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EVERY
FRIDAY

THE
CANADIAN GROCER
AND
GENERAL
STOREKEEPER

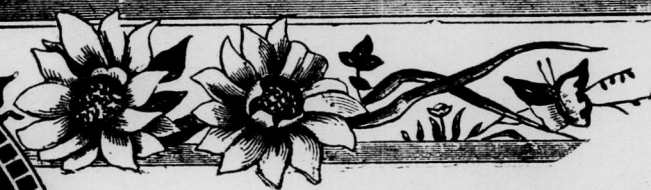
CIRCULATES
IN EVERY
PROVINCE

QUALITY..



When a salesman talks price to you
Ask him about QUALITY
When he talks quantity
Ask him about QUALITY
When he talks merit to you . . .
Ask him about QUALITY

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



Twenty-One Prize Medals.
Twenty-One Royal Appointments.

Something Fine

PEEK FREAN'S
Celebrated

Zellar Wafers

THE CHOICEST DELICACY MADE.

Also a full line of their biscuits in tins and 40-lb. casks.
(Casks free.)

CHAS. GYDE, 20 and 22 St. Francois Xavier street, MONTREAL

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

EXTENDED INSURANCE.

One of the many liberal features embodied in the **UNCONDITIONAL ACCUMULATIVE POLICY** issued by the

Confederation Life Association.

HEAD OFFICE--TORONTO.

is the provision for Extended Insurance. After three full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald,
Actuary.

J. K. MACDONALD,
Managing Director



HERE IS THE SUGGESTION WE SAID WE WOULD MAKE THIS WEEK.

As the public appreciate the fact that

MILLAR'S PARAGON CHEESE

is pre-eminent in quality and deliciousness, they will want it for their holiday feasts, therefore, order a good supply now for your Christmas trade and be prepared for the demand. We know that "a word to the wise is sufficient."

Send your order direct to

The T. D. MILLAR PARAGON CHEESE CO., - Ingersoll, Ont.

or to the following Agents:

W. H. Dunn & Co., Montreal.
Joseph Garman, Winnipeg.

A. E. Richards & Co., Hamilton.
Martin & Robertson, Vancouver, B. C.

A popular name — "ROBERTS"

especially when connected with

KHAKI BUTTER SCOTCH, a first-class, old-fashioned toffee in new form and package. Sells well with fair profit.

CANADIAN BUTTER NUTS are made specially for the Canadian market. Are pure and wholesome. Made from best materials. Attractive package.

Your customers who want **PURE, RELIABLE** confectionery will appreciate these goods.

EBENEZER ROBERTS, LIMITED, LONDON, ENG.

Canadian Agents: **C. E. COLSON & SON, MONTREAL.**

Hints for Your Holiday Trade.

Now, if ever, we would like to prove the quick service we can render in filling your orders for the holiday trade, because promptness is one of our "hobbies." Will you put us to the test? At the risk of being tiresome in our weekly advertising news and, "lest we forget," we repeat, **standard goods are best to handle.** The **standard goods** we name below you'll quickly recognize—goods that have long stood the test of time and **are not found wanting!**

P. Codou's Macaroni---Vermicelli.

Nothing better made—the public agreed to the truth of that statement years and years ago. Manufactured by Vve P. Codou & Fils, at their factory at Marseilles, France. White, delicate, tender Macaroni and Vermicelli that you can depend on for highest quality always.

Moir-Wilson's Scotch Fish.

Herring and Tomato, Herring and Mustard, Kipperd Herring, etc. The long experience of the packers of this class of goods has won for them an enviable reputation and placed them at the very top for **quality** in England, where the best is always considered to be the cheapest. Buy them for your holiday trade—they are **standard goods.**

"Thistle" Brand Finnan Haddies.

The very best fish put up in the very cleanest way. They have the rich, delicate flavor of the freshly-caught fish. Unequaled in the skillful manner in which they are cured. No dirt, no slime, no substitute for the real fish is ever found under the seal of the "Thistle" Brand.

"Griffin" Brand Dried Fruits.

California Raisins, Oranges, Dried Fruits—Canned Peaches, Apricots, Pears, etc. You get them at first hands direct from the vineyards of the packers on the Pacific Coast—they are the products of the best orchards. The canned goods are handsomely and attractively labelled—they have taken many prizes for their artistic excellence.

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale,
MONTREAL.

23 Scott Street,
TORONTO.

“A Word to the Wise is Sufficient.”

It is none too early to be preparing for the

CHRISTMAS AND HOLIDAY TRADE.

We have a most extensive range of rattling good sellers that will appeal to the tastes of all holiday buyers. Here are some of them to which we would particularly draw your attention :

Crystallized Goods

To arrive next week, direct from factory:

Crystallized Cherries	Crystallized Angelique
Crystallized Apricots	Crystallized Pineapple
Crystallized Pears	Crystallized Assorted Fruits
Crystallized Almonds	Crystallized Violets
Crystallized Plums	Crystallized Strawberries
Crystallized Figs	Crystallized Rose Leaves

EXTRACTS

Henri Jonas' pure, strong, unadulterated natural extracts—always good trade-winners.

From the celebrated firm of Louit Freres & Cie , Bordeaux, France :

Peas, extra fine,	-	-	-	in glass bottles
String Beans,	-	-	-	“ “
Lima Beans,	-	-	-	“ “
Mixed Vegetables,	-	-	-	“ “
Artichokes,	-	-	-	“ “
Asparagus,	-	-	-	“ “
French Mustard,	-	-	-	“ “

Next week we will advertise a few more ready-sellers. In the meantime—don't forget to send along your order for some or all of the above lines. We'll guarantee you won't be disappointed by doing so.

HENRI JONAS & CO., St. Paul Street, **MONTREAL.**

The Doubter!

I want to get in touch with the very skeptical grocer who doesn't believe that a side-line of good Cigars will make money for him. Mind you, I don't say that any old line of Cigars will do the business, but I do say, with emphasis, that an assortment of a thousand or more of the Cigars that I make here in Granby will do it every single time.

It's "the doubter" that I want to reach now—the man who is hard to convince. Let "the doubter" drop me a line on a post card, or, better still, let him send in for a "trial order" and a full explanation showing how I assume every cent's worth of risk on the order.

J. Bruce Payne, Cigar Mfr.,
Granby, Que.

"Best in Pickles"



"Sterling" Brand Pickles

It is not safe always to use the word "best" in speaking of an article. The term has been terribly abused—made commonplace; but when one applies it to "Sterling" Brand Pickles it carries with it the real meaning that there is none better going. So it is with these pickles.

- All grocers who care for
- the best trade carry stocks
- of these best pickles.

T. A. LYTLE & CO.

124-128 Richmond St. West,

TORONTO.



Tillson's Pan-Dried Rolled Oats

The light side and the bright side of our business is the ease with which hundreds of retail grocers throughout Canada are increasing their own business by selling Tillson's Pan-Dried Rolled Oats. **Our interests are mutual.**

A good article extensively advertised is the one most generally known—consumers call for the article they know about, have heard about or read about. **Pan-Dried is extensively advertised.**

We do not believe that a better brand than Pan-Dried can be made—we do not believe it is possible to produce a better brand. We do not rest on our laurels, though, because we are always seeking new ideas, striving for greater efficiency, trying earnestly to better the best.

Let the rich, nut-like flavor, the cleanliness and the wholesomeness of "Pan-Dried" bring you more business, **just exactly as it has brought more business to us.**

The Tillson Co.'y, Limited
Tilsonburg, Ont.

Your Christmas Trade Demands Fine Fruits

**We
Have
Them**

MEDITERRANEAN FRUITS

Autumn Clusters	Full Bxs.	
Premier Clusters	" " and 1/4-Bxs.	
Finest Selected Clusters,	" " " 1/4 "	
Imperial Cabinets	" " " 1/4 "	
Black Baskets	" " " 1/4 "	

PRUNES

"Sonoma," California,	50-lb. bxs.,	80/90
" " "	25 " "	80/90
" " "	25 " "	70/80
"Oregon" "	25 " "	50/60
" " "	25 " "	40/50
" " "	50 " "	60/70

WE HAVE A LARGE SUPPLY OF ALL KINDS OF NUTS, FIGS, ETC.

W. H. GILLARD & CO., Wholesale Grocers, Tea and Coffee Importers, **Hamilton, Ont.**



Rowat's Pickles, and Rowat's Worcester Sauce

The most popular in Canada.



Agents **A. G. Snowdon,** 10 Lemoine Street, **Montreal.**
 " **F. H. Tippet & Co.,** 10 Water Street, **St. John, N. B.**
 " **C. E. Jarvis & Co.,** Holland Block, **Vancouver, B.C.**

AYE READY!
JATERSONS'
"CAMP" COFFEE
IS THE BEST.

PRODUCING A CUP OF DELICIOUS COFFEE
 AT A MOMENTS NOTICE.

ASK YOUR WHOLESALE GROCER
 FOR IT.



Batty & Co.

ESTABLISHED 1824

LONDON.



OLIVES
 AND
 PURE
 OLIVE
 OILS.



INDIAN
 CURRIES
 AND
 CHUTNIES.

Makers of High-class

PICKLES
 OF
 ALL KINDS.



SAUCES
 OF
 ALL KINDS.

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

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CIRCULATES
IN EVERY
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VOL. XIV.

TORONTO AND MONTREAL, NOVEMBER 16, 1900

NO. 46

A PLEA FOR A MORE GENERAL USE OF NUTS.

By Rene Bache, in The Boston Transcript.

THE United States Government regularly employs a corps of scientific experts, whose business it is to study foods and to advise American housewives as to the most economical mode of filling the family market-basket, cost and nourishment being jointly considered.

These dietetic experts advise the people to eat more nuts, which, while approaching the grains in food value are decidedly cheap, or, in the case of some kinds, would soon become so if attention was paid to cultivating them. In European countries, particularly France and Italy, chestnuts and other such tree seeds are consumed in immense quantities by the masses of the population, largely because they are inexpensive, and there is no reason why they should be looked upon in the United States merely as a luxury for occasional use. During the year 1899, we imported 9,957,427 lb. of almonds, valued at \$1,222,587, as well as \$625,789 worth of cocoanuts and \$879,166 worth of various other nuts.

Thus, it appears that even the nuts we do eat are largely brought from abroad, though nearly all of them might be produced very easily in this country. It will not be long before all of the cocoanuts we consume are grown on our own land, inasmuch as many plantations of them have been set out in Florida within the last few years, and already there are 250,000 of the growing trees in that State, about 10 per cent. of them being in bearing now. Naturally, Porto Rico will furnish large quantities of cocoanuts for use in the United States, where the demand for the fruit is steadily increasing.

Dried and shredded cocoanut is a very important article of commerce, and a vast amount of it is already used in this country. The meat of the fresh fruit is both palatable and nutritious, while the milk, iced, is a most delicious drink. Grated, the meat enters into the composition of the famous East Indian condiment, curry, while from the oil is made a beautiful butter which is finding its way to the tables of the poor, as a substitute for oleomargarine. When small and green, the nuts are powdered for medicinal use, being mixed with the oil of the ripe nut for a healthy ointment. The milk contains about half as much fat as cow's milk.

Chestnuts are cultivated on a great scale in Europe, particularly in France, where the chief morning dish for a large part of the working classes is a preparation made by steaming the shelled nuts and cooking them with milk and salt, the mixture being sold hot on the streets. Also, these nuts are dried and ground to flour, which may be kept for quite a while, and which, when mixed with water and baked in thin sheets, affords a sweet and nutritious cake. An excellent soup is made from chestnuts, which are likewise utilized as a stuffing for birds, and sometimes boiled and dipped in syrup for a conserve. There is a German dish of chestnuts baked with raisins, and by the well-to-do they are utilized for various side dishes esteemed as luxuries. In Italy they are substituted for cornmeal in a kind of porridge called "polenta," of which the poorer classes are extremely fond, and among the Apennines flat cakes of the flour, are cooked between hot stones.

Experiments made by the Government experts point to the conclusion that nuts, generally speaking, are not indigestible, despite the popular impression to the contrary. They are apt to be munched at odd hours and on top of hearty meals, when the digestive organs have already been sufficiently taxed, and in this way they have acquired an undeserved reputation for unwholesomeness. Most nuts contain very little water, much fat, and only a small percentage of starch, but to this rule the chestnut is a notable exception, being nearly one-half water and about 43 per cent. starch, with less than seven per cent. of fat.

Enormous quantities of pecan nuts are now used in this country, though chiefly by confectioners. This is a species of hickory nut, native to this continent, and not found anywhere else in the world. The finest pecans came from Louisiana, though the bulk of the crop is produced in Texas. They are shipped to New York by the carload, and are there "shucked" by ingenious machines which separate the kernels from the shells in the neatest way imaginable, preserving the former entire. The "meats" sell for from 30 to 50c. per lb., and one firm disposes of no less than 100,000 lb. of them per annum. Pecan oil makes a very good table oil, and as a lubricant it is used by clockmakers and gunsmiths. It is a fine illuminant, the kernel being so rich in oil that it will burn for a few moments brightly when lighted with a match. Thousands of acres of pecan trees are already under cultivation in the Gulf States, and it is said that an orchard will yield a fortune and a big income for anybody who has patience to wait 10 years until the trees come into full bearing. One full-grown tree will yield two barrels of nuts each

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH

IN **CAKES** WELL KNOWN AND RELIABLE.

DURABLE **PROOF**
3000 TONS SOLD YEARLY

SUN PASTE
STOVE POLISH.

DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

IN **TINS** GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

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

season, which will fetch \$15 a barrel at wholesale.

Almonds, while recognized only as a luxury for dessert, find a great market in this country. As already stated, we imported nearly 10,000,000 lb. of them in 1899, and in the same year California produced more than 1,000,000 lb. One man out in California has two square miles planted with almond trees. They don't do well east of the Rockies, and most of those we get from abroad come from France, Italy and Spain. The almond is mighty good food, containing as it does 21 per cent. of "protein," which is the stuff that goes to make blood and muscle, together with 55 per cent. of fat and 17 per cent. of starch. One might live for quite a while on these nuts and retain health and strength. Of course the fat and starch are fuels that keep the body machine going.

The experts say that, speaking roughly, one pound of nut kernels furnishes one-half as much muscle making stuff and about the same amount of fuel as one pound of wheat flour. One could live pretty comfortably for some time on English walnuts, which contain 66 per cent. of fat, 16 per cent. of starch, and 17 per cent. of "protein." They are raising these walnuts on a great scale out in California, last year's output of that State being 8,000,000 pounds. They ought not to be called English walnuts, because they are really derived from Persia, the original home of the peach and apricot. The ancient Romans knew them and called them "Jupiter's acorns," but they did not reach England until the middle of the 16th century. The nuts are dried in the sun or by artificial heat, great care being used in the process, so that they may keep well and not turn rancid. On Staten Island, English walnuts are grown for pickling and catsup, being picked green for those purposes. Chopped fine and mashed, the ripe kernels make delicious sandwiches. One hundred pounds of them yield 18 pounds of oil, and it is said that half the vegetable oil used in France is walnut oil—three times

the entire quantity of olive oil consumed in that country. A large variety with little meat is prized for its beautiful shells, which are utilized for glove boxes.

Hazelnuts, otherwise called filberts, are not much used in this country, but in England they are widely cultivated, the county of Kent alone producing 100,000 tons of them per annum. In parts of Europe filbert kernels are ground to flour, which is used for making bread, and a valuable oil, of which they contain 65 per cent., is expressed from them. Along the Black Sea shore of Asiatic Turkey the culture of hazelnuts is most important, the production in the neighborhood of Trebizond amounting to 40,000,000 lb. per annum.

Efforts are being made, through cultivation, to increase the size of various native American nuts, and notable success in this line has been obtained with the "shag-bark" and the chestnut. Ordinary black walnuts have a partition dividing them into two compartments, so that it is almost impossible to get the kernels out whole—a point which militates against the usefulness of the nut for market purposes. The freak nut is being tried in cultivation, and it may prove valuable some day.

There is no reason why the Brazil nut should not be extensively grown in the United States, where its cultivation has already been tried successfully. The demand for it is shown by the fact that we imported about \$250,000 worth of these nuts last year. Already the pistachio, which is utilized considerably by confectioners, is produced widely though not extensively in the Southern States and in California. The kernel is greenish, and has a peculiar flavor. It is a native of Syria, and has long been cultivated in Southern Europe, whence comes the bulk of the product brought to this country.

Butternuts have not the vogue they deserve. They are prolific, single trees often yielding 15 or 20 bushels. A good many of them are picked half ripe and pickled. Also to be recommended are the

"pine nuts" which are a wild crop on the Pacific slope, most of them having been harvested by Indians, who roast the cones until they open and release the kernels. Some varieties of these nuts are well adapted for use with dessert or by confectioners.

Peanuts cannot be omitted from a discussion of the food value of nuts, though in reality they are not nuts at all, but a kind of pea. The Government experts find that a quart of peanuts contains as much muscle-making stuff as a lb. of rump steak, though costing only one-third the price. The peanut is the cheapest of all foods relatively to the amount of nutriment it contains, having 49 per cent. of fat and 29 per cent. of protein. The oil, which is one-half the weight of the kernel, is sweet and palatable, and is widely used as a substitute for olive oil. Lower grades of the oil are employed in the manufacture of soap and for lubricating purposes. Ground and added to bread, peanuts make a delicious stuffing for ducks, and they are otherwise utilized in the composition of croquettes, meringue, salad, soup (made like dried pea soup), jumbles, griddle cakes, muffins and wafers. Peanut butter is already a well-known article, and a poor grade of the kernels is converted into "burnt almonds" and peanut candy.

A BIG FACTOR IN SUCCESS.

Fundamentals determine ultimates. It is a good while since a Man said: "Do unto others as ye would be done by." The truth of the wisdom of this apart from the justness of it has been demonstrated in every age since it was spoken, says Grocery. He succeeds quickest and succeeds most who aims to succeed in giving the best for the shilling or penny he received. The prevailing and the unenlightened instinct in trading is to give the least and get the most. In a sense this motive will ever be present, but the factor of lasting success, strange to say, is the very opposite course; viz., to give the greatest possible service for the money paid.

ARE YOU NOT

thankful you placed your orders early with us for Salmon, Raisins, etc. ?

YOU WONT

be sorry if you place your orders early with us for

HOLIDAY SUPPLIES.

Our stock is now complete.

Lucas, Steele & Bristol, Wholesale Grocers, Hamilton, Ontario

BENSDORP'S ROYAL DUTCH COCOA

Pure! Economical! Delicious! Comparison proves superiority! Try it!



Sold by grocers everywhere, and

Gives Universal Satisfaction.

ACCEPT NO SUBSTITUTE
THAT MAY BE OFFERED.

BENSDORP'S gives the largest profit to grocers.

ORDER A SAMPLE CASE.

JAMES TURNER & CO.

Wholesale Agents,

HAMILTON, ONT.



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR
BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



THOS. KINNEAR & CO.

49 Front Street East, TORONTO.

Our stock is now complete with

Ceylon, Indian and Japan Teas.

Style and Quality unsurpassed.

Write us for samples and prices.

WHOLESALE ONLY.

A NEW SUGAR CANE.

PROF. W. C. STUBBS, director of the United States Sugar Experiment Station in Louisiana, the only one in the United States, has according to an exchange, announced that after years of experiment he has developed a sugar cane that will yield 30 per cent. more sugar than any of the canes grown in Louisiana, Texas or other Southern States, and that will well high revolutionize the sugar industry.

The experiment station has been testing for the last 10 years various kinds of sugar cane, importing them from Java, the Philippines, Hawaii, Brazil and other cane sugar-producing countries, to find a variety adapted to Louisiana.

The present improved cane comes from Trinidad, and is one of several varieties imported from there six years ago, and with which Prof. Stubbs has experimented since.

He has finally secured a cane that is especially adapted for cultivation in the South, and that will at the same time increase the sugar output for the acreage. He said:

"We now have two varieties of cane derived from the original Trinidad cane, that will yield 38 tons to the acre and 16 per cent. of sugar to the juice, whereas the cane now produced yields from 30 to 35

tons to the acre and 12 per cent. sugar to the juice.

"The new cane in addition is deep-rooted and strong and much better than the ordinary Louisiana plant. The Louisiana experiment station has now a sufficient supply of the cane to send to sugar planters for planting purposes, and will begin sending it out in a few days. It will supply it to the sugar experiment stations in Cuba and Hawaii."

CASH VS. CREDIT TRADE.

One of the foremost retailers, says an exchange, of Greater New York recently remarked: "If I had to begin business over again I would start on the cash basis. That is the secret of the phenomenal success of James Butler. He is a saver of intermediate profits and avoids large expense by avoiding a credit business, which no one, no matter how careful, can carry on without loss."

"That may be true," said the listener, "but to do a cash trade would mean that you could not do a business in high-grade goods nor reach the class of customers you do."

"That is right. But, after all, selling goods to the masses for cash, and not to the classes on credit, is the surest and easiest way to success."

INQUIRIES FOR CANADIAN GOODS.

Mr. Harrison Watson, curator of the Canadian Section of the Imperial Institute, London, England, is in receipt of the following inquiries:

1. An inquiry has been received for the names of Canadian shippers of chromic iron ore.
2. An Irish firm asks for names of Canadian producers of evaporated apples. They have an opening for same.
3. A manufacturer purchasing large supplies of small turned wood handles would like to hear from Canadian makers prepared to quote on specification.
4. A manufacturing firm using large quantities of dimension hardwood flooring timber invites correspondence from Canadian manufacturers.
5. A Belfast firm write that they possess a good outlet for tallow and would be prepared to take up the matter with Canadian shippers seeking a market.
6. A Hampshire correspondent claiming a good connection would like to arrange to sell butter on commission for a Canadian shipper.

McCully & Dempsey have started operations in the creamery at Falstaff, Ont.

Carr & Co., Limited, biscuit manufacturers, etc., Carlisle, Eng., have been awarded the Star of Honor and the Gold Medal at the Exhibition of Articles of Diet, Hygiene and Sanitation, held at Vienna during September and October last.



On the Fingers Of One Hand

you can count the grocers who handle any potted cheese other than MacLaren's Imperial.

Why?

Because "Imperial" is practically the only potted cheese on the market. Any others are merely inferior imitations of our jars and labels.

MALAGA FRUITS

FULL RANGE.

PRICES RIGHT.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

JOHN R. McINTOSH'S WILL.

JOHN R. McINTOSH, of P. McIntosh & Son, flour and feed manufacturers, dealers, etc., Toronto, left an estate of \$140,477.04, of which \$21,876 is in real estate, comprising the family dwelling at 50 Metcalfe street, valued at \$8,500; seven brick houses and land in Arthur street, valued at \$12,376; and other property scattered throughout the city, valued at \$1,000. The remainder is made up of household goods and furniture, \$1,500; moneys secured by mortgage, \$901; bank and other stock, \$1,145; interest in the firm of P. McIntosh and Son, made up of machinery, \$25,206.07; stock-in-trade, \$31,794.40; promissory notes and bills receivable, \$1,513.39; book debts, \$44,057.72; horses and wagons, \$3,817; cash on hand, \$860.72; and cash in bank, \$7,805.74.

By this will the house and lot on Metcalfe street, household goods, and carriages and horses are left to Mrs. McIntosh. To his brother, Adam K. McIntosh, he leaves \$700. The remainder of the estate is bequeathed to the trustees in trust. The income from the estate is to be paid to the widow during life, and after her death divided among his five children on their attaining the age of 25. The trustees will

have power with regard to renting and selling real estate and investing the proceeds. If the eldest son, Reginald K. McIntosh, wishes to carry on the business, the trustees may sell it to him, and he shall pay \$5,000 to each of the remaining children and \$10,000 to his mother. If he does not wish to carry on the business it may be sold and \$5,000 paid to each child when 25 years of age, the balance to the widow, and all over \$35,000 to the eldest son. The executors of the estate are John Russell, Mrs. Janet D. McIntosh, Toronto, and Thos. Sears, of Welland, Ont.

QUALITY IN PICKLES, ETC.

Shuttleworth & Harris, manufacturers of "S. & H." brand of pickles, Brantford, Ont., are seeking to build up a sound reputation as makers of pickles and relishes of uniform high quality. They grow all their own stock on Bow Park Farm, and, as their factory is new and thoroughly modern, their output is naturally clean and wholesome. They intend to make but one quality—the best possible—and at one price. By close adherence to their policy this firm can hardly fail to win success in their business, for it is especially in condiments, such as pickles, etc., that the best buyers look for a high quality.

A CREDITABLE TRADE PAPER.

One of the daintiest trade papers that has been received—for some time is the October number of *Grocery*, London, Eng. This magazine always publishes creditable issues, but the October number, which is specially devoted to a description of the Grocers' Exhibition, held in London last month, was an exceptionally fine production, both in respect to the quality of its designing and printing and to the excellence of its editorial and reportorial work. THE CANADIAN GROCER extends congratulations.

DEPARTMENTAL STORE FAILURE.

A meeting of the creditors of Frank Dowler's department store, of Guelph, met at the office of Cassels, Cassels & Brock on Saturday, and agreed to sell to Mrs. Dowler the assets at sufficient to pay the creditors 50c. on the dollar, at three, six and nine months, secured. The assets consist of stock in trade, \$37,018.37; cash in bank, \$900; book accounts, \$385; shop furniture, \$1,800; right to contribution in opera house note, \$5,475; real estate, \$11,115, and interest in the Guelph Opera House property to the amount of \$5,999.99. The liabilities amount to \$45,018. There are about 90 creditors.



SATISFACTION

and

UPTON'S MARMALADE

GO HAND-IN-HAND.

Your customers will not get satisfaction unless you give them **UPTON'S**, and if you sell them **UPTON'S** they will be as well pleased with the goods as you will be with your profits.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, - TORONTO
SELLING AGENTS.

THE ART OF WINDOW DRESSING.

HINTS BY AN EXPERT.

NOW that the holiday season is almost around once more, it behooves the grocery trimmer to be thinking out his displays and the interior trims. Don't leave everything until the "eleventh hour," but put all your spare moments into thinking and working out holiday windows. Get in your order now for rope evergreens, wreaths, holly and mistletoe, paper flowers, paper shavings, colored excelsiors, tinsels, etc., so as you will have no trouble getting these necessary trimmings when the rush of Christmas is on. The windows and the interior for the holiday season should be made so attractive that the passers-by are involuntarily detained to inspect them. Artistic devices and attractions should be resorted to, for is it not the time when people crowd the thoroughfares, and eager men, women and children, all bent upon one common object — to see whatever is to be seen that is interesting, and to procure whatever their means will permit for their loved ones? The displays should be made as tempting looking as possible. The interiors must also be made inviting and attracting. The following suggestions may be of some help to grocers who are desirous of getting up pretty trims:

HOW WINTER SCENES ARE MADE UP.

To make mountain effects, build up small boxes from floor to background in any irregular manner. Then cover over with white cloth. Over this, lay white cotton batting (the sheets should be split apart). Then throw on flour and sprinkle with frosting, and you will have a good imitation of a mountain of snow.

A FROZEN POND

is best imitated by laying a mirror on the floor of the window, and cover over lightly with frosting. If a mirror cannot be had, a large sheet of tin will answer.

ICICLES

are imitated by cutting them to shape from wood. A quantity of alum is placed in a receptacle containing water which should be heated until warm, and when the alum is dissolved place the sticks in this solution and allow them to remain in this for a day. The sticks coated with the alum will have an ice effect. To give trees the appearance of being covered with ice and snow, is best represented by making a paste of flour and water, and, with a brush, daub on here and there for snow effect. Bits of cotton may also be added.

BRICKS

may be imitated by using red or terra cotta cloth, and the lines drawn out in white chalk. Dashing flour against the bricks will produce snow effect.

If you are using a winter scene and desire a

MOON OR SUN EFFECT,

cut a circular hole in the cloth where the sky is, over this paste white or orange tissue paper on the back. Behind this place a light. It is best to saturate the tissue with kerosene oil before placing it in position.

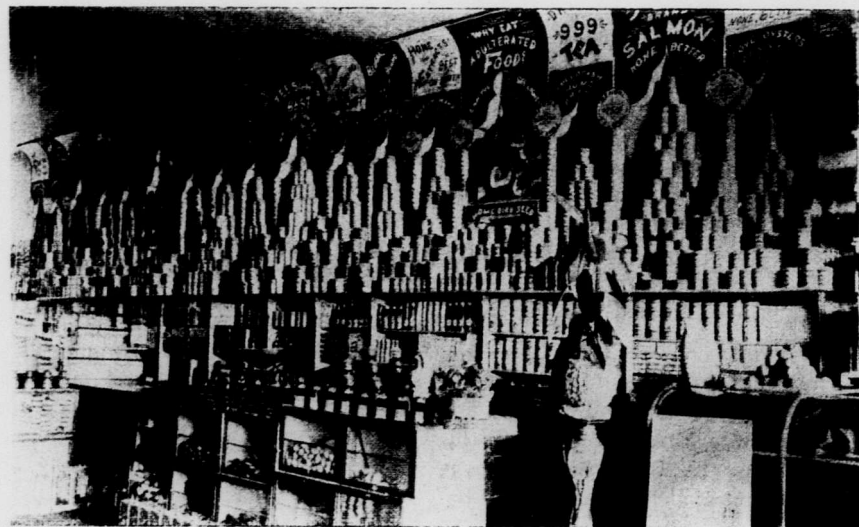
MATERIALS FOR WINDOW BOTTOMS.

Excelsior dyed in pretty shades makes good bottoms for displaying Christmas goods on. This is dyed in the same way as you would color cotton or wool goods. The

roll. If cut with a sharp knife into inch strips they can be twisted and festooned in the window displays and in the store and give the displays brightness and a Christmas aspect.

ARCHES, CIRCLES AND OTHER DESIGNS

can be erected and covered with greens and holly. Baskets filled with fruit or confectionery can be suspended from centre of these by ribbons. Beautiful windows can be made with confectionery, nuts, preserved and candied fruits, etc. A pretty confectionery trim can be made as follows: Take the crinkled tissue paper as described above, narrow strips in the following colors, white, purple, canary, lilac, and Nile green, put all the ends together and pin or tie them, put a hook in centre of the ceiling and tie papers to it, then bring the other ends in a loose festoon to all four sides of the window (about six feet high) and tack them about a foot apart, bringing the colors that blend next to each other in the centre at top, fasten a tissue paper ball in same, of the



An Attractive Store Interior.

best plan is to send as much of the excelsior as you think you will require to a dyeing house, where it will be done properly and will save you a lot of time and trouble.

PAPER FLOWERS

always look pretty at Christmas time. There are lots of good paper flower makers who would make you up a lot cheap if you got your order in now while they are not so busy. Palm and fern leaves can also be had very reasonably and always make a grocery window or interior look pretty. These can be purchased in New York or Chicago for about \$5 per 100. Tissue paper shavings in different colors are also pretty for decoration at Christmas season, especially is this so in displays of confectionery. Crepe papers in pretty contrasting colors can be bought for about 10c. per

colors mentioned. This will make a pretty top. Now for the back. If you have a grille work or mirrors you don't need anything else, but, if it requires a covered background, one of the prettiest you could have would be to have strips of the crinkled paper the full width (18 inches they usually come in) tacked on top and bottom for about six feet high, or whatever height the back wall is. Take two colors of this paper, a pretty shade of purple and a lilac about six shades lighter. After tightening, put clean white wrapping paper on the back and proceed to put your crepe paper on in a straight strip down the back, using first the purple and then the lilac. Put these on about 18 inches apart, the white showing through between them. Then gather the crinkled papers in at the centre and tie a

Prunes—California "Sonoma" finest quality.

40/50, 50/60, 60/70, 70/80, 80/90, 90/100—boxes, 25 and 50-lb.

First arrivals.

Write for prices.

RAISINS—California, Seeded in packages—

"Porters Best," "Parrot" and "Quail" brands.

"Muscatels, Four and Three Crown, boxes, 50-lb.

ELEME LAYER FIGS—We have a large stock of Table Figs at low figures, boxes, 5-lb to 50-lb.

CATSUP—Aylmer Tomato Catsup, in clear glass quart bottles. See our travellers.

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

WHOLESALE IMPORTING
AND MANUFACTURING GROCERS,

 **TORONTO.**

bow made of the same paper on centre of each. Tie a purple bow on the lilac and a lilac on the purple. Now you have

A VERY PRETTY, EFFECTIVE

background and top. Now cover in your floor with pure white paper shavings or something in pure white, cheesecloth over white cotton or paper, will do. Take a lot of fancy baskets or candy boxes and work the two shades of crinkled paper into them, allowing about three inches to lay out over the edges of them, arrange choice confectionery in each and arrange them in rows on the bottom, giving them all plenty of space between each other (say a foot), put a box or basket with the lilac paper in it, between each of the ones with the purple. If you have a couple of potted plants, a large mirror or two that you could set at an angle from the street, so as to reflect the stock double, you have a very striking display and one that will not fail to stop everyone, and a display that has not cost you but a trifle and one that will return you the money and time spent on it, with big interest.

THE ROPE EVERGREEN

is very pretty and can be festooned in the windows and the interior. Colored electric lights can be arranged on this as the wire does not show and they are very pretty

when arranged in this way. Tinsel looks pretty wound around the green festooning.

CHINESE LANTERNS

hung here and there on the greens are pretty, especially if an electric light is dropped into each one of them. Jap parasols can be arranged wherever the festooning is caught up. These fancy balls on strings as seen on Christmas tree decorations are also very pretty hung from the rope evergreens, also little fancy banners with some appropriate wording on them.

Lattices made of colored tape, paper, or ribbon are strikingly effective. Frameworks are made of light strips and then latticed in.

CRANBERRIES STRUNG ON STRINGS

like beads make good festooning; also crabapples. Altogether there are countless numbers of pretty ways of trimming for Christmas and with some of the above suggestions the trimmer can work out hundreds of pretty schemes.

The illustration conveys ideas of a pretty, neat interior from which other ideas can be gleaned. THE GROCER will furnish inquirers for any kind of supplies, with the addresses of firms who will be able to secure almost anything for them if they have not got them in stock.

Address all correspondence care of editor Window Dressing Department.

A UNIQUE LUNCHEON.

It is a question whether the wholesale grocers of Toronto ever partook of a more unique luncheon than was served to about 30 of them at noon Thursday by Mr. J. Hewitt, Canadian representative of The Shredded Wheat Co., Worcester, Mass. Mr. Hewitt has just opened his Canadian headquarters at 61 Front street west, and took this means of acquainting his wholesale friends with the fact. The following menu was served:

- Shredded Wheat with Cream.
- Shredded Wheat Chicken Sandwiches.
- Shredded Wheat Chocolate Pudding.
- Shredded Wheat Jellied Apple Sandwich.
- Shredded Wheat Charlotte Russe.
- Wheat-Shred Drink.

Needless to say the luncheon was an unqualified success. Most of those who partook of the delicacies offered them were experts on food matters, and many of them expressed astonishment at the variety of purposes to which shredded wheat can be put as well as to its remarkably nutritious qualities in all the different ways used.

Martin & Robertson, Vancouver, have been appointed agents for Millar's "Paragon" cheese. The Montreal agency, formerly held by F. Magor & Co., is now held by W. H. Dunn.

**Beware
of imitations
of the one sauce.**

**LEA &
PERRINS'**

J. M. DOUGLAS & CO.
Canadian Agents,
Montreal.

It is head and shoulders above all others.

Keep on the Right Side

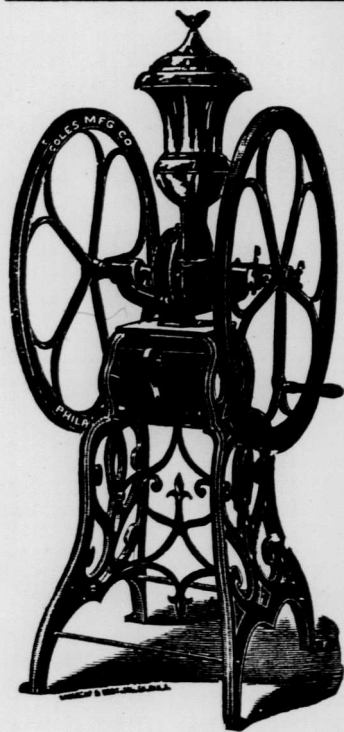
grocer who sells Windsor Salt (especially to a woman who has never used it before) surprises that woman with its purity, whiteness and freedom in the package—*it never cakes.*

And, too, Windsor Salt saves a woman time and patience, because it never varies from the one high standard that has made it famous—it is “the Salt of quality”—pure, white, crystalline.

The Windsor Salt Co., Limited,
Windsor, Ont.

Windsor Salt.

Leading Wholesalers Sell It.



The Canadian Grocers Know

a good mill when it is
presented to them.

They have taken up
the . . .

COLES COFFEE MILL

Because it saves them dollars
in money and pounds of energy
when they grind coffee. It
works easily, grinds evenly,
and is recommended earnestly.

Agents { **TODHUNTER, MITCHELL & CO., Toronto.**
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

Coles Manufacturing Co.
PHILADELPHIA, PENN'A.

Used in all the
“Happy Homes of England”

Hudson's Hudson's Hudson's Hudson's Soap

A Fine Powder—In Packets only
For Washing Up!
For Washing Clothes!
R. S. HUDSON, 30, Front Street East, TORONTO

THE CANADIAN GROCER

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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

WHERE CARE IS ADVISABLE.

THERE are many honest men in business. It is claimed in some quarters that the standard of commercial integrity is not as high as in past generations, but the claim does not obtain universal acceptance. Yet, it is an unquestioned fact that every business man has to be on his guard against dishonesty—in low places as well as high.

For this reason, as well as because of the fact that the best houses are liable to make mistakes, every merchant should exercise constant and close oversight over his invoices. He should see that he gets everything he is charged for.

The majority of merchants, as a rule, are careful to check over their invoices to see if they are correct, but yet instances are continually occurring which evidence a laxity in this regard that should not exist.

Last year, some members of the Toronto Retail Grocers' Association made inquiry as to the number of ciscoes in a "100-basket." It was found that in many cases, instead of their being 100 fish as under-

stood, there were sometimes not more than 80 or 85. This led to an agitation to have the exact number of fish in a basket marked. The result of this agitation was satisfactory, yet many dealers still find it advisable to count their ciscoes to be sure of getting the full number.

The experience of another Toronto grocer is proof that care is essential in taking in another line. This grocer had been buying bread from a certain baker for years and had got to trust the driver to the extent of paying him for his bread without counting the loaves. By accident it was discovered a few weeks ago that the driver was actually charging for three loaves for every two he delivered. Needless to say the grocer changed his baker. But there is no saying how much he had lost through this system of dishonesty. In discussing the matter with other grocers, as well as travelers and drivers, this grocer found that it has been for years a practice of many grocers to let drivers bring in their bread and to pay them without verifying their account. Evidently it's time for a change in this matter.

Another incident, somewhat laughable, but much to the point, taught a Spadina avenue grocer to make sure of his count before paying for anything.

This particular grocer is somewhat of a "jollier," and is ever trying to "bluff" his friends. One day a load of flour in sacks had been carried into his store by a driver. He was busy most of the time and didn't bother counting the sacks. But, when the driver presented his bill, he said with the apparent sternness which is a characteristic of his bluffing: "When you bring in that other sack I'll pay you." The driver colored, muttered an inaudible excuse, and brought in another bag—to the great astonishment of the grocer who had no knowledge of a shortage. Since that date, this grocer has taken pains not to put temptation in the way of drivers by paying for goods without verifying the invoices.

It is a wise man who profits by the experiences of others. Be wise.

It is about time to consider by what means you can extend your Christmas trade. One point—make it your policy to persuade your customers to make their purchases early.

EXPOSING BOGUS BRANDS.

THE French Chamber de Commerce de Montreal intend taking up the matter of English firms placing bogus French goods of their own manufacture upon the Canadian market. Two weeks ago THE CANADIAN GROCER exposed the fraud on the part of some English houses sending an English pack of peas to Canada under French labels.

The Chamber de Commerce intend to republish THE GROCER'S article on canned peas in their journal, and also the results of further investigations that they will make. Their paper will be scattered throughout France and it is expected that the result will be that many French houses whose rights and patents are being usurped and disregarded will take steps to bring the wrongdoers to justice.

For the prevention of fraud and the preservation of honesty and British prestige, we should like to see checks placed upon those who are unscrupulous enough to resort to such means of doing business. The Chamber de Commerce are aiming to protect French manufacturers, but they are also deserving of the support of the Canadian consumer who wants reliable goods, and of the British manufacturer who wishes an untarnished reputation.

THE EXPORT TURKEY TRADE.

Preparations are being made for another big export trade in turkeys this season. The shipments last year were much commented on as the largest ever sent from this country to Great Britain, and as being prophetic of a great, permanent business in this line with that country. The indications are, too, that the prophecy will prove true, for the dealers who were most intimately connected with the trade last year are going into it more extensively this season.

Last year nearly all the birds which were bought live weight and slaughtered, dressed and packed by the shippers were handled in Toronto. This year the business will be conducted at two points, London and Toronto. It is the intention of several exporters to ship this season a considerable number of turkeys bought dressed.

It is likely that the first shipments will leave Canada on December 3, and the last intended for the British Christmas trade on December 12.

DISCRIMINATION AGAINST CANADIAN PORTS.

MONTREAL ought to be the great shipping port of North America, but, in spite of the improvements being made in its harbor, the number of vessels trading at its wharves is sadly diminishing. When the works now going on are completed the equipment will be up-to-date in every respect and we are promised the finest elevator system in the world. But the traffic does not increase. The number of ocean-going steamers that arrived in port from the opening of navigation to November 11 in 1899 was 771; this season it was 694.

It is now fully recognized by all concerned that one of the most potent reasons for our loss of trade has been the serious increase in the ocean marine insurance rates at Montreal, which went into effect in April of last year, and which discriminate to an enormous extent in favor of New York, Boston and Portland. A Montreal shipper has lately exported grain by way of the St. Lawrence worth about \$136,000. The insurance charges upon this were \$885, whereas, if the grain had been exported from New York the insurance would have been only \$313, or a difference in favor of New York of more than 182 per cent. During 1899 the insurance rates on grain from Montreal to Liverpool ranged from .37 on May 1 to 1.04 at the close of navigation, contrasted with a rate from New York of .21 until a late date, when it was increased to .23, while the winter rate from Portland, St. John, and Halifax for 1899-1900 was only .34. The insurance on cheese for October by port of Montreal was 65c. per \$100, and by New York only 22½c., a difference of 42½c. in favor of New York, or 189 per cent. In the case of cattle, the insurance rate from the port of Montreal is 2 per cent., while from the United States the rate is about three quarters of 1 per cent., a difference in favor of the United States of 165 per cent.

There can be no doubt that this high discriminating marine insurance is proving very detrimental to the interests of Montreal port, and is largely accountable for the falling off in the number and tonnage of our ocean shipping. The difference is so ex-

cessive that the Allan Line is insuring all the cattle it carries, and is also doing its own insuring on a considerable portion of its other cargoes.

The insurance companies resent the charge that they are discriminating against Canadian ports. They claim that the St. Lawrence route is naturally dangerous, that the Government has not provided sufficient safeguards and that losses have been heavy. There is no doubt that the route is dangerous, but it is continually being improved. A thorough inspection and sweeping of the ship channel has been carried out during the last few years, the buoying and lighting system has been improved and some of the inefficient pilots have been discarded. So the advance in rates seems hardly justifiable. During last season and this the accidents that have occurred between Quebec and Montreal have been of a trivial nature. The Ottoman suffered as severely as any boat.

Below Quebec the safeguards are insufficient, yet the Scotsman is the only loss sustained in the last two years. The Portland route has been the scene of more disasters and is more dangerous, yet the Montreal marine insurance is higher. The lighting below Quebec and in the Gulf should, however, be improved. The loss of the Scotsman proved that the Straits of Belle Isle are not provided with the required number of lighthouses.

But, because the Canadian Government has not seen fit to do all that the marine underwriters requested does not justify these czars of the seas in putting the loss of the Labrador, of the Dominion Line, wrecked off the coast of Scotland; of the Castilian, wrecked off the coast of Yarmouth, and of the Allan liner Californian, wrecked within sight of Portland last winter, all down to the blame of the Montreal route. It is said the insurance companies charged them up to Montreal, because they traded there, and now we are paying for the losses. This is rank injustice! A committee of the Montreal Board of Trade Council has been trying to get a table of statistics from the marine underwriters, but has failed. Why this concealment?

Evidently there is red-tapeism somewhere. Canada's trade is being forced to American channels, for it must be remembered that the freight charges on goods from Canadian points west of Toronto are about the same to New York and Montreal. Consequently, if the New York marine insurance is lower, the goods will go via that port.

This is a matter the Dominion Government ought to take in hand, and we heartily endorse the idea of the appointment of a Royal Commission, suggested by the Montreal Harbor Commissioners.

If a Canadian insurance company were organized, surely the difficulties of its inability to reinsure or to invest in securities could be overcome. Means ought to be found to secure the end, when it is of such national importance.

PORK AND LARD WEAK.

Contrary to our predictions of last week, lard and pork continue to exhibit an easy and declining tendency.

If it were not that supplies are very short, it is probable that values would be on a lower level. There is no doubt that stocks are very light. A car load of lard cannot be bought for immediate delivery in Canada to-day; we have heard that some have been contracted for and have been delivered in lots of 50 or 100 or 200 pails. This is so phenomenal that we naturally expected an advance to occur. The unexpected has happened and the market is weaker this week than last on account of European and American uneasiness.

The only circumstance that prevents values from declining at the present moment is scarcity of goods. In two or three weeks packers will begin to pack; then we may expect lower prices. It is not probable that the Canadian market will show any change before the close of navigation.

OUR EXPORTS EXPANDING.

Canada's trade returns for the quarter ending September 30, which are just published, show an increase in the total trade over the same quarter of last year of \$9,585,632. The exports for the quarter were \$8,500,000 in excess of the same three months of 1899.

WANTED—INSOLVENCY LEGISLATION.

NOW we have a new Parliament. THE CANADIAN GROCER does not praise it because it is Liberal nor condemn it because it is not Conservative. We shall pass our judgment when we have seen it act. One of the first things we should like to see it act upon is insolvency legislation, and the sooner it adopts such legislation the better for its own reputation for business capacity.

Here is what a well-known English firm says: "We have given up our agency in Canada, and, until your bankruptcy law gives better protection to traders, shall decline to do any direct trade with them. Our experience has been of a most disastrous nature, and we regret ever having attempted to establish a trade." Surely this is not desirable advertising we are getting.

The trouble with the present condition of affairs is that when an estate is being wound up the creditors cannot get what they should out of it, a fact which the debtor uses to drive the creditor against the wall and force him to accept an offer of 20 or even 10c. on the dollar rather than have the estate wound up, for, in the latter case, he will get nothing. So merchants find it profitable to fail and pay off their debts at so much on the dollar. The present law courts dishonesty, to the injury of our commercial reputation.

In Ontario, a man cannot be forced into bankruptcy. An estate cannot be wound up until the debtor consents to such a procedure. In Quebec, this compulsion is procurable under a Provincial statute which, if carried to the Privy Council, would be found to be ultra vires. The Dominion Parliament is the only body possessed of power to pass an insolvency Act; hitherto, in spite of numerous protests on the part of boards of trade and other interested bodies, it has failed to act. The Provincial bodies have done us the favor of exceeding their rights and helping us to what extent they could.

But what we want is a Dominion statute, to be secured by the passing of such a bill as that of Mr. Fortin, which was before the House in 1898. It is to be hoped that the associations interested will again move in the matter, and make a final effort to attain their object.

We want an Act that will remove the necessity of having an official assignee who gobbles up all the assets in fees, and prolongs the settlement until the expenses of winding up are outrageous. We want speedy, inexpensive settlements. The only way by which this can be secured is by placing the assets in the possession of the creditors. They own the property, and

why not let them direct its disposition? If they should be allowed this privilege, a thousand nuisances would be removed.

The abominable system of preferences should also be abolished. There has been many a case where preferential claims have eaten up nearly all the assets, and left little or nothing for the ordinary creditors.

The Parliament now elected has an opportunity to display its usefulness by giving us insolvency legislation to meet these desiderata. If it proves itself equal to the occasion, then it will have done much to remove the opprobrium that has for some years hung over our Federal assembly.

THE SUGAR MARKET.

LAST Thursday's decline of 15c. per 100 lb. on refined sugar came as no surprise to the grocery trade, for it was known that the price of refined sugar was above its legitimate level in comparison with the price of new raw beet. The trade was so fully prepared for a drop that they feel certain another is coming again at any moment. Because the value of sugar has been so high, they believe, now that new sugar is on the market, the market for the refined article will go to pieces. In this they seem to be mistaken, for the market is continuing on a stable basis, and any cause for demoralization is not apparent.

True, the position of raw sugar is entirely different from what it was two months ago, when it could be obtained with only the greatest difficulty, but the difference in amounts of raw sugar supplies of two months ago and to-day is no fit indication of the difference between the markets of refined two months ago and to day. Refined was high two months ago, because it was scarce, but it will not be very low now, because raw is plentiful. And, although further reductions in price may occur soon after the close of navigation, when the demand falls off, it does not appear that the reduction will be great.

The truth of the matter is, that although the crop of raw sugar this year is large, yet the experience of last year tells us that the world's consumption is increasing more rapidly than the production. It is expected that the production this year will amount to 700,000 tons more than it did last year. This might cause some to apprehend a low market. But it must be remembered that a deficiency of 350,000 tons must be made up to last year and that the increase of the world's consumption will easily account for the other 350,000 tons. So, on that reckoning, sugar will maintain a pretty high level of values all through the ensuing year.

This helps to steady the market at the

present moment, when Canadian refiners are loathe to lower prices, because they are still working on high-priced raws.

ROQUEFORT CHEESE ARRIVING.

A shipment of 160 cases of Societe Roquefort cheese is arriving for A. F. MacLaren Imperial Cheese Co., Limited. This is claimed to be the finest Roquefort produced in France and the largest shipment ever made to Canada.

It is a well-known fact that, in handling Roquefort cheese, unless it is prime, rich goods, the grocer is sure to have considerable waste and trouble and very unsatisfactory results. Second-quality Roquefort is dear at any price.

A. F. MacLaren Imperial Cheese Co., Limited, are sole agents for the above brand in Canada. They solicit correspondence re quotations.

AGENT FOR HEALTH FOODS.

J. F. Morrish, Yonge street, Toronto, has been appointed Canadian agent for "Granut" and other nut food made by The Health Food Co., Battle Creek, Mich., and Toronto agent for the same firm's "Granola," "Granose" and "Zwieback," which are made in the London, Ont., factory.

NEW FIRMS STARTING.

Fred Nelson is opening a general store in Lower Stewiacke, N.S.

L. J. Amirault is starting as general merchant in Pubnico, N.S.

Murray McLeod is commencing as general merchant in Sydney, N.S.

Roof & Armstrong are about to start a general store in Sydney, N.S.

A. Williston & Co. are opening business as fish dealers in Glace Bay, N.S.

John J. Campbell is starting as general merchant in International Pier, N.S.

CHANGED THEIR ADDRESS.

The G. Weeton Manufacturing Co., manufacturers of silver-plated ware and specialties, Toronto, have moved their Toronto office from 326½ Spadina avenue to the Confederation Life Building.

BIG SHIPMENT OF CANNED GOODS

The advertisement of The Brighton, Ont., Canning Co., on page 23 of this issue, is well worth reading. It draws attention to the remarkable shipment of canned goods sent the other day from their factory to Wilson Bros., Victoria and Vancouver. The letter "To the retail trade" is especially worthy of attention.

IF A MAN AIMS TO INCREASE HIS TEA BUSINESS

"SALADA" CEYLON TEA
BLACK OR GREEN

IS HIS BEST FRIEND

NOT A DOUBT, "OR A SHADOW OF A DOUBT," ABOUT THIS.

Our service and experience can prove of value to every man interested in Tea.

Sealed Lead Packets Only.
Never sold in bulk form.

Toronto. Montreal. Boston. Buffalo. Philadelphia. Detroit. Toledo. Cleveland. Pittsburgh.
Newfoundland.

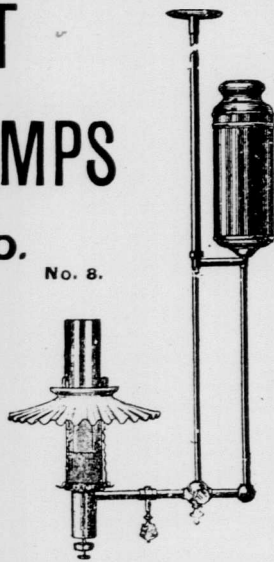
THE LIGHT
— OF —
EIGHT OIL LAMPS

— FOR THE —
COST OF TWO.

100 CANDLE POWER

FOR
50 cents a month with
gasoline at 40 cents a
gallon.

Satisfaction guaranteed or money
refunded.



No. 8.

THE AUER GASOLINE LAMP

CHEAPER } THAN { ANY
BRIGHTER } OTHER LIGHT

Write for Catalogue

AUER LIGHT CO.

1682 Notre Dame, - - - MONTREAL
E. SIMPSON & CO., MOOSE JAW, Agents for the Territories.



GILLETT'S
PURE POWDERED
LYE

BEST,
PUREST,
STRONGEST.

LONDON, ENG. **E.W. GILLETT.** CHICAGO, ILL.
TORONTO, ONT.

B "BEE" **B**
STARCH

THE SEASON'S SUCCESS.

LIVE GROCERS ARE MAKING MONEY SELLING IT.

BEE STARCH CO., MFRS., - 10 Lemoine St., Montreal.

MARKETS AND MARKET NOTES

GROCERY QUOTATIONS BY WIRE.

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

ONTARIO MARKETS.

Toronto, November 15, 1900.

GROCERIES.

BUSINESS is good. Generally speaking, there has been an improvement over last week, and the volume of trade being done now, as compared with this time last year, is excellent. The most important features noted since we went to press last week is a decline of 15c. all around in sugar, and the arrival of Mediterranean fruits ex ss. Bellona. Included in this shipment were currants, Valencia raisins, table raisins, figs and almonds. The general range of prices since the decline in sugar is steady, the only lines showing a weak feeling being Indian and Ceylon teas. While, however, these goods are easy at the moment, it is held by many that the very conditions which have demoralized the market are bound to curtail production to such an extent that it will be quite safe to hold goods at the present basis.

CANNED GOODS.

There is practically no change in prices. Deliveries of canned vegetables have been made, and, as the consumption has not yet been active, few repeat orders are being received. The best known brands of tomatoes are steady at 85 to 87½c.; corn at 77½ to 80c., and peas at 80c. Deliveries of salmon are still being made. Prices keep firm at \$4.50 to \$4.75 for cohoes. There is a good demand for sardines, especially those with key attached. Reports from the European markets show an upward tendency there. Shipments from Portugal and France to London are very much reduced owing to short supplies. There continues to be a good demand for kippered herrings, haddies, mackerel, etc.

COFFEES.

There is a slight improvement in the green coffee market and prices now show a firm tendency. The demand for roasted coffees is increasing. In fact the orders being received seem to be considerably larger than this time last season.

SUGARS.

On Thursday last week, a decline of 15c. per 100 lb. was made in all sugars. This was in sympathy with the similar reduction in the United States market, which we reported last week. Prices are now steady, for, though future shipments of raw sugars are sailing under spot prices, it is not expected that their arrival will affect the market adversely. There is very little doing in a local jobbing way.

SYRUPS AND MOLASSES.

There is a good movement in both corn and sugar syrups, and prices are well maintained. New Orleans molasses, especially the better medium grades, are moving well.

JAMS AND JELLIES.

Ontario buyers are not ordering very actively either jams or jellies, but both are selling excellently in Manitoba and the

See pages 27 and 28 for
Toronto, Montreal, and St.
John prices current.

Northwest Territories, where the recent decline seems to have given an impetus to buying.

TEAS.

The Japan and China tea markets are in a healthy condition, but the contrary seems to be the case with Indian and Ceylon teas. With regard to Ceylon teas, Lampard, Clark & Co., Calcutta, write as follows: "The low price which has prevailed during the past season on Ceylon and Indian teas has been disastrous to many plants and several large companies have been wound up. The opinion is here expressed that this condition of affairs cannot last long in any trade, and buyers are advised to carry full stocks at the present basis." This seems to be a good epitome of the situation. Teas are too cheap, yet there is no immediate sign of improvement.

NUTS.

Filberts and almonds of the new season's crop are to hand, with prices higher throughout. Grenoble walnuts are in New York, and it is expected that deliveries will be made before the end of the month. Buyers are favoring walnuts this season as they are

lower in price than either filberts or almonds, whereas they are generally 2 to 3c. higher. Advances of 2 to 3c. are noted in shelled almonds, and ½ to 1c. in unshelled almonds and filberts.

FOREIGN DRIED FRUITS.

CURRANTS—The latest advices from the primary markets are that stocks of good, merchandisable currants are almost exhausted, as the total stock of all grades at present in Greece is only about one-tenth of that held last year. Consequently, primary markets are firm. The trade here is largely of a hand-to-mouth character, owing to the high prices. We still quote Filiatras all the way from 12½ to 13½c., according to quality; Patras at 15c., and Vostizzas, 16 to 18c.

VALENCIA RAISINS—The feeling keeps steady. The ss. Bellona only brought 49 000 boxes, as compared with 90,000 boxes generally brought over, owing to the failure of shippers to fill contracts made before the advance in prices.

FIGS—The primary market is reported stiff at the advance noted last week, and prices are firmly maintained here. The shipments on the Bellona were large, but not more than usual. Tapnets are 3½ to 4c.

PRUNES—The demand is excellent, though it has been curtailed somewhat by the great apple crop in this country this season.

GREEN FRUITS

The principal fruit on the market, as far as the demand is concerned, is the orange. But supplies have not been as large as the demand warranted. Moreover, the latest arrivals of Jamaican oranges have been rather wasty. Jobbers are glad, therefore, to report that Mexicans will be on the market in a few days. These will sell at about \$3.50 per box. The demand for lemons is moderate with prices slightly easier than last week. A few Californian lemons are offering at \$3 for 420's, and \$3.75 to \$5 for 300's. The demand for bananas is now principally from city dealers. There is an excellent movement of apples, especially the Snow variety, the range reported now being 50c. above that of last week. Malaga grapes have arrived this week in excellent condition at \$6.50 to \$7 per keg. There is a good movement of Spanish onions at \$1 per case. Cranberries are in but moderate demand, yet prices are firm and some dealers are looking for higher figures.

COUNTRY PRODUCE.

EGGS—There is an excellent demand for guaranteed fresh eggs, and a good trade in held and pickled. The price of fresh eggs is 2c. higher than last report. We quote: Guaranteed fresh eggs are worth 20c.; held, 16 to 17c.; and pickled, 15 to 16c.

BEANS—The market shows a strengthening tendency, prices being fully 10c. higher than last week for large lots. In the local jobbing way, we quote \$1.40 to \$1.45 for prime, and \$1.25 to \$1.35 for mixed.

HONEY—There is not much doing, the high prices checking the consumption. As stocks are light, however, quotations are well maintained. Extracted clover is worth 9½ to 11c., and clover comb, \$2.25 to \$2.50.

DRIED APPLES—There is practically nothing doing in a local jobbing way, but prices are unchanged at 3 to 3½c. for dried, and 5 to 6c. for evaporated.

POTATOES—The demand has improved and prices are up 2c. per bag in carlots. The arrivals are moderate. We quote 30c. per bag f.o.b., track, Toronto.

POULTRY AND GAME.

POULTRY—The stiff wintry weather has improved this market in every way. As the demand has increased and stock is arriving in better condition there is an advance of 5c. per pair for chickens and ducks and ½ to 1c. per lb. for turkeys and geese. We quote: Chickens, 25 to 45c. per pair; ducks, 40 to 60c. per pair; geese, 6 to 7c. per lb.; turkeys, young, 8 to 9c.; old, 8 to 10c. per lb.

GAME—The demand for venison in carcasses is excellent, but, owing to the license regulations, which make it compulsory to have the tag for the animal killed attached to all venison offered, the sales of saddles are not so brisk. There is a good demand for wild ducks. We quote: Venison carcasses, 8 to 9c.; saddles, 12 to 15c.; teal and widgeons, 15c.; blue bills, 35c.; red heads, 50c.; black, 75c., and canvas backs, \$1.10 per pair.

BUTTER AND CHEESE.

BUTTER—A general firmness is manifested, especially in dairy. The opinion is generally held by jobbers here that prices will be well maintained and that higher prices may be expected for good qualities. Dry large rolls and creamery boxes are 1c. higher. We quote as follows: Dairy prints, 19 to 20c.; rolls, 18c.; tubs, 18 to 19c.; creamery prints, 23 to 24c.; boxes, 21 to 22c.

CHEESE—The market is still weak, the decline of last week not being sufficient to put the market on a steady basis. Some

cheese is now selling as low as 11c. and it is expected before long that this price will be general.

PROVISIONS.

Owing to the high prices of hogs the largest packers in Toronto closed their works this week. It is possible that this action will so affect supplies that the market, which has been declining for some weeks, will show an upward turn. For the moment, however, declines of ½c. are shown in smoked rolls and backs. Rolls are quoted 10 to 10½c., and backs, 12 to 12½c.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—The wheat market is still unsteady, another decline of ½c. being shown. We quote Ontario wheat 66c. at outside points. There is moderate delivery of barley and goose wheat, but other grains are coming in in very small quantities. Prices are steady as follows: Wheat, white and red, 68 to 69c.; goose, 66c.; peas, 60 to 65c.; oats, 29 to 30c.; barley, 40 to 46c.; rye, 52c.

FLOUR—There has been a decline of 10 per cent. in all Ontario grades. We quote as follows: Manitoba patents, \$4.75; Manitoba strong bakers', \$4.50; Ontario patents, \$3.85 to \$3.95; straight roller, \$3.60 to \$3.85, Toronto freights.

BREAKFAST FOODS—Cornmeal is 25c. cheaper, otherwise there is no change. We quote as follows: Standard oatmeal and rolled oats, \$3.30 in bags, and \$3.40 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$3; split peas, \$4; pot barley, \$4.00.

HIDES, SKINS AND WOOL.

HIDES—Prices are well maintained at the advance of last week. Deliveries are fair. We now quote as follows: Cowhides, No. 1, 8 to 8¼c.; No. 2, 7 to 7¼c.; No. 3, 6c. Steer hides are worth ½c. more. Cured hides are quoted at 8¼ to 9c.

SKINS—There is an advance of 5 to 10c. in sheepskins. Otherwise there is no change. We quote as follows: No. 1 veal, 8-lb. and up, 8c. per lb.; No. 2, 7c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at 60 to 75c.

WOOL—There is no change. We quote: Combing fleece, 15 to 16c., and unwashed, 9½ to 10c.

SEEDS.

As stocks are well marketed any prices now given are largely nominal. The outside markets, however, keep firm and prices here are steady at \$6 for the best values of alsike, and \$5.50 to \$6 for ordinary to the finest clover.

MARKET NOTES.

Sugar is 15c. per 100 lb. lower.

Table raisins are to hand. Prices are 25 to 50c. higher.

Dairy large rolls and creamery tubs are 1c. per lb. higher.

Unshelled almonds and filberts are ½ to 1c. higher. Shelled almonds have gone up 2 to 3c.

QUEBEC MARKETS.

MONTREAL, November 15, 1900.

GROCERIES.

THE wholesale houses have been particularly busy this week receiving cargoes, making shipments and finishing up the fall business before the close of navigation and the advent of winter freight rates. The ss. Bellona has come to port with a large cargo of foreign dried fruits, nuts, and wines and liquors, all of which are rapidly going into retailers' hands. The expected drop in sugar occurred last Thursday, and large quantities are now being shipped, particularly to water points. Many dealers are waiting for another decline. However, it is safe to affirm that the market will be steady till after the close of navigation; then, there may be another drop. One of the features of the week is an easy feeling in Valencia raisins, prices being about ½ to ¾c. lower than they were three weeks ago, and about ¼c. below last week's quotations. Transactions have occurred for large lots at 7¾c. for fine off-stalk, and we are told that there are holders who will accept 7½c. This is strange, in view of the fact that the Bellona's cargo was 40,000 cases short. The easy market in England seems to be frightening the dealers here, who, having bought generally at 22s., or at 6c. per lb., are willing to make concessions. It is our opinion that they are good stock at 8c. Canned goods are unchanged in value with a brisk demand noticeable. Spices are selling freely, and teas are also in good demand. Nuts are being inquired for, while all lines of Christmas goods are moving rapidly. The ss. Ovidia brought a large quantity of French goods to port this week.

SUGAR.

Refined sugar declined 15c. per 100 lb. last Thursday afternoon and we now quote granulated at \$4.85 per 100 lb. and yellows at \$4.05 to \$4.75. This change was made in sympathy with a New York decline. A further drop is not anticipated till after the close of navigation and the refiners are able to procure new raw beet. At present they are working old crop raw beet which was bought at high values. Wholesalers are buying only from hand to mouth, while some retailers are laying in supplies that will serve their purposes for some time. On

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the whole large quantities are moving and the market is steady.

SYRUPS.

Fall shipments are being made at unchanged figures. The demand for syrups has been good during the last few weeks and a noticeable feature is the fact that the better qualities are in improved inquiry as compared with last year. Corn syrup is the grade generally called for. It is worth 2 7/8 to 3 1/8 c., according to quantity.

MOLASSES.

Fair amounts of molasses are being handled, but trade is not at all brisk. The feeling is steady. In single puncheons Barbadoes is worth 41c. a gallon, and in large quantities it sells at 40c. a gallon.

CANNED GOODS.

The jobbing trade in salmon is quiet, Fraser river sockeye being firm at \$6.50 to \$6.75 per case, and Rivers Inlet being worth \$5.50 to \$5.75. To retailers the price is unchanged at \$1.75 to \$1.85 per doz. for flats; \$1.60 to \$1.65 for tallies, and \$1.40 for spring salmon. Mackerel is worth \$1 to \$1.10. In vegetables, the situation is unchanged. We hear that there are only two or three canners who have any stock of tomatoes and corn still on hand. This would indicate that the market will remain steady for well-packed goods. Tomatoes are selling at 85 to 90c.; corn is worth 80c.; peas, 77 1/2 c. to \$1.05, and beans 82 1/2 c. Fruits are not in demand. Dealers' prices are: Strawberries, \$1.70 to \$1.85; cherries, \$1.95 to \$2.15, and raspberries, \$1.45 to \$1.65 per dozen.

SPICES.

Good lots of spices are moving this week in preparation for the Christmas trade. Cloves are firm at primary points, while other lines are mostly weak. Quotations here are unchanged. We quote as follows: Nutmegs, 25 to 50c. per lb. as to size; mace, 45 to 50c. per lb. as to quality; pimento, 9c.; cloves, 12 to 14c.; pepper, black, 15c.; white, 23c.

RICE.

There has been no change in the rice market during the week. The demand is steady. We quote: B. standard, \$3 to \$3.10; C.C. standard, \$2.90 to \$3; Patnas, \$4.40 to \$4.75; Japans, imported, \$5.20 to \$5.50, and Carolina, \$9.50 to \$11.

FOREIGN DRIED FRUITS.

CURRENTS—The feeling in currants is steady at about 11c. for fine Filiatras in bbls. and 11 1/2 c. in cases and half-cases. These prices are lower than they have been earlier in the season, but it is probable that conditions will settle around these values. Considering the prices the demand is fair. Values range from 11 to 12 1/2 c.

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VALENCIA RAISINS—An uneasy feeling has crept into the market and we have heard of transactions made in large lots at $7\frac{1}{2}$ c.; there have even been rumors that $7\frac{1}{2}$ c. would be accepted. Why this easy feeling should predominate is not clear, for the Bellona's cargo was 40,000 cases short. It is our opinion that Valencia raisins at 8c. for fine off stalk are good stock. Valencias will be in good demand this year on account of the high price of currants. We quote: Fine off stock at 8 to $8\frac{1}{2}$ c., selected at $8\frac{1}{2}$ to 9c., and layers at 9 to $9\frac{1}{2}$ c.

MALAGA RAISINS—The ss. Bellona has brought large quantities of Malagas to port this week. "Connoisseur" clusters are selling at \$2.70 to \$2.75 in boxes, and $82\frac{1}{2}$ to 85c. in $\frac{1}{4}$ boxes. "Royal Buckingham" clusters are worth \$4.40 a box, and in $\frac{1}{4}$ boxes, \$1.25.

CANDIED PEELS—New peels are on hand this week, with dealers' prices as follows: Lemon, $10\frac{1}{2}$ c.; orange, 11c., and citron, 15c.

CALIFORNIAN RAISINS—Dealers are asking about $9\frac{1}{2}$ to 10c. for 3 crown Californian raisins and seemingly the amounts selling are not large.

SULTANA RAISINS—New Sultanas came to hand this week and are being disposed of at $12\frac{1}{2}$ to 13c. per lb.

PRUNES—Bosnia prunes are to hand this week. The general value is $5\frac{1}{2}$ to 6c. French prunes are worth 4 to $4\frac{1}{2}$ c. Californian prunes in 12 5-lb. tin cases, for 60 70's, are worth about 45c. a tin.

CALIFORNIAN EVAPORATED FRUITS—Fair quantities are selling. The general values are unchanged at: Apricots, $12\frac{1}{2}$ to 13c.; peaches, $10\frac{1}{4}$ to $10\frac{1}{2}$ c.; pears, $10\frac{3}{4}$ to $11\frac{1}{2}$ c., and nectarines, $10\frac{3}{4}$ to $11\frac{1}{4}$ c.

FIGS—The demand for figs has been very large this year. In tapnets they are worth \$1.10 to \$1.15 per tapnet.

NUTS

New nuts are in stock this week. Sicily filberts are selling at $11\frac{1}{2}$ to 12c. Some Jordan almonds came this week and are selling at 37c. Tarragona almonds, also new goods, are selling at 15 to $15\frac{1}{2}$ c. Grenoble walnuts of last year's crop that have been kept in cold storage and are in prime order are obtainable at 10c. per lb. in bales. New stock is worth $11\frac{1}{2}$ to 12c.

TEAS.

The demand for teas on country account has been fairly good this week, but the jobbing trade continues dull. Holders of stocks do not expect that there will be any great demand for teas before January. It is likely that the year will see a great cleaning up of all old teas, as dealers here seem to be determined to sell the last pound before

they reinvest. High-grade Japans are ruling firm at 17 to 20c., but low grades are being made the subjects of concessions. One new late-crop Japan tea that was offered two weeks ago at 15c. sold this week at $13\frac{1}{2}$ c. In China blacks the position is vice versa, the low grades being firm and the high grades 2 to 3c. lower than last year. Southern teas seem to be neglected, while Saryunes, which last year were valued at 10c., are not obtainable under 12c. this year. China greens are a little higher than last year, and are considered good stock. In Young Hysons there is nothing under 11c. c.i.f. obtainable in primary markets; here they are selling at $12\frac{1}{2}$ c. Pinheads are worth about 4c. per lb. more than they were last year, there being nothing obtainable under 1s. Indian teas are all weak; we heard of a low grade being offered at a decline of 1c. during the week.

GREEN FRUITS.

The cool weather has brightened trade considerably and made it more satisfactory. Oranges have improved in quality, but are still lower this week. Lemons are lower. Apples are firm and in good demand. Bananas are being freely disposed of. Otherwise the market shows no change. We quote: Oranges, bbls., \$5.50 to \$6; Verdilli lemons, 300's, \$4 to \$4.50; 360's, \$1.50 to \$2 per box; bananas, firsts, \$1.75 to \$2; eight hands, \$1 to \$1.25; apples, fall, \$1.50 to \$1.75 per bbl.; winter, \$2.25 to \$2.75 per bbl.; Canadian pears, 25 to 35c. per basket; cranberries, \$8 to \$9 per bbl.; Spanish onions, \$2.25 per large crate and 80c. per small crate; chestnuts, 9c. per lb.; sweet potatoes, \$2.50 to \$2.75 per bbl.; new figs, fancy, 16c.; choice, 10 to 12c. per lb. in 10 lb. boxes; Malaga grapes, \$5.50 to \$7 per keg; Californian pears, \$4 to \$4.50; Catawba grapes, 18 to 20c. per basket.

FISH AND GAME.

A large amount of pickled fish has been handled this week. Fresh fish continue scarce. Trout is out of the market. We quote: Fresh fish—British Columbian salmon, fresh, 15c. per lb.; haddock, 4c.; halibut, 12 to 15c.; dore or pickerel, 7 to $7\frac{1}{2}$ c.; whitefish, 8c.; pike, 6c. Salt fish—British Columbian salmon, No. 1, \$14 per bbl.; Labrador salmon, \$14 per bbl.; green cod, No. 1, \$4.75 to \$5 per 200 lb.; small, \$3.75 per 200 lb.; Loch Fyne herrings, \$1.10 per keg; Dutch herrings, 80c. per keg; No. 2 mackerel, \$10 per bbl.; $\frac{1}{2}$'s, \$5.50 to \$6. Smoked fish—Finnan haddies, 6 to 7c. per lb.; smoked herrings, 13 to 14c. per box. Prepared fish—Skinless cod, in 100 lb. cases, \$4 to \$4.25; dried cod, in 112 lb. bundles, \$4.75 per cwt.; boneless cod, in

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bricks, 5 to 5½c. per lb.; boneless fish, loose, in 25-lb. boxes, 3½ to 4c., and 5-lb. boxes, 5c. per lb.

The supplies of game are more liberal. Partridge, 70c. for firsts, per brace. Ducks—blue bills, 40c. per pair; red heads, \$1 per pair; black, 75c. per pair. Turkeys, 11c. per lb.; chickens, 10c.; fowl, 9c.; domestic duck, 12c.; pigeons, \$1.50 dozen; snipe, \$1.80 dozen; plovers, \$3.60 dozen; hares, 30c. each; wild geese, \$1.25; deer, 10c. Shell oysters—Choice malpecques, \$5 to \$6 per bbl., second grade, \$4 to \$4.50; Miramichi, \$3 50 per bbl. Bulk oysters, \$1.30 for Standard, and \$1.50 for selects.

COUNTRY PRODUCE.

EGGS—The shipments continue to show large volume both from the West and the city. Prices keep firm. The English market is improving and shipments are paying, although the profits are not large this year. Western stock as it comes here is worth 16½ to 17c.; seconds, 13 to 14c., and culls, 10½ to 12c.

MAPLE PRODUCT—The market remains quiet at 6½ to 7c. in wood. In tins it is worth 70 to 75c. in 14 lb. tins, and 50 to 60c. in 10 lb. tins. Sugar is selling at 9 to 10c.

BEANS—The market is quiet and steady at \$1 20 for primes and \$1.35 for hand-picked. Smaller lots are 5 to 10c. higher.

HONEY—New comb is steady but old stock shows a decline under a light demand. White clover in comb is worth 13 to 14½c., and white extracted, 8½ to 10c. Buckwheat honey in comb is 10 to 12½c., and extracted, 7 to 8c.

POTATOES—Sales of carlots have been made at 40c., and smaller lots at 45 to 50c.

ASHES—Receipts are light. We quote: \$5.25 for first pots, \$4.80 for second, and first pearls, \$6 per 100 lb.

PROVISIONS.

The market continues easy for all kinds of hog products. Lard is easy. Canada short cut mess pork is quiet at the decline. Smoked meats are in good request for the season. In spite of the easy feeling large supplies of lard and pork cannot be obtained. Packers will begin to pack in two or three weeks and this seems to be causing the easy feeling. We quote: Canada short cut mess pork, \$18.50 to \$19.00; short cut clear, \$17.50 to \$18.00; extra plate beef, per bbl., \$12.50 to \$13.00; hams, 11½ to 13½c., lard, pure Canadian, \$2.10 per pail; refined lard compound, \$1.70 per pail; Snow White and Globe compound, \$1.60 per pail; cottolene, 8½c. per lb. in tierces and 9½c. in pails.

Every Customer

will buy a tin of

Imperial Plum Pudding

at 10c.

In stock with all the wholesale trade.

BAYLE'S

SPANISH SALTED PEANUTS.

		Per Case.
½-lb. Cartons, 50 in a Case,	- -	\$5.00
1-lb. " 25 " "	- -	5.00
5-lb. " 6 " "	- -	5.40

Just the thing for afternoon teas, etc.—taking the place of the more expensive salted almonds.

TRY A CASE.

ROBERT GREIG & CO., - Toronto.

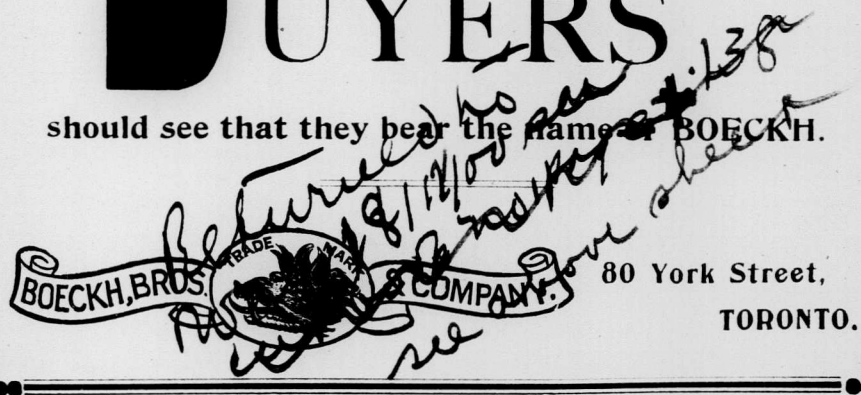
IF WANTING THE

BEST BRAND OF BRUSHES BUYERS

should see that they bear the name BOECKH.

BOECKH, BROS. & COMPANY.

80 York Street, TORONTO.



S. H. EWING & SONS

— 96 King Street, MONTREAL

Headquarters for Ceylon, Indian and Japan Teas.
Consult us now, as we have some splendid values in these brands. Wholesale only.

—SAMPLES AND PRICES ON APPLICATION—

FLOUR AND GRAIN.

FLOUR—Trade has been very quiet during the week and export business cannot be carried on because prices on the other side are below those prevailing here. Ontario flour is about 85c. to \$1 per bbl. below Manitoba flour values. We quote as follows: Manitoba spring wheat patents, \$4.40 to \$4.70; winter wheat patents, \$3.60 to \$3.80; straight roller, \$3.15 to \$3.40; in bags, \$1.55 to \$1.65, and Manitoba strong bakers', \$4.10 to \$4.25.

GRAIN—There has been a good demand for oats on spot. We quote as follows: No. 1 spring wheat, 74 to 74½c. afloat; peas, new crop, 66½ to 67c.; rye, 55½; No. 2 barley, 46½ to 47c.; oats, 28½ to 29½c.; buckwheat, 53c.

FEED—There has been a good demand for Ontario bran in bulk, with sales of carlots reported at \$14.50 to \$15. We quote: Manitoba bran, in bags, \$15; shorts, \$17; mouille, \$19 to \$24; Ontario bran in bulk, \$15.50 to \$16, and shorts, \$17 to \$18 per ton.

OATMEAL—The market is steady at \$3.25 to \$3.30 per bbl., and \$1.57½ to \$1.60 per bag.

HAY—Owing to the active demand for cattle hay and the scarcity of the same on spot, a sharp advance in prices has taken place. We quote as follows: No. 1, \$9.50 to \$10.50; No. 2, \$8.50 to \$9, and clover, \$7.75 to \$8.75 per ton, in carload lots on track.

CHEESE AND BUTTER.

CHEESE—The receipts of cheese have been large lately, considering the lateness of the season; the late fall make has apparently increased materially in volume. Cheese is in better demand this week, supposedly to cover short sales. Finest Western September is worth 11c.; October, 10½ to 10¾c.; eastern September, 10¾c.; October, 9¾ to 9¾c.

BUTTER—The market rules quiet under a light jobbing trade. We quote: Finest creamery, 20¼ to 20½c., and seconds, 19½ to 19¾c.

MONTREAL NOTES.

Valencia raisins are weak.

Oranges and lemons are lower.

Oysters are firm and advancing.

Sugar has declined 15c. per 100 lb.

The pork and lard markets have not gathered strength as anticipated.

Apples are bringing much higher values than were anticipated early in the season.

There are some last year's goods on the market such as walnuts, prunes, etc., kept in cold storage that are being sold at low figures. They ought to be good stock, for they are in good condition.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., November 13, 1900.

BUSINESS men are well pleased to have the election over. As the time approaches for the close of navigation, inland buyers are placing large orders. Then, as the holidays approach, many lines are particularly active, such as dried fruits and confectionery. In the latter, even with every preparation that is made, many manufacturers find it difficult to keep up with their orders. The principal change in values for the week has been in sugars, prices showing a decline. In most lines figures are firmly held. Cream of tartar is high and very firm. Hops are also firm. Sales here are not large.

OIL—In burning oil the market is easy at the lower figures. Dealers are very busy. Where orders have been placed ahead the sellers have to protect the buyers against decline. Otherwise they would be unable to get contracts placed. In lubricating oils, though it is the quiet season, fair sales at even prices are reported. Paint oils are quiet. Values here are rather below those at outside points. In cod oil the very high prices continue, but the supply is light.

SALT—In Liverpool coarse the demand is still light. The season has been a dis-

appointing one, largely on account of the poor herring fishing season. There are quite large supplies held. In rock salt very little business is now done. In fine, the sale is for Canadian, which is rapidly replacing the imported article, even for fine table use. We quote: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt 60c. per 100 lb.

CANNED GOODS—In vegetables there is a tendency to hold prices rather firmer, though the jobber is at best getting but a living profit. Goods have not advanced. Some fine Nova Scotian tomatoes are offered. The sale of local packed goods in this market has been larger than usual this season. Except in peaches little fruit is selling. Values show no change. Salmon is higher, the stocks, particularly of cohoes, not being large. Buyers fear that all contracts will not be filled. In meats there is but little doing. Local packed fish are in but limited supply. These goods are growing in popular favor.

GREEN FRUITS—Apples continue to be the active line. There are large quantities arriving from Nova Scotia. Prices are low. Some nice winter stock is now being received. In soft stock, large auctions are held daily. Jamaica oranges sell quite freely at firm figures. Lemons have not a large sale. The grapes now sold are Malagas, and prices are quite firm. Good stock is being offered. A few Ontario grapes are seen in a retail way. Cranberries have a fair demand. While natives are quite limited in supply, they sell well below the Cape Cod berry. These are higher and firmer. Sweet potatoes are still finding some sale at even figures, but the market is a very limited one.

Victoria, B.C.

This week a
 Engine lifted
 vate siding of
 Canning Co.,
 cars loaded
 Brand Fruits
 consigned to

**Vancouver,
B.C.**

G.T.R. Special
 from the pri-
 the Brighton
 seventeen
 with "Thistle"
 and Vegetables

WILSON BROS.**VICTORIA and VANCOUVER**

This shipment, approximating 10,000 cases, is the largest purchase of one brand of Canned Goods by any wholesale house in British Columbia or the West. Messrs. Wilson Bros.' immense trade demands the best on the market, and with a determination to satisfy their customers Messrs. Wilson Bros. selected

"THISTLE" BRAND

after an exhaustive test as to quality, weight of contents in can, labels, etc.

TO THE RETAIL TRADE:

GENTLEMEN,—

Referring to the purchase from us by Messrs. Wilson Bros., Victoria and Vancouver, of 10,000 cases "Thistle" Brand Canned Fruits and Vegetables, we guarantee every case and can of our pack to be equal or superior in quality to the choicest on the market, and would call your special attention to the quantity of solid fruits or vegetables in each can. If you do, your customer will appreciate your shrewdness in giving better value than your competitor, who may not be fortunate in having "THISTLE" BRAND to offer. Wishing you every success, we remain,

Your, most respectfully,

BRIGHTON CANNING CO.

DRIED FRUITS—During the week Californian fruit has arrived freely in all grades. Figs, however, are not sellers here, and the only line of evaporated fruits sold are apricots and peaches. These seem to grow in favor, and, at reasonable figures, move freely. Californian raisins will be the chief sellers this season. Some few Valencias have been received both direct and from New York. Some of the larger lots bought are not expected to arrive, shippers having again disappointed buyers. Stocks of Californian prunes are quite large and prices are low. In figs there is a good sale. New dates are not yet to hand, but package goods have quite a large sale. Evaporated apples are being received, but the quality in some cases is not giving satisfaction. In onions prices are quite high, but a fair business is transpiring.

DAIRY PRODUCE—In butter, business is rather quieter. Values, however, are firmly held and stocks are not large, though the high figure has brought out a rather better supply. Eggs are rather higher, the supply being hardly equal to the demand. In cheese, values are high, but there is no change to quote. There is a fair stock held for this market.

SUGAR—As we expected, values are lower. Foreign continues to be offered below Canadian figures. There is a good steady sale, but buyers have no great confidence and buy only to fill actual wants.

MOLASSES—Foreign goods are firm and there is a tendency to higher figures. There has been a good steady sale. In New Orleans goods our trade is inclined to buy too low a grade, being tempted by price. This is the reason why there has been some dissatisfaction. The higher-priced goods show much better value, and are low when compared with foreign goods. In other American molasses there are no changes in value.

FISH—Dry fish remain as quoted last week. Fair supplies are held. In pollock, prices are still low. In pickled herring some nice Canso and Shelburne are offered but prices are high. Bay herring are still high and very scarce. Smoked herring hold very firm at the advance. The supply seems a failure. In haddies the supply is not large. All fresh fish are scarce. No bloaters or kippers are offered. We quote as follows: Large and medium dry cod \$3.50 to \$3.60; small, \$2.00 to \$2.25; pickled shad, \$5.50 to \$6.00; haddies, 5c.; smoked herring, 10 to 11c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.60 to \$1.75 per 100 lb.; pickled herring, \$2.25 to \$2.35 per half bbl.; Canso herring, \$5.25 bbls., \$2.75 halves; Shelburne, bbls., \$4.50, halves, \$2.50.

PROVISIONS—In pork and beef, fair sales are being made. Full figures are asked. In smoked meats, trade is a retail one largely. Lard keeps high.

FLOUR, FEED AND MEAL. — Manitobas hold at the decline of last week. They are still very much above Ontario grades, in which good flours are offered low. There is, however, a large sale. While oats seem somewhat firmer, oatmeal is shaded by some millers. Demand is not large. Beans are somewhat firmer, and, though some look for lower prices, present figures are higher than the trade expected. Cornmeal is a large seller at even prices. Feed is in fair demand since last report. We quote as follows:—Manitoba flour, \$5.00 to \$5.15; best Ontario, \$3.90 to \$4.00; medium, \$3.75 to \$3.85; oatmeal, \$3.50 to \$3.65; cornmeal, \$2.20 to \$2.25; middlings \$20 to \$21; oats, 34 to 36c.; hand-picked beans, \$1.55 to \$1.60; prime, \$1.45 to \$1.55; yellow-eye beans, \$2.40 to \$2.50; split peas, \$4.10 to \$4.15; round peas, \$3.25 to \$3.40; pot barley, \$3.85 to \$4; hay, \$9 to \$9.50; yellow buckwheat meal, \$1.30 to \$1.40 per 100 lb.

ST. JOHN NOTES.

"Corona" figs and dates, in 1-lb packages, are finding a largely increased sale in this market.

James Paterson has received some fine Canso and Shelburne pickled herring, in both barrels and half-barrels.

Bowman & Angevine have some pure boneless codfish just received. The sale for this style of fish shows a steady increase.

C. & E. Macmichael are offering some extra Patna rice. For table use it is a great improvement over the usual kinds sold.

It was reported that Mahiques, Domenech & Co. would not fill their contracts for Valencia raisins made in this market. THE GROCER is, however, informed by the local representative, J. Hunter White, that, though the shippers stand to lose largely, the market having shown so rapid an advance, the house hope to fill all contracts in full.

CONTINUED UNDER OLD STYLE.

We understand that the business of Messrs. C. E. Colson & Son, Montreal, will be continued under the old style, provision to this effect having been made in the deceased gentleman's will. We trust that Mr. C. H. Colson will have the same success in handling the agency of those world-renowned goods as attended his father's efforts. Some additional capital has been brought into the business.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

W H. GILLARD & CO. are offering "Bull" brand shelled almonds, • 28-lb. boxes, which show exceptional quality. They also have in store some fine lines of Mediterranean fruits under the following brands: "Autumn" clusters, "Imperial Cabinets," black baskets, "Premier" clusters, and finest selected clusters. The three latter lines are in full and quarter boxes; the others in full boxes.

Lucas, Steele & Bristol offer Norwegian sardines for sale; also shimps and carabus.

Just in store with W. H. Gillard & Co. Medium scaled herrings, also boneless fish and boneless codfish in 1 and 2-lb. bricks, 20 and 24 lb. boxes.

If you want samples of green Ceylons, bulk or packets, write Lucas, Steele & Bristol.

White & Co. have just unloaded the first car of new crop Messina lemons. The quality, notwithstanding the early arrival, is excellent. They are well matured and good color.

Table raisins in full assortment are in store with Lucas, Steele & Bristol including "Ne Plus Ultras."

Banana business, after a depression of two months, has revived, and trade is very brisk along this line. White & Co. are importing regularly one or more cars each week, and will continue to do so throughout the season.

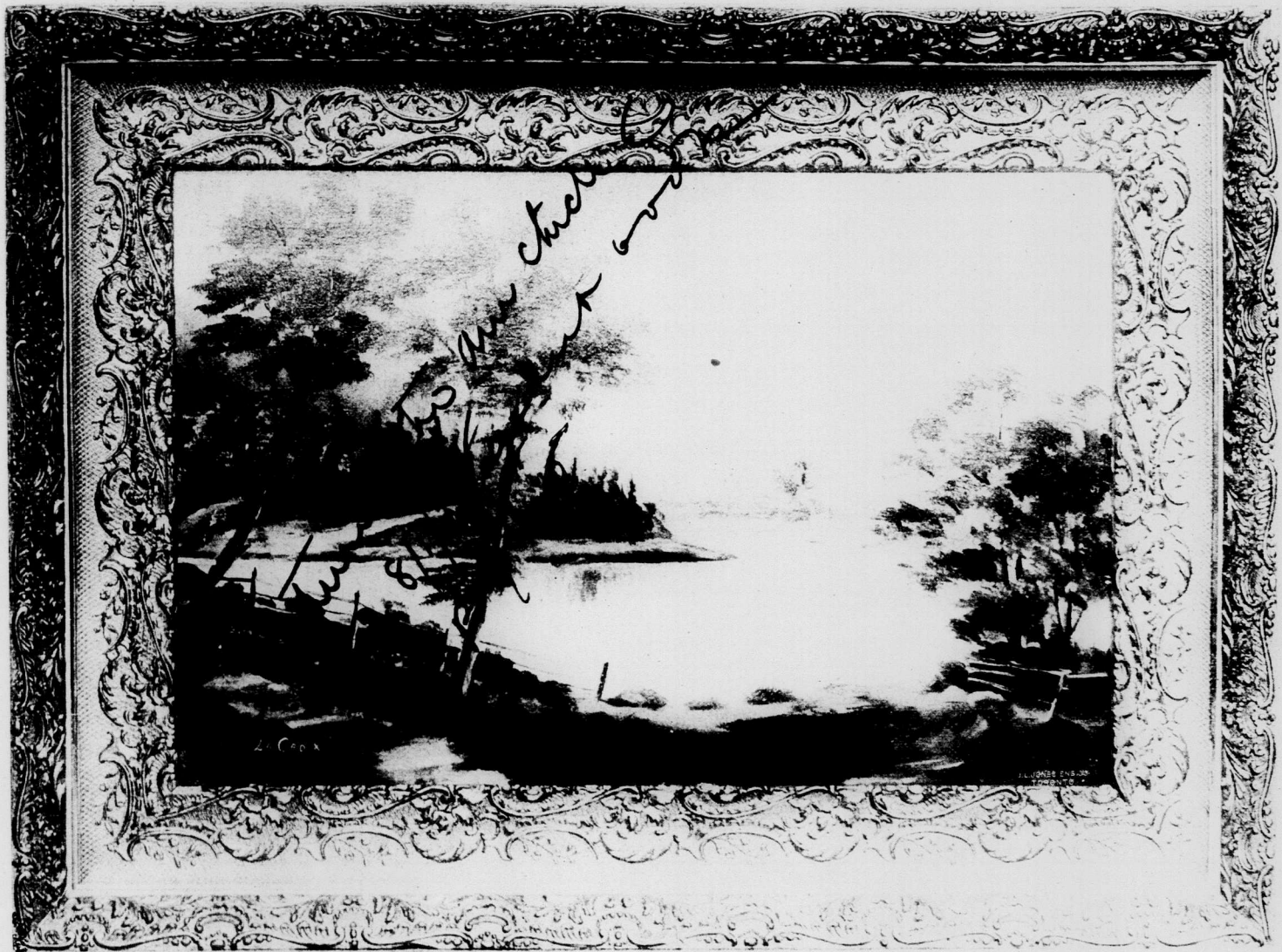
Dates in packages, also Californian seeded raisins in packages, may be had from Lucas, Steele & Bristol.

L. Chaput, Fils & Cie. will receive next week 1,125 25-lb. boxes Oregon brand of prunes, running from 30 40's to 100 110's. These are to be sold at low prices. They have now in stock a car of Sicily filberts and 100 bags of Tarragona almonds, about which inquiries are worth being made.

PRUNE MARKET FIRMER.

The New York Journal of Commerce, of November 12, publishes a despatch from San Francisco stating that firmness has been given to prunes by the report that 1,100 cars of the smaller sizes up to 120's will be sold to brandy distillers. A private telegram published in the same issue says that packers outside the association have advanced their quotations ¼c. all around.

The report of this advance is doubted by the majority of New York brokers.



42 Inches Long by 32 Inches in Depth. A Genuine Oil Painting. Picture No. 4.

ADAMS' ART SERIES.

The above is an engraving of one of a series of six Oil Paintings by the celebrated artist, La Croix. These are all painted from photographs taken of the most picturesque spots of Canadian scenery, and for effective coloring and truth to nature would be valuable additions to any art gallery. We carry the following pictures always in stock :

- | | |
|--------------------|---|
| Oil Painting No. 1 | —A Quiet Nook in Georgian Bay. |
| " " " 2 | —The Fraser Canon, B.C. |
| " " " 3 | —A Scene Among the Thousand Islands. |
| " " " 4 | —Purcell's Cove in Halifax Harbor. |
| " " " 5 | —Grand Falls on the St. John River. |
| " " " 6 | —Looking up Kootenay River from Nelson. |

In order that our customers may get one of these pictures at a reasonable price, we have purchased a large number, thereby decreasing the cost, and can put any one of these in with the following assortment of saleable gums at the astonishingly low price of \$6.50 :

ASSORTMENT

1 Box Adams' Tutti Frutti, 36 5c. bars	\$1 80
1 Box Britten's Havana Fruit, 36 5c. bars	1 80
1 Box Britten's Pep-in Gum, 24 5c. packages	1 20
1 Box Britten's Kola Nut, 20 5c. packages	1 00
2 Boxes Britten's Red Jacket, 20 5c. packages	2 00
1 Oil Painting, 20 x 30, with 6-in. frame, making 32x42 over all	5 00
	\$12 80

PRICE TO RETAILER, \$6.50.

In ordering, please give number of picture instead of name, as it will save confusion.

PLEASE NOTE.—We can only put one box of Tutti Frutti in this assortment, but the balance can be made up as required.

For Illustrated Catalogue and Price List of other premiums, write to J. A. PLIM, Manager

American Chicle Co., Deprise St., **Toronto.**

RETAIL GROCERS' ASSOCIATIONS.

OTTAWA.

THE regular monthly meeting of The Ottawa Retail Grocers' Association was held Monday night. There was a good attendance of members.

A great many things in the interest of the trade were discussed, some others taking definite shape, but, as the association is only a few months old, it was felt the first and best thing to do was to instruct the grocers of the city so as to increase the membership.

So far, through the kindness of Mr. Cluff, the meetings have been held at the Gilmour House, but, as there is to be a special meeting next Monday evening, it was decided to meet in Booth's Hall, Somerset street, and it is desirable that all grocers of the city will attend and find out the benefit they will derive by joining the association.

At the October meeting the following officers were elected until January, when, according to by-law, the regular elections take place:

President—W. J. Eastcott.
 Vice-President—H. C. Ellis.
 Secretary—N. D. McLeod.
 Treasurer—William York.
 Guard—M. H. McVeity.
 Executive Committee—Messrs. Cluff, Millar, Scott and Booth.
 Auditors—Messrs. J. G. Stewart and William Mooney.

TORONTO.

At the regular monthly meeting of the Toronto Retail Grocers' Association on Monday evening, owing to the disagreeable weather, the attendance was not up to the average. In the absence of President Kelly, who was detained at home with a severe cold, Past-president J. W. Johnston was called to the chair.

The first thing taken up was the admission of new members. H. P. Clancy, Major and Harbord streets, and R. Higgins, Yonge and Bloor streets, were both declared members.

A letter was then read from the association's solicitor, F. S. Mearns, stating that the police commissioners had decided to postpone enforcing the early-closing by-law pending the appeal against the conviction of Mr. Reddock. Mr. Mearns said that he had communicated with Mr. Fullerton, who suggested that the grocers obtain a direction from the city council, requesting him to take proceedings for a mandamus to compel the police commissioners to enforce the by-law. It was decided that the secretary should write Mr. Mearns, directing him to take any steps he thought fit towards the enforcement of the by-law, and to report as soon as possible to the association.

A deputation from the Retail Merchants' Association of Canada was then admitted,

consisting of John Hargreaves, the president; E. M. Trowern, the secretary, and John Willmot, who represented the butchers' section of the association. Mr. Trowern stated that the object of the deputation was to get the Grocers' Association to cooperate with the Retail Merchants' Association in carrying out a number of reforms for the benefit of all traders.

Mr. Trowern said that the Retail Merchants' Association had sent to various members of Parliament asking their support against the trading stamps, and all had promised to do all in their power to remedy the evil. If the grocers would appoint two of their members to meet with a committee from the Retail Merchants' Association, it would give greater strength to all concerned. They should unite their weight in appearing before the Assessment Commission which meets Thursday night this week. The retail merchants of Toronto paid about 45 per cent. of the whole taxes of the city, and it was only just that their interests should be considered in this question. Now that the city was considering the advisability of taking over the telephone system, any suggestions made by the merchants as to how it should be conducted, etc., would likely be acted upon. In speaking of the \$2,000 license on the trading stamps, Mr. Trowern said that the blue trading-stamp people had come to him and shown great willingness to pay the license, and offered to finance the merchants in getting it through the Legislature, so that the Merchants' Association had found it better to go to Ottawa and get a bill through Parliament prohibiting the use of the stamps. When that bill came up they wanted the grocers' support.

Mr. Willmot then spoke, and, after endorsing the words of Mr. Trowern, said that since the butchers had organized in last May they had found themselves much strengthened, and out of 75 butchers then using trading stamps, there were now only 8 or 10. If they had found it profitable to organize, it should be all the more advantageous if all the trades formed one association.

Mr. Hargreaves said much the same as the preceding speakers. The whole association contained some 1,500 members in different parts of Canada, and the addition of the grocers would mean a great augmentation of the influence of the traders.

The chairman promised, on behalf of the Grocers' Association, that the question would be thoroughly and fairly discussed.

J. S. Bond said he was in favor of the affiliation. It would certainly abolish the trading-stamp evil if all the trades in the city were to unite in getting a bill through Parliament. There would then be a great influence brought to bear upon their representatives in the Legislature.

The delegation then retired.

In the absence of W. J. Sykes, no report of the baseball committee could be given, and Fred. Thorne reported progress, and said that he knew that as far as the expenses went, Mr. Sykes had kept well within the limits, so that there was no deficit.

Secretary Hawes said that the chief reason

for asking for the report was to know how to dispose of the \$30 offered by the Imperial Soap Co.

A discussion then arose as to whether the money should be put towards a smoking concert. It was mentioned that if the games for which the money was given did not come off, possibly the Imperial Soap Co. might not wish to give it, and it was decided that the secretary should write to the company and learn their wishes. As to holding a smoker, this was left to the executive.

Mr. Hawes, in reporting for the trading stamp committee, said that he had called upon Brown Bros., and they had said that they were willing to give up the use of stamps providing each of their neighboring competitors would put up \$50 as security for keeping their promise to quit them themselves. Mr. Hawes thought that lately the use of stamps was on the increase.

It was said that the trading stamps committee had failed to accomplish anything, and A. O. Robinson mentioned that this was one reason for the grocers not joining the Retail Merchants' Association. Their secretary, Mr. Trowern, had acted as secretary of the trading stamp committee, which had not accomplished anything.

Mr. Higgins took the opposite view, and declared that it was a reason why they should affiliate with the association. The trading stamp committee failed because it lacked organization, and this was what it would have if a union was effected.

Thos. Holmes never had any faith in canvassing. He thought the only remedy was to join the Merchants' Association and get a bill through Parliament disallowing the use of stamps.

The question was finally left over for the executive committee to deal with.

J. S. Bond moved, John Nolan seconded, that the motion which President Kelly had given notice of regarding the changing of the date of nomination and election of officers from the January to the December meeting be carried. The motion carried.

Under the head of new business, a discussion as to the wisdom of affiliating with the Merchants' Association arose. The chairman appointed Messrs. Nolan, Higgins, Robinson and Clark a committee to deal with the question of giving aid to the Merchants' Association in regard to trading stamps. As to the affiliation or amalgamation it was decided to leave the subject to the executive committee, who, after discussing it, should bring it before the association at the next meeting.

Mr. Hawes then read his resignation as secretary. During the past year he had done his best in the position, but, now, with the increase in his business, he had taken in a partner, and could not devote the proper time to the associations' business. He thanked the members of the association for their kind treatment of him as their secretary.

This matter was also left for the executive committee to deal with.

It was decided to bring off the events of the excursion, which were not carried out, next meeting, and the executive was charged with seeing that the consolation race, which could not be carried out in the hall, would be changed to something else.

CEYLON and INDIAN TEAS

BLACK AND GREEN

are grown by brother colonists under the
British flag.

The Canadian Grocery Trade should remember
that the policy of this country is to favor British goods.



Green Teas from Ceylon

have only recently been introduced, and already such
leading Packet Tea Houses as

THE SALADA TEA CO.	-	Toronto	} are pushing them.
THE BLUE RIBBON TEA CO.	“	“	
THE MONSOON TEA CO.	“	“	

WATCH OTHERS COME IN !

ohn,
ifax.
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A CORNER FOR CLERKS.

Personal and other items for this department will be gratefully received.

TWO of my friends this week ask practically the same question, viz.: "How can I get a situation as a commercial traveler?"

As a rule, any firm of reputation want a man of experience, with a connection or business acquaintance over the district he is expected to travel. Then, again, this situation is usually given to some employe who has served several years in the house which he may afterwards represent "on the road." But, first of all, he should know the policy and methods of his house in every particular before he attempts to represent it before its customers. It's not easy work. In fact, the work of a "drummer" is so trying in all respects that, if successfully done, it demands the strictest adherence to moral integrity and temperate habits. As an occupation for a young and ambitious man, traveling offers many inducements, but, like the professions, "many are called but few are chosen." Only a young man with great will power can go on the road and escape the temptations that are constantly thrown in his way. Then, again, the requirements of a successful traveler are many. He must be courteous, adept in business transactions, possessing social qualities and able to converse on any subject. There are all kinds of commercial travelers to be sure; but the type grows higher yearly. As a class, they are well dressed, and, physically, not usually ill to look upon, with beauty enough to satisfy their immediate coterie of lady friends. Postponing all sense of weariness when there is business to be done; clear-headed men; these are their mental characteristics. To the clerks and country merchants they bring many new ideas and suggestions, keeping them in touch as it were with the commercial centres. He is a fount of good humor usually, and brightens many a merchant's life with his comical sayings and stories. His personality counts as much to day as ever. Though merchants are becoming keener in buying, still, the fact remains that many a merchant will hold an order for a salesman whose visit has become to them a social pleasure as well as a commercial transaction.

How this year has whirled around! Here we are within about a month of Christmas! It is time we were beginning to plan and arrange for holiday trade.

How about this season's Christmas windows? Spare neither time nor ingenuity to make them attractive. This will undoubtedly be a great season for business; never were conditions more favorable. Talk to your customers of the advantages of purchasing early, and thus securing a better selection. Of late years the trade has been crowded into the week preceding Christmas. As a result many of us have had more work at that time than we have been able to do. It is the duty of every clerk to seize every opportunity to increase the volume of his employer's trade and to spend much thought and energy with this end in view. "How to make the best of the Christmas trade" should now be the important question. Christmas customers have one significant characteristic—they have more money to spend. And it is the most enterprising grocers who get the most of that money. Do not fill your windows with goods of the "cheap and nasty" order. Don't forget that people treat themselves well at this season, and have made up their minds to afford it. Again, people are apt, and the purchasing public are not always in the humor to closely compare quality and price, but, in nine cases out of ten, are eventually retained by quality. The average customer wants quality every time, regardless of price. This is the season when fancy groceries pay. Our trade will be looking for something a little extra in quality and new goods. A clerk's duty is to study their merit and tactfully introduce them to his customers.

"J."—I cannot recommend any special business college or express an opinion as to their merits. There is no better way than to send for the circulars of several and then decide for yourself which one meets your requirements and means.

"A."—Re my remarks on politics in a former issue—politics is a better thing for a young man to have a knowledge of than to experience. He should know how to vote intelligently and conscientiously. One thing is certain; active participation in politics and business do not go together.

"I.C.W." writes: "Are the opportunities in the cities across the border for a grocery clerk not much better than here?" He is dissatisfied with things here.

We are all glad of the fact that so many of our boys are doing well in the cities of the United States and that such a large number have risen to places of prominence in business. The fact remains, however, that there are as many opportunities and chances for a young man in our own country as there are in any place in the world. It is natural for a young man to be impatient, and one of the hardest lessons we have to learn is to be patient. We are all very apt to overrate ourselves and to think we are being "kept back." It is impossible to get us to believe that too rapid advance might not prove the best thing for some of us. Be assured ability will tell eventually in any place.

"F.M.C." is a young man aged 15 and asks what wages boys get in the large grocery stores of a city?

The average wage for a boy beginning is from \$3 to \$4. You will have to begin at the lowest rung in the ladder and prove your ability by honest and faithful service. A wholesale merchant said to me the other day: "The difficulty is that most boys are totally unprepared for the positions they seek. We want boys who are thoughtful of our interests, who give evidence of business ability, and are strictly honest and faithful." These are the boys who retain their situations and gain advancement. He should be well educated and have references, and be willing to work early and late, then he will get promotion when he is worthy of it; he must also have a natural aptitude for the work, and, of course, the more knowledge of the business he may possess the better chance he has of securing a position. No firm cares to bother with a boy who is not himself ambitious and who will not work with courage and determination for the interests of his employers. William Cooper, of Siegel-Cooper's, says in this month's Success: "A bright, neat appearance naturally has its influence. Promotion is a matter of years, faithfulness and ability." In the same bright journal,

Bread-Baking Customers.



If any of your customers bake their own bread cakes, don't fail to sell them a package of

DWIGHT'S COW BRAND SODA

Its strength, its purity, and its cleanliness recommend it to all who try it.

John Dwight & Co., Toronto and Montreal.

Victoria, B.C. Halifax, N.S. St. John, N.B. Quebec, P.Q.
St. John's, Nfld.

Geo. Saxton, who has charge of the 200 boys at Wanamaker's, says: "You can judge the boy better from his appearance, his manner, his dress and the way he comes into an office than from any description of him. Character shows forth in little things—you can't hide it. I take boys on what you might almost term first impressions. I have sized a boy up before he asks me for a place."

So it is the world over; a boy, to succeed, must have ability, energy and singleness of purpose.

I thank the "boys" for the kindly interest they are taking in this department, and assure them of my appreciation of their kind words.

W. T. ROBSON.

Poultry Wanted

We are now prepared to pay cash for Chickens, Turkeys, Ducks, and Geese, dressed or dressed and drawn, delivered at our Canning Factory, corner York and Inchbury Streets, Hamilton.

Prompt remittance in cash made to all who ship from a distance.

The Simcoe Canning Co.

Foreign Fruits and Nuts.

Shipments arriving daily. JAMAICA AND FLORIDA ORANGES, NEW DATES, NUTS, FIGS, ALMERIA GRAPES, NEW CROP MESSINA LEMONS. All these lines we will tell you more about by you sending in your address. Quotations weekly.

WHITE & CO., WHOLESALE IMPORTERS OF FRUIT and PRODUCE, 64 Front St. E., TORONTO.

REGISTERED
Bow Park
BRANDS

brand pickles are grown and prepared on the celebrated Bow Park Farm (near Brantford), and only the best spices and vinegars are used in their preparation. Every first-class grocer should handle them.

Prepared by _____

SHUTTLEWORTH & HARRIS

Bow Park Farm

BRANTFORD, - - CANADA.

INCREASE YOUR BUSINESS

Is it not your aim to do so? Then, no better way can be found than to handle the very best goods, bought at the closest prices, such as:

THE CONDOR Japan Teas—the handsomest leaf, the finest liquor possible. You can buy them to retail at 30c. to 60c.

THE CONDOR LX—60 1-lb lead packets in a case—at 27½c. It is a beautiful May tea, packed in Japan, where labor is next to nothing. It does not cost you any more than in half-chests, and it leaves you a nice profit at 40c.

THE E.M.D.—Japan, Gunpowders and Black teas will beat anything in the market, at the same price. They have been bought to please and they do.

I CAN SUPPLY THESE TO RETAIL AT ANY PRICE.

THE NECTAR TEA—The perfect blend of Ceylon, Indian and China teas—every pound of it that you sell will make a friend for you. The value of it is not in the ADS. but in the tea.

MADAM HUOT'S COFFEE—1 and 2-lb. tins, at 31c. and 30c. Try it once to know that you should have had it long ago.



To arrive in a few days—
50 half-chests of fine New Season Japan Nibbs.

Don't miss them---they will not sell long at this---13½c.



TERMS: 3 PER CENT. 30 DAYS.

MY SPECIALTY: High-Grade Teas, Coffees and Spices Wholesale.

E. D. MARCEAU, 296 St. Paul St., MONTREAL

MANITOBA MARKETS.

Winnipeg, November 10, 1900.

THE elections had the effect of making a very quiet week, so far as markets are concerned, although, with the exception of election day and day following, there has been a perceptible increase in the wheat marketed. Several quantities of low-grade wheat are being shipped to Ontario mills.

FLOUR—Prices are: Lake of the Woods, Five Roses, \$2.20; Patent, \$2.05; Medora, \$1.70; XXXX, \$1.35 per sack of 98 lb. Ogilvie Milling Co., Hungarian, \$2.20; Glenora Patent, \$2.05; Manitoba, \$1.70, and Imperial XXXX, \$1.30 per sack of 98 lb.

CEREALS—No change, except that market for rolled oats is weaker, \$1.55 being quoted for carlots on track. All stocks are Ontario. All other prices as last week.

SUGAR—Prices have declined 15c. per cwt. and granulated is now quoted at \$5.60 and bright yellow at \$4.85. Sales are normal.

DRIED FRUITS—Currants are now quoted 13c. for first grades with 14c. for cleaned. New muscatel raisins sell at 9½c. for 3-crown and 10c. for 4-crown.

NEW PEEL—Full lines of new imported peels are in and are very fine stock. Quotations are: Lemon, 10½c.; orange, 11c. and citron, 15c.

EVAPORATED FRUITS—Remain without change except that evaporated apples are slightly lower, now being quoted at 6c. Dried apples are in good demand at 5½c.

GREEN FRUITS—Apples have strengthened very materially during the past week. Californian oranges are showing on the market to-day for the first time this season. Quotations for fruit are: Winter apples, fancy snows, \$4; Northern Spies and Kings, \$3.50; Baldwins, Ben Davis and pippins, \$3.25; greenings and other winters, \$3 per bbl. Californian navel oranges, \$5.50; lemons, 300's to 360's, \$6; pears, winter (Nellis), \$3; pears, Beurre Clairgeau, \$2.75 per case; Black Roger grapes, per basket, 50c.; Malaga keg grapes, per keg, \$8.50; bananas, per bunch, \$3.25; sweet potatoes, \$6; cranberries, Cape Cod, \$9 per bbl. 10c. off five-package lots apples, cranberries, pears and oranges, each kind separately. Chinese figs, per dozen, \$2.40; figs, 10-lb. boxes, \$1.50; Spanish onions, crate, \$1.50; 5-crate lots, \$1.40; onions, per lb. 3c.; 5-sack lots, 2½c.; celery, per dozen, 35c.; cabbage, per dozen, 60c.

HONEY—The supply on this market is limited. We quote clover-strained in 1-lb. glasses, \$2.50 per dozen.

NUTS—We quote: Chestnuts, 15c.; walnuts, 15c.; filberts, 13c.; peanuts, 12c.; almonds, 17c.

CURED MEATS—Market is steady with fair business. We quote: Sugar cured smoked hams, 13c.; smoked bellies, 12½c.; smoked bellies, special, 14c.; smoked backs, short, 11c.; smoked backs, long, 11c.; smoked shoulders, 9c.; smoked spiced rolls, 10c.; smoked picnic hams, 10c. Dry salted meats—Long clear bacon, 10c.; smoked long clear, 11c.; backs, 10½c.; shoulders, square cut, 9½c.; boneless, 9½c. Pure lard—20-lb. pails, \$2.10; in cases, 3, 5 and 10 lb., \$6.50; tierces, 9¾c.; 50 lb. tubs, 10c.

NOTES.

The N.C.T.A. is holding its first reception of the season to night, and everything points to a large attendance and a pleasant time.

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

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

ARTICLES FOR SALE.

WANTED to close out estate, best offer for 1 Tea Blender, cost £35, and 1 Tea Cutter, cost £32 in London, England, Bartlett & Son makers. Both new, just received this year. Apply to Martin & Robertson, Vancouver. (52)

PEELS, PEELS.**Lemon, Orange, Citron.**

Choicest goods. English manufacture.
At prices below cost of import.

WARREN BROS. & CO.**TORONTO.****BUSINESS NEWS**

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

505 Board of Trade Bldg., MONTREAL, QUE.
Telephone Main 1255.

26 Front St. West, Toronto. Telephone 2148.

COWAN'S**Hygienic Cocoa****Royal Navy Chocolate**

AND

Famous Blend Coffee

are the favorites with all grocers

THE COWAN CO., LIMITED, TORONTO

THE....

Oakville Basket Co.**Oakville, Ont.,**

can satisfy your requirements for
all kinds of baskets.

You will require an extra large
supply for the Christmas season
—so let us have your order now.

Most Excellent Coffee

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

Trial Order Solicited.

AN INVESTIGATION

thorough enough to reach the very bottom facts would prove beyond all question the superiority of

JAPAN TEAS

in point of flavor, aroma, purity, strength, healthfulness, and cleanliness.

THE PUBLIC

demand them, therefore it is necessary that you should

HANDLE THEM

Ogilvie's Hungarian Ogilvie's Glenora....

All BAKERS and GROCERS handling this Flour exclusively are making money.

Superior Quality
Always Good

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

ALFRÉD FOURNIER, general merchant, has assigned to V. E. Paradis, Shawenegan Falls, Que.

George Theriault, general merchant, Bonfield, Ont., is offering 60c. on the dollar.

Turnbull & McDonald, tobacconists, Kaslo, B.C., have assigned to Robert McLean.

Campbell Bros., grocers, etc., Rat Portage, Ont., have assigned to C. S. Scott, Hamilton.

V. E. Paradis has been appointed curator of Pierre Moisan, general merchant, St. Raymond, Que.

A meeting of the creditors of Francois Benoit, grocer, Longueuil, Que., will be held on November 16.

The Wm. Lamb Manufacturing Co., Limited, of Ottawa, manufacturers of biscuits and confectionery, are offering 40c. on the dollar.

The Ottawa Trust and Deposit Co., Limited, have been appointed curators of Ritchie & McAdam, general merchants, Quyon, Que.

Wilmott G. Underhay, miller, Adelaide, Ont., has assigned to George Underhay, Widder, Ont., and a meeting of his creditors has been called for to-day (Friday).

PARTNERSHIPS FORMED AND DISSOLVED.

Partnership has been registered by Casselman & Fulton, grocers, Montreal.

Marshall & Archer, grocers, etc., Merlin, Ont., have dissolved. G. C. Marshall & Sons continue.

Smith, Fischel & Co., manufacturers of cigars, Montreal and St. Jerome, Que., have dissolved. Sigmund Fischel has registered

as proprietor. Green, Fischel & Co. have also registered partnership.

J. E. Murphy & Co., grocers, Wallaceburg, Ont., have sold out to Duncan Bros.

Crossett & Ferguson, grocers, Nelson, B. C., have dissolved. A. E. Crossett continues.

Ayearst & Newton, grocers, St. Thomas, Ont., have dissolved, owing to the ill health of Mr. Newton. A. J. Ayearst continues alone.

SALES MADE AND PENDING.

D. F. Jardine, grocer, Gorrie, Ont., has sold out.

W. T. Groom, grocer, London, Ont., is about to sell out.

A. G. Chance, fruiterer and confectioner, Steveston, B.C., is selling out.

The stock of the estate of H. B. Cooper, general merchant, Rosburn, Man., is advertised for sale.

The stock of D. Tremblay, general merchant, Point au Pic, Que., has been sold at 67c. on the dollar.

The stock, etc., of E. D. Rheume & Co., grocers, London, Ont., has been sold, and their store is now closed.

A. S. & W. H. Masterman, pork packers, Montreal, have assigned. Their liabilities are estimated to be over \$150,000.

A. E. Nichols, tobacconist, Winnipeg, Man., has been sold out by the mortgagee.

H. J. Golden, grocer, Toronto, has sold out.

The stock, etc., of J. Montgomery & Son, general merchants, Newmarket, Ont., is advertised for sale by auction on Friday, November 16.

CHANGES.

N. W. Keddy, general merchant, Chester

Basin, N.S., has sold out his business in that place to Oxner Bros.

Emma J. Farrow, grocer, Stratford, Ont., has retired from business.

R. A. Jones, grocer, etc., London, Ont., has sold out to Burns Bros.

F. A. Ward, grocer, London, Ont., has been succeeded by J. F. Dickson.

George Greenshields, confectioner, Hensall, Ont., has gone out of business.

James Durnin, general merchant, Lanes, Ont., has sold out to Sydney Gibson.

R. G. Casemore, general merchant, Bluevale, Ont., has sold out to George Porter.

Heinrich Litka, general merchant, etc., Strathcona, N. W. T., has retired from business.

O. A. Wiley has bought out W. H. Moore, fruiterer and confectioner, Keewatin, Ont.

F. Schwinck, general merchant, Bullock's Corners, Ont., has been succeeded by Israel Swartz.

D. L. Charwin, general merchant, etc., Comber, Ont., has been succeeded by Charwin & Rondet.

John Hoolahan has registered as proprietor of A. Hoolahan, commission fruit dealer, Montreal.

T. R. F. Case, pork packer, etc., Seaford, Ont., has sold his butcher business.

W. M. Miller, grocer, Edmonton, has closed up.

DEATHS.

Frank J. Skelley, manufacturer of cigars, Galt, Ont., is dead.

W. H. Hopgood, of R. Tuplin & Co., general merchants, Kensington, P.E.I., is dead.

Try a Sample Order of our

English Brawn
Jellied Hocks

Sliced Breakfast Bacon
Pressed Tongue

THEY WILL DRAW TRADE TO YOU

IN ONE-POUND BOXES

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



Boston Laundry Starch...

is the best domestic starch ever offered to the Canadian trade. It is very simple to use, gives a beautiful hard finish to linen and cotton goods, and is sold at popular prices by all dealers at 10c. a package. One package goes as far as two of the ordinary cold water starches.

SOLD BY

THE F. F. DALLEY CO.,
LIMITED
HAMILTON.

It will pay you to tell
your customers this.

There is more money made out of Eggs in the course of a year than out of all the gold mines combined. Everybody has an opportunity to earn their share, which they can increase, by making eggs a dead sure thing with their chickens all the year round by feeding them PRATTS POULTRY FOOD.

Have you seen our great
advertising offer?

It helps push your
own business

ROBERT GREIG & CO.
TORONTO.

SHORT ROLLS AND SHOULDERS

choice sugar-cured meats
and just the line for slicing,
at reasonable prices.

Write us for quotations
on these and also *Hams,*
Bacon, Lard, Cheese.

F. W. FEARMAN CO.,
LIMITED

PORK PACKERS AND LARD REFINERS.

HAMILTON.

VINEGAR

is an article upon which the grocer has a fair margin. Then why risk your customers' pickles, and your own trade, by selling goods other than the best? Every dealer acknowledges that **The Wilson, Lytle, Badgerow Co., Limited,** of Toronto, turn out the very best and purest vinegar made in Canada. So handle only their goods.

FANCY HOLIDAY CONFECTIONERY

CARR & CO.'S season's novelties are now arriving from their immense bakeries in Carlisle, and THE CANADIAN GROCER has been favored with several sample tins. Of the biscuits themselves, one need say but little. They are Carr's biscuits, and everyone knows what that means. For nearly 70 years this firm has been engaged in the manufacture of biscuits, and were the pioneers of the industry, at least, as far as machine-made fancys are concerned. Ten years after they commenced business they received Her Majesty's the Queen's appointment, and they still hold this Royal Warrant.

Their "Cafe Noir," "Windsor Wafers," and "Shortbread Fingers" are always popular, and the output continues to increase. The war fever is responsible for a new, plain, slightly sweetened variety stamped the design of the "V.C." All the old lines, "Finger Creams," "Cafe au Lait," "Buffet Wafers," etc., retain their original excellence.

This year's fancy boxes are unusually artistic. The "Lismore Castle" box is very pretty, with gracefully curved sides, which bear medallions with views of famous old castles in Great Britain. The top has a beautifully enameled view of the castle in Ireland, from which the box takes its name. This makes a handsome box for the table. Another dainty one is the "Chrysanthemum" box. It is flat, with sloping sides. It has a folding gilt handle on its hinged top, and a hasp on the side, after the fashion of a jewel case. The decorations, in colors and gilt, are very effective. The "Hunting" box is plain in shape, with rounded corners, but has embossed sides and cover showing hunting scenes, "The Alarm," "The Chase," "Full Cry," etc.

The boxes for juveniles are most attractive. One is a capital model of a locomotive, and has for its companion a freight car, filled with fancy iced biscuits. Together, these make a welcome toy for the nursery. The "Parrot" box is decorated in brilliant colors, and has representations of the gaudy bird on top and sides. Carr & Co.'s customers will certainly have no lack of novelty this year in their biscuit departments.

EARLY CLOSING IN GERMANY.

A regulation went into effect in Berlin, Germany, at the beginning of this month compelling all shops in that city to close at 9 o'clock every evening, except on evenings preceding general holidays and the Kaiser's birthday, when an extension of the time to 10 p.m. is to be allowed. Automatic machines of all kinds are included in the order, and must be arranged so as to close at 9

p.m. Berlin now presents quite an unusual appearance at night. The gloom caused by the withdrawal of the customary illumination from the shops has compelled the authorities to request the gas company to improve the street lighting in the main thoroughfares.

THE VALUE OF ACQUIRED ABILITY

In order to succeed a man must know his own value, says an exchange. Every man has a mind and body with which he can accomplish almost anything if he only uses them in the right way. Ability comes from no peculiarity in a man's brain matter or muscle which other men do not possess. It is simply trained brain and muscle. Because a man does not inherit trained faculties or because he has let his faculties go uneducated for years, there is no reason for his giving up ever accomplishing anything. A noted author when asked by a beginner the best means of improving his style of writing, said that the best advice he could give was for a man to write as well as he could. This is true in any line of business. If a man has not as much natural ability as his friends or competitors the best way for him to get it is for him to do his best at all times. It is surprising how rapidly a man's ability will increase under such circumstances. It should be remembered that acquired ability is more credit to a man than inherited ability, and for that reason the idea expressed by the Frenchman is not a bad one. His English friend was boasting of his long line of ancestors and in reply the Frenchman said: "I may not have any ancestors to boast of, but I will make an ancestry."

TRADING STAMPS IN ENGLAND.

Stamp trading still continues to exercise its baneful influence on the grocery trade, says The Grocery World, London. It is pretty clear that a large number of grocers never scan the bankruptcy reports, or they would take warning in time. It is remarkable what a large proportion of bankruptcies are attributable in a greater or less degree to stamp trading. In nearly every case we see that the grocer has spent £60, £80, or £100 in stamps, and has nothing to show in return, except a microscopical increase in his business—very frequently not even that. The stamp-trading trick is such a very obvious means of extracting money from the grocer's pockets without any compensating advantage, that it seems strange that anyone should be taken in by it.

HE PLEASSED THE DRUMMERS.

A drummer sat in a big hotel,
He was off his feed, not feeling well;
As he looked over the bill of fare
He said to the waiter "roast beef rare."
He further remarked "I don't feel right
And I'll have to tempt my appetite."
Then he ordered pie with grace and ease,
"Pass the MacLaren Imperial Cheese."
The waiter winked with a knowing eye,
"Our landlord is of Imperial shy.
You see boss, he's a landlord new
And thinks most any old cheese will do."
The host was a man of fertile brain,
The drummers who quit came back again;
He got "next" with the food to please
And he laid in a stock of MacLaren's Cheese.
Now, this landlord drives a four-in-hand
And puts on style to beat the band.
He's money to burn and takes his ease,
And he owes it all to Imperial Cheese.

—TIT BITS.

POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

EMPIRE**SMOKING TOBACCO**

In 5, 10 and 15c. Plugs.

EMPIRE costs you only 36 cents, and pays a good profit.**EMPIRE is well advertised.****EMPIRE is selling well in almost every store from Halifax to Dawson City.****EMPIRE is A BIG PLUG FOR LITTLE MONEY.**

Made by

THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

53 Front St. E.
TORONTO

ESTABLISHED
1858

Works:
Cardinal, Ont.

164 St. James St.
MONTREAL

Benson's Enamel Starch

A Cold
Water
Starch

SEE OUR PRICE LIST.

The Edwardsburg Starch Co.
LIMITED

MADE AND GUARANTEED
BY THE
EDWARDSBURG STARCH CO., Limited

DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

<p>COFFEE.</p> <p>JAMES TURNER & CO. per lb.</p> <p>Mecca 0 32</p> <p>Damascus 0 28</p> <p>Cairo 0 20</p> <p>Birdar 0 17</p> <p>Old Dutch Rio 0 12 1/2</p> <p>TODHUNTER MITCHELL & CO.'S</p> <p>Excelsior Blend 0 32</p> <p>Jersey 0 29</p> <p>Rajah 0 20</p> <p>Old Government Java 0 28 0 30</p> <p>Maracaibo 0 18 0 20</p> <p>West India 0 16 0 18</p> <p>Rio, choice 0 12</p> <p>CLOTHES PINS.</p> <p>BOECKH BROS. & CO.</p> <p>Clothes Pins (full count), 5 gross in case, per case 0 55</p> <p>4 doz. packages (12 to a case) 0 70</p> <p>6 doz. packages (12 to a case) 0 97</p> <p>EXTRACTS.</p> <p>HENRI JONAS & Co. Per gross:</p> <p>1 oz. London Extracts \$6 00</p> <p>1 oz. " " (no corkscrews) 5 50</p> <p>2 oz. " " " " 9 00</p> <p>1 oz. Spruce essence 6 00</p> <p>2 oz. " " " " 9 00</p> <p>2 oz. Anchor extracts 12 00</p> <p>4 oz. " " " " 21 00</p> <p>8 oz. " " " " 36 00</p> <p>1 lb. " " " " 70 00</p> <p>1 oz. Flat " " 9 00</p> <p>2 oz. Flat, Anchor extracts 18 00</p> <p>1 oz. Square " " 21 00</p> <p>4 oz. " " (corked) 36 00</p> <p>8 oz. " " " " 72 00</p>	<p>4 oz. " glass stop extracts 3 50</p> <p>8 oz. " " " " 7 00</p> <p>2 1/2 oz. Round quintessence extracts 2 00</p> <p>4 oz. Jockey decanters " " 3 50</p> <p>FOOD.</p> <p>ROBINSON'S PATENT BARLEY, 1/2 lb. tins. per doz. 1 25</p> <p>" " " " 1 lb. tins. " " 2 25</p> <p>" " " " Groats, 1/2 lb. tins. " " 1 25</p> <p>" " " " 1 lb. tins. " " 2 25</p> <p>JAMS AND JELLIES.</p> <p>SOUTHWELL'S GOODS. per doz.</p> <p>Frank Magor & Co., Agents.</p> <p>Orange Marmalade 1 50</p> <p>Clear Jelly Marmalade 1 80</p> <p>Strawberry W. F. Jam 2 00</p> <p>Raspberry " " 2 00</p> <p>Apricot " " 1 75</p> <p>Black Currant " " 1 85</p> <p>Other Jams, W. F. 1 55 1 90</p> <p>Red Currant Jelly 2 75</p> <p>T. UPTON & CO.</p> <p>Jams—</p> <p>1-lb. glass jars, 2 doz. in case, per doz. \$1 00</p> <p>5-lb. tin pails, 8 pails in crate, per lb. 0 07</p> <p>7-lb. wood pails, 6 " " " " 0 07</p> <p>14-lb. wood pails, per lb. 0 07</p> <p>30-lb. " " " " 0 06 1/2</p> <p>Jellies—</p> <p>1-lb. glass jars, per doz. \$1 00</p> <p>7-lb. wood pails, per lb. 0 06 1/2</p> <p>14-lb. " " " " 0 06 1/2</p> <p>30-lb. " " " " 0 06 1/2</p> <p>KNIFE POLISH.</p> <p>Nixey's "Cervus" 6d. and 1s. tins</p> <p>For price list and selling scale apply W. G.</p> <p>Nixey, 12 Soho St., London, Eng.</p>	<p>LICORICE.</p> <p>YOUNG & SMYLYE'S LIST.</p> <p>5-lb. boxes, wood or paper, per lb. \$0 40</p> <p>Fancy boxes (36 or 50 sticks) per box. 1 25</p> <p>" Ringed " 5 lb. boxes, per lb. 0 40</p> <p>" Acme " Pellets, 5 lb. cans, per can. 2 00</p> <p>" Acme " Pellets, fancy boxes (40) per box 1 50</p> <p>Tar, Licorice and Tolu Wafers, 5 lb. cans, per can 2 00</p> <p>Licorice Lozenges, 5 lb. glass jars. 1 75</p> <p>" " " " 5 lb. cans 1 50</p> <p>" Purity " Licorice, 200 sticks 1 45</p> <p>" " " " 100 sticks 0 73</p> <p>Dulce, large centsticks, 100 in box ... 0 75</p> <p>GILLETT'S POWDERED LYE.</p> <p>4 doz. in case \$3 60</p> <p>MUSTARD.</p> <p>COLMAN'S OR KEEN'S.</p> <p>D. S. F., 1/4 lb. tins, per doz. \$1 40</p> <p>" " " " 1/2 lb. tins, " " 2 50</p> <p>" " " " 1 lb. tins, " " 5 00</p> <p>Durham, 4 lb. jars, per jar 0 75</p> <p>" " " " 1 lb. " " 0 25</p> <p>F. D., 1/4 lb. tins, per doz 0 85</p> <p>" " " " 1/2 lb. tins 1 45</p> <p>BAYLE'S PREPARED MUSTARDS.</p> <p>Robert Greig & Co., Toronto, Agents.</p> <p>Horseradiash per doz., \$1 75 \$2 50</p> <p>English Sandwich 1 75 2 50</p> <p>JONAS' FRENCH MUSTARDS.</p> <p>HENRI JONAS & Co. Per gross:</p> <p>Pony size \$7 50</p> <p>Imperial, medium 9 00</p> <p>Imperial, large 12 00</p> <p>Tumblers 12 00</p> <p>Mugs 13 20</p> <p>Pint jars 18 00</p> <p>Quart jars 24 00</p>
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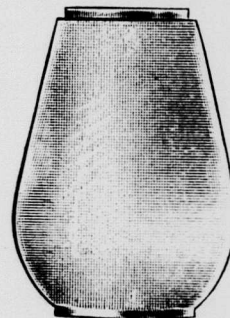
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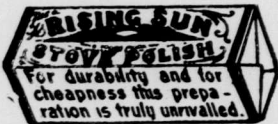
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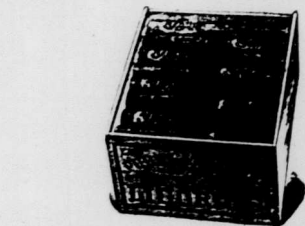
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