the other was a journalist, medium in height and rotund in figure. We assimilated in the stream of passengers getting off the boat. Two jollier fellows, two nicer companions I never met. Into the bus we clambered, and up the steep, winding hill we were towed by a team of knock-kneed horses, for be it known that all the horses in Quebec are knock-kneed, due to climbing the "Ancient City's" forty-five degree hills. Steep as are Quebec's streets it has not prevented the omnipresent bicycle from locating there. One of the first things we noticed, as our horse labored up Mountain Hill, was a bicyclist walking and vigorously pushing his wheel before him, much to the amusement of our party. And when the bicyclist, tired of pushing, lifted his wheel on his shoulder and took to a long flight of iron steps, put there to relieve the declivity of a side street, the amusement developed into a loud laugh.

**Circumnavigating
the Walls.**

Quebec City we "did" afoot. At the Kent gate we mounted the walls which encircle the old city and wended our way around them to the Citadel. And, in passing, allow me here to remark that whenever you visit Quebec do what we did—tramp around the walls. It is bracing. It is delightful, and there is no other way you can get as good a conception of them. My American friends were lost in wonder, love and praise at the magnitude of the walls, and the labor entailed and the money involved in their construction. Within the Citadel walls a guard was placed at our disposal, and we were trotted around to the various points of interest within the enclosure to the music of a solitary bugler who was stationed in

one of the embrasures in the walls, evidently for the discipline of himself or for the torture of somebody else, for the music had no charms for the savage or any other breast.

**A Bunker Hill
Cannon.**

Stationed in the parade ground within the Citadel is an old bronze cannon about three or four feet long. It was captured from the Americans at Bunker Hill during the memorable engagement there in 1775, and on its breach is the coat of arms of the state of Massachusetts together with an inscription reciting its capture by the British. Of course it is in the Citadel for ornament and not for use, and was put on exhibition, the guard told us, at the request of the Montgomery Guards when some time ago on a visit to the "Ancient Capital." Previous to that it had laid in the storehouse and was in evidence only to a few.

"By gosh!" remarked my journalistic companion as he stroked the gun. "I do declare. Say, guard, how much will you take for it? I'd just like to have that out in front of my office door. I'll give you five hundred for it."

"She eez not for sale," replied the guard, who by the way was a French-Canadian. "But we were bid \$1,000 for her ze o-thair day."

And then the guard told us an anecdote. A short time before a party of Americans were visiting the Citadel. They had with them a little boy not yet in his teens. While they were standing around the Bunker Hill cannon, one of the soldiers jocularly remarked to the little fellow:

"There; see what we British took from you Yankees at Bunker Hill."

"Ugh," grunted the youngster disdainfully, "you come down to Boston and we'll show you a whole country we took from the British."

**The Canadian
Thermopylae.**

While up the Ottawa River I had the pleasure of spending a couple of hours at Carillon, celebrated in history as being in the vicinity of the Canadian Thermopylae, where Dollard des Ormeaux and his 16 fellow heroes in 1660 withstood 800 Iroquois for several days and then perished in their effort to save the French settlement at Montreal. During my wanderings about the sleepy little village I ran across the parish priest, a dark-featured, pleasant-faced man of about 40. The Canadian Thermopylae was the subject uppermost in my mind, and I forthwith began questioning him as to its location.

"The guide books," he said, "tell us it is about three miles farther up the river, but they are wrong. I have for some years made the matter the subject of special study, and although I have not yet been able to exactly locate the site, I am pretty sure it is somewhere around where this village stands to-day. I think it was either about where the steamboat lands or just about the spot we are now. (We were then about a mile north of the steamboat landing.) I have been over to London in regard to the matter and have searched the records of the War Office, but failed to find the plan which would give the location. There is, however, such a plan, and the authorities at the War Office have promised that if they ever come across it they will forward it to me." And before the worthy cure and I parted we had resolved ourselves, to the music of the water which rushed over the celebrated Carillon dam, into a Dollard des Ormeaux Admiralty Society. It is to be hoped the exact site will some day be located and that a monument suitably commemorating the bravery of the heroes who died there will be erected thereon.

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Walkerville, Ont.



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BREWERS OF SUPERIOR GRADES OF

Ale **LAGER BEER** Extra Stout
Porter Malt Stout

ETC., ETC., ETC.

Correspondence solicited from those in need of high-class goods.

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Bicarbonate of Soda

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Soda Crystals

Concentrated Sal Soda

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Bleaching Powder

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MONTREAL

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FOR CANADA

PUREST THAT
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Hunting Parties

Condensed Coffee and Milk
Evaporated Cream
Condensed Milk

"REINDEER" BRAND

"The Old Reliable"



SPECULATING IN CHEESE.

THE course of values in the cheese market during the past eight weeks or so constitutes an interesting object lesson to Canadian cheese producers. They have been advised time and again that in the aggregate it pays better to take the market price when their goods are ready than to speculate by holding for a possible rise. It is quite true that the latter course in special cases means a handsome profit. This fall it has not, and those factory-men who have indulged the gambling spirit, which is the bane of many commercial transactions nowadays, have lost pretty heavily for it.

It is easy to understand the basis of their reasoning. The exporters and operators in Montreal all speculate, and evidently, if their appearance and apparel count for anything, prosper by doing so. No doubt the latter do pay bigger tailor bills, and quaff more expensive liquors, than the man who produces the cheese in the country. It is pretty safe venturing, however, that the latter gets a better return on his investment than the former.

The operator in Montreal and elsewhere not only has a great deal larger capital invested, but he has to be content with a margin that would not give the producer his bread and butter. He is enabled to do so owing to his large turnover, and if he does realize big returns from some deals, they are quite as often offset by as heavy losses, as, for instance, the spring of 1895, when over 500,000 boxes of Canadian cheese sold in London at a dead loss of \$3 per box. It has been the invariable rule also that the man who persistently speculates sooner or later goes to the wall. It is not necessary to mention names, but the history of the trade for the past fifteen years furnishes several instances of disastrous results, for which speculation carried to an extreme was alone responsible.

Of course in a literal sense all business is a speculation, and the cheese operator has to speculate by laying in supplies in anticipation of future calls from his customers on the other side. But this is no argument that the factorymen should do likewise. What is one man's meat is another man's poison.

The cheese exporter, owing to the very nature of his calling, and the competition of his rivals, has to provide ahead to a certain extent.

In other words, he has to carry a stock the same as any other trader. But he spends a lot of money to keep himself posted regarding the market. His yearly cable bill alone, would constitute a handsome competence. He is, therefore, ready for every move, and is better able in a sense to protect himself. That is part of his business training.

The producer's training and abilities are in another direction, and unless he is prepared to accept all the chances, and pay as liberally for information affecting his position, he should curb his gambling spirit.

The tables appended show how he has lost money by not doing so this fall. By them it will be noted that during June and July there was no wide fluctuation in prices. This was due to the absence of speculation. The factorymen were selling their cheese as it was ready for market. In August the speculative operators ran prices up to 10c., and bought quite a lot of that month's make around that figure. The pit was dug then into which factorymen fell. Demand slackened after these high-priced purchases, and prices steadily receded. The factorymen stubbornly refused to accept the situation. They held on firmly during September, and only commenced to let go this month. The result is a loss of $\frac{1}{2}$ to $\frac{3}{4}$ c. per pound on practically all their September and October make, and a portion of the August as well.

It will be noted by the tables that factorymen in the east, that is in Quebec, did not lose nearly as much as their western

confreres. They sold steadily right along at the decline, and the difference between the highest and lowest, on eastern cheese during September and October, is much less than on western. By selling as their goods were ready for market they saved from $\frac{1}{4}$ c. to $\frac{1}{2}$ c. per pound. The tables show the highest and lowest for several years for the sake of comparison:—

		1897.		1896.		1895.		1894.	
		High.	Low.	High.	Low.	High.	Low.	High.	Low.
May	West.....	10	8 $\frac{1}{4}$	7 $\frac{3}{4}$	6 $\frac{1}{4}$	7 $\frac{1}{4}$	6 $\frac{1}{4}$	10 $\frac{1}{4}$	9 $\frac{3}{4}$
	East.....	8 $\frac{1}{2}$	8	7 $\frac{1}{2}$	6	7	6	10 $\frac{1}{4}$	9 $\frac{3}{4}$
June	West.....	8 $\frac{1}{4}$	8	7 $\frac{3}{4}$	6 $\frac{1}{4}$	8 $\frac{1}{4}$	7 $\frac{1}{4}$	9 $\frac{1}{4}$	8 $\frac{1}{4}$
	East.....	8 $\frac{3}{8}$	7 $\frac{3}{4}$	7 $\frac{1}{4}$	6 $\frac{1}{8}$	8 $\frac{1}{2}$	7	9	8 $\frac{1}{2}$
July	West.....	8 $\frac{1}{4}$	7 $\frac{3}{4}$	7	6 $\frac{1}{4}$	8 $\frac{1}{2}$	7 $\frac{3}{8}$	9 $\frac{1}{2}$	9
	East.....	7 $\frac{3}{4}$	7 $\frac{3}{8}$	6 $\frac{3}{4}$	6 $\frac{1}{2}$	8 $\frac{1}{4}$	7 $\frac{1}{4}$	9 $\frac{1}{4}$	8 $\frac{3}{8}$
Aug.	West.....	10 $\frac{1}{2}$	8 $\frac{1}{4}$	8 $\frac{1}{2}$	7 $\frac{1}{4}$	8 $\frac{1}{2}$	7 $\frac{3}{8}$	10 $\frac{3}{8}$	9 $\frac{3}{8}$
	East.....	9 $\frac{1}{2}$	7 $\frac{3}{4}$	8 $\frac{1}{4}$	7	8 $\frac{1}{4}$	7 $\frac{1}{4}$	10 $\frac{1}{8}$	9
Sept.	West.....	9 $\frac{7}{8}$	9	9 $\frac{3}{4}$	8 $\frac{1}{4}$	8 $\frac{1}{4}$	7 $\frac{1}{2}$	11 $\frac{3}{8}$	10 $\frac{1}{2}$
	East.....	9 $\frac{1}{2}$	9 $\frac{1}{8}$	9 $\frac{1}{2}$	8 $\frac{1}{2}$	8	7 $\frac{1}{4}$	11 $\frac{1}{2}$	10 $\frac{1}{4}$
Oct.	West.....	9 $\frac{3}{8}$	8 $\frac{5}{8}$	10 $\frac{3}{8}$	10	9 $\frac{1}{4}$	7 $\frac{1}{4}$	10 $\frac{3}{8}$	9 $\frac{1}{4}$
	East.....	9	8 $\frac{5}{8}$	10 $\frac{1}{4}$	9 $\frac{7}{8}$	9	7 $\frac{1}{2}$	10 $\frac{3}{8}$	9 $\frac{1}{2}$

TORONTO RETAIL GROCERS' ASSOCIATION.

A MEETING of the Executive of the Toronto Retail Grocers' Association was held in St. George's Hall, Elm street, on Monday night, and was followed by a special meeting of the association to consider the Pure Food exhibit to be held in the Mutual street rink.

The chair was taken by Mr. R. Mills, in the absence of the president, Mr. J. S. Bond.

A report was heard from the Purchasing Committee, and after some discussion it was decided to purchase more goods.

Mr. Robinson, of Robinson's Musee, appeared before the association in regard to the Pure Food Exposition which is to be held in the Mutual street rink. Mr. Robinson had just returned from Detroit, where an exposition of this nature was being held, and which he had attended to study the management of such an affair. He urged the association to co-operate with the management of the exposition, as it would be of material benefit to the grocers and the public generally. The expenses of the show would be heavy, but all surplus would be distributed between six different charities, to be named by the Toronto dailies, all of which are in full sympathy with the proposal. The Lieutenant-Governor had promised to open the exhibition, and the Mayor will take the chair on the opening day.

Mr. Taylor, of The Mail and Empire, appeared on behalf of his paper, expressing its entire sympathy with the project.

Mr. A. G. Booth moved, and Mr. Frank Johnston seconded, the following resolution addressed to the management of the exposition: "Resolved, That this association, having heard the scheme of a proposed exposition of pure foods, and the various ways of cooking same, as brought before the association by Mr. Robinson, are in sympathy with the project, and believe that such an exposition would be productive of much good, not only to the grocers, but to the citizens generally. Furthermore, we hereby pledge the co-operation of the association in endeavoring to make your exposition a success."

The tickets of admission will be 25c., but grocers belonging to the association will be given tickets at 10c., which they may give to customers, either gratis, or with goods. These tickets may be had by members on application to Mr. Hawes, secretary of the association.

As answers had not been received from the Hamilton and Montreal associations in regard to the garnisheeing for debt of Federal employes, the matter was left over till the general meeting of the association.

FRUITS ARRIVING AND IN STOCK

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

PEELS.

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

RAISINS.

½ boxes Fine Select Arguimbau Pack.
 ¼ boxes Fine Select Arguimbau Pack.
 ½ boxes Fine Layers Arguimbau Pack.
 ½ boxes Fine Layers Arguimbau Pack.
 ½ boxes Fine Select Trenor Pack.

FIGS.

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

Bought before the recent advance. Ask for prices.

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

COMMISSION AGENTS WANTED

in touch with large Wholesale Houses
 in Montreal, Toronto, Winnipeg, Vancouver and Victoria,
 B.C., to push the sale of...

Mediterranean DRIED FRUITS

Apply with references to—

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Monument Buildings, LONDON, E.C.

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*Chicory, Cocoa and
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29 and 30 Ropemaker Street and
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GRAND SURREY WHARF, S.E.

FRUIT VINEGAR

R. J. GRAHAM - BELLEVILLE, ONT.

Flour..

Why don't you improve your
 Flour Trade by selling a first-class
 Blended Flour, one that will bring you
 new customers every week?

OUR

"Diamond Flour"

is what you want. Ask us for prices.
 Put up in small cotton bags, barrels, or
 any way you want it.

HUNT BROS.

CITY MILLS

LONDON, ONT.

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

BUILD A DAM

of protection across the stream that is carrying away your trade to other stores. Your competitor cannot outdo you if you have a line of



Pickles

and Baked Beans

They are always in demand and win trade every time.

We manufacture the finest goods that it is possible to make, and we authorize you to refund the full purchase money to the consumer if our goods fail to give the most complete satisfaction.

Our main plant is at Pittsburg, Pa., and is the cleanest,

The Largest, Best Equipped Pickle and Food Product Works in the World.

Among our products are :

HEINZ SWEET PICKLES

INDIA RELISH, MINCE MEAT, TOMATO CHUTNEY
TOMATO KETCHUP, TOMATO SOUP, BAKED BEANS
EVAPORATED HORSE RADISH
PRESERVED FRUITS

ORDER NOW FOR THE HOLIDAY TRADE.

For sale by _____

Hudon, Hebert & Cie. - Montreal
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MEDALS - " PARIS ANTWERP

CHICAGO
ATLANTA, ETC.

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



WITHOUT COST, WHAT? THIS SECRETARY.

You can get it and \$7.90 worth of Gum for **\$6.50.** You make \$1.40 on the Gum and have the Secretary for nothing.



Write me for cuts of New Schemes, always a large quantity on hand.

C. R. SOMERVILLE, Chewing Gum Mfr., **LONDON, CANADA.**

WE SELL THE CELEBRATED

*“Ceylindia”
Blend*

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*“Golden Leaf”
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THERE ARE OTHERS

NONE SO GOOD

TRADE WINNERS

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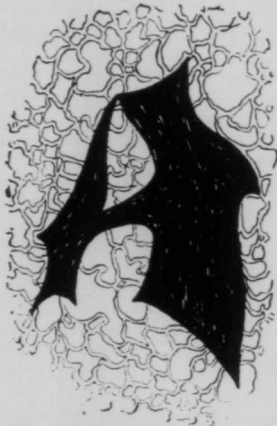
New Fruits, Nuts, Peels, etc., now in Store.

GEORGE FOSTER & SONS

Wholesale Grocers

BRANTFORD, ONT.

LOBSTERS AND THE LOBSTER INDUSTRY.



AS an article of food lobsters in Canada promise soon to become a luxury which only people in comfortable circumstances can afford to have upon their table. But the possibility of the lobster being denied to the family of moderate means is not nearly as serious as is the threatened extermination of the lobster industry to Canada.

In spite of the fact that the lobster industry is not as prosperous as it once was, yet it ranks fourth in order of importance when compared with the other individual fisheries. The most important of all our fisheries is the cod fishery. It is valued at about four million dollars per annum. Then comes the salmon fishery, and after that the herring, while the lobster industry stands next, with a total value of \$2,210,096, according to the figures for 1895. Of this latter amount \$1,666,388 worth was in cans and \$543,708 worth were live fish.

Canada has reason to be proud of her lobster industry. Her lobster grounds on the Atlantic are considered the most remarkable in the world. Prof. Edward E. Prince, commissioner and general inspector of fisheries for Canada, in a recent essay on the "Natural History of the Lobster," says in regard to the lobster grounds on the Atlantic: "Their extent and the abundant supplies of lobsters which, during the last twenty-five years, they have produced, are not to be paralleled elsewhere." Some years ago the lobsters on these grounds were so numerous that it was no uncommon thing to see, after a storm, miles of the shore strewn between tide-marks with lobsters. On the New Brunswick shore in 1873 after a storm as many as one thousand dead lobsters were counted within a distance of two rods. In those days lobsters were so common that their value was not appreciated. If fishermen and packers in those days of plenty imagined the supply was inexhaustible they may be pardoned, although if they had been conversant with lobster history they would have known that other countries had ages before found it necessary to enact laws to preserve this particular crustacean from extermination. Sweden 200 years ago enacted laws to protect its lobster fisheries, the earliest lobster regulations being adopted in 1686, and the Scandinavian lobster supply has outlasted that of all other European countries.

DEARNESS OF LOBSTERS.

Because of their diminished quantity lobsters in Canada to-day are enormously dearer than they were ten years ago. A live lobster of eleven inches in length could have been obtained from a fisherman for a couple of cents. They are now worth 10 to 20 cents, while a case of canned lobsters which sold in 1887 for \$4 to \$5 could not be bought now for less than about 100 per cent. in excess of those figures.

Among the causes assigned for the depletion of the lobster are its limited geographical range, its extremely local habits and migration, its perils when shelling, the dangers that threaten the lobster's eggs, and the delicate character of the young fry for many months of their life. Then there are the dangers caused by spreading baited traps over the grounds which the lobster haunts when it comes in from deeper water to hatch its young.

In Prof. Prince's essay, which has been issued by the authority of the Dominion Government, is a great deal that is interesting in regard to the history of lobster life. The lobster is an inshore creature and does not wander far out to sea. Its geographical range along the Atlantic shore is limited, as no lobsters are found north of Chateau Bay in Labrador, or south of Delaware Break-

water. Each particular bay or inshore area within the range above referred to may be said to have its own local supply of lobsters. Such localities, when once cleaned out, are not replenished in the way they should be, did schools of lobsters constantly move over extensive areas. Certain bays could be named which once abounded with lobsters, but reckless and illegal fishing cleaned them out, and lobsters from other localities have not migrated to take their place.

In the Dominion of Canada there remains the last great lobster fishery of the world, and, as we have already intimated, this fishery has reached a critical stage. The signs of exhaustion are unmistakable. Small miniature lobsters five to nine inches long, which a few years ago we rejected, are now eagerly taken, and where once two or three lobsters were sufficient to fill a one-pound can, now all the way from five to ten are required. Ten years ago the average size of lobsters was 10 inches (2 lbs. weight), while 30 years ago an old fisherman has testified that 13 inches (3½ lbs.) was the average.

A prominent packer in Prince Edward Island publicly stated that in a certain cannery the number of cans packed, as compared with the number of traps fished from that factory, showed this startling decrease: During a period of six seasons at that factory, the average number of one-pound cans to each trap fished was in 1891, 24; in 1892, 16¾; in 1893, 13½; in 1894, 12½; in 1895, 7¾; in 1896, 5½.

HOW LOBSTERS TRAVEL.

When moving at leisure the lobster walks nimbly along on the tips of his toes, holding its nipping claws slightly raised in front, waving its long feelers aloft, while the short second pair is held straight to the front like rigid bayonets, and turning its protruding stalked eyes in every direction. The tail is held spread out behind so as not to touch the ground. When alarmed it swims backward by the convulsive and powerful strokes of its tail at the rate of 25 to 30 feet per second. The lobster is most active at night. As to food, the lobster is not very particular; it eats almost anything that comes in its way, from live or dead fish to seaweed, notwithstanding that it has a delicate sense of smell.

The dense armor of hard limy material which encases the lobster permits only of limited growth, so that the shell must be cast off repeatedly, as the lobster increases in size season after season. The shell consists of four layers, and all four are pierced by delicate canals. The shell undergoes peculiar changes when the "shelling" period arrives. Some of the salts, which impart hardness to it, begin to disappear in such places as the middle of the great shield covering the head and thorax, and along each side of the snout and other parts. This change gives the elasticity required to allow of the shell being the more easily thrown off. A thin skin forms underneath the shell, and the lobster then shows very evident signs of the painful process about to begin. A lobster about to moult loses its bright color, acquires a loose lax appearance, and becomes very uneasy and shy. It seeks the shelter of rocky clefts or immerses itself in a soft sandy bottom, lying sidewise. It bends upon itself so that the skin connecting the shield and tail bursts. The muscles of the legs tug vigorously, and the great claws, soft and pliable as India rubber, are withdrawn like the hand from a glove. The creature pushes itself through the gaping slit, the head being pulled out, leaving the tail to be drawn out last of all. The newly shelled lobster has a limp and collapsed appearance, but its colors are extremely fresh and brilliant. Water is so rapidly absorbed through the soft new shell that the lobster enlarges and swells up with surprising rapidity. It is not for seven or eight weeks after moulting that the lobster has again a hard shell. The process of shelling takes place every year, and it is usually during the summer months.

Lobsters which extrude their eggs in April, May and June



GREECE SPAIN and TURKEY

HAVE united in supplying us with their highest grade productions for our trade.

Again we are enabled to offer the celebrated "Haycastle" and "Paradise" Currants—as handsome in appearance and rich in flavor as ever.

Grown in a specially favored district and bought under our contract. These are the best value in currants on the Canadian market.



IN RAISINS

The Most Reliable Brands

- Trenor's "Blue Eagle" Finest Selected Valencias, 28-lb. bxs.
 - " " " Fine Off-Stalk " 14 & 28-lb. "
 - Arguibau's Finest Selected Valencias 28-lb. "
 - " " " Fine Off-Stalk " 28-lb. "
- In Table Raisins—our stock is replete with many fine lines.

Our Fruit Importations

19 CARLOADS	CURRANTS
7 " "	RAISINS
2 " "	FIGS

In addition to our complete stock of Nuts, Sultana Raisins, etc.

IN FIGS

The Finest Growths

- Finest 4 Star Eleme Layer Figs, 4 rows, 2-in. Figs, 10-lb. bxs.
- Extra Royal 5 Star Eleme Figs, 4 " 2 1/2 " " 9-lb. "
- Extra Choice 6 Star Eleme Figs, 4 " 2 1/2 " " 20-lb. "
- Extra Choicest " Loucoms " Pulled Figs 5-lb. "

Figs in bags, matts, etc., etc.



IN PEELS

We offer **CROSSE & BLACKWELL'S AND YORK**—English Peels.

The Best Goods—The Best Trade—The Best Profit.
It Pays to Keep the Best.

GILLARD & Co.

Wholesalers
Only

Place of business

HAMILTON



accomplish the hatching of their fry in a few weeks, whereas late spawners, during the months of September, October and November, probably do not hatch their young for six or eight months. The adult lobster has been proved by actual observation to grow about two inches and a half in sixteen and a half months, and the larval lobster has been demonstrated to grow in three and a half months no less than half an inch, and these facts go to show that in four or five years it is quite possible for the mature size to be reached. Lobsters grow for many years, and have been known to attain an enormous size. This year a lobster was captured off the Jersey coast which measured three and a half feet in length, two feet around the body; feelers, one foot and a half long; small legs, one foot long; felt claw, two feet long and ten inches wide; tail, fourteen inches from end of tail to body.

PRODUCTIVENESS OF THE LOBSTER.

The lobster is, perhaps, the least productive of all the marine animals of economic importance. A herring deposits double the number of eggs produced on an average by the lobster; a mackerel four times as many; a cod four hundred times as many, and a Canadian oyster four thousand times as many. A ten-inch lobster carries, as a rule, 18,000 to 20,000 eggs. It is estimated that the lobster fishery of Canada annually destroys between sixty and one hundred millions of lobsters, a considerable portion of these being lobsters about to spawn or recently spawned.

The enemies of the lobster are legion. Almost every predaceous fish in the sea devours it, parasites and disease attack it and mackerel feed on its young.

With proper precautions lobsters may be carried alive and healthy great distances. Early this century some loyal Nova Scotians shipped in a sailing vessel several barrels of lobsters to


King George III. They reached London safely and alive. And this has not been the only successful experiment of the kind.

Our exports of lobsters last year, according to the Trade and Navigation Returns, were as follows: Fresh, 42,540 barrels valued at \$340,928; canned, 14,490,459 lbs. valued at \$2,146,309.

Fortunately the Canadian Government is beginning to recognize the dangers which menace the lobster industry of the country, and conferences have been held in the Maritime Provinces to consider the matter. It is to be hoped that vigorous means will be taken for the preservation of the industry before it is too late. The artificial hatcheries are doing a great deal to augment the supply of young lobsters, since the Bay View hatchery at Pictou, N.S., was established in 1891, no less than 500,000,000 fry having been hatched. But something more needs to be done than is now done to conserve the lobster grounds along the shores of the Atlantic.

CIGARS IN THE GROCERY STORE.

The attention of our readers is called to the announcements of Mr. J. Bruce Payne, of Granby, whose name is familiar to the trade as a manufacturer of high-class cigars. Mr. Payne is offering a number of "leaders," which he claims are sure trade-winners, and will establish a reputation for the merchants handling them. Cigars are becoming more and more a necessary feature of an up-to-date grocer's stock, and merchants who handle these goods say they are an exceedingly profitable side line. Men who drop in "just to get a cigar" will often leave an order for other things. Mr. Payne's goods are known from one end of the Dominion to the other, and to him belongs the credit of being the first manufacturer to offer his goods in the frozen regions of Klondike.



**DEWAR'S
FAMOUS SCOTCH**
can be had from
**Geo. J. Foy
R. H. Howard & Co.
Perkins, Ince & Co.
Adams & Burns**
and all ...
first-class houses.

OTHER FIRMS

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

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

Write to
Meadow Sweet Cheese Co.
P. O. Box 2321, Montreal
For Price List.

**Save
Expense**

You can save extra freight charges if you buy your grocers' sundries of us. These little expenses count up.

Our illustrated book (127 pages—it's free) has 25 pages devoted to Woodenware, Grocers' Sundries and "Kitchen Things." Nearly 100 pages

are given over to our Brooms and Brushes. It will save you money to have this book handy—in the store.

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



AN AUTOMATIC SELLING MACHINE . . .

To sell—

**Adams'
Tutti Frutti**

For full particulars, apply . . .

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.

Green Rio Coffee

500 Bags, Direct Shipment, arriving in a few days. **Wait For It** and **GET OUR PRICES.**

Pearl Tapioca

Direct shipment from Singapore, ex "Frey," due to arrive shortly. **SPECIAL QUOTATIONS** for lots of 5 Sacks and upwards.

Cleaned ^{and} Stemless Currants

"KALAMOS"

"FANCY VONITSA"

"FANCY MOREA"

"BLUE PEARLS"

The up-to-date Merchant now-a-days **SPECIALIZES.** And these are **TRADE WINNERS** above **ALL COMPETITION.**

California Evaporated Fruits

Prunes. 40/50, 50/60, 60/70, 70/80, 80/90, 90/100
—25-lb. Boxes.

Peaches and Apricots. Boxes 25 lbs., and Cases
48 1-lb. Cartoons. **SPLENDID SELLERS.**

Golden Plums. Choice Egg Plums.
Silver Prunes.

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

WHOLESALE IMPORTING AND
MANUFACTURING GROCERS

TORONTO

MONSOON Tea

Your eye will see this ad.

Keep the customers you have and **Secure** new ones by giving them **MONSOON** Tea every time; they will thank you for calling their attention to this excellent tea. It is **pure, clean, healthful and delicious**; prepared with greatest care. Shows you a good profit.

Write for samples and quotations.

It Will Pay You.

The
Monsoon Tea Co., Toronto

Packed in

¼-lb., ½-lb. and
1-lb. lead pack-
ages, Black and
Mixed.

Cases (20-lb.
30-lb.
50-lb.



THE WONDERFUL INCREASE

IN SALES OF

"ROSE BRAND"

**MEATS AND
LARD**

is explained by the fact that

Our Goods ARE OF Superior Quality

Manufactured expressly for HIGH-CLASS trade.

If our representative does not call on you, write direct to

The GEO. MATTHEWS CO. LIMITED

Pork Packers, Ham and Bacon Curers,
Lard Manufacturers.....

Ottawa and Peterborough



TWO-THIRDS of the Teas in the stock of
the average American Tea
Dealer must be . . .

JAPANESE TEAS

Because 61,000,000 pounds of the 93,000,000 pounds of tea imported into the United States and Canada last year were from Japan and Formosa. This indicates an established preference of the American tea consumer, and an established trade of the American tea dealer. This trade is to be increased by a campaign of judicious publicity. The Japanese Government has appropriated a large sum of money to be expended in America, under the direction of the Japan Tea Traders' Association, in presenting the merits of Japanese Tea, and the best methods for preparing it for drinking.

This plan will, without doubt, increase the demand for Japanese Teas—the kind that most dealers already handle, the kind that has given consumers the best of satisfaction.

The co-operation of dealers is invited.

Specify JAPANESE TEAS. Address

The Japan Tea Traders' Association

87 Front Street

NEW YORK

GREEN VS. DRIED FRUIT.

By W. A. R., Montreal.

THE CONSUMPTION of fresh green fruit in Canada, both domestic and imported, has been steadily increasing of late years, but it was not until the present season that the increase became really remarkable.

There is, of course, no means of getting at the aggregate turnover of domestic green stock and the figures for the fiscal year in regard to imported have not yet been published at Ottawa. Some idea of the extent of the business can, however, be gathered from the daily receipts at leading centres like Montreal. That city this summer became one of the leading markets on the continent for green fruit. Receipts each day for a period extending over a fortnight in August ran all the way from 6,000 to 12,000 baskets per day, and although the volume has been sensibly decreased since the flush, the daily offerings are still of considerable dimensions, amounting to two or three carloads per week.

Most of this fruit consisted of domestic peaches, plums, pears and grapes from Ontario. In fact, a feature of the trade this summer was that our own Canadian fruit practically killed the trade in California stock. Carload after carload of the latter, after being sent all the way to Montreal, sold for less than the actual carrying charges, owing to the exceptionally keen competition from the home article.

Many people consider that there are still further possibilities in connection with this green fruit trade. They believe that with increased cold storage facilities throughout the country, and refrigerator transportation both on the cars and across the ocean, that the necessity of slaughtering the fruit simply for what it will bring will be obviated. If the fruit can be kept, and if an outlet can be found for a fair proportion of it in Great Britain, owing to its being shipped fresh in cold storage chambers, the chances of a congested market will be less than at present.

Another interesting development of this large business in green fruit is that wholesale grocers complain that it has interfered with the demand for dried fruits. It is but natural that it should do so; for if a consumer can get the fresh article he is hardly likely to put up with a dried substitute. It seems doubtful, however, as contended by some traders, that green fruit is destined to entirely replace dried. It is quite true that the seasons for green fruit are considerably longer than they were in our forefathers' days, owing to improved methods of communication, storage facilities and other advances. But while allowing for all this, there is still a considerable blank to fill. At any rate the Trade and Navigation Returns go to show that while the importations of green fruit have been considerable, the business in the dried article has also expanded.

A comparison of the returns of 1890 with those of 1896 affords a fair idea of the situation, for it was during that period that the increase in the volume of trade in green fruit commenced. The following table shows the position of green fruit in the two years:—

	1890.		1896.	
	Quantity.	Value.	Quantity.	Value.
Grapes, lbs.....	1,135,428	\$ 79,008	1,118,759	\$ 65,294
Oranges and lemons, pkgs....	441,340	658,474	543,418	857,350
Peaches, lbs.....	35,939	2,309	3,810,004	99,629
Plums, bush.....	238	1,219	84,607	26,227
Strawberries, etc., lbs.....	225,916	23,692	361,892	32,903
Cherries, etc., lbs.....	38,156	7,453	75,014	7,661

The notable increases were in peaches, plums, and strawberries, the increase of last year over 1890 in these three lines alone being \$131,639. This does not account for the business in the domestic

article, but men in the trade assert that its volume was one-third greater. But while all this additional quantity of green fruit was being consumed in 1896 as compared with 1890, it does not seem to have materially checked the demand for dried fruit. On the contrary, if business in green fruit for 1896 was greater than in 1890, the same condition prevailed in dried fruit also. This is clearly demonstrated by the imports in the respective years under consideration:

	1890.		1896.	
	Quantity.	Value.	Quantity.	Value.
Currants, lbs.....	5,015,402	\$159,370	6,727,072	\$131,036
Dates ".....	1,155,814	38,239	923,202	25,281
Figs ".....	1,037,934	55,693	1,425,416	57,904
Prunes ".....	3,032,043	89,008	2,615,683	97,002
Raisins ".....	8,598,031	405,640	10,499,929	304,467
Other fruit.....	453,371	43,600	1,869,192	107,103

While the aggregate value of some of the lines is less for 1896 than 1890, it will be noted that the quantity imported is greater. This is the case in currants, raisins and figs, and the fact that the money involved in the turnover was smaller is due to the position of values in the respective years. In fact the only line that shows any sensible decrease is dates, which decreased from 1,000,000 odd pounds in 1890 to 900,000 odd in 1896.

On the whole, business in dried fruit seems to have been fully up to average, and the increased business in green fruit appears to have meant a larger appetite among consumers rather than an increase in one branch at the cost of the other. It is possible that the rule will not apply this year, owing to the exceptional trade in green, but the fact has yet to be demonstrated.

JAPAN'S GREAT ENTERPRISE IN AMERICA.

Several months ago the Japanese Tea Guild sent to America a special commission, composed of Mr. S. Mitsuhashi, president of Shizuoka Prefectural Assembly, and Mr. J. Ohara, member of Japanese Parliament, to investigate the condition of the Japanese tea trade in the United States and Canada, and to co-operate with Mr. T. Furuya and Mr. T. Mizutany, the American representatives of the Japanese Tea Guild, in giving publicity to the merits of Japanese teas and the method of preparing them for drinking which would insure the best results.

Mr. Furuya and Mr. Mizutany are planning to open tea bazars in many of the principal cities in the United States and Canada, where ladies can enjoy a cup of fine Japanese tea made by experts, and at the same time receive instructions which will enable them to make it equally well at home. It is believed by these gentlemen that, when Americans are in possession of the secret of making good tea, the consumption in this country will fully equal that of Europe, in proportion. The Japanese Government has appropriated a large fund to aid the Japanese tea growers and tea merchants in prosecuting this educational work, and it is hoped that American ladies will be apt students. The main bureau of the Japanese Tea Guild has issued an official recipe for making Japanese tea, the translation of which is as follows:

First—Use a small, dry and thoroughly clean porcelain teapot.

Second—Put in one teaspoonful of tea leaves for each cup of tea desired.

Third—When using Japanese teas pour on the required quantity of fresh boiled water, and let stand with closed lid from two to three minutes. Never boil the leaves. In order to retain the natural flavor, Japanese tea leaves should be kept in tight can or jar, free from moisture.

To thoroughly enjoy the natural, delicate and sweet flavor of Japanese teas neither sugar nor cream should be used.

WHITE
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"GILT EDGE"

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

"NOBBY" BROWN COMBINATION

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

"JEWEL" BROWN COMBINATION

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

BOSTON LIQUID WATERPROOF BLACKING

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



PATENT LEATHER POLISHING PASTE

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

For sale by—

All Wholesale Grocers.

INSURE YOUR LIFE IN THE CONFEDERATION LIFE ASSOCIATION

The right man

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

The right man

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

The right man

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

The right policy

is the UNCONDITIONAL ACCUMULATIVE Policy of the

CONFEDERATION LIFE ASSOCIATION

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

HEAD OFFICE--TORONTO.

W. C. MACDONALD,
Actuary.

J. K. MACDONALD,
Managing Director.

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 and Dulce Brand one cent sticks; Bundled Licorice Root, etc. In **Pliable Licorice**, Triple Tunnel Tubes, Mint Puff-Straps and Navy Plugs. Write for illustrated catalogue.

YOUNG & SMYLLIE

BROOKLYN, N.Y.

Established 1845

DELHI CANNING CO.

20
Years in

Canning
Business

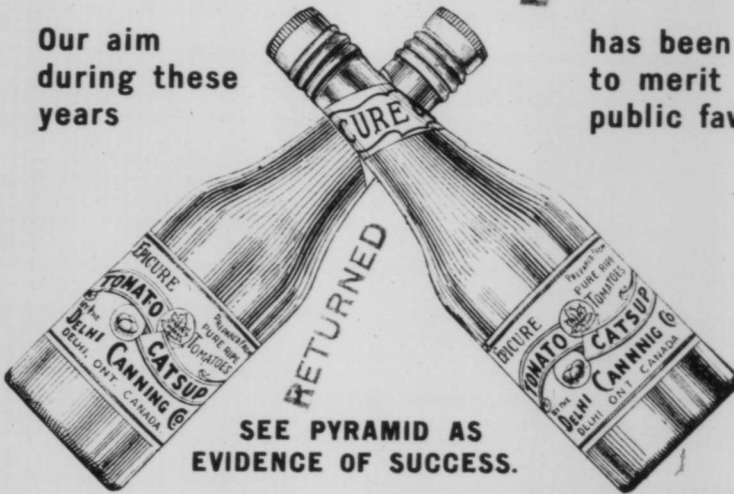


RETURNED



Our aim
during these
years

has been
to merit
public favor.



SEE PYRAMID AS
EVIDENCE OF SUCCESS.



RETURNED

RETURNED



RETURNED

1878	50,000.	
79	65,000.	
80	100,000.	
81	100,000.	
82	125,000.	
83	130,000.	
84	200,000.	ADDED JAM
85	225,000.	
86	275,000.	
87	300,000.	ADDED GLASS AND SPECIALTIES
88	350,000.	
89	500,000.	
90	800,000.	
91	850,000.	
92	900,000.	
93	1,000,000.	AT NIAGARA STARTED BRANCH CATSUP
94	1,150,000.	
95	1,200,000.	
96	1,500,000.	
97	1,300,000.	
	200,000.	



RETURNED

During all these years we have kept our trade mark the Maple Leaf prominently on our labels.

RETURNED

J. cuts Nov. 3, 1917
S. M. A.

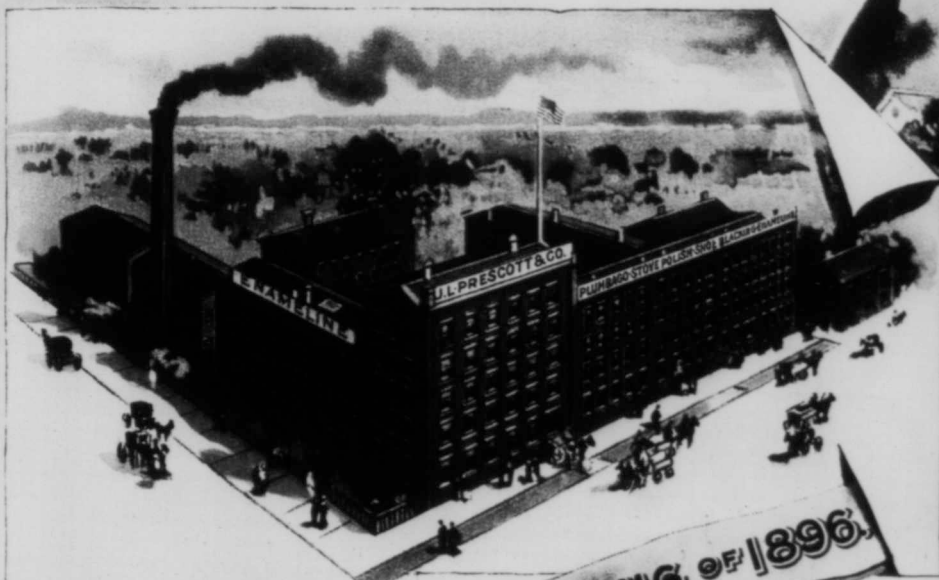
·A BIT OF HISTORY·



·NORTH BERWICK· Me· 1875·



·NORTH BERWICK· Me· 1870·



AT NORTH BERWICK· Me·



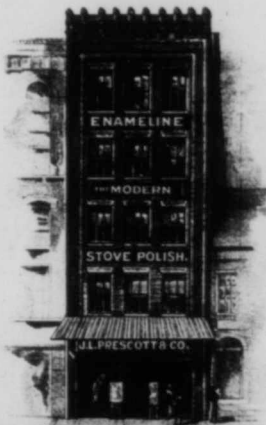
NORTH BERWICK
1886



J.L.PRESCOTT & Co.
MANUFACTURERS.



AT PASSAIC, N. J.



THE above bit of Pictorial history illustrates the growth and present development of the largest Stove Polish industry in this or any other country; the number of gross of Enameline sold annually being more than double that of any other Stove Polish. **QUALITY WINS.** Enameline is now regularly carried in stock by the wholesale trade of the United States, Canada, Great Britain, South Africa, Australia, Norway, Sweden and Germany, who are supplied from our

DISTRIBUTING DEPOTS AT

NEW YORK, CHICAGO, ST. LOUIS, SAN FRANCISCO, PITTSBURGH, CLEVELAND, CINCINNATI,
MONTREAL, LONDON, LIVERPOOL, GLASGOW, CAPE TOWN, MELBOURNE, HAMBURG.

J. L. PRESCOTT & CO.,
11 Jay Street, NEW YORK.

A BIT OF HISTORY.



THE SIMPLE FACTS concerning the growth of a great business are of public interest. When any industry has reached such proportions as to become a real factor in the current history of the commercial world, the story of its development is worth reading. Such a story is told on this page.

The business of J. L. Prescott & Company, who now manufacture more stove polish than any other firm in the world, had its beginning in a humble way only a quarter of a century ago. In the Spring of 1870, in a small village in Maine, Mr. J. L. Prescott began the manufacture of stove polish. A one-story shed, about sixteen by eighteen feet in size, constituted the whole plant, and the output of about five gross per day was carried to the railroad station in a wheelbarrow. Year by year, solely through the merit of the goods made and [the personal effort of the manufacturer, the sales increased until in 1888 they reached about 18,000 gross, when Mr. A. L. Prescott and Mr. C. O. Littlefield, under the firm name of J. L. Prescott & Company, succeeded to the business. They soon prepared and put upon the market the first paste stove polish which ever proved to be a success, christening the new product, ENAMELINE, "The Modern Stove Polish." Confident that they now had what the world wanted, they began to make it known by extensive advertising. Their expenditure for the first year was equal to twice the amount of their capital at the beginning of the year. They believed in ENAMELINE, and were not disappointed, as the demand for their goods, resting primarily upon their real merit, which was made known by liberal advertising, soon made it necessary to run their plant night and day, and called loudly for larger facilities. The development of their business was the first purpose of the firm, and year by year the appropriations for advertising were larger and larger, until now the figures reach hundreds of thousands of dollars annually. Increased factory facilities were yearly provided, to handle the rapidly increasing volume of business.

It soon became evident that ENAMELINE was to be the world's stove polish, the demand even then reaching beyond the American market, and that a new location must be selected near one of the great centres of commerce, where adequate facilities for manufacture and shipping could be provided. The very logic of the situation, led to the selection of New York City for the new head-quarters, and in the Spring of 1896, an extensive factory, constructed after modern plans, was put in operation at Passaic, New Jersey. The five gross per day of 1870 had then grown to between three and four carloads daily, and the product was being distributed to every English speaking country on the globe, also to Germany and Scandinavia, from warehouses conveniently located as noted on the other side of this sheet.

The year 1896 has witnessed the largest growth of any in the history of ENAMELINE. Two additions to the main factory, and three separate buildings are now being erected at Passaic. The combined length of these new buildings is nearly four hundred feet, and when completed, will practically double the present capacity of the works. The sales for the year exceeded one-half the stove polish consumed in the entire world during the year and were nearly three times the amount made by any other single manufacturer.

The reader can better appreciate the phenomenal growth and magnitude of this business from the following facts. Nearly three million feet of pine lumber are now used annually for shipping cases. About five tons of tin plate are used each day in making the tin boxes in which ENAMELINE is packed. This amount of tin plate, when spread out, would cover nine acres. Paper labels are put upon each of these tin boxes. These labels are now bought in one hundred million lots. About fifty gallons of paste are used each day in putting the labels upon the boxes. All Wholesale and 97 per cent. of the Retail grocers, also nearly all House Furnishing, Stove and Hardware dealers of the United States sell ENAMELINE.

This brief sketch, which is a characteristic one of American enterprise, will do more to sustain the confidence of the trade, by its plain statement of facts concerning the history of ENAMELINE, than much vain boasting, which has no more substantial foundation than the fertile brain of the paid writer.

BLACKENE, "The Modern Benzine Paste Stove Polish," is made and guaranteed by the same firm, and is to the Stove Dealer what ENAMELINE is to the Housekeeper.



The trade are often imposed upon by irresponsible parties, who claim that *their* paste stove polish will not dry out or harden in the box. From such parties there is no redress when the goods spoil. There need be no loss on ENAMELINE, as it is guaranteed to keep perfectly, and should it in any case prove in the least defective, the manufacturers will gladly redeem it in *cash*.



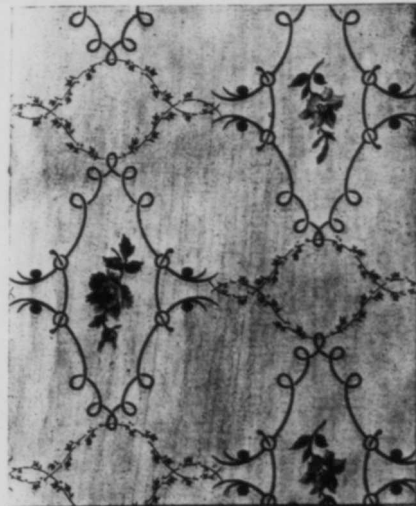
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WALL PAPER FOR GROCERS.

THE accompanying illustrations are half-tone engravings of two combinations of designs in wall paper which are proving to be good sellers with M. Staunton & Co., the well-known manufacturers, Yonge street, Toronto.

This firm are producers of so many designs that dealers



Combination No. 1208.

plant another printing machine, and accessories for the same, in order to ensure prompt delivery.

Quite a few grocers and the majority of general merchants find wall paper a desirable and profitable line of goods to handle, and there should be an opening for many more to go into the business. Any dealers who have not yet seen their samples should drop a

card to them, when arrangements will be made for showing them samples.

The orders received so far indicate that M. Staunton & Co. have succeeded in bringing out just such a line as the trade are looking for, good everyday sellers, of popular designs, with prices to meet any competition.

This being Jubilee year, this firm made displays at the exhibitions held in Toronto, Montreal and Ottawa, at all of which places their exhibit received very flattering comment from both trade and public. These exhibits served to show Canadians that just as fine goods are produced in Canada as are made in other countries.

Diplomas were awarded them at Montreal and Ottawa, and a silver medal has been received from the Toronto Exhibition. These were the highest awards given.

Their business has of late been increasing to such an extent that they have found it necessary to add to their already large

card to them, when arrangements will be made for showing them samples.

PATTISONS LIMITED.

The annual meeting of the shareholders of Pattisons Limited was held on 5th inst. at Leith—Mr. Robert Pattison, chairman of the directors, presid-

ing. The directors' report showed a profit amounting to £56,898 5s. 2d. Of this, £15,000 was carried to the reserve fund, £4,000 was applied to the reduction of the good-will account, £2,000 was appropriated to the reduction of property account, and, after paying preference shareholders their dividend and the ordinary shareholders 10 per cent. dividend, and providing for the interest due to the vendors, there was a balance of £3,361 4s. 1d. carried forward. The profits from the brewery had very largely exceeded the estimate, and the output was now over 600 barrels per week. Large extensions had been made to enable the directors to cope with the increased demand and the directors had thought it advisable to acquire additional ground adjoining the brewery with a view to yet further development of the brewery branch. The directors, along with Mr. Grant of Glenfarclas, had acquired on favorable terms the well-known Glenfarclas-Glenlivet Distillery, and were in course of extending the distillery at a cost of about £15,000, which would make it one of the largest in the Glenlivet district. The directors further reported a considerable extension in the general business; and in order to provide further accommodation, the directors had bought for £12,000 the property, covering two acres of ground, known as the Bonnington Sugar Refinery. The directors had decided to build another large warehouse of eight storeys about 200 feet square.—Distillers' Magazine, July.

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Combination No. 1200.

We have mentioned in last week's issue a few lines of our Fall imports in . . .



DRIED FRUITS

WE make it our duty this week to enumerate the various lines we are offering at prices defying all competition. These Fruits have all been imported direct in the favorable time, and the trade is invited to benefit by the low prices at which they are now offered.

NUTS

Tarragona, in bags of 100 lbs.
Filberts, "Sicily," in bags of 200 lbs.
Walnuts, "Marbots," in bags of 100 lbs.
Grenobles "Mayettes," in bales of 220 lbs.
Pecans, "Polished," in barrels of 250 lbs.
Peanuts, "Extra," in bags of 100 lbs.

MALAGA RAISINS

Imperial London Layers, in 22-lb. boxes and $\frac{1}{4}$ boxes.
Empire Clusters, in 22-lb. boxes and $\frac{1}{4}$ boxes.
Countess Clusters, in 22-lb. boxes and $\frac{1}{4}$ boxes.
Duchess Clusters, in 22-lb. boxes and $\frac{1}{4}$ boxes.

Princess Clusters, in 22-lb. boxes and $\frac{1}{4}$ boxes.
Empress Clusters, in 22-lb. boxes and $\frac{1}{4}$ boxes.

VALENCIA RAISINS

SULTANA RAISINS

Brand "A," fancy, in boxes of 25 lbs.
Brand "B," extra choice, in boxes of 25 lbs.
Brand "C," choice, in boxes of 25 lbs.
Brand "D," good quality, in boxes of 25 lbs.

CURRENTS

Provincial, in barrels of 300 lbs.
Provincial, in half-barrels of 200 lbs.
Provincial, in half-cases of 75 lbs.
Fine Vostizzas, in half-cases of 75 lbs.
Fine Vostizzas, in quarter-cases of 35 lbs.
Filiatras, in barrels of 300 lbs.
Filiatras, in half-barrels of 200 lbs.
Filiatras, in half-cases of 75 lbs.
Fine Filiatras, in barrels of 300 lbs.
Fine Filiatras, in half barrels of 200 lbs.
Fine Filiatras, in half-cases of 75 lbs.

CALIFORNIA PRUNES

In boxes containing each 25 lbs.

Prunes, Austria "BOSNIA" brand in boxes, each 55 lbs.
Prunes, Atlas Letter "A" brand in boxes, each 55 lbs.
Prunes, Atlas Letter "D" brand in boxes, each 55 lbs.

(To arrive about middle of November.)

Prunes "FRENCH." "DUFOUR" brand in boxes, each 50 lbs.

Empire Clusters, in 22-lb. boxes and 1/4 boxes.
 Countess Clusters, in 22-lb. boxes and 1/4 boxes.
 Duchess Clusters, in 22-lb. boxes and 1/4 boxes.
 Princess Clusters, in 22-lb. boxes and 1/4 boxes.
 Empress Clusters, in 22-lb. boxes and 1/4 boxes.

VALENCIA RAISINS

4-Crown Layers of following brands:
 "ABEL," "GUARDOLIA," "ROGERS," "MERLE."
 Fine Off-stalk of following brands:
 "ABEL," "ARANDA," "ROGERS," "ARGUIMBAU."
 Selected of following brands: "ROGERS," "ARGUIMBAU."

CALIFORNIA RAISINS

Loose Muscatel, 2-Crown.
 Loose Muscatel, 3-Crown.
 Loose Muscatel, 4-Crown.

SPANISH RAISINS

Loose Muscatel, "CHOICE."
 Loose Muscatel, "FANCY."



In boxes containing each 25 lbs.
 12 to 50 to pound, 70 to 80 to pound, 80 to 100 to pound

Prunes, Austria "BOSNIA" brand in boxes, each 55 lbs.
 Prunes, Atlas Letter "A" brand in boxes, each 55 lbs.
 Prunes, Atlas Letter "D" brand in boxes, each 55 lbs.
 (To arrive about middle of November.)
 Prunes, "FRENCH," "DUFOUR" brand in boxes, each 50 lbs.
 Prunes, "FRENCH," "DUFOUR" brand in boxes, each 28 lbs.

ELEME FIGS

Layers, "3 Stars" in boxes, each 10 lbs.
 Layers, "3 Stars" in boxes, each 15 oz.
 Layers, "3 Stars" in boxes, each 13 oz.
 Layers, "4 Stars" in boxes, each 10 lbs.
 Layers, "6 Stars" in boxes, each 10 lbs.
 Layers, "6 Stars" in boxes, each 20 lbs.
 Natural, with top "Layers" in boxes, each 10 lbs.
 Natural, with top "Layers" in boxes, each 20 lbs.
 Natural, with top "Layers" in boxes, each 60 lbs.

PEELS

Orange, brand "BATGER."	Lemon, brand "L. M. C."
Orange, brand "C. & B."	Lemon, brand "CORNICAN."
Orange, brand "L. M. C."	Citron, brand "L. M. C."
Orange, brand "CORNICAN."	Citron, brand "CORNICAN."

Assorted cut and pressed peels "BATGER" in 1-lb. boxes.
 6 dozen per case.

We think with such an assortment we can meet all demands, and our prices have been cut so low that we are assured to give full satisfaction to our numerous patrons.

LAPORTE, MARTIN & CIE.

Wholesale Grocers

Montreal

THE REPLY TO YOUR INQUIRY

The number of inquiries that have resulted from the publication of the list of our Fall Importations of Dried Fruits, which appeared in this paper last week, is so great that we must have recourse to the same Medium to answer them all promptly and properly.

We quote, without engagement, for immediate delivery from stock :

VALENCIA RAISINS

Fine Off-Stalk—Aranda	-	-	4¾c.
Fine Off-Stalk—Grustan	-	-	5c.
Fine Off-Stalk—Arguimbau	-	-	5¼c.
Selected—Grustan	-	-	5¾c.
Selected—Arguimbau	-	-	6¼c.
4-Crown Layers—Arguimbau	-	-	6¾c.

CURRANTS

Fine Provincials, half-cases (70 lbs.)	-	-	5½c.
Filiatra, barrels	-	-	5¾c.
Filiatra, half-barrels	-	-	5½c.
Filiatra, half-cases	-	-	5¾c.
Patras, half-cases	-	-	6¼c.
Fancy Vostizzas, half-cases	-	-	8c.

ELEME FIGS

ANTOINE SOLARI

Fine ***, boxes 12 ozs. (cases 350),	per box	7½c.
Finest ***, 4-rows, boxes 10 lbs., full weight (cases 36 boxes) per box,		\$1.00.

NATURAL FIGS

TO ARRIVE IN NOVEMBER

Sicily Filberts, bags 220 lbs.	-	7c.
Pure Mayette Grenoble Walnuts, bales	-	-
250 lbs.	-	10c.
Tarragona Almonds, bags 110 lbs.	-	8c.
Valencia Shelled Almonds, 28-lb. boxes,	-	-
W. C. Bevan & Co.'s Extra Selected	-	-
Bull Brand	-	22c.
M. Campuzano's 2-Crown	-	21c.
Prunes—Dufour, French, 100's,	-	-
27½-lb. boxes	-	4¼c.
Prunes—Ostrich, Bosnia, G. 104's,	-	-
55-lb. boxes	-	6½c.
Prunes—California, Griffin & Skelly Co.,	-	-
25-lb. boxes, 50/60 prunes to the lb.	-	9c.
Prunes—California, Griffin & Skelly Co.,	-	-
25-lb. boxes, 40/50 prunes to the lb.	-	10c.

MALAGA RAISINS

W. C. BEVAN & CO.

Imperial London Layers, boxes	-	\$1.25
Connoisseur Clusters, boxes	-	65
Connoisseur Clusters, ¼ boxes	-	2.00
Extra Dessert Clusters, boxes	-	75
Extra Dessert Clusters, ¼ boxes	-	3.25
Royal Buckingham Clusters, boxes	-	1.10

Fine ***, boxes 12 ozs. (cases 350),
per box - 7½c.

Finest ***, 4-rows, boxes 10 lbs., full
weight (cases 36 boxes) per box, \$1.00.

NATURAL FIGS

Natural Figs, in 56-lb. bags - 3½c.

ENGLISH PEELS

Boxes 7 lbs., cases 32/7, Lemon - 10c.
Boxes 7 lbs., cases 32/7, Orange - 10½c.

CORSICAN CITRON PEEL

GREGORY & CO.

Boxes 7 lbs., cases 48/7, - 16c.

SULTANA RAISINS

ANTOINE SOLARI

Extra Quality - - - 9c.
Choicest Quality - - - 10c.

MALAGA RAISINS

M. Campuzano Loose Muscatels, 50-lb.
boxes, Choice - - - 6c.
M. Campuzano Loose Muscatels, 50-lb.
boxes, Fancy - - - 7c.

W. C. BEVAN & CO.

Imperial London Layers, boxes - \$1.25
Connoisseur Clusters, boxes - 1.75
Connoisseur Clusters, ¼ boxes - 65
Extra Dessert Clusters, boxes - 2.00
Extra Dessert Clusters, ¼ boxes - 75
Royal Buckingham Clusters, boxes - 3.25
Royal Buckingham Clusters, ¼-boxes - 1.10
Imperial Russian Clusters, boxes - 4.00

M. CAMPUZANO

Empire Dehesa Clusters, 3-Cr., boxes - 1.75
Empire Dehesa Clusters, 3-Cr., ¼-boxes - .65
Royal Dehesa Clusters, 4-Cr. boxes - 2.50

VALENCIA RAISINS

Fine Off-Stalk—Alameda - - 4½c.
Fine Off-Stalk—Grustan - - 5¼c.
Selected—Grustan - - 5¾c.
Four Crown Layers—Grustan - 6c.

CURRANTS

All in Half-Cases.

Filiatras - - - 5½c.
Fine Filiatras - - - 5¾c.
Choice Filiatras - - - 6c.
Choice Vostizzas - - - 6½c.

TERMS: 30 days net or 1% 10 days, F. O. B. Montreal.

HUDON, HEBERT & CIE. - Montreal

THE CASH REGISTER AND ITS DEVELOPMENT.

MUCH is heard in these days of the development of the telegraph, the telephone, electric lighting and various applications of electricity. None the less interesting is the story of the development of the cash register, which has become, in these days, almost an indispensable part of a merchant's equipment.

Some 12 or 15 years ago, the first cash register, in crude form, was shown to merchants. It originally consisted of a dial, showing two sets of figures for dollars and cents, and registering the amounts by the pointing of the hands of the dial. This was very crude, but was used by many merchants, because it was a decided advance upon the old methods of business.

The next step in invention was a paper strip, ruled in columns corresponding to definite amounts of money, which were indicated on the keys of the register. These keys when pressed, punched holes in the columns. It was necessary, to find the total of the day's business, at the close of the day to take from the register the strip of paper, count the number of holes in each column, multiply by the amounts represented by the columns, respectively, and then add the totals of these different columns.

Following this came the wheel register, in which the keys, when pressed, turned the wheels for each denomination. As they revolved they indicated the number of times each amount was sold. In order to find the total, the amount represented by each wheel must be multiplied by the number of sales indicated on the wheel and then the separate quantities must be added together. The next step in invention was to indicate on each wheel the actual total of the sales of that denomination. At a glance the operator can tell how much has been added on each wheel. These amounts must then be combined in order to obtain the total of the day's business. This machine is the detail-adder, so well known among merchants, and is still made. It served an excellent purpose, and was a very great improvement on all previous methods in retail business.

However, like the earlier telegraph and telephone, the detail-adder was satisfactory only for a time, because there was nothing better. Some merchants still use it, but with nearly all wide-awake dealers, both in the United States and Canada, it has become a back number and has given way to the later invention of the total-adder. This register, upon pressing the keys, adds into one amount all the sales of the different wheels. As a result, the total of cash receipts at any hour of the day may be seen at once. Special transactions, such as money paid out, money changed, money received on account, etc., are also taken care of by this register.

The latest development, however, is the register which combines the total-adder with the detail-printer and check-printer, giving a most excellent opportunity for complete system and for special forms of advertising, as well as showing a full history of the day's business.

The advantages of registers of this class are that they add into one total all the sales made during the day, print a check showing the amount of the sale, as well as the date, consecutive number, clerk's initial and proprietor's card, tell how many sales have been made each day, keep each clerk's sales or the sales in each department separate, take care, in the same way, of credit sales, money paid out and money received on account, tell at what time in the morning the store was opened, and print on a strip of paper inside the register, under lock, a complete, detailed record of each transaction as it occurs.

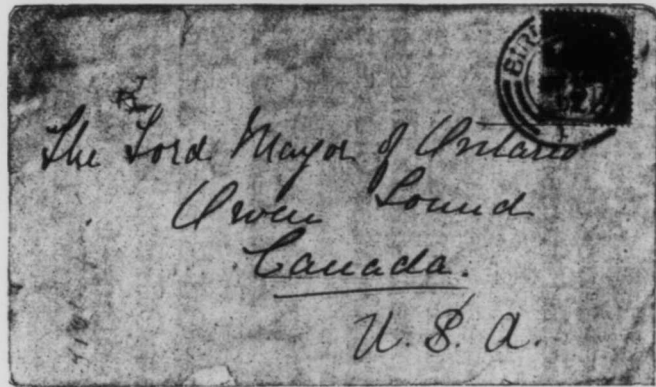
These later developments of the cash register are remarkable for their precision and comprehensive character. The merchant who desires to keep pace with the system and business of to-day is no longer satisfied with the detail-adder, but finds necessary, for the most economical conduct of his business, the latest style of

total-adder and check-printer. The various improvements made have placed the detail-adder far in the rear, so that the detail-register that formerly cost \$150 or more, is now supplemented by one that will do the same work satisfactorily at a cost of \$50 or \$60.

These steps in the development of this important adjunct to good business show the advancement of invention as fully as do the more frequently heard of improvements in the applications of electricity.

AN EXTRAORDINARY BLUNDER.

THE ignorance which abounds in Europe in regard to the geography of Canada and the flag to which the country owns allegiance is astonishing. Even in Great Britain, the parent state, grave mistakes are sometimes made in matters of this kind. The following cut, a reproduction of an envelope handed to THE CANADIAN GROCER by a subscriber, is an ocular demonstration of this:



There is no Lord Mayor of Ontario. In fact there are no Lord Mayors on this continent. We have mayors. Owen Sound, Ontario, has a mayor. His name is T. I. Thompson, and when he is not attending to his municipal duties he sells hardware. Into his hands the letter fell. It bears the postmark of "Birmingham, July 12, 1897," and was from a lady in that well-known city who desired the "Lord Mayor of Ontario, Owen Sound, Canada, U.S.A.," to supply her with certain information regarding certain real estate.

Judging from the chirography, the writer of the envelope had been taught to use the pen but not the book of geography, even of the British Empire.

Alas, alas! And is that all the preferential tariff, the visit of Sir Wilfrid Laurier and the Canadian troops to Great Britain has done for Canada? Talk about a father not knowing his own child, this doubly discounts it.

In the event of this reaching the eye of someone sitting in the same darkness as the Birmingham lady, we beg to remind them that Owen Sound is a town in the province of Ontario, that Ontario is a province in the Dominion of Canada, that Canada occupies the bigger half of the North American continent, covering an area of 3,456,383 square miles, and is the greatest of the British colonies and not a part of the United States.

A RE-ORGANIZED TEA FIRM.

The Monsoon Tea Co. is being re-organized. The new manager, Mr. Robert D. Ross, has ideas in regard to business as well as a knowledge of tea, and he is using these ideas in order to promote the interests of the company of which he is now the practical head. A part of the programme is the centring of the energies of the firm on lead package teas. Hereafter all "Monsoon" tea will be

It is a mistake to offer your friends inferior tea when you can just as easily give them Blue Ribbon.

in lead packages of quarter, half and one pound. And in this shape the tea will be vigorously pushed.

In order to the obtaining of more commodious premises, the company will in a few days remove its place of business from No. 13 Front street east to No. 7 Wellington street west. The new premises have a frontage of about 30 feet, are four storeys high and they will be fitted up with all the appurtenances necessary to the carrying on of a modern first-class tea package business.

A DOMINION SCALE ON SUGAR.

THERE was an important conference of wholesale grocers in Montreal Monday and Tuesday of this week. It was virtually a meeting of a Dominion Guild and various matters of detail were discussed.

The subject, however, that took up most of the time was the question of a uniform scale of prices to govern the sale of sugar throughout the Dominion. Practically the whole of the two days were consumed in discussing this difficult subject, and eventually an arrangement was arrived at which it is felt will be acceptable to the entire trade.

The representatives from the various cities in Ontario and Quebec will submit the proposed arrangement to the trade at their respective headquarters, and it is expected that it will be in force in the course of two or three weeks. Until it is an accomplished fact, the exact details are kept private, but THE CANADIAN GROCER is assured that it will not mean any material change in the existing price of sugar.

It is understood that it will provide for the division of the country into districts, the price to govern each district being the ruling figures at prominent points of distribution, as, for instance, Kingston, Toronto, Hamilton and London, in Ontario; and Montreal and Quebec, in the eastern province. The jobbers in the Maritime Provinces are also to be consulted, and the ruling price there is also to govern.

The fundamental principle in the scheme is that houses in one city will not undersell those of another in their own territory. The margin is to be fixed so low also that it will be no temptation to the more unscrupulous to embark in cutting expeditions.

- WASHBOARDS
- CLOTHES PINS
- CLOTHES LINES
- TUBS
- PAILS
- CHURNS
- BUTTER PLATES
- BUTTER TUBS
- BUTTER PRINTS
- BASKETS
- SCOOPS

Sold and highly recommended by all leading grocers.

**Sovereign
Matches**

And all Grocers' Sundries

The H. A. NELSON & SONS CO., Limited

Sample room

...MONTREAL, QUE.

56 and 58 Front West, TORONTO.

Do you want

High-grade goods at bottom prices?
Then order from us. Prompt shipment.

Raisins, Currants, Figs, etc.

Best Packers.



Reliability Our Motto.

RICH CEYLON BLEND, in 1-lb. packages. Put up in Colombo—specially for Canadian Tea Drinkers. To retail at 25c. per lb.

EXTRA CHOICEST, also in 1-lb. packages. To retail at 50c. per lb.

These Teas are pleasing everybody, and are the best on the market.

BALFOUR & CO.
.... HAMILTON.

HINTS TO BUYERS.

RUTHERFORD, MARSHALL & CO are daily receiving large shipping orders for tub butter, and advise holders to ship promptly while good prices are being realized.

Turn your money over quickly by handling "Enameline."

Warren Bros. & Co. are showing good values in Sultana raisins.

Perkins, Ince & Co. expect another car of Rio coffee in a week or so.

North Shore cranberries in barrels are in stock with the Eby, Blain Co., Limited.

Laporte, Martin & Cie are giving this week a list of their dried fruits, etc. See pages 84 and 85.

J. A. McLean is looking for round lots of butter, for which he is willing to pay the top price.

T. Kinnear & Co. report their sales in "Crown Blend" tea to be increasing very much.

Lucas, Steele & Bristol apologise for delay in shipping "Circle" tea, but the past week orders got ahead of packing.

Extra choice apricots and peaches in one-pound cartoons to retail at 15c. are being offered by H. P. Eckardt & Co.

Another importation of "La Vierge" Castile soap, in cakes and bars, has been received by the Eby, Blain Co., Limited.

Half-barrels of sockeye salmon are in store with Lucas, Steele & Bristol; also Labrador and choice No. 1 split herrings.

The Davidson & Hay, Limited, are showing a very fine sample of extra bright, new evaporated apricots in stock this week.

H. P. Eckardt & Co. are offering an Indian tea at 11c., which is showing good value. A sample will be sent on application.

Balfour & Co., wholesale grocers, Hamilton, write: "October was the largest and most satisfactory month's business we ever had."

Warren Bros. & Co. are just in receipt of a large shipment of California apricots in 50-lb. boxes which they are offering at a low price.

T. Kinnear & Co. have in stock a fine line of Eleme figs in 10-lb. boxes; also mat figs. They consider both lines show value.

The F. F. Dalley Co., Limited, of Hamilton, say that the sale of "English Army" blacking has increased 50 per cent. over 1896 output.

The Davidson & Hay, Limited, report a full stock on hand of new Sultana raisins, all grades, and California prunes 50-60 to 90-100.

"The increased sale of 'Ludella' Ceylon tea is the best indication that it is being appreciated by tea drinkers," say the packers.

H. J. Heinz & Co. have introduced an excellent mincemeat in tins and crocks, which their agents, H. P. Eckardt & Co., say is taking well.

George Foster & Sons report that they have now in stock Crosse & Blackwell's soups, Spanish olives, lucca oil and preserved ginger.

D. Gunn, Bros. & Co. are experiencing a good demand for their "Maple Leaf" smoked hams, for which they are quoting special prices.

The Dawson Commission Co., Limited, have a car of Mexican oranges on the way here, and expect to have them on the market in a few days.

The John L. Cassidy Co., Limited, are offering an eight-inch fruit bowl, which has every appearance of being cut glass. It is of a cut pattern and very heavy. As the price they ask is only \$1.25 per dozen, any business man will know that they are not cut glass,

but they look so much like it that they would be cheap if offered at double the price.

Perkins, Ince & Co. have just received samples of Young Hysons which show exceptional value, to arrive on the steamer Empress of Japan.

Foster & Sons: Now in store "Maple Leaf" and "Imperial" salmon; and expected in a few days "Holly Leaf" salmon; also popular, fast-selling lines.

A shipment of choicest "Golden-Tipped" Ceylon Pekoe—an exceptionally fine flavory tea—is to hand this week for the Davidson & Hay, Limited.

A complete range of California evaporated fruits, consisting of prunes, apricots, peaches and plums, are in store and selling rapidly with the Eby, Blain Co., Limited.

"When in a hurry for goods write, wire or phone us," write Lucas, Steele & Bristol. "We are the quick shippers, and get off all our orders the same day as received."

Laporte, Martin & Cie's stock of wines this fall is far superior both in quality and quantity to that of previous imports. Bought at very favorable prices, they are offered, we are told, at very low figures.

"Our daily average sales of 'Kurma' during the past two months are away ahead of the best previous two months' sale since we introduced this package tea," report the Davidson & Hay, Limited.

"Our brands of cleaned currants, we are pleased to say, are selling freely and repeatedly all over the province and beyond, and we can hardly keep pace with the demand," say the Eby, Blain Co., Limited.

The Griffin & Skelly Co. are putting up seeded raisins, choice evaporated peaches and choice evaporated apricots in one pound cartoons. The packages are attractive, and the goods are meeting with a good sale on the Toronto market.

The F. F. Dalley Co., Limited, are running their mills night and day to catch up to the increased demand they are having for "Toledo" corn starch, "Boston" laundry starch, self-rising flours and their package spices. They are now negotiating to put in more machinery to meet the increased demand for their goods.

THE QUALITY OF SYRUP.

Editor CANADIAN GROCER: I have read with some surprise the remarks of your correspondent "Mixed Pickles" in your issue of this date.

If the country wants syrup to-day of good quality, let it apply to the wholesale grocers of Toronto, who have the goods on hand and will be glad to supply its wants.

Your correspondent need not "suffer long." There is plenty of good syrup on the market for present requirements, and I trust "Mixed Pickles" will soon see a sample of it.

Yours truly,

WALLACE ANDERSON,

Toronto Agent Acadia Sugar Refining Co., Limited.

Toronto, Oct. 22, 1897.

A PATENT PROCESS COFFEE.

"Royal Dutch" coffee, advertised in this number of THE GROCER, is prepared by a patent process, which, it is said, removes by steam (before roasting) any tannic acid and unripe waters of vegetation in it, and produces a food beverage, strong, perfect in flavor and entirely free from those qualities which in many prepared coffees, they claim, produces headache, biliousness, indigestion, etc. "Royal Dutch" coffee is sold only in packages of one and two pounds, sealed and branded with patentee's name on each package as a guarantee of its pure qualities. Fraser, Viger & Co., Montreal, have sold "Royal Dutch" coffee for the past five years.

People don't take long to find out the merits
of an article - Ask your friends what
they think of Blue Ribbon Tea.



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MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, Oct. 28, 1897.

GROCERIES.

NOTHING particularly new has developed in the wholesale grocery trade during the week. The volume of business is much about the same as it was at the last review. One of the features of the wholesale trade at the moment is the quantity of goods, bought for future delivery, which are now being shipped. The Avlona's cargo of foreign dried fruits is being taken into the various warehouses and is again being distributed among the retail trade. Canned goods are in much the same position as before, the price of vegetables ruling steady to firm. The improved demand for tea noted last week on retailers' account has been maintained, and advices from the primary markets reveal increased rather than decreased strength in Ceylon and Japan growths. The demand for currants is large and prices are firm with an upward tendency. The demand is also good for Valencia raisins, while Sultana raisins are higher in the primary market. On account of the higher prices ruling in the primary markets, some of the local mills have been compelled to advance their figures on pepper.

CANNED GOODS.

There is no change in the situation. Canned tomatoes are being held at the figures which have been ruling for several weeks. We hear of transactions in tomatoes from first hands at 85c., but it is said the packer who sold at this figure has refused to accept any more orders except at an advance. Peas and corn are steady. The wholesalers report a fair demand for canned vegetables, but there is not much doing in other lines of canned goods. We quote as follows: Tomatoes, 85 to 90c.; corn, 65 to 85c.; peas, 85 to 87½c. for ordinary; sifted select, 90 to \$1; extra sifted, \$1.25 to \$1.40; beans, 65 to 80c.; peaches, \$2.25 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.90, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$1.75 to \$2.25; apples, 3's, 80 to 95c.;

gallons, \$2 to \$2.25; salmon, "Horseshoe," \$1.25 in 5-case lots and \$1.30 in less quantities; other red salmon, \$1.20 upwards, according to quality and brand; cohoes, 95c. to \$1.10; canned mackerel, \$1.25 to \$1.30; lobsters, \$2.40 to \$2.50 for tall tins; 1-lb. flats, \$2.85 to \$2.95; ½-lb. flats, \$1.60 to \$1.70; Canadian canned beef, 1's, \$1.35 to \$1.40; 2's, \$2.35 to \$2.50; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

COFFEES.

Coffees remain in much the same condition as a week ago. Jobbers quote green in bags: Rio, 9 to 12½c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 12½ to 18c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 16 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

Wholesalers report a fair demand, but the representatives of the refineries are doing little or no business although they have good supplies to offer. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

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

SUGAR.

Sugar continues quiet locally, and prices unchanged. Europe suffered a slight decline, but there has been a recovery. The weakness in Great Britain is due to heavy deliveries of continental sugar for which no market can at the moment be found in the United States. The reason the refineries in the United States are not buying raw sugar in Europe is that they have been getting some supplies from Java. The statistical position, however, is bullish, as noticed in our editorial columns. Although the market locally is very much quieter than it was a few weeks ago, yet the demand is fair for this time of the year. Wholesalers' prices are unchanged,

Veneer Wood Pails

PINTS AND QUARTS

For handling Oysters,
Pickles, Lard, Jams,
Syrups, Paints, Oils,
etc., etc.

Try a crate (250).

WALTER WOODS & CO.
HAMILTON

DRINK :::

::: Chocolate for Breakfast

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



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

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

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

Ask your grocer for Chocolat Menier
The world-renowned French Vanilla Chocolate.

Is the Best

too good for your cus-
tomers? Then why
not sell

"SALADA" CEYLON TEA?

WHOLESALE AGENCIES . . .

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

P. C. LARKIN & CO.

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.

being as follows, subject to a discount of 1 per cent. 10 days : Granulated, 4 5-16c. for less than carload lots, and 4 ¼c. for carload lots; yellows, 3 9-16 to 3 ¾c. per lb.

NUTS.

An improved enquiry is noticeable this week, and an increased business from this out is looked for. We quote: Brazil nuts, 11 to 12 ½c.; Valencia shelled almonds, 20 to 22c.; Tarragona almonds, 9 ½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12 ½c.; Marbot walnuts, 9 ½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10 ½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12 ½c.

RICE, TAPIOCA, ETC.

The demand for rice, tapioca and similar goods is just moderate. We quote as follows: Standard "B," broken lots, 3 ¾c.; 1 to 5 sacks, 3 ¾c., and 5 sacks and over, 3 ¾c. per lb.; Japan, 5c.; Patna, 4 ¾ to 5 ¾c.; tapioca, 3 ¾ to 4 ½c.; sago, 3 ½ to 4 ½c.

SPICES.

Owing to the continued advance of pepper in the primary market, some of the local mill men have found it necessary to advance their prices 1c. per lb. Prices in the primary market are about 3c. per lb. above the lowest point. Local dealers report a good demand for pepper and ginger. Business in pickling spice is falling off. We quote as follows: Pure Singapore black pepper, ground, 12c. in kegs, pails and boxes, and 14c. in 5-lb. cans; ditto, whole, 11 to 12c. per lb.; pure white pepper, ground, 18 to 20c. in kegs, pails and boxes, and 20 to 22c. in 5-lb. cans; ditto, whole, 18 to 20c., according to quality; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 23 to 25c.; do. best, 28 to 30c. per lb.; allspice, 13 to 16c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

TEAS.

The position of the tea market is increasing rather than diminishing in strength. The Ceylon market is up from 1 to 1 ¼d. in some grades, and the Japan market is 1 ½c. per pound higher than it was six weeks ago. The quality of the third crop of Japan tea now coming forward is very poor. There is an enquiry for Japan tea, but buyers will not pay the prices asked. There have been some arrivals of Pekoe Souchong Ceylons at about 13 to 13 ½c., which show good value. Indian teas at about 15c. are being enquired after. New Indian teas are not showing uniformity. Local wholesalers report an improved demand for teas, particularly Indian and Ceylon growths. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades;

Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

CURRENTS—The market is rather dearer on account of the fall in exchange in Greece, which, of course, makes the sterling exchange higher. There is still a scarcity of currants on spot, and prices are firm at quotations. We quote: Filiatras, 6c. in barrels; 6 ½c. in half-barrels and 6 ¼c. in cases. Patras, 6 ½c. in barrels; 6 ¾c. in half-barrels, and 6 ¾ to 7c. in cases. Vostizzas, 7 to 8c. in cases.

VALENCIA RAISINS—The demand for Valencia raisins continues good. There have been further arrivals ex Avlona, and the market is now supplied with the various grades. We quote: New goods—Off-stalk, 4 ¾ to 5c.; fine off-stalk, 5 ½ to 6c.; selected, 6 ¼ to 6 ¾c.; layers, 6 ½ to 7c.

CANDIED PEELS—Citron peel is rather firmer in the primary market. Locally there is nothing new to notice. We quote: Lemon, 11 to 13c.; orange, 12 to 14c.; citron, 17 to 20c.

PRUNES—Shipments of California prunes are coming in freely, and they are meeting with a good demand. Some of the houses have already been cleaned out of certain sizes of the cheaper fruit. We quote: 40 to 50's, 10 ½c.; 50 to 60's, 8 to 8 ½c.; 60 to 70's, 7 ½ to 8c.; 70 to 80's, 7 to 7 ½c.; 80 to 90's, 6 ½ to 7c.; 90 to 100's, 6 to 6 ½c. Silver prunes, (fancy), 13 ½c.; egg plums, 9 ½c.

MALAGA RAISINS—There is little enquiry. We quote: London layers, \$1.70 to \$1.90; black baskets, \$2.30 to \$2.50; blue baskets, \$2.50 to \$2.75; Connoisseur Clusters, \$2.40 to \$2.50; Dessert Clusters, \$3.60 to \$3.80; quarter flats, 75 to 90c.

FIGS—Advices from Smyrna state that the crop of figs has been damaged by rain and that prices are in consequence higher. Some of the large packing houses have been compelled to shut down. We quote: 4-crown, 10 to 11c.; 5-crown, 11 to 13c.; 7-crown, 13 to 14c.; 9-crown, 15 to 16c., natural figs, in bags, 4 ½ to 5c.

SULTANA RAISINS—Prices in the primary market continue to advance. Locally quotations range all the way from 9 ½ to 12 ½c. per lb.

CALIFORNIA RAISINS—The rains have held back the crop very much in some districts, and it was difficult to get shipment during the first half of October.

CALIFORNIA EVAPORATED FRUITS—Shipments of evaporated apricots are fairly liberal and the local market is now well supplied. They are selling all the way from 9 ½ to 16c. in 25-lb. boxes and at 13 to 14c. in 1-lb. carton boxes. Evaporated peaches are also on the market in one-pound carton boxes, and they sell at 13c. per lb.

DATES—Are not likely to be here in the ordinary way before Christmas, but some shipments have been ordered by fast route sea and rail, and they are due to arrive on this market about

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BUTTER AND EGGS

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

J. A. McLEAN,

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

CANADA'S CANNED FISH

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

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

JOHN SEALY
SAINT JOHN, N. B.

The Following Brands
Manufactured by

The American Tobacco Co.
OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

- CUT TOBACCOS
- OLD CHUM.
- SEAL OF NORTH CAROLINA.
- OLD GOLD.
- CIGARETTES
- RICHMOND STRAIGHT CUT.
- SWEET CAPORAL.
- ATHLETE, DERBY.

E. NICHOLSON

Successor to W. F. Henderson & Co.

Wholesale Commission Merchants and Brokers

Teas, Canned Goods, Molasses, Coffees, Dried Fruits, Syrups, Spices, Starches, Condensed Milk, Salmon, Bags, Beans, Canned Meats, Smoked Meats, Lard, Oat meal, Rice, Tapioca, Sago, etc., etc.

Representing some of the leading houses in the world. Advances made against consignments. Storage—in bond or free. Wholesale Trade and Millers only supplied.

124 Princess Street, Winnipeg, Man.

Correspondence Invited.

We are selling

BIG VALUES

- Evaporated Apricots
- Evaporated Prunes
- Eleme Figs

CLEMES BROS. - Toronto

RIVERSIDE CANNING WORKS

Wallaceburg, Ont.

Eagle Brand Tomatoes, Corn and Catsup

THE BEST IN THE MARKET.

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

W. J. BADDER, Prop.

Oakey's 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN Oakey & Sons, Limited,

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

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 650 Craig Street MONTREAL



BUSINESS CHANCE.

AGENT OR BROKER REQUIRED IN TORONTO, Hamilton and London, to represent a firm of Colonial Export Merchants. Address C B S, 10 and 11 Mincing Lane, London, Eng.

GROCCERS IN B. C.

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

OKELL & MORRIS GOLD MEDAL BRANDS

Sold by every wholesale man in B. C.

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

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

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

W. H. Seyler & Co.

Brokers and Commission Merchants

Room 100, Board of Trade,

Toronto

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

English, German and French Goods a specialty.

Representing

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

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

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

German Gelatine Works, Hoechst am Main Germany.

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

ENAMELLED MEASURES

In ½ pt., 1 pt., 1 qt., 2 qt. and 1 gal. sizes.

GOVERNMENT STAMPED



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

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER

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



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

SURPRISE SOAP

BRANCHES—

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

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

December 1st. It is probable this fruit will not be sold under 6½c. per lb.

GREEN FRUITS.

The demand for green fruits is generally good, and the supply keeps well up in everything except Spanish onions, which are decidedly short. The demand for chestnuts is light. Fancy Rhodi lemons, quinces, Spanish onions, Canadian apples, bananas and grapes have advanced in price, and sweet potatoes and cocoanuts have fallen somewhat. We quote: Lemons, fancy Rhodi, \$5 to \$5.50; fancy Verdilli, \$3.25 to \$3.75; choice Verdilli, \$2.50 to \$3. Cocoanuts, \$4 a sack and 60c. per doz.; Jamaica oranges, \$9 per bbl.; bananas, \$1.25 to \$1.50; peaches, 50 to 75c.; Cape Cod cranberries, \$7 to \$7.50 per bbl.; Canadian cranberries, \$5 per bbl.; quinces, 20 to 30c.; chestnuts, \$5 a bushel; Canadian apples, \$2.50 to \$2.75 per barrel and 30 to 40c. per basket; Spanish onions, \$1.25 per case; pickling onions, 75c. per basket; yellow Danvers, 75 to 80c. per bag of 80 lbs.; fall and winter, 35 to 60c.; celery, 25 to 30c. a dozen; grapes, 10-lb. Concords, 18 to 20c.; Niagaras, 20c.; Concords, large baskets, 1½ to 2c. per lb.; Niagaras, 2 to 2½c. per lb.; sweet potatoes, \$3; winter pears, \$3.50 per bbl.

SALT.

The market is quiet this week, the scarcity of cars preventing dealers from doing much business. We quote: Carload lots, \$1 per bbl., and 65c. per sack; less than carload lots, \$1.05 per bbl., and 70c. per sack. At the wells we quote: F.O.B., barrels, 70c.; sacks 50c.

BUTTER AND CHEESE.

BUTTER—All dealers still report a great scarcity of all grades of butter. We quote: Dairy, best grade, 10 to 17c.; second grade, 13 to 15c.; low grade, 11 to 12c.; creamery, early make, tubs, 17 to 18c.; late make, tubs, 18 to 19c.; prints, 20c.

CHEESE.—A round lot of first-class white cheese has been

purchased in the west for 10c. per lb. Local quotations are 9½ to 10c., according to make.

PROVISIONS.

There has been another reduction in the price of dry salted meats and smoked meats. Trade is brisk.

DRY SALTED MEATS—Long and short clear bacon, 8¼c. for carload lots, and 8¼ to 8½c. per lb. for ton lots and cases.

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

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

BARREL PORK—Canadian heavy mess, \$14 to \$14.50; Canadian short-cut, \$16; clear shoulder mess, \$13.50.

DRESSED HOGS—We quote: \$5.75 to \$6 for heavy, and \$6 to \$6.25 for light hogs.

COUNTRY PRODUCE.

EGGS—The demand for eggs is fair, though cold weather will likely increase it. We quote: 15 to 16c., and the second grade brings 10 to 12c.; pickled eggs, 12½ to 13½c.

POTATOES—The market is firmer this week, prices having risen, and demand keeping well up to supply. Carload lots are worth 50c. and small lots on the market 60 to 65c.

HONEY—Market is but moderate. We quote: Clover honey, 7c.; buckwheat, 4c.; light color, in 60-lb. tins, 6 to 6½c.; 5 and 10-lb. tins, 6½ to 7c.; comb, \$1.50 to \$1.75 per dozen.

POULTRY—Season is opening up slightly better on all lines. We quote: Geese, 6c. per lb.; chickens, dressed, 25 to 50c.; alive, 30 to 45c.; ducks, 40 to 75c.; turkeys, 9 to 11c. per lb.

DRIED APPLES—Business is quiet and prices unchanged. We quote: 4 to 4½c. per lb. f.o.b. point of shipment as the nominal price.

EVAPORATED APPLES—We hear of a transaction in last year's

DAWSON & CO.

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

FRUIT

Large quantities are now being handled by

MCWILLIAM & EVERIST

WHOLESALE COMMISSION MERCHANTS

25 and 27 Church street,
TORONTO, ONT.

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

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

HAMS ROLLS SHOULDERS

BREAKFAST BACON

All New Stock
Perfection in cure

F. W. FEARMAN - HAMILTON

DURABLE PAILS AND TUBS.



TRY

THEM

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

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

Represented by...

Chas. Boeckh & Sons, Toronto.

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

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

Balfour & Co.

Wholesale Grocers
Importers of Teas

HAMILTON, ONT.

We are open to buy
Dried Apples of good
quality. Write us.

ROYAL JUBILEE OIL

Is the Best Burning Oil
in the Market.

ROYAL OIL COMPANY

SOLE MANUFACTURERS

Geo. Anderson, Manager.

Toronto

To Hand

NEW SEASON'S TEAS

Extra Values. Young Hysons, Japans, Ceylons,
Assams and Congous.

XMAS FRUITS . .

All kinds; best quality; including **BLACK
PEARL CURRANTS**, the finest produced.

THE QUEEN CITY OIL CO. LTD.

SAMUEL ROGERS, President, TORONTO.

See that you get the genuine brands. Boston Coach Oil,
Harness Oil, Sewing Machine, Bicycle, Lantern and Gun
Oil, Hoop Ointment, Axle Grease, Paraffin Wax Candles,
Electric Light and Granite Candles, Coach Candles, Christ-
mas Candles, Plain and Decorated, Cordova Wax Candles.
Enquire for prices.

Use **PEERLESS OIL** for Machinery.

No. 1. North Shore Cranberries (100 quarts to the bbl.), \$6.00 per bbl.

No. 1. Late fall caught Fresh Water Herring, heads on, \$2.25 per keg

No. 1. Late fall caught Fresh Water Herring, heads off, \$2.40 per keg

F. O. B. Midland, Ont. Prices subject to market change.

Send in your orders now to

The EBY, BLAIN CO., Limited, TORONTO, Ont., or

The PLAYFAIR, PRESTON CO., Limited, MIDLAND, Ont.

GRIMBLE'S English Malt

Six GOLD Medals

VINEGAR

GRIMBLE & CO., Limited., LONDON, N.W. ENG.

McLAUCHLAN'S COUGH DROPS

are the only harmless remedy that produces immediate re-
sults. Cough remedies are numerous, but McL. & S.
Cough Drops excel them all.

Packed in Cartoons of 36 packages. Retail 5c.

J. McLAUCHLAN & SONS

Manufacturers and Wholesale
Grocers

OWEN SOUND

Poultry

I SOLICIT
A PATRONAGE OF
YOUR
CONSIGNMENTS.

Eggs

Butter

Chas. J. Graham

88 Front St. East

... TORONTO

Honey

HUGH WALKER & SON

Wholesale Commission Merchants

GUELPH, ONT.

Extra Fancy Malori and Sorrento
Lemons, Bananas, Cocomnuts, Sweet
Potatoes, Spanish Onions, Cran-
berries, Peaches, Pears, Apples,
Grapes, etc.

stock at $6\frac{1}{2}$ c. per lb. for shipment to the Northwest. A feature of the trade at the moment is the receipt of enquiries from the Northwest. The idea as to new season's fruit is 8c. f.o.b.

BEANS—Sales of large lots are reported at 85c. for prime beans, and 90c. for small lots. There is a little enquiry for export.

FISH.

The demand for cured fish is good, especially for cod. That for fresh fish is also brisk. The supply of the latter line is liberal, with the exception of whitefish, which is very scarce. We quote as follows: Pickerel, 6c. per lb.; pike, $5\frac{1}{2}$ c. per lb.; whitefish, 7c.; trout, $6\frac{1}{2}$ c.; perch, 3c. per lb., fresh herring, $3\frac{1}{2}$ c. per lb.; haddies, $7\frac{1}{2}$ c. per lb.; Labrador herring, \$5.75 to \$6 per bbl. and \$3.25 per half-bbl.; split herring, \$5 per bbl. and \$2.75 per half-bbl.; boneless fish, $3\frac{1}{2}$ to 4c. per lb.; pure cod, $6\frac{1}{2}$ to $6\frac{3}{4}$ c. per lb.; fresh water herring (heads off), \$2.50 per keg; ciscoes, 75c. to \$1.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—The market has an upward tendency, and trade is brisk. We quote: Winter wheat, 83c.; No. 2 red, 80 to 82c. at outside points; freights to Toronto are about 3 to 5c.; barley, 27 to 31c.; peas, 44 to 45c.; oats, 20 to 23c., Toronto freights, and No. 1 hard wheat is quoted at \$1, Toronto freights.

FLOUR—The market is firm. No dealers are stocking, as wheat shows an upward tendency. We quote in carloads on track, Toronto: Manitoba patents, \$5.30; Manitoba strong bakers', \$4.90; Ontario patents, \$4.30 to \$4.60; straight roller, \$4.10 to \$4.25, Toronto freights.

BREAKFAST FOODS—We quote: Standard oatmeal and rolled oats, \$3.30 in bags and \$3.40 in bbls.; rolled wheat, \$2.75 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$3.25; pot barley, \$3.

SEEDS.

Red clover is offering more freely, but little timothy is to be had. Alsike is still slow. We quote: Alsike, \$3 to \$4.50 per bushel, superior grades commanding higher figure; red clover, \$3 to \$3.25 per bushel; timothy, machine threshed, \$1 to \$1.25, and choice unhulled brings a slightly higher figure.

HIDES, SKINS AND WOOL.

HIDES — Market is still steady. We quote: Cowhides — Dealers pay $8\frac{1}{2}$ c. for No. 1, $7\frac{1}{2}$ c. for No. 2, and $6\frac{1}{2}$ c. for No. 3. Steerhides—60 lbs. and up, $8\frac{1}{2}$ c. for No. 1, $7\frac{1}{2}$ c. for No. 2 and $6\frac{1}{2}$ c. for No. 3.

CALFSKINS—The market is nominal, few or none offering. We quote: No. 1 veal, 8 lbs. and up, 10c. lb.; No. 2, 8c.; Dekins, from 30 to 35c.; culls, 15 to 20c. each.

SHEEPSKINS—We quote: Lambskins and pelts, 75 to 90c.

WOOL — Fleece wool is still dull. Pulled wools are fairly active. We quote super pulled wools at 21 to 22c.; extra at 22 to 23c.

PETROLEUM, ETC.

Business is brisk, a good all-round demand being experienced. Prices remain unchanged. We quote in 1 to 10 bbl lots, imperial gallon, Toronto: Canadian, 14c.; carbon, safety, $16\frac{1}{2}$ c.; Canadian water white, 17c.; American water white, $17\frac{1}{2}$ c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Butter is still scarce.

Grapes of all kinds have advanced $\frac{1}{2}$ c. per lb.

Dry salted meats and smoked meats have declined in price.

Spanish onions are scarce, and have advanced 25c. per case.

Owing to the advances in the primary market, spice men in Toronto are quoting pepper 1c. per pound higher.

The Tait-Bredin Co., Limited, Toronto, has decided to retire from the manufacturing of biscuits, and will confine its attention to the bread-making branch of its business.

At the Food Fair now going on in Boston, Mass., the "Salada Ceylon Tea Co. have a beautiful pagoda. Mr. McGuane is in charge, and is meeting with great success. It is pleasing to see Canadian tea firm spreading.

QUEBEC MARKETS.

MONTREAL, Oct. 28, 1897.

GROCERIES.

THE general grocery market presents no radical change from the situation of a week ago. There has been some irregularity in the ruling jobbing price for refined sugar, but it is hoped that steps now in progress will surmount the difficulty and lead to a more settled basis. Syrups and molasses are steadily held. Advices on teas continue of a steady character, but jobbers are only operating in a conservative way. The demand from the retail trade is quite active for the season. Rice, spices and other staples are much the same. Dried fruits rule firm, and there have been some large operations between first and second hands in Valencias at firm values. California fruits still rule steady, but lower prices are looked for on two and three-crown for November shipment. Canned goods are steadily held on the whole.

SUGAR.

The sugar market rules fairly active in a local way, but values on refined during the past eight or ten days have been unsettled, and jobbers here have been practically selling for any price they considered proper. This is due to the action of those jobbers outside the Montreal Guild who have been supplying their customers with the staple practically at cost. This week, however, representatives of the Ontario and Montreal Guilds are in conference, and it is hoped that a universal Dominion basis will be agreed upon. Up to this writing values have been unsettled, prices ranging from 4 1-16 to $4\frac{1}{4}$ c. on granulated, and $3\frac{1}{2}$ to $3\frac{3}{4}$ c. on yellows, according to quality. German granulated is selling in round lots here at $3\frac{5}{8}$ to $3\frac{3}{4}$ c., and this fact constitutes the unsettling factor. There is little change outside in the market for raw sugar, and refiners here also appear to be pretty well supplied.

SYRUPS.

There is no change in syrups, business ruling moderately active. Prices are unchanged at $2\frac{1}{4}$ to $2\frac{1}{2}$ c. per lb., and have a steady tendency, for stocks in jobbers' hands are light.

MOLASSES.

There is little doing in molasses at the moment in a large way.

**WE ARE
PAYING
CASH
FOR**

**DRIED
APPLES**

W. B. BAYLEY & CO.
EXPORT BROKERS

46 FRONT ST. E. **Toronto**

buyers and sellers stand apart regarding values. There is a good distributing trade, however, and as jobbers' stocks are light values in this connection are very steadily held. Altogether, the stock on spot is estimated as not exceeding 5,000 puncheons, or 1,000 less than this time last year, when over 8,000 puncheons were carried in store. In a round way Barbadoes has changed hands at 23 1/2 to 24c., and in a jobbing way the best price that a buyer can secure is 26c.

RICE.

There has been a good volume of business in rice, and prices are firmly held under continued firm advices from primary markets. Letters from Japan stated the other day that everything indicated a late movement of the crop owing to unfavorable conditions. We quote: Crystal Japan, \$5; standard B, \$3.50 to \$3.75; Patna,

\$5 to \$5.50; Carolina, \$6.75 to \$7.75; choice Burmah, \$4 to \$4.25, and Java kinds, \$4.25 to \$4.50.

SPICES.

There is an active jobbing demand for spices, which has led to a large volume of business. Prices all round also are firmly maintained, especially in pepper. We quote as follows: Black pepper, 10 to 12c.; pure white, 13 to 17c., as to grade; pure Jamaica ginger, 20 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; allspice, 12 to 14c.; nutmegs, 50 to 90c.

COFFEES.

There has been little change in the coffee market, but a rather steadier feeling is noted in Rio outside, and nothing could be laid down here this week under 10c. In an ordinary way values remain

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

Agents for Canada:

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



**Improved
Wanzer
Lamp**

Non-explosive, no chimney, best light, burns Canadian oil perfectly. Soon saves its cost in oil and chimneys. Liberal discounts to the Trade. Every Lamp tested.

WANZER. WANZER LAMP & MFG. CO.
HAMILTON.

POTATOES AND APPLES
Wm. Hannah & Co.

TORONTO and MONTREAL

Board Trade Building. 14 St. Nicholas St.

We are always open to buy or sell car lots.
Write or Wire us for Prices.

BROCK'S BIRD SEED

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



NICHOLSON & BROCK - TORONTO

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

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

S. K. MOYER,
COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST.,
TORONTO, ONT.

Our Sales of

SMOKED HAMS

have been very large. We will hold special prices good for a short time longer. . .

D. GUNN, BROS. & CO.

Pork Packers and Commission Merchants,
TORONTO, ONT.

WINE Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.
\$2.50 per case; 80c. gallon.
THE AMHERSTBURG VINTAGE CO. Amherstburg, Ont.

FANCY MOUNT ROYAL MILLS

INDIA BRIGHT
JAVA
ROYAL
JAPAN GLACE
POLISHED
IMPERIAL SEETA
IMPERIAL GLACE

D. W. ROSS CO. **RICES**
Agents

Buy
**Concentrated
Vinegar.**

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

Awarded Three Gold Medals.

Put up in demijohns and bottles, (smallest package contains 1 gallon) One gallon will make 2 1/2 gallons of vinegar that will keep pickles in prime condition.

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

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

Grape Wine Vinegar Co.

25 Front St. West
Sole Manufacturers. TORONTO

THE...
Wm. Ryan Co.
LIMITED

Pork Packers and
Commission Merchants

70 AND 72 FRONT STREET EAST

...Toronto

Advances made on consignments.

Correspondence Solicited.

as follows: Maracaibo, 17 to 18c.; Rio, 11 to 12c.; Santos, 13 to 14c.; Mocha, 24 to 25c., and Java, 24 to 25c.

TEAS.

Cable and other advices from Japan regarding teas continue strong and the feeling is also very firm at New York. A letter from Yokohama of the 7th states that most of the teas are poor in cup and will not pass the United States inspection, and also that picking on many of the plantations was stopped on the 31st of August. Advices from Foochow state that the small shipments of teas now on the way to this market cannot be matched, while it is predicted that scented Orange Pekoe will be much dearer than last season. Reports from Shanghai of the 24th were very strong on Congou, also stating that an advance equivalent to $1\frac{1}{4}$ c. had been established and that the majority of the offerings at that date were sold. At Kobe, Japan, on the 4th, the market was described as quite active. The arrivals at both Yokohama and Kobe to the 4th were about 1,200 piculs in excess of arrivals last year at the end of November, while the settlements this year are about 4,000 piculs short of those last year at the same time. This is attributed to the fact that teas were rushed from the country earlier in the season on account of the demand for teas to fill orders ere the question of the American duty was settled. The expectations, however, that the crop this year will exceed that of last will hardly be realized, as farmers were obliged to stop picking on the 31st of August on account of the new regulation enforced by the Tea Guild. The stocks remaining at Kobe and Yokohama, as well as in the interior, are estimated as not exceeding 20,000 piculs purchasable teas, which, with the total arrivals to date, will be 347,009 piculs for the entire year, against 353,471 for last. This will show a shortage of about 6,400 piculs. The local demand here does not appear to be influenced, however, and business is quiet in a wholesale way. A fair distributive trade is doing, however, and prices are unchanged in this connection. We quote: Young Hysons, 14 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, $15\frac{1}{2}$ to 21c. for mediums, and 28 to 40c. for high grades; Indians and Ceylons, 17 to 20c. for mediums, and 35 to 65c. for higher grades.

CANNED GOODS.

There is a fair business doing in canned goods from jobbers' hands. The latter, however, appear to be satisfied with the supplies they have on hand for the time being. Representatives of several canners were in town this week, but they found the trade very indifferent buyers. We quote as follows: Tomatoes, 80 to 90c.; corn, 60 to 75c.; peas, 75c. to \$1.25; peaches, \$1.75 to \$1.90 for 2's; raspberries, \$1.50 to \$1.90; strawberries, \$1.75 to \$2, according to brand and quality; cherries, \$2.30; apples, 3's, 95c.; gallons, \$1.65 to \$1.75; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.25 to \$1.45; "Clover Leaf," \$1.25 to \$1.45; "Lion," \$1.25 to \$1.40; Lowe Inlet, \$1.20, in tall tins; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.30; lobsters, \$11 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

DRIED FRUIT.

There has been very little change in the Valencia raisin market. Practically all of the fruit ex Avlona has already been distributed and for what is left the holders are asking jobbers firm prices. In fact the latter could not fill any wants inside of $4\frac{1}{4}$ c. for off-stalk. We quote: $4\frac{1}{2}$ c. for off-stalk, $4\frac{3}{4}$ to 5c. for fine off-stalk, $5\frac{3}{4}$ to 6c. for selected, and $6\frac{3}{4}$ to 7c. for 4-crown layers.

California raisins are firm, and though advices from the Coast in some cases speak of lower prices, brokers here are unable to quote any change, though they admit that it is likely that 2 and 3 crown

fruit may possibly be obtained for November shipment for less money than October lots. They consider that 4 crowns will hold their price, as they are scarce on the Coast. We quote: 2 crown $5\frac{1}{2}$ c., 3 crown $6\frac{1}{2}$, and 4 crown $7\frac{3}{4}$ c.

Cable advices on Sultana raisins from London state that prices there are 3s. to 4s. higher, and that demand is active. There have been no sales to arrive yet of any moment.

The currant market continues steady. We quote: Patras, 6 cases, 6 to $6\frac{1}{4}$ c.; Filatras, bbls., $5\frac{3}{8}$ c.; $\frac{1}{2}$ -bbls., $5\frac{1}{2}$ c., and cases, $5\frac{3}{4}$ c.; Provincials, 5c. in bbls., $5\frac{3}{8}$ c. in cases and $5\frac{1}{2}$ c. in $\frac{1}{2}$ -cases.

Prunes rule firm in tone, especially California stock, which are held as follows: 40 to 50s., $9\frac{3}{4}$ to 10c.; 50 to 60s., $8\frac{3}{4}$ to 9c.; 60 to 70s., $8\frac{1}{4}$ to $8\frac{1}{2}$ c., and 70 to 80s., $7\frac{1}{2}$ to $7\frac{3}{4}$ c. French and Austrian prunes continue steady.

Evaporated apricots are held very firm. Sales in one-pound cartoons are noted at 12c.

Peels are very strong, especially citron, which are costing 20 per cent. more than the opening prices. Cable quotations on English are equivalent to 17 to 18c. landed here. Orange and lemon peel are also firm, the cost price having advanced about 3s. on the opening prices.

New figs are offering in 14-oz. boxes at 9 to 10c.; in 10-lb. boxes at 10 to 11c., and in bags at 4c. per pound.

NUTS.

There is nothing special to report in this line. We quote: Grenoble walnuts firm at 11 to 12c.; do. shelled, 20c; Brazils, 11c.; almonds, 10 to $10\frac{1}{2}$ c.; do shelled, 17 to 18c.; filberts, $8\frac{1}{2}$ to 9c.; peanuts, 7 to 9c.; pecans, 9 to 10c.

DRIED APPLES.

The dried apple market rules steady and unchanged at 3 to 4c., and evaporated, 6c.

APPLES.

There has been an active trade in winter apples, and prices are firmly held at \$3.50 to \$4 per barrel.

GREEN FRUIT.

Fairly active in some lines, but basket fruit, which has been all the go, is being worked off the market. New Almeria grapes are offering this week at \$5 to \$5.50 per cask, and other prices are unchanged. We quote: Lemons, \$2.50 to \$3 per box; Jamaica oranges, \$8 to \$8.75 per barrel; bananas, \$2.25 per bunch; California peaches, \$1.75 to \$2 per box; Canadian do., 40 to 50c. per basket; Canadian pears, \$2 to \$5 per barrel; Almeria grapes, \$5 to \$5.50 per cask; do. California Tokays, \$2.25 to \$2.50 per crate; cranberries, \$7.50 to \$8 for Cape Cod, and \$6 to \$6.50 for Nova Scotia per barrel.

COUNTRY PRODUCE.

EGGS—Advices from abroad in regard to Canadian pickled eggs are very encouraging and the indications are that considerable business will be done yet before the close of navigation. Locally the demand is only fair and prices show no change. We quote: New laid, 15 to $15\frac{1}{2}$ c.; choice candled, 12 to 13c., and culls, 10 to $10\frac{1}{2}$ c. per dozen in round lots.

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

HONEY—The demand for honey is slow and the market rules quiet. We quote: Clover comb, 10 to 11c.; bright extracted, $7\frac{1}{2}$ to $8\frac{1}{2}$ c.; and dark, 5 to $5\frac{1}{2}$ c.

POTATOES—In potatoes trade was quiet and prices are unchanged at 45 to 50c. per bag in car lots.

PROVISIONS.

There is no change in the local provision market. A fair trade continues to be done in a small way at steady prices. We quote:

Canadian pork, \$15 to \$16 per bbl.; pure Canadian lard, in pails, at 7½ to 8c., and compound refined at 5½ to 5¾c. per lb.; hams, 12 to 14c., and bacon, 12 to 13c. per lb.

FLOUR AND MEAL.

Demand for flour has been active recently, especially on export account. Large transactions were put through this week on Glasgow and London account at an advance of 6d. to 1s. over bids made a fortnight ago. Demand locally and also from the Montreal provinces has been quite brisk. We quote: Winter wheat patents, \$4.65 to \$4.90; straight rollers, old wheat, \$4.40 to \$4.50; straight roller, new, \$4.20 to \$4.30; bags, \$2.10 to \$2.25; best Manitoba strong bakers', \$5; second do., \$4.50, and low grades, \$2.65; Hungarian patents, \$5.40.

There was no change in the situation of the meal market, business being quiet on account of light offerings. We quote: Rolled oats, \$3.40 to \$3.50 per barrel, and \$1.65 to \$1.70 per bag; standard meal, \$3.30 per barrel and \$1.60 per bag.

The demand for feed continues good, and the market is active and firm. Ontario bran sold at \$11, and shorts at \$12 per ton in bulk; Manitoba bran, bags included, at \$11.50 and shorts at \$12.50 per ton.

BALED HAY.

Increased receipts have led to a decline of 50c. to \$1 per ton, and we quote \$10.50 to \$11 for No. 1, and \$8.50 to \$9 for No. 2 per ton, in car lots.

CHEESE AND BUTTER.

CHEESE—Does not seem to have any bottom at present, for prices continue to recede in a manner that is unprecedented, when it is considered that fine fall cheese is being offered. This week transactions were confined chiefly to the offerings of Quebec makes. About 3,000 of these were offered, and they sold around 8¼c., with some lots for a fraction less. This is a decline of over ½c. per lb. on the prices realized last week. Values on western makes are purely nominal, but buyers claim that if they had the orders they would have no difficulty in finding sellers willing to make substantial concessions, even from present prices, for the sake of realizing as soon as possible. We quote: Finest Ontario, fall makes, 9 to 9¼c.; finest Townships, fall makes, 8½ to 8¾c.; finest Quebec, fall makes, 8¼ to 8¾c.

BUTTER—Gives little prospect of any change for the better. Shippers are not willing to pay what holders ask; in fact, many of them are not in a position to name any price at all. Business, therefore, is confined to the local jobbing trade. Dairy butter, when fine, meets a fair sale, but the decline in the price of creamery is curtailing its chances. We quote: Finest creamery, 18¼ to 18½c.; seconds, 18c.; dairy butter, 14½ to 15c.

MONTREAL NOTES.

London cables state that citron peel is 20 per cent higher than the opening prices and firmly held at the advance.

The first arrivals of new Almeria grapes were offered on the market this week. They are selling at \$5 to \$5.50 per cask.

The steamship agents of the ss. Avlona closed out a lot of 4,000 boxes of Valencia raisins to J. A. Mathewson & Co. for 4½c.

Yokohama advices of the 7th predict that most of the teas which are of poor cup will not pass the United States inspection.

Cables state that Sultana raisins have advanced 3 to 4s. at London. Smyrna advices state that the rise there has been even greater.

W. Boulter, of W. Boulter & Sons, canners, Picton, Ont., was among some of the Ontario canners who called on the trade in Montreal this week.

Sales of "Salada" tea in Montreal last week were the largest since that tea was introduced in that city, reports Mr. Mann, the manager of the business there.

It is expected that 2 and 3-crown California raisins may be bought lower for November shipment than the October contracts, but firmness is anticipated on 4-crown fruit.

M. de Repentigny, of Montreal, has opened a branch grocery store, corner of Ann and William streets. M. de Repentigny intends to sell cheap and for cash only.

Advices from Kobe, Japan, October 4, state that the farmers were compelled to stop picking tea on the 31st August, owing to a new regulation enforced by the Japanese Tea Guild.

Demand for Lazenby's soup squares for the Klondike trade is quite extensive. The British Government has just placed a large contract for these goods for shipment to the Indian frontier.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Oct. 28, 1897.

A GOOD general business is doing, but it is hardly as active as it should be at this season. There is, however, a much better feeling throughout the city than at this time last year. In spite of the dull lumber market at present and that many have stocks they will have to carry over, the season has been a successful one in that line. In groceries, where last fall there seemed to be no bottom in the market, this fall a number of lines show a good profit. Farmers are feeling the effect of the better times. In cheese they have got a good price, and the output has been large. For pork the present market is good. Potatoes have brought a high figure, though the market has been somewhat weakened by the large quantities which have been hurried into it. The feature of the grocery trade is the profit canned goods are showing. Everything points to a good winter here. A large export trade will pass through here, which will give our people, those who a few years ago had little or no employment in the winter, good steady work.

OIL—The larger part of the orders for fall shipment have been booked. Dealers report a satisfactory business. They are, and will be for some time, busy filling orders. In cod oil the firmer feeling and improved price continues. We quote: Best American burning oil, 17½ to 18½c.; Canadian water white, 16 to 17c.; Canadian, prime, 14 to 15c.; cod oil, 23 to 26c.

SALT—Rather over seven thousand sacks Liverpool coarse salt arrived this week by steamer. It had been delayed, and stocks were getting light. It found ready sale. Another cargo about the same size is shortly expected. Salt from this out is likely to be in larger supply. At present, prices are low, and those in need will find it a good time to buy while these cargoes are landing. We quote: Coarse, 45 to 46c.; Liverpool factory-filled, 85c. to \$1; Canadian fine, 90c. to \$1 per bag; 5-lb. bags, in bbls.,

It is poor economy to buy ordinary tea when Blue Ribbon can be had at a reasonable price.

\$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.50 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.; rock salt, \$5 to \$6 per ton.

CANNED GOODS—Holders of vegetables are happy, particularly those who bought early. Tomatoes show best profit and best outlook. Our dealers, compared with the size of our market and the quantities bought other places, are fortunate. One factory sold 6,000 cases here, including fruits. In salmon the market has been weak, owing to new coming in so much lower than the old. A good demand from the west is noticed for sardines, clams and other canned fish. We quote: Corn, 65 to 75c.; peas, 75 to 90c.; tomatoes, \$1 to \$1.10; gallon apples, \$2.10 to \$2.25; corned beef, Canadian, \$2.40 to \$2.50; American, 2-lb. tins, \$2.60 to \$2.70; 1-lb. tins, \$1.40 to \$1.60; oysters, 2's, \$2.10 to \$2.20; 1's, \$1.40 to \$1.50; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.75 to \$1.85; American, 3's, \$2 to \$2.25; pineapple, \$2.50 to \$2.75; salmon, \$1.15 to \$1.20; lobsters, \$2.50 to \$2.60; haddies, \$1.05 to \$1.15; clams, \$5 for 4 doz.; chowder, \$2.50 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

GREEN FRUIT—There is fair business doing. In apples the high prices have affected the demand. There have been but few auctions this fall, while last year they were about the only way you could sell them. Oranges are coming in more freely. They are received from the West Indies, but as yet are rather sour. Canadian grapes are higher, and not as plentiful as last week. Pears are scarce, as are peaches and tomatoes. Cape Cod cranberries are high. Native are looking better than usual. Lemons have good sale and hold their price. We quote: Lemons, \$5 to \$5.50; oranges, \$4 per box; Gravenstein apples, \$3 to \$4; other kinds, \$2 to \$3; bananas, \$1.50 to \$2; pears, 50 to 60c. per basket; grapes, 25 to 35c.; peaches, 60 to 70c.; Malaga grapes, \$5; native bog cranberries, \$5 to \$6 per bbl.; Cape Cod cranberries, \$7.50 to \$8 per bbl.; sweet potatoes, \$3.25 to \$3.50 per bbl.; tomatoes, 30 to 35c. per basket.

DRIED FRUIT—New goods are now being freely received. Valencias show quite a range in quality. Some fine off-stalk here are the best for that grade ever seen. Currants, which come on a bare market, keep about the price of the old. In evaporated apples, there are a few here, but the high price is affecting the demand, and many think the ideas of many people west will have to come down or trade will be very light. Dried find light demand, and feeling is hardly as firm. Our dealers are buying peels lightly this fall. We quote: Valencias, 5½ to 6c.; California L. M. 3-crown, 7 to 7¼c.; London layers, \$1.75 to \$2; currants, cases, 5¾ to 6c.; bbls., 5¼ to 5½c.; cartoons, cleaned, 7¾ to 8c.; bulk, cleaned, 6½ to 7c., prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples, 3½ to 4c.; evaporated apples, 7 to 7½c.; onions, \$2 to \$2.10 per bbl.; cocoanuts, \$3 to \$3.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 7¾ to 8c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.; new Valencias, layers, 6½ to 7c.

SUGAR—Market shows no change. There is but fair business doing. Dark yellows have very light demand. We quote:

Granulated, 4¼ to 4½c.; yellows, 3¾ to 3¼c.; Paris lump, 5½ to 5¾c.; powdered, 5¼ to 5½c.

MOLASSES—Market is hardly as strong. The late arrivals of Porto Rico have upset the prospects of profit which dealers before had a fair right to expect. The decrease this year in demand for the lumber woods also affects the market. There is but little New Orleans here owing to the high prices asked for it. We quote: Barbadoes, 23 to 25c.; Porto Rico, 28 to 30c.; New Orleans, barrels, 28 to 30c.; Antigua, 22 to 23c.; syrup, 36 to 38c.; St. Croix, 20 to 22c.; Demerara, 33 to 34c.

FISH—Business has been good and prices fully maintained. In dry cod the market is firm and a good business doing. Pollock is scarce and dearer. Smoked herring come in slowly, and are having a large sale; Boneless show active demand. It is for western trade. Prices are firm on account of the high price of dried. Alewives are beginning to move off, but prices are low. Shelburne pickled herring is offered, but quality is but fair. A few Canso are here. We quote: Large cod, \$3.35 to \$3.40; medium, \$3.10 to \$3.25; pollock, \$1.55 to \$1.60; bay herring, \$1.40 to \$1.50 per half-bbl.; smoked, new, 8 to 8½c.; shad, half-bbl., \$4.50 to \$5; boneless, 2½ to 4c.; cod, 6 to 6½c.; Shelburne, bbls., \$3.25; half-bbls., \$1.75 to \$1.80; Canso, \$5 to \$5.25 per bbl.; do. half-bbl., \$2.75 to \$3; wolves, \$2.25 to \$2.50 half-bbl.

DAIRY PRODUCE—Butter keeps dull. It is received freely. Creamery shows very little sale. Cheese is rather easier with light demand. Eggs are dull with prices rather lower. We quote: Dairy butter, 15 to 17c.; creamery, 19 to 20c.; prints, 20 to 22c.; cheese, 10 to 10½c.; eggs, 12½ to 13c.

PROVISIONS—Clear pork is rather firmer, but the old, which is still held, keeps the price here still low. Mess pork, which is much smaller stock than clear, responds to the advance better. In beef the market is also lightly supplied. It shows more advance than either of the above. In hams local curers are now largely supplying the trade. Lard holds its advance, with good stock here. We quote: Clear pork, \$14.50 to \$15.50; mess, \$13 to \$14; plate beef, \$14 to \$14.50; hams, 12 to 13c.; rolls, 9½ to 10c.; pure lard, 7¾ to 8c.; compound, 6½ to 6¾c.

FLOUR, FEED AND MEAL—Flour has been quite active during the week, millers' agents making good sales. Stocks here have been light. The firmer feeling has affected buyers. Winter freight rates are now on; this, with an advance on the part of the millers, has moved prices up. We quote as follows: Manitoba flour, \$6 to \$6.10; best Ontario, \$4.90 to \$5; medium, \$4.75 to \$4.80; oatmeal, \$3.65 to \$3.70; cornmeal, \$2; middlings, car lots, in bulk, \$16 to \$16.50; bran, do, \$14.50 to \$15; hand-picked beans, \$1.20 to \$1.25; prime, \$1 to \$1.10; oats, 34 to 36c.; hay, \$11 to \$12; barley, \$3.15 to \$3.25; round peas, \$1.25; split peas, \$3.25 to \$3.30; yellow eye beans, \$1.75.

ST. JOHN NOTES.

The output of cheese in Carleton Co., N.B., this season is estimated at 110 tons.

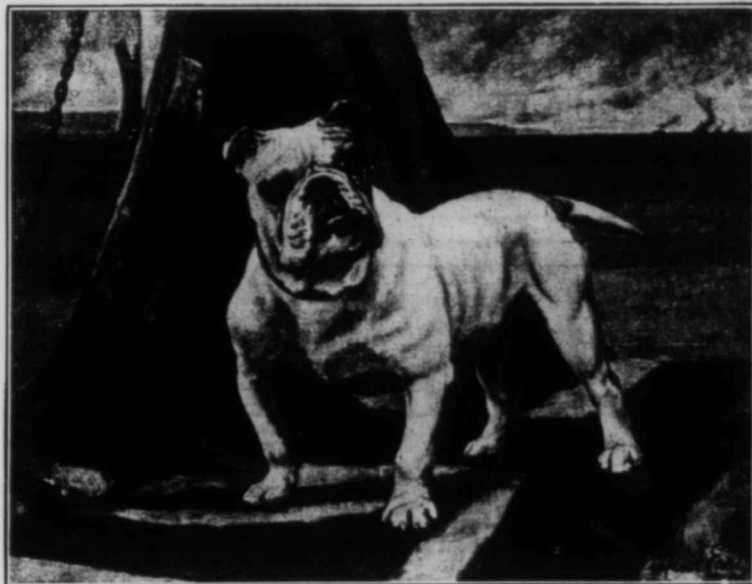
Merritt Bros. & Co. received about 7,000 sacks Liverpool coarse salt ex ss. Mantineau this week. They have another cargo near to hand.

Farmers are making a good thing out of potatoes, both in the state of Maine and in New Brunswick. One dollar is the prevailing price.

Reports from Prince Edward Island point to active business. S. Jones, of Summerside, shipped this week to Boston 1,600 live geese and over 2,000 lambs. There was also from the same place shipped for the English market 3,249 boxes cheese, valued at \$19,178. Thos. Dillon was the shipper. Another factory shipped 568 boxes of cheese.

*Don't buy Blue Ribbon if you prefer
thin, artificially-flavored tea.*

WE HOLD OUR OWN THROUGHOUT THE WORLD



"WHAT WE HAVE WE'LL HOLD."

MacLAREN'S IMPERIAL CHEESE—The recipient of highest awards from International and Local Expositions, and acknowledged to be the standard of the world, and commands special attention as the finest example of cheese production.

THAT DELICIOUS FLAVOR

possessed only by "Imperial" is owing to the conditions under which the cheese is treated in the scientific process of its manufacture.

Easy to Buy
Easy to Eat
Easy to Digest
Easily the Best

Every jar bears name and trade mark (2 cows' heads and cheese testers). Sold by all grocers.

A. F. MacLAREN & CO. - Stratford and Toronto, Canada

A GOOD CUP OF COFFEE

IS VERY SATISFYING. IT IS
A PLEASURE TO DRINK IT...

Chase & Sanborn's Seal Brand

POSSESSES REAL MERIT.
NO BETTER COFFEE IS GROWN.
PUT UP IN 1 AND 2 lb. TINS. . .

CURRENT MARKET QUOTATIONS

Toronto, Oct. 28, 1897.

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

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

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

BAKING POWDER.

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

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

Diamond—	
1 lb. tins, 2 doz. in case..... per doz.	1 20
1/2 lb. tins, 3 " ".....	30
1/4 lb. tins, 4 " ".....	60

MAPLE LEAF BAKING POWDER.

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

THE F. F. DALLEY CO.

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

BLACKING.

P. G. FRENCH BLACKING.	
1/4 No. 4.....	per gross \$4 00
1/2 No. 6.....	4 50
1/2 No. 8.....	7 25
1/2 No. 10.....	8 25

THE F. F. DALLEY CO.

English Army Blacking, 1/4 gross cases.....	\$9 00
No. 2 Spanish " " " ".....	3 60
No. 3 " " " ".....	4 50
No. 5 " " " ".....	7 20
No. 10 " " " ".....	9 00
Yucan Oil Blacking, 1 doz. cases, liquid.....	2 00

per doz.	
New York Dressing, 1 doz. cases.....	0 75
Spanish Satin Gloss, " ".....	1 00
Crescent Ladies' Dressing, 1 doz. cases.....	1 75
Spanish Glycerine Oil Dressing.....	2 00

BERRY'S ENGLISH BLACKING.

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

THE ALPHA CHEMICAL CO.

Shoe Dressing— in 1/4 gross cases. Per Gross

French Oil in 3-do. cases..... \$ 22 00

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

Shoe Blacking— in 1/4 gross cases.

Reliable French Blacking, No. 5.....
 9 00 |

" No. 2.....
 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 Dublin No. 4.....
 9 00 |

Alpha Metal.....
 9 00 |

Polish No. 2.....
 9 00 |

Patent Stove Polish—
 |

Sunlight Lead Bar.....
 4 25 |

Packed in 1/2 gross cases.....
 |

Sunlight Liquid, 1/4 gross cases.....
 10 80 |

Moody's Black Lead.....
 4 25 |

1/2 gross cases.....
 |

Reliable Stove Pipe Varnish.....
 15 00 |

1/4 gross cases.....
 |

6-oz. bottles.....
 |

Quickshine Pipe Varnish.....
 12 0 |

1/4 gross cases, pressed top tins.....
 |

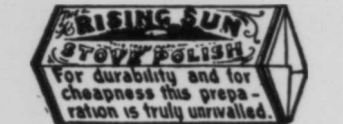
Stove Polish— per gross

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

BLACK LEAD.

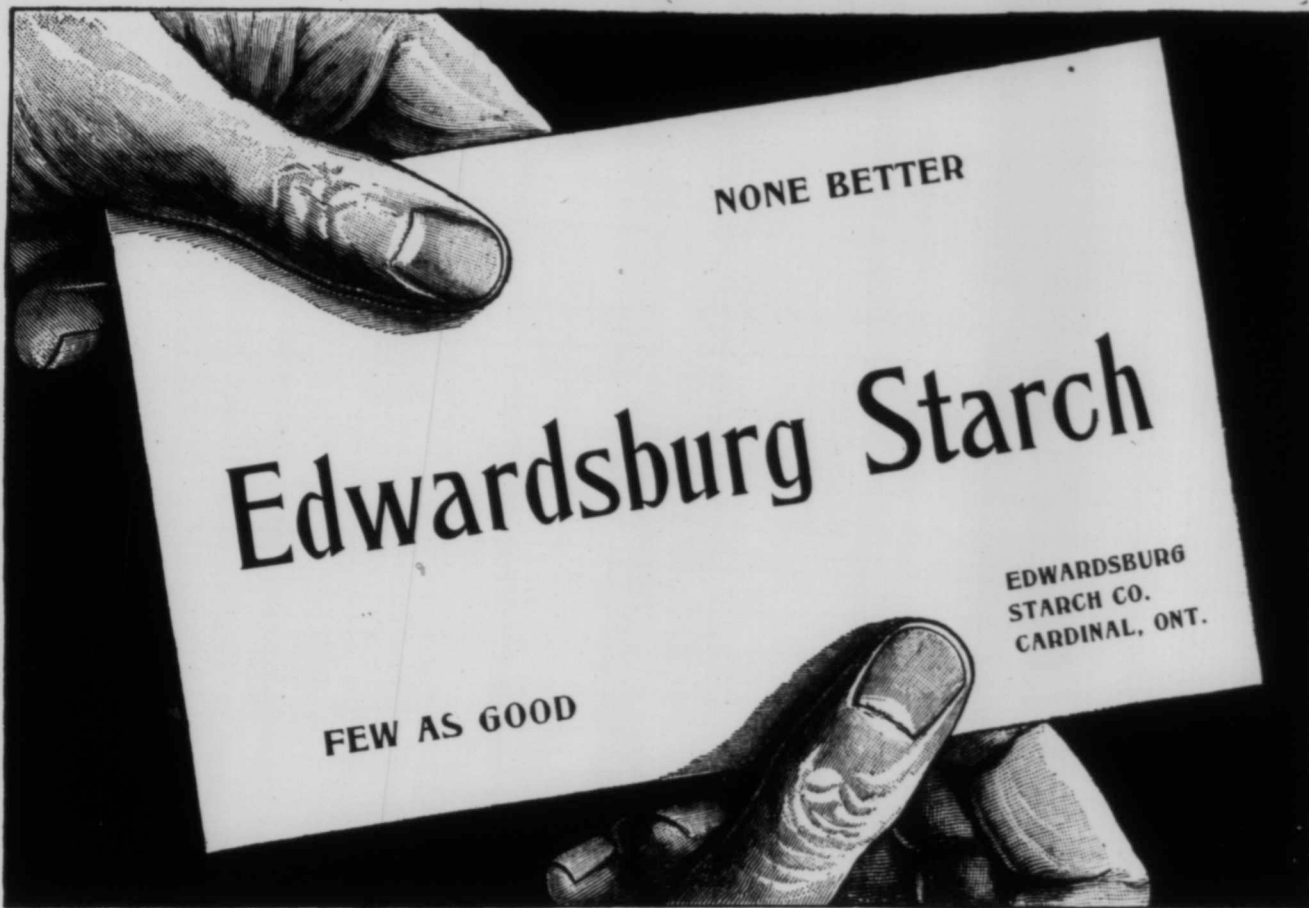
Dixon's Carburet of Iron Stove Polish, 70c doz..... Per gr

7 25



STOVE POLISH.

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



THE F. F. DALLEY CO.

Gem Stove Polish, $\frac{1}{4}$ gross cases \$9 00 per doz
 Stovepipe Varnish, 4 oz. bottles 1 00
 8 oz. bot- tles..... 1 25
 Boston Brunswick Black, 8 oz. bottles..... 1 75



Enameline.



No. 4 - 3 dozen in case \$4 50
 No. 6 - 3 dozen in case 7 30

BIRD SEEDS

BART. COTTAM & CO.

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

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases..... 0 06
 Dalley's Bird Seed, 40 lb. cases..... 0 06

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
 Bird sea-gravel, 5c. " 48 " " 0 03

CORN BROOMS

CHAS. BOECKH & SONS. per doz net.
 Carpet Brooms—
 "Imperial," extra fine, 8, 4 strings... \$3 65
 " " " " 7, 4 strings... 3 45
 " " " " 6, 3 strings... 3 25
 " " " " 7, 4 strings... 3 30
 " " " " 7, 4 strings... 3 10
 " " " " 6, 3 strings... 2 90
 " " " " 8, 4 strings... 2 90
 " " " " 7, 4 strings... 2 75
 " " " " 6, 3 strings... 2 60
 " " " " 5, 3 strings... 2 40

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

CANNED GOODS. per doz.

Apples, 3s \$0 80 \$0 95
 gallons 2 00 2 25
 Blackberries, 2 1 40 1 70
 Blueberries, 2 0 75 0 85
 Beans, 2 0 65 0 95
 Corn, 2s 0 70 0 85
 Cherries, red pitted, 2s..... 1 75 2 25
 Peas, 2s 0 82 $\frac{1}{2}$ 0 85
 " Sifted select..... 0 90 1 00
 " Extra sifted..... 1 25 1 40
 Peas, Bartlett, 2s..... 1 65 1 75
 " 3s..... 2 40
 Pineapple, 2s 1 75 2 40
 " 3s 2 50 2 60
 Peaches, 2s 1 65 2 00
 " 3s 2 25 3 00
 Plums, Green Gages, 2s..... 1 55 1 80
 " Lombard 1 40 1 70
 " Damson Blue..... 1 10 1 40
 Pumpkins, 3s 0 70 0 90
 " gallons 2 10 2 25
 Raspberries, 2s 1 50 1 80
 Strawberries, 2s 1 65 1 95
 Succotash, 2s 1 15
 Tomatoes, 3s 0 85 0 90
 Lobster, tails 2 40 2 70
 " flats 2 85 3 00
 Mackerel 1 20 1 30
 Salmon, Sockeye, tails 1 20 1 30
 " Horseshoe 1 25 1 30
 " Cohoes 0 95 1 10
 Sardines, Albert, $\frac{1}{4}$ s tins 0 13
 " " $\frac{1}{2}$ s tins 0 20 0 21
 " Sportamen, $\frac{1}{4}$ s genu-ine French high grade, key opener 0 12 $\frac{1}{2}$

Sardines, Sportsmen, $\frac{1}{4}$ s 0 21
 " " " " $\frac{1}{2}$ s 0 16 0 18 $\frac{1}{2}$
 " " " " $\frac{1}{4}$ s 0 10 $\frac{1}{2}$ 0 11
 " " " " $\frac{1}{2}$ s 0 18 $\frac{1}{2}$ 0 19
 Sardines, other brands 9 $\frac{1}{2}$ 11 0 16 3 17
 " P. & C., $\frac{1}{4}$ s tins 0 23 0 25
 " " " " $\frac{1}{2}$ s 0 33 0 36
 Sardines, Amer., $\frac{1}{4}$ s " 0 04 $\frac{1}{2}$ 0 09
 " Mustard, $\frac{1}{4}$ size, cases 0 09 0 11
 50 tins, per 100..... 10 00 11 00

MARSHALL & CO., SCOTLAND.
 Fresh Herring, 1-lb. 1 10 1 15
 Kipperd Herring, 1-lb. 1 63 1 90
 Herrings in Tomato Sauce... 1 70 1 90
 Herrings in Shrimp Sauce... 2 00
 Herrings in Anchovy Sauce.. 2 00
 Herrings a la Sardine..... 2 40
 Preserved Bloaters 1 85 1 90
 Real Findon Haddock..... 1 85 1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans.. \$1 30 \$1 35
 " " " 2 " " 2 35 2 50
 Comp Corn Beef 4-lb. can .. 7 75 8 25
 " " " 14 " " 15 00 16 00
 Minced Callops 2 " " 2 60 2 65
 " 2 " " 3 40 3 50
 Lunch Tongue 1 " " 6 00
 " 2 " " 2 75 2 80
 English Brawn 2 " " 2 50
 Camb Sausage 1 " " 2 50
 " 2 " " 4 00
 Soups, assorted 1 " " 1 50
 " 2 " " 2 25
 Soups and Boull. 2 " " 1 80
 " 6 " " 4 50

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb. 1 40 1 50
 " 2 lb. 2 60 2 75
 " 4 lb. 5 50 5 80
 " 6 lb. 8 50 8 80
 " 14 lb. 17 50 18 00
 Roast Beef, 1 lb. 1 40 1 50
 " 2 lb. 2 60 2 75
 Luncheon Beef, 1 lb. 1 60 1 70
 " 2 lb. 2 75 2 85
 Brawn 1 lb. 1 30 1 40
 " 2 lb. 2 35 2 50
 " 6 lb. 6 60 6 80
 " 14 lb. 14 50 15 00
 Ox Tongue, 1 $\frac{1}{2}$ lb. 7 00 7 20
 " 2 lb. 8 50 8 80
 " 2 $\frac{1}{2}$ lb. 10 75 11 00

Lunch Tongue, 1 lb. 3 35 3 50
 " 2 lb. 6 50 6 80
 Chipped Beef, $\frac{1}{4}$ lb. 1 60 1 70
 " 1 lb. 2 65 2 80
 Pigs' Feet, 1 lb. 1 65 1 75
 " 2 lb. 2 45 2 60
 Potted Meats, Tongue or Ham $\frac{1}{4}$ lb. 70 75
 Potted Meats, Tongue or Ham $\frac{1}{2}$ lb. 1 20 1 25
 Potted Deviled Ham or Tongue, $\frac{1}{4}$ lb. 70 75
 Potted Deviled Ham or Tongue, $\frac{1}{2}$ lb. 1 20 1 25

WHITE LABEL.
 Soups Assorted, 1 qt. 3 00 3 15
 " " " 2 qt. 2 00 2 10
 Gelatine of Boar's Head, 2 lb. 3 00 3 20
 Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb. 3 00 3 10
 Plover Roast..... 5 00
 Iced Gold Band Bacon..... 3 00

Codfish. per doz.

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

CHEWING GUM.

ADAMS & SONS CO. per box

Tutti Frutti, 36 5c. bars \$1 20
 " (in cream pitcher) 36 5c. bars 1 20
 " (in sugar bowl) 36 5c. bars 1 25
 " (in glass jar) 115 5c. pkgs. 3 75
 Peppin Tutti Frutti (in glass jar) 115 5c. packages 3 75
 Peppin Tutti Frutti, 23 5c. packages.. 0 75
 Round Peppin, 30 5c. packages..... 1 00
 Cash Register, 390 5c. bars and pkgs.. 15 00
 Cash Box, 160 5c. bars..... 6 00
 Tutti Frutti Show Case, 180 5c. bars and packages 6 50
 Variety Gum (with book in each box) 150 1c. pieces..... 1 00
 Banner Gum (English or French wrappers) 115 1c. pieces..... 0 75
 Flirtation Gum (English or French wrappers) 115 1c. pieces..... 0 65
 Mexican Fruit, 36 5c. bars..... 1 20
 Sappota, 150 1c. pieces..... 0 90
 Orange Sappota, 150 1c. pieces..... 0 75
 Black Jack, 115 1c. pieces..... 0 75
 Red Rose, 115 1c. pieces..... 0 75
 Magic Trick, (English or French wrappers) 115 1c. pieces..... 0 75

CHOCOLATES & COCOAS.

Cocoa—EPPS'S. per lb.
 Case of 14 lbs. each..... 0 35
 Smaller quantities..... 0 37 $\frac{1}{2}$

RECKITT'S Blue and Black Lead { **ALWAYS GIVE YOUR CUSTOMERS SATISFACTION**

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

THE "DIAMOND"
OIL BLACKING

TRADE
OIL
MARK



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

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

W. BERRY, - MANCHESTER.

Send for samples and quotations to

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

COWAN'S

Hygienic and Perfection
and Cocoa Essence

Queen's Dessert Royal Navy and Perfection

Chocolate
Pink
White
Lemon Color

Cocoas

Chocolates

Icings

A child can ice a cake in three minutes.

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

THE COWAN CO. LIMITED TORONTO

THE MOST NUTRITIOUS COCOA.

EPPS'S
GRATEFUL—COMFORTING
COCOA

In labelled Tins. 14 lb Boxes.

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

Butter Pots

GOOD FOR

40



YEARS

HART BROS. & LAZIER

Stoneware Manufacturers,

Belleville, Ont.

Mail Orders promptly filled.



ASK FOR

MOTT'S

Always the Same.

The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St.

MONTREAL



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



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

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

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

JOHN P. MOTT & CO.'S.	
(E. S. McIndoe, Agent, Toronto.)	
Mott's Broma	per lb. 0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (1/4's)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 19
COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes,	
1/4 lb. cake, per lb.	0 22 1/2
Royal Navy Chocolate, 12 lb. boxes,	
1/2 lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.	0 35
WALTER BAKER & CO.'S.	
Chocolate—	
Premium No. 1 boxes 12 lbs. each.	

Baker's Vanilla in boxes, 12 lbs. each	50
Caracas Sweet, in boxes, 6 lbs. each	38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net.	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 6 lbs. each	0 28
Grocers' Style, in boxes, 6 lbs. each	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, 1/2 lb., tins.	0
COCOANUT.	
CANADIAN COCOANUT CO.	
White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs.	0 27
" 1/2 " " " "	0 28
" 1/4 " " " "	0 29
" 1/8 " " " "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb. Pails	
Feather Strip, " " " "	
Special Shred, " " " "	
Macaroon,	
Crown Desic, 12, 20 or 25 lb.	
Special,	
Barrels, 2c. per lb. less.	
Terms, 3 p.c. off 30 days.	

HEAD OVER EARS IN WORK.

This expression does not emphasize too forcibly the position in which we have found ourselves, especially during the last two months, supplying the great rush from all quarters for Brantford Starch.

We thank our Grocery friends for remembering us so kindly, and we can only say that we will continue to treat our customers right, by maintaining the high quality of our Starches, by shipping all orders promptly, and by answering all communications cheerfully and punctually.

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

For puddings, custards, etc.

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

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—

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

Lily White Gloss—

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

Brantford Gloss—

1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs.	0 09

Canadian Electric Starch—

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

SUGAR. per lb.

Granulated	04 5-16
Paris Lump, bbls. and 100-lb. boxes	0 05¼ 0 25½
" " in 50 lb. boxes	0 05½
Extra Ground, bbls. icing	0 05¼
Powdered, bbls.	0 05¼
Very bright refined	0 05½
Bright Yellow	03 11 16
Dark Yellow	0 03½ 03 5-16
Demerara	0 03½ 0 63¾

SYRUPS AND MOLASSES.

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

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

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

SOAP.

Babbitt's "1776" Soap Powder	\$3 50
------------------------------	--------



1 box and less than 5 4 00
5 boxes and upward 4 00
Freight prepaid on 5 box lots.



Ivory Bar" is put up in 1 lb., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 120 in box; Twin Cake, 11¼ oz. each, 100 in box.
Quotations for "Ivory Bar" and other brands of soap furnished on application.

TEAS.

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

BLACK. per lb. per lb.

Half Chests Kaisow. Mon-	0 12	0 60
ing, Paking	0 18	0 50
Caddies, Paking, Kaisow		

INDIAN.

Darjeelings	0 35 0 55	
Assam Pekoes	0 20 0 40	
Pekoe Souchong	0 18 0 25	

CEYLON.

Broken Pekoes	0 35 0 42	
Pekoes	0 20 0 40	
Pekoe Souchong	0 17 0 35	

CHINA GREENS.

Gunpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts	0 42	0 50
Cases, small leaf, firsts	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common	0 13	0 14
Young Hyson— PING SUEYS.		
Half Chests, firsts	0 28	0 32
" " seconds	0 16	0 19
Half Boxes, firsts	0 28	0 32
" " seconds	0 16	0 19

JAPAN.

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


LIPTON'S TEAS.

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

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

"SALADA" CEYLON.

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



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

"KOLONA"

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

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

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consola, 4's; Twin Gold	
Bar, 8's	0 73
Ingots, rough and ready, 8's	0 71
Laurel, 3's	0 68
Brier 8's	0 63
Index, 7's	0 69
Honeysuckle, 8's	3 73
Napoleon, 8's	0 67
Victoria, 16's	0 53
Prince of Wales, in caddies, 8's	0 63

WOODENWARE.

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

THE E. B. EDDY CO.

Washboards, Planet	1 60
" " XX	1 40
" " X	1 25
" " Special Globe	1 50

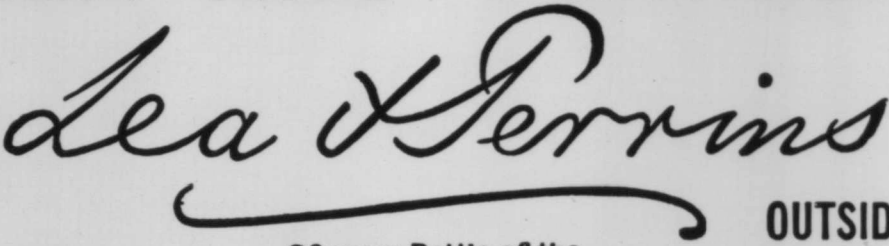
Matches—		5-Case	Single
Telegraph		33 00	3 20
Telephone		2 80	3 60
Parlor		1 30	1 40
Red Parlor		1 50	1 60
Safety, No. 1, wall box		1 40	1 50
" No. 2, slide box		2 80	2 90
" No. 3, capital		2 75	2 85
Flamers, slide boxes		2 25	2 35
" wax stems		3 20	3 30
Tiger		2 65	2 85

BRYANT & MAY.

Robert Greig & Co., Agents.	
No. 9 Safety, per gross	\$ 2 60
" 10 " " "	1 10
" 2 Tiger, " "	5 60
" 4 " " "	2 60

LEA AND PERRINS'

Observe
that the
SIGNATURE



Is now printed
in blue ink
diagonally
across the

OUTSIDE WRAPPER

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

ORIGINAL... **WORCESTERSHIRE SAUCE.**

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

AULTMORRE-GLENLIVET DISTILLERY, KEITH, N.B.



PATTISONS LIMITED

Highland Distillers

LEITH

And at EDINBURGH, KEITH, BALLINDALLOCH and LONDON.

The largest shippers of Fine Whiskies from Scotland.

ESTABLISHED 1849.

EXPORT PRICE LIST—F.O.B. Glasgow.

SCOTCH WHISKY.

Old Matured Scotch Whiskies, Blended for Immediate Consumption. In Bond.

Mark	Name	Aver. Age	Strength	Price	Mark	Name	Aver. Age	Strength	Price
S.S.	Scotch	—	10 o.p.	2/-	O.S.H.	Old Special Highland	6 years	3 o.p.	6/-
S.S.S.	Scotch	—	10 o.p.	2/3		Morning Dew	8 years	5 o.p.	6/6
S.S.S.S.	Scotch Craigmore	1 year	9 o.p.	2/6	V.O.S.H.	Very Old Special Highland	8 years	proof.	7/-
H.	Highland Glenloch	2 years	8 o.p.	3/-	L.	Liqueur	8 years	proof.	7/6
O.S.	Old Scotch	3 years	6 o.p.	3/6	S.L.	Special Liqueur	9 years	proof.	8/-
O.H.	Old Highland	4 years	6 o.p.	4/-	E.S.L.	Extra Special Liqueur	10 years	2 u.p.	8/6
V.O.H.	Very Old Highland	5 years	5 o.p.	5/-	H.L.	Highland Liqueur	12 years	2 u.p.	10/6
O.S.S.	Old Special Scotch	5 years	5 o.p.	5/6	E.S.H.L.	Ex. Spec. Highland Liqueur	16 years	8 u.p.	14/6

Above quotations are per regauge Liquid Gallon at date of shipment.

FINE BOTTLED SCOTCH WHISKIES.

	Per Doz.		Per Doz.
Ronald Gordon * Square Bottles	8/6	Royal Gordon Clear Bottles	15/-
Ronald Gordon ***	9/6	Morning Dew	16/-
O.B.G.—Old Blended Glenlivet Clear	10/6	Morning Dew Liqueur	22/-
Very Old Scotch Smuggler	12/-	Royal Gordon Perfection, 15 years old	32/-
Blended Glenfarclas-Glenlivet *** Clear	16/-	Extra Liqueur, 20 years old	42/-

Per Dozen Reputed Quarts, Bottles and Cases included.

REGISTERED BRANDS.

We do not bottle the following Brands of SCOTCH WHISKIES, but shall be pleased to supply appropriate Labels and Capsules for any or all of these Brands, either with our own name, or with our customer's name without ours appearing, as may be desired:—

Name	Aver. Age	Strength	Price	Name	Aver. Age	Strength	Price
The Morning Galop Scotch	2 years	8 o.p.	2/4	Glenrisaig Old Highland	5 years	5 o.p.	4/8
The Admiral's Scotch	2 years	8 o.p.	2/8	Glenruach Old Highland	5 years	5 o.p.	5/-
The Enchantress Scotch	3 years	6 o.p.	3/-	Glenachril Old Highland	5 years	5 o.p.	5/6
The King of the Road Scotch	3 years	6 o.p.	3/4	Rhuvaig Old Highland	8 years	proof.	6/6
Tarryroy Old Scotch	5 years	5 o.p.	4/-	Lochlerrich Old Highland	8 years	proof.	7/6

IRISH WHISKY.

Old Irish Whiskies, Blended for Immediate Consumption. In Bond.

Mark	Name	Aver. Age	Strength	Price	Mark	Name	Aver. Age	Strength	Price
I.I.	Irish	1 year	21 o.p.	2/4					
F.I.	Fine Irish	3 years	20 o.p.	2/10					
O.I.	Old Irish	4 years	18 o.p.	3/6					
C.I.P.	Choice Irish Pot	5 years	17 o.p.	4/6					
F.D.	Fine Dublin	6 years	16 o.p.	5/6					
F.O.D.	Finest Old Dublin	7 years	10 o.p.	6/6					
I.L.	Irish Liqueur	8 years	8 o.p.	8/-					
S.I.L.	Special Irish Liqueur	10 years	6 o.p.	10/-					
E.S.I.L.	Extra Special Irish Liqueur	11 years	6 o.p.	12/-					

Above quotations are per regauge Liquid Gallon at date of shipment.

FINE BOTTLED IRISH WHISKIES.

	Per Doz.		Per Doz.
Rossmoyne Square Bottles	9/-	Rossmoyne *** Round Bottles	16/-
Old Irish Round	11/-	Special Liqueur Irish	22/-
Old Irish *** Square	13/-	The Dews of Slievemore, Extra Liqueur, 15 years old	32/-
*Dews of Slievemore *** Round	16/-		

The above Whiskies we bottle in Flasks as under—

Round Pints	2/6 per Case of 2 Dozen Extra	Half-Flasks	5/- per Case of 4 Dozen Extra
Flasks	2/6	Quarter	8/-

Allowance for 50 Dozen or upwards—1/- per Dozen.

CHEAP SCOTCH and IRISH WHISKIES

Under SPECIAL LABELS from 6/- per Dozen Reputed Quarts.

SPECIAL ALLOWANCE FOR LARGE ORDERS.

RESERVE LABELS FOR IMPORTANT BUYERS.

SAMPLES FREE ON APPLICATION.

Orders taken from Wholesale trade only. For further information, samples and specimen labels, address—

S. B. TOWNSEND & CO.

BOX 1125

MONTREAL

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AULTMORE-GLENLIVET DISTILLERY, KEITH, N.B.

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PLAIN PROOF FOR BUYERS.

CLARK'S CANNED MEATS

ARE USED IN THE BEST HOMES IN CANADA.
THEIR SALE IS STEADILY INCREASING,
GROWING BECAUSE OF THEIR MERIT.
PEOPLE BUY THEM BECAUSE THEY
WANT THEM.

CORNED BEEF.
ROAST BEEF.
COMPRESSED HAM.
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POTTED MEATS.
PÂTÉS.
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LUNCH TONGUE.
OX TONGUE.
PARAGON OX TONGUE.
TOMATO SOUP.



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WE REFER YOU TO ANY A.1 WHOLESALE
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