

# THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, FEBRUARY 19, 1897.

No. 8

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

THE ONLY TEN CENT CIGAR

Manufacturers by Special Warrant  
To Her Majesty THE QUEEN



## COLMAN'S MUSTARD

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

**ONLY GOLD MEDAL PARIS 1878**

**TWO GOLD MEDALS**  
INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862      Only Silver Medal Paris 1875  
Only Medal Dublin 1865      Grand Gold Medal Moscow 1872 & 80




## Kipperd Herrings

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



- Fresh Herrings
- Herrings in Tomato Sauce
- Herrings in Shrimp Sauce
- Herrings in Anchovy Sauce
- Herrings a-la-Sardine
- Preserved Bloaters, etc.

**SALT HERRINGS IN KECS. "CROWN" BRAND.**

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

**MARSHALL & CO.**  
Spring Garden Works, ABERDEEN, SCOTLAND.

**Walter R. Wonham & Sons**  
Sole Agents for Canada, MONTREAL.

VARSAITY CIGAR 5c. THE BEST IN THE MARKET

# SOUPS

Why not handle the best? Your customers will gladly pay a few cents more for a tin of soup if you can assure them that "It is the best." You can safely say this of

**Armour's  
White Label  
Brand**

**H. P. ECKARDT & CO.**  
TORONTO

# Batty's



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

ALL WHOLESALERS  
HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

**J. A. GORDON & CO.**

... Montreal

McLAREN'S

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



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

## DON'T FORGET

That in selling Silver Dust Washing Powder you

**MAKE MORE MONEY**

than by selling any other. It gives the greatest satisfaction. Don't wait for the spring rush. Order now.

**The Silver Dust Mfg. Co.**  
Hamilton, Ont.

Something New...



**BLACK BIRD**  
**SILVER BIRD**

# ..TEAS

Are packed in handsome 1-lb. Tins, 50 in case. Quickest seller you ever saw. Every person who sees them buys a tin. Write for a case.

**T. B. Escott & Co.** Wholesale Grocers **London**

Standard Goods THE Best to Handle

FOR  
PURITY

This brand is  
always reliable.



FOR  
STRENGTH

Highest test  
98<sup>00</sup>/<sub>100</sub> pure.

"NEW PROCESS" SODA, FINEST ON THE MARKET.

Lazenby's Jelly Tablets

These are ABSOLUTELY PURE and  
made with Choicest Flavorings only.

THEY STAND AT THE HEAD as the Finest Quality made.

FLAVORS

LEMON,  
ORANGE,  
CHERRY,

PUNCH,  
COGNAC,  
RASPBERRY,

VANILLA,  
CHAMPAGNE,  
MADEIRA,

CALVES' FOOT,  
STRAWBERRY,  
PINE APPLE.

BOXES CONTAIN : 2-doz. 1/2-pint, 1-doz. pint, or 1-doz. quart packets.



A RELIABLE

Castile Soap

IS

"LE LION ROUGE"

AGENTS

A. P. TIPPET & CO.  
MONTREAL and TORONTO

F. H. TIPPET & CO.  
ST. JOHN, N.B.

# The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,  
Office of Official Analyst,  
MONTREAL, April 8th, 1895.

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

**99<sup>99</sup>/<sub>100</sub>** to **100** per cent. of Pure Cane Sugar with no impurities whatever."

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

CRESCENT BRAND



**BRUNNER, MOND & CO., Ltd,**  
NORTHWICH, ENGLAND

MANUFACTURERS OF

## BICARBONATE of SODA

REFINED and RECRYSTALIZED--The Purest and Cheapest in the Market.

### SODA CRYSTALS

Of the Finest Quality.  
In Barrels and Drums  
Orders for direct importation from  
the Wholesale Trade only.

WINN & HOLLAND - - - MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA

### WHY NOT HANDLE THE BEST

When it will Sell at Sight?

## ENGLISH ARMY BLACKING

We do not offer pianos, bicycles or cutters to induce merchants to handle this blacking. The quality and style of the article does the business.



**The F. F. Dalley Co. Ltd. - Hamilton, Can.**

**The Hilliard House, Rat Portage**

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

**EPPS'S COCOA**

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

**EPPS'S COCOAINE**

or COCOA-NIB EXTRACT.

A light, refreshing beverage.  
1-4 lb. Tins. 6 lb. Boxes.

Special Agent, **C. E. COLSON, MONTREAL**

**Smoked Hams**

**Smoked Rolls**

**Pure Lard**

UNSURPASSED IN QUALITY  
SAMPLE ORDER SOLICITED

**PARK, BLACKWELL & CO., Ltd.**

Wholesale Pork Packers  
TORONTO

**"CROSSE & BLACKWELL"**

SEASON 1897

Fresh Fruits, Jams, Jellies and Orange  
Marmalade, in glass jars with patent vacuum  
covers. Also

**CANDIED PEELS**

Lemon, Orange, Citron.

The above are the finest goods in the market.

**Pepsin Cream Cheese**

Is still booming and finding favor with all our old customers, and  
securing many new ones. All grocers selling these goods will  
kindly remember they are not like canned goods, and can be left  
on the shelf in any kind of temperature. Any place suitable for  
keeping butter will do for **Graham Pepsin Cream Cheese**.  
Don't put it on the counter and spoil it with heat. This will spoil  
the goods and ruin **your** sale of **our** goods. We supply  
**dummies** for the counter.



**R. J. GRAHAM**

519 KING STREET WEST

**Toronto**



FOR THE  
**Whitest**  
**Lightest**  
and  
**Sweetest**  
**Cakes**



**Ocean**  
**Wave**  
**Baking**  
**Powder**

Manufactured by the

**Hamilton Coffee and Spice Co.**

HAMILTON, ONT.

**THE ...**

**E. B.**

**EDDY**

**CO.'S**

**Matches**

**Every-thing that is Good in Matches is contained in**

**That's why so many people use them**

**HULL  
MONTREAL  
TORONTO  
QUEBEC  
ST. JOHN, N.B.  
HAMILTON**

**HALIFAX  
VANCOUVER  
VICTORIA  
KINGSTON  
WINNIPEG  
ST. JOHNS, N.F.**

**The E. B. EDDY CO., Ltd.**

**HULL, QUE.**

38 Front St. West - - TORONTO  
 318 St. James St. - - MONTREAL

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

# BROOMS

**ROSE,  
THISTLE  
PANSY**

Freight paid on 5-doz. lots.

# MATCHES

**SOVEREIGN  
MATCHES**

Freight paid on 5-case lots.

The H. A. NELSON & SONS CO., Ltd., Toronto and Montreal.

SPECIAL  
LIQUEUR HIGHLAND WHISKY

*Cockburn & Co.*

ESTABLISHED 1796

*Leith & London*

8, LIME STREET E.C.

Try—

**COCKBURN'S  
SCOTCH  
WHISKY**

Nothing Finer in the Market

Cockburn & Co this year attain their centenary, the firm having been founded in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . .

**J. & R. McLEA, Montreal**

AGENTS FOR  
THE DOMINION

Cockburn's Special Liqueur  
Cockburn's Special Scotch  
Cockburn's Very Old Highland

Freight prepaid to all Railway points in Ontario East of Port Arthur  
on 5-case lots

## **REINDEER BRAND**

CONDENSED GOODS

Milk, Coffees, Cocoa, and Evaporated Cream.

All Wholesale Grocers handle these goods.

# W. H. GILLARD & CO.

HAMILTON



## Advise the Trade:

That their stock of **TEA** in all growths and grades is extensive and varied. Exceptional values in every line.

Wide-awake grocers—rounding up stocks in anticipation of a duty—will serve their best interests by writing for samples, for comparison and draw.

A  
Constant  
Demand

"Rose Brand"  
Hams, Bacon, Lard.

Do you turn your money often? Slow selling things eat up a lot of profit. Poor quality often means unsalable quality—after it has stood on your shelves for awhile

"ROSE BRAND" LARD

sells easily and steadily. There is a constant demand for it. It is pure beyond question and warranted highest quality. There is no lard made that is safer for you to sell.

The GEO. MATTHEWS CO. Ltd.  
Ottawa and Peterborough.

A  
Steady  
Profit



*There's hardly a man*

woman or child in Christendom that does not like good mince pie. The quality of the pie depends largely upon the mince meat, and the experience of years has proved the excellence of

*Wethey's Condensed Mince Meat*

*J. H. Wethey, Mfr., St. Catharines.*



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

# THE CANADIAN GROCER

Vol. XI. (Published Weekly)

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(\$2.00 per Year) No. 8

## THE DEPARTMENT STORE.

By Samuel Hopkins Adams in Scribner's Magazine.

**A**SIDE from departures in policy and innovations on a large scale the originality of the department store is largely supplied by two departments to some extent correlated. These are the advertising department and the window-dressing department. One is the literature of the great store; the other its art. The shop-windows are a great stimulus for the department whose goods are displayed in them. A good showing will often wonderfully increase the sale of the stock as well as attract customers to the store who are new to it. Frequently the head advertising man is the general manager of the store. Whether this is the case or not, he is a general supervisor of the establishment, with a complete knowledge of its ever-changing detail. Every day he holds consultations with heads of departments to find out what particular lines of articles they want "boomed," and about those articles he writes alluring statements for the shopping public to read, sometimes arranging for illustrations with them. The amount of money spent for advertising is appalling when looked upon as an expense. One great store in Philadelphia spends on an average \$1,000 every day in the year, and a good many spend \$500 a day. The advertising receives probably more of the personal attention of the head of the house than any other department. The head of the firm which expends the great sum just mentioned personally suggests and frequently writes the leading lines in the daily announcement. The proprietor of a great store in Brooklyn does this invariably, and thinks the time well spent which the work daily requires. The mail department tends to enlarge this expenditure, as the store reaches out to the utmost parts of the country, and the future will no doubt see an even greater development in the effort to secure mail customers in the small towns and in country places.

Advertisement writing has, within the last

few years, become a fine art. The writer must be thoroughly up to date in his ideas, and the latest methods require that he furnish something new every day. Genuine wit and humor are found over the "adv." mark in the papers. It is pretty safe to say that every good advertising man earns his salary, and the best man in the country at this work is said to receive \$15,000 a year.

There is little question but that the great department store is a benefit to the buying public, because of the low prices which prevail in it, because of its convenience and as a rule, honest dealing, and because it concentrates many lines of stock within a small space. On the other hand, it is a question if it is not in its tendency a menace to some of our commercial institutions. It has already made marked inroads on several lines of retail selling without bestowing any corresponding benefit. Especially is this true of goods which have been handled by salespeople with special education and training, and where there existed in the business a pride beyond that of mere trading which gave it distinction. Perhaps the best instance of this is to be found in the store book department, the stock of which is, with the exception of possibly a few establishments, composed of only the newest or, perhaps, the least worthy of books, or volumes in inferior editions.

The salespeople are often illiterate and untrained, and the whole tone of the place is the antithesis of what the book-lover looks for in such a place. Yet the supplying of the most salable books at the very lowest prices drives the small bookseller, who carries a large stock and employs competent assistance, out of the business, and threatens the extinction of shops which have served a valuable purpose. Much the same may be said in disparagement of the store "picture department," the stock displayed, and the taste appealed to, is even inferior, by comparison, to the book department. It

may be only a question of time when each part of the great stores will be as perfect as the best shops devoted to single kinds of goods; but it is certainly true now that with the exception of some of the oldest and largest departments it is the aggregation of stock and prices which attract the customers, and not the quality and selection of goods displayed.

From time to time the practices and methods of one or another of the great stores have been made the subject of legislative inquiry; but invariably with unimportant results. And now a powerful organization has been formed in New York by some thirty or forty of the big stores for mutual support and protection. Representing, as it does, more than \$50,000,000 of capital, it is a formidable combination; and, while its object is not definitely so stated, there is no doubt but that it will oppose with all its strength any legislation looking toward an interference with the business.

Public opinion has been brought to bear upon the management of the department store. The Consumers' League of New York has been organized, with the object of compelling the stores to treat their employes equitably. It fights for light, airy rooms, seats for the salespeople, reform in the system of fines, vacations with pay, and recompense for overtime. Such stores as live up to the principles set down by the Leaguers are put on the "White List." The members of the League do their shopping in the listed stores. The League has set forth what it calls a "Standard of a Fair House," as follows:

### WAGES.

A Fair House is one in which equal pay is given for work of equal value irrespective of sex. In the departments where women only are employed, in which the minimum wages are \$6 per week for experienced adult workers, and fall in few instances below \$8.

In which wages are paid by the week.

In which fines, if imposed, are paid into a fund for the benefit of the employes.

In which the minimum wages of cash girls are \$2

## THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.



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

per week, with the same conditions regarding weekly payments and fines.

#### HOURS.

A Fair House is one in which the hours from 8 a.m. to 6 p.m. (with three-quarters of an hour for lunch) constitute the working day, and a general half-holiday is given on one day of each week during at least two summer months.

In which a vacation of not less than one week with pay during the summer season is given.

In which all overtime is compensated for.

#### PHYSICAL CONDITIONS.

A Fair House is one in which work, lunch, and retiring rooms are apart from each other, and conform in all respects to the present sanitary laws.

In which the present law regarding the providing of seats for saleswomen is observed and the use of seats permitted.

#### OTHER CONDITIONS.

A Fair House is one in which humane and considerate behavior is the rule.

In which fidelity and length of service meet with the consideration which is their due.

In which no children under fourteen years of age are employed.

In a great store in Philadelphia every employe who has been there for more than six months gets a vacation with full pay. For ten evenings only out of the year is the store open. A careful record of this extra work is kept, and when the slack season comes the employes get hour for hour in time off. More than this, a certain percentage on sales made during these evenings is given to the employes. The system of fines is not harsh, and the money so obtained goes into the coffers of the employes' organization, and not to the firm. In this respect all but the best New York stores are far behind those of the other large Eastern cities, and most of them consider that by furnishing dinners free to the employes during the season when they keep open at night they are fulfilling all requirements. Many of them do not even furnish these meals. Some few New York concerns allow hour for hour for extra work, but do not pay for it in money. Almost the only fair position is that of the places which require no evening work at any time. Vacations are almost unknown in the low-class

stores, but enforced absence without pay is part of the financial policy. It saves money, and moreover, the employes do better work for taking some sort of holiday, no matter how ill they can afford it.

A most hopeful sign for the future, however, is the growing acceptance of the maxim that good treatment of employes is sound business policy. Years ago one of the leading employers set out to establish a feeling of loyalty to the establishment by fostering esprit de corps among his employes; other stores have followed his example in the matter of encouraging social and beneficial societies, and there is scarcely one of the big stores but has its yearly entertainments. In the store just mentioned the salaries are paid to the officers of the store societies from the fines collected from employes. There are classes in French, German, Spanish and Italian, besides simpler branches of instruction. Other stores have manifested sudden attacks of philanthropy, such as trips to Europe for the salespeople, and lavish gifts at Christmas-time; but the shop people appreciate most fair treatment and fair wages. This is what pays in the end. In New York, at least, reform in internal methods is more likely to come from an appreciation of the advantages to be derived than from legislation or external pressure.

Whether for good or for evil the department store has come to stay. The system which it represents extends throughout the country. Every city in the United States with a population of 100,000 or more has at least one of these stores. New York has fifty, Chicago a score, Philadelphia and Boston nearly as many, and Brooklyn a dozen or more. Time was when there seemed to be a prospect that the rivalry between these giants would involve them all in ruin. But they only increased in power and scope. That rivalry is largely a thing of the past. The fight is between the department store dealing in all lines of goods and the specific store dealing in but one. This century's end is witnessing the crisis of

the battle; a battle on the one side for conquest, on the other for existence. The twentieth century will determine the issue.

#### "MADE IN CANADA."

THE Hamilton Brass Mfg. Co., of Hamilton, Ont., are now making a full line of the latest improved cash registers. These registers are made on the best and tried principles used in cash registers made in the United States, and all the parts are identically the same as the latest patterns of National cash registers. The cases are beautifully finished in brass and nickel plate, and handsomely designed. The mechanical parts of the machine are made of the finest and hardest metals, thus ensuring durability and accurate operation.

The machines are made in a variety of sizes with special attachments, such as detail adding, total adding and check printing devices, suitable for grocers, dry goods merchants, hardware, general stores, hotels, confectioners, in fact all merchants who do a cash or credit business.

It is hardly necessary to say anything as to the value of cash registers, as they are recognized as one of the essential fixtures of every retail merchant's business who is up to date.

The Hamilton Brass Mfg. Co. have sold during the last few months nearly 300 machines.

#### SELLING FOR CASH.

Lots of grocers think they can make the cash business go by charging the same price as those charged by the credit grocer. They make a mistake. The cash grocer is in a position to sell possibly 5 per cent. lower than his credit competitor, and he ought to do it. If he don't the whole strength of his position is gone, for people will buy on credit every time if they have to pay no more than they would spot cash.—Grocery World.

**Reputation** is a good word, it means a good deal; we have it for . . .

**Distinctiveness**

in label, package and quality of our . . .

**Circle Tea**

LUCAS, STEELE & BRISTOL Wholesale Grocers HAMILTON

. . . FINE . . .

**FLAVORING EXTRACTS**



**SEELY MFG. CO.'S  
GOODS**

We have secured the agency for these choice flavorings, and have a full line in stock. When next in need of extracts give these a trial. . . .



**JAMES TURNER & CO., - HAMILTON**

**We  
are  
Agents**

for Ontario and Quebec for...

**MACONOCHIE BROS.  
LONDON, ENG.**

Their name the world over is

famous for excellence in...

Jams, Marmalade, Fruits, Pates, Camp Pies, Potted Meats, Bloater Paste, Pickles, Sauces, Vinegars, Fresh Herrings, Kippered Herrings, Findon Haddocks, Herrings in Shrimp Sauce.

The best is not too good for your customers—these goods are the best, not the highest priced.

**ROBT. GREIG & CO.  
MONTREAL.**

Import Agents for ::  
MACONOCHIE BROS. for Prov. of Quebec and Ontario.

# ELEME FIGS COMADRA FIGS

We have still a few boxes Eleme Figs, 10 lb. Also a small lot Comadra Figs in mats, at very low prices. See our Travellers or write for prices.

## THOS. KINNEAR & CO.

WHOLESALE GROCERS

## TORONTO

### THE OLD GROCER'S STORY.

A. P. M'Kishney.

They came into my grocery store just as 'twas turnin' night,  
I was ready to wait on 'em when I'd tinkered up the light,  
Old, bent and gray—this couple, was this good old man an' wife,  
I reckon they had tried the joys and bitter sweets of life.  
A tattered shawl of faded stripe was on her shoulders cast,  
One wrinkled hand did grip its folds to hold 'em close an' fast,  
A rusty bonnet kissed the snow upon her dear old head.  
"We're come to buy a heap of things—the best you've got," she said.  
Her face was full of wrinkles, and her voice was kind of broke,  
An' his'n seemed to wrinkle when he turned to her an' spoke:  
"Now, mother, you just go ahead, an' get the stuff, you know,  
'Cause you remember what he liked a long, long time ago.  
An' don't forgit the curns an' sich—buy up an awful sight.  
While I trot out old roan, you see, the boy may come to-night.  
The parson read it out, you know, a-smiling at the line:  
'God bless you both, I'm likely to walk in most any time.'"  
Just as the old man came around the corner with the rig,  
A message boy came bouncin' in an' asked for Mr. Brigg.  
"That's my old man," the mother cried, "our boy has maybe come,  
An' wants to know why us two has raced away from home."  
"What's that?" the old man hollers out, "come on, then, let us go,  
'Twill never do to let him stay an hour alone, you know,  
For Eddie never used to like to find himself alone,

So come on, mother, git right in, and I'll whip up old roan."  
The boy, he turned his eyes on me, an' then on the old man,  
Then on the mother, "Here," he said, "you tell 'em if you can."  
An' handin' me a telegram he bounded out the door,  
And leavin' me to do a thing I'd never done before.  
I tore it open an' I held the words up to the light:  
"An accident! Your son is dead, expect him home to-night."  
Two faces lit with love an' joy were lookin' up at me.  
An' something got into my eyes until I couldn't see.  
I reached and grasped a hand of each—'twas awful news to tell.  
I said, "Now look-a-here, old folks, that boy you love so well,  
Is home all safe and sound to-night, you watched for him to come;  
Now he's a-watchin' through the gate to give you welcome home."  
They knew all that I meant to say, slowly they shambled out,  
That they'd go after him quite soon I had not any doubt.  
For God's a father, don't you know, and seein' all their pain—  
And knowin' how they long to see their only boy again,  
Some day he'll give a glorious feast 'way up in heaven's dome,  
An' angel's voice will whisper low, "Ed's folks have just got home!"

### A STUDY OF SUCCESS.

The old gentleman was giving the boy advice, not so much because the boy needed it, as because he had more than he knew what to do with, and the boy might as well have it.

"Joshua," he said, "be polite ter everybody. Remember, ye ain't no millionaire,

an' ye can't afford ter put on too many important ways."

"Well, I ain't so sure 'bout that," was the reply. "It seems to me they's lots o' people standin' 'round ready ter impose on ye of ye don't show some spunk."

"Ye hev ter bear lots o' things in this life. But it's work ez counts. Remember the little busy bee. He jes' keeps a-workin' an' a-workin', day in an' day out. An' they's mighty few bees, I'm given ter understand, as can't look back on their lives with satisfaction, and be p'nted out ter the neighbors ez a success; an' all because they jes' keeps on a-workin', an' a-workin'."

"That's so, father. But there's one trait of character 'bout the bee that you ain't dwelt on."

"What's that?"

"He don't 'low nobody ter sit on 'im."  
—Detroit Free Press.

### MONTREAL LEADS.

The statement of shipments of animals by the Allan Line during 1896 shows up the port of Montreal to advantage. The number of animals shipped from here was much greater and the loss much less than any of the other ports from which the Allan Line steamers carried. The number of animals shipped was as follows:

	Cattle.	Sheep.	Horses.
Montreal.....	26,995	26,378	4,087
Boston .....	10,555	.....	447
Philadelphia .....	10,116	3,306	377
New York .....	9,368	959	597
Portland .....	3,974	2,516	351
Halifax.....	.....	.....	38
	61,008	33,162	5,897

The mortality from the same ports was:

	Percentage of Loss,		
	Cattle.	Sheep.	Horses.
Montreal.....	0.15	0.36	0.46
Boston .....	0.73	.....	2.46
Philadelphia.....	0.55	0.27	1.59
New York.....	0.24	1.14	3.01
Portland .....	0.45	0.55	1.13
Halifax .....	.....	.....	.....

# Our Teas Sell Themselves.

The following post card is but one of many that we have received. This one happens to be from one of the best tea buyers in the country :

MESSRS. DAVIDSON & HAY Ltd.

February 3, 1897.

DEAR SIRS,—Your tea "Black Swan" I drew with 18 other samples and you get the order for the above named tea—15 half-chests.

Respectfully yours,

See Our  
Travellers'  
Samples

## The DAVIDSON & HAY, Ltd.

WHOLESALE GROCERS, - - - TORONTO.

Telephones 399 and 1399.

### TRADE CHAT.

WHEN the tempest broke, the roof of the barn struck the tenderfoot in the chest, a haystack fell upon his head, and a cord of wood pinned his feet to the ground. Tears sprang to his eyes. "It reminds me," he sighed, "of sitting in a crowded trolley car when it goes round a curve. Ah, me!"—Detroit Journal.

The St. Mary's Board of Trade has been re-organized.

Brantford's fire loss last year was only \$1,528.50. In the last six years the losses were only \$20,351.

Mr. Holman, Newbury, has sold his stock of dry goods and groceries to Mr. Gale, who is now removing the old stand.

The vintage of France in 1896 amounted to 981,000,000 gallons of wine, or 395,000,000 more than in 1895, and 308,000,000 gallons above the average production of the past ten years. In the figures here given for

1896, Algiers and Corsica are not included. It is estimated that the complete figures will reach about 1,078,000,000 gallons.

G. W. Stull, of Guelph, has shipped 20,000 pounds of tallow to London, Eng., for the purpose of testing the advisability of opening up a trade there.

A company has been organized in Sandwich with a capital stock of \$50,000 for the purpose of trading in the grapes grown in that vicinity, and the manufacture of wine.

F. A. Gonne, the Queen's grocer, has deserted his old stand opposite the market, and is now found in the large premises formerly occupied by Scott & Flater, next to Somerville's restaurant. His reason for removal was a good one, as he found business too fast for the comparatively cramped quarters of his old store. As he is situated in his new stand, he has one of the largest and best equipped groceries in the city. Mr. Gonne has an enviable reputation

as a first-class, obliging business man, and the growth of his trade until more room was necessary shows that he is appreciated by his customers.—Banner, Chatham.

### FOOLSCAP PAPER.

Every schoolboy knows what foolscap paper is, but we doubt whether one in a hundred that daily use it can tell why it was so called.

When Oliver Cromwell became protector, after the execution of Charles I., he caused the stamp of the cap of liberty to be placed upon the paper used by the Government. Soon after the restoration of Charles II., having occasion to use some paper for dispatches, some of this Government paper was brought to him. On looking at it, and discovering the stamp, he inquired the meaning of it, and, on being told, he said: "Take it away; I'll have nothing to do with a fool's cap."

Thus originated the term foolscap, which has since been applied to a certain size of glazed writing paper.

## "We Can Sell No Other

except where people consider price alone and not quality. Kindly send us at once another lot of "Pan-Dried Rolled Oats"—our usual order. They are undoubtedly the finest cereals in the market. We were induced by a good oatmeal miller to try a few barrels of his goods as he had just put in the most improved machinery, but one taste of the raw meal was sufficient to show the difference."

Extract from a letter from an Ontario Co. grocer to

The Tillson Company, Ltd.  
Tilsonburg, Ont.

From Manufacturer to  
Retailer Direct.

Pearl

Tapioca!!

2½ CENTS

In lots of five bags  
or over.

---

Hudon, Hebert & Cie.

MONTREAL.

# Fruit

# Fish

**120 Kegs**  
Fine Fresh Water  
**HERRINGS** Heads off

F.O.B. Midland—Special price this week.  
Also No. 1 Trout.

A bargain **this week**  
in  
California Evaporated  
**PEACHES**

Splendid Value

Bags

Cheap Price

The EBY, BLAIN COMPANY Ltd.

Wholesale Importing and Manufacturing Grocers

TORONTO - ONTARIO

#### THE CANNED GOODS PACK.

THE Canadian Packers' Association is in special session in Toronto this week. The meeting began on Wednesday, and up to the time of going to press is still in session.

The object of the meeting is to receive the report of the Executive Committee in regard to regulating the pack for the ensuing season.

Briefly, this report was to the effect that there should be a pro rata reduction in the pack.

Each member of the association recognizes that a reduction in the pack is necessary, but there is a difference of opinion as to how the desired end shall be accomplished.

The smaller factories are against a pro rata reduction, claiming that it would seriously handicap them. They are of opinion that the larger factories should carry the heavier end of the burden in this respect, which, of course, does not find favor with the latter.

"Although we may not be able to agree upon a uniform scheme," said one well-known packer, "you can depend upon this:

We shall all go home firm in the determination to pack less goods next season."

President W. A. Ferguson, of Delhi, presided, and the attendance was the largest in the history of the association. Among those present were the following: J. E. Brethour, Burford Canning Co.; Dr. King, South Essex Preserving Co.; W. P. Innes, Simcoe; W. A. Carson, Belleville; A. C. Miller, Picton; M. McCauley, of Miller & Co., Trenton; W. M. Miller, Port Hope Preserving Co.; Thomas Nihan, Lincoln Canning Co., St. Catharines; W. Boulter, of W. Boulter & Sons, Toronto; M. B. Trumpour, Prince Edward Canning Co.; J. J. Nair, Aylmer Canning Co.; T. M. Dunn, Strathroy; H. J. Mathews, Lakeport Canning Co.; Secretary W. C. Breckenridge, Hamilton; Thos. E. Montague, West Lorne Canning Co.; W. J. Flynn, St. Catharines; J. B. Dolan, Dunmore.

#### A PROGRESSIVE MERCHANT.

The firm of Earle & Creighton, general merchants, Creemore, has recently been succeeded by A. Earle & Co. Mr. Earle, head of the firm, has been in business in Creemore about three years, and, during that time, has earned the reputation of being one of the most progressive merchants in that town. And he is popular as well as progressive. THE CANADIAN GROCER wishes Earle & Co. a prosperous career.

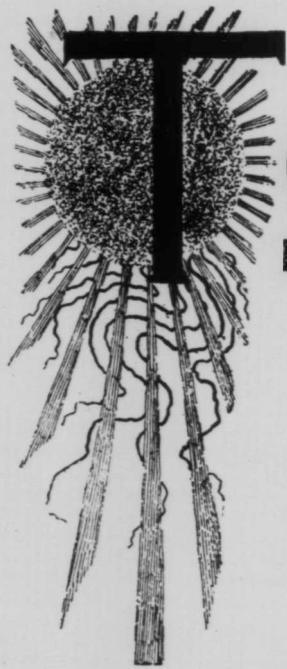
#### A MODEL SOLICITING LETTER FOR GROCERS.

At the recent London Groceries Exhibition, contest was held over the best letter soliciting trade. A prize was offered for the best letter, such as could be sent to a new resident of the town by a local grocer. The contestants were all grocers' clerks, and the successful letter was as follows:

DEAR MADAM,—We beg very respectfully to ask your kind consideration when deciding upon your grocer. If you will grant a perusal of our catalogue (sent herewith) we think that you will find that the prices quoted are as low as possible, consistent with first-class quality. Your acceptance and trial of the accompanying samples of tea will greatly oblige, and we may add that we have several other choice blends we can submit should these not be exactly to your taste. As will be seen from our list, we make a special feature of our provision department, which is always well stocked with the finest variety obtainable. Should you favor us with your commands it shall be our earnest endeavor, at all times, by prompt and careful attention to your every requirement, to give complete satisfaction. If not contrary to your wishes, our representative will wait upon you to-morrow, when any orders you may feel disposed to entrust us with will be esteemed.

We are, yours faithfully, S. & C.

Lucas, Steele & Bristol: "Our 'Circle' tea is a success. Sales are ahead of expectations, but then, you know, the style and quality is a complete novelty."



# To Tea Buyers

You are probably yet buying teas in the expectation that there will be a duty, which may or may not come. We would simply ask that you remember we are free sellers. You are welcome to the teas and the duty if it comes.

H. P. ECKARDT & CO., WHOLESALE GROCERS, TORONTO.

THIS WEEK...

We offer to

THE TRADE



A Genuine Bargain in

CHOICE FAMILY NATURAL FIGS

28-LB. BOXES.

These Figs are in prime order, and represent such value that keen buyers will do well to investigate.

W. H. GILLARD & CO., Wholesalers Only HAMILTON.



# THE CANADIAN GROCER

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## A HINT TO THE GOVERNMENT.

**W**HAT is done cannot well be undone. It is more and more obvious every day that the Government should have appointed a commission of business men to investigate the tariff and make a report thereon.

That would have been both the most expeditious and the most efficient way. But it did not. And now it is too late to undo what has been done.

The duty of the Government clearly now is to push with might and main the preparation of the new tariff so that when Parliament meets the instrument will be ready for immediate submission to the House.

It is imperative that it should be so.

For some months the knowledge that the tariff was to be revised has had a disquieting effect upon trade in spite of the fact that business men recognized that it was necessary that the tariff should be overhauled.

But now, with the prospect of a new tariff a couple of months hence, there is less disposition than ever to do business. In fact business is practically at a standstill.

The imports show it; the clearing houses show it; every business man is experiencing it.

The late Government went out of power chiefly because of its disregard of the representations and rights of the business men of the country.

The business men of this country asked the present Government to appoint a commission of independent business men to investigate the tariff; but it ignored the request.

The business men of this country some

months ago asked the Government to fix a time when the new tariff should go into operation; but again there was no compliance.

Now the business interests of the country demand that the tariff bill be ready for submission to the House when it meets. If there is again non-compliance there is danger of the business men stamping the present Government as being no richer in business common sense or more awake to the business requirements of the country than its predecessor.

## FIXED PRICE ON SUGAR.

**E**VERYONE in the grocery trade knows that for some time the wholesale grocers, like the retailers, have not been making a living profit on refined sugars on account of the price cutting which has obtained.

An understanding has, however, been arrived at among the jobbers in Toronto whereby, for the time being at least, this state of affairs shall no longer continue as far as the local trade is concerned.

The agreement is independent of the Guild, and every wholesaler in the city is a subscriber to it, including those who were formerly at daggers drawn with the Guild.

The prices fixed are: Lower Province granulated, 4 1-16c. per lb., for 5 bbls. and upward, and 4 1/2c. for less than 5 bbls.; Montreal granulated, 4 1/8c. to 4 3-16c. respectively. Yellows range from 3 3/8 per lb. upwards.

At these prices, based upon the present market values, the wholesalers are ensured a profit of from eight to fifteen cents per barrel, or from 2 to 4 per cent., according to quantity sold.

Under the old Guild arrangement, which was dissolved five or six years ago, the Toronto wholesaler's profit was half a cent per lb., out of which he had to pay the freight, which varied according to the seasons. But taking it all round his margin was from 1/4 to 3/8c. per lb. more than under the present local arrangement.

It might here be mentioned that wholesalers in the United States are guaranteed by the trust a profit of 3-16c. per lb., leaving them the option of making more if they can.

## FALLACIOUS CHARGES.

**T**HERE are two charges which those opposed to the idea of preferential trade with Great Britain frequently levy against those in Canada who are the advocates of it.

The one is that it is presumption to ask the Motherland to give the products of Canada a preference over those of foreign nations; the other is that they are asking her to do all the sacrificing.

Under certain conditions these premises would be well taken. But these conditions do not exist. Canadians are not cravens. They are willing to give and take in this matter. Those who levy the charges in question, through ignorance or design overlook this point altogether.

In the first place it must be remembered that the offer of preferential trade as it stands to-day did not come from Canada or any other British colony. It came from the Motherland herself: From a member of the British Government; from the Hon. Joseph Chamberlain, Secretary of State for the Colonies.

He, at the meeting of the British Chambers of Commerce held in London in June last, voluntarily extended an offer of preferential trade, but delegated to the colonies the duty of suggesting a scheme. And, furthermore, he asked them to hold a meeting at some future time in London for the purpose of bringing the scheme to the attention of the Imperial Government.

That should knock into silence the charge of presumption which is so commonly levied against advocates in Canada of preferential trade.

Then as to the charge that Canadians would be asking Great Britain to do all the sacrificing. A greater mistake could scarcely be made or a more deliberate untruth uttered.

No responsible newspaper in Canada, no reputable journal in Canada, has ever championed or even intimated any such thing.

The leader of the Government that was and the Premier of the Government that is, are both apostles of preferential trade, and both have distinctly laid down the proposition that for the preference that Great Britain would give our products, Canada,

under her tariff, must do likewise unto British goods. And this principle has been again and again enunciated by many newspapers and by various politicians.

Talk about sacrifice! If either party to a preferential trade arrangement stands to sacrifice anything it is Canada.

Of her total revenue nearly 70 per cent. is derived from the Customs, while for the past 29 years it has averaged over 73 per cent. Great Britain, on the other hand, depends only upon the Customs for 26 per cent. of her revenue.

A lower tariff against British goods would, therefore, mean a decreased revenue from the Customs, for not only would there be the loss on account of a lower tariff on British goods, but upon those from countries outside the British Empire as well, which we might naturally expect not to come in as freely as they do now.

But not only is there the sacrifice which loss of revenue would entail, but there is another loss to Canada which preferential trade with Great Britain would tend to induce: In some lines of home manufacture there would be necessarily a curtailment of production.

Great Britain, on the other hand, would lose nothing in revenue. On the contrary, she would gain. And as she is the great consuming market of the world, the impost of a small tax would not be a burden upon the consumer, not at least until such time as the present conditions are reversed and the United Kingdom is compelled to ask the producing countries to sell to her instead of they asking her to buy from them.

Whatever sacrifice, however, Canada may be put to, it would doubtless be more than compensated for by the benefits which would accrue from preferential trade with the United Kingdom. And for that reason THE CANADIAN GROCER allies itself with those who are championing that cause.

#### CURRANTS AGAIN ADVANCE.

Currants have experienced still another advance, a cable received in Toronto on Monday last noting a further gain of one shilling per cwt. in Patras.

This means an advance of about two shillings per cwt. during the past month, or equal to half a cent per pound.

The Produce Markets' Review of the 6th

inst. in its review of the currant market says: "The stock of good grocery currants remaining in Greece, when added to the stock in the United Kingdom, will barely be sufficient to fill probable requirements, even if all consumed. The stock in London is 8,832 tons, against 14,831 tons last year, and the usual requirements up to the end of August averaged during the last five years between 16,000 and 17,000 tons. It is, therefore, evident that a considerable quantity will be required, which will be very difficult to obtain, if the latest reports from Greece are to be relied upon."

The manufacturers of glucose in Austria have formed a trust. They doubtless expect to glucose together.

#### THE CASH SYSTEM IN RIPLEY.

MR. C. E. MARQUIS, of Marquis Bros., general merchants, Ripley, has been paying a visit to his old home in Pickering. While en route home he on Tuesday last stopped over at Toronto, when THE CANADIAN GROCER had a few minutes' interesting chat with him.

Marquis Bros. have been in business in Ripley about two years, and from the beginning they adopted the cash system.

"We have found," said Mr. Marquis, in reply to a question, "the cash system to work well. At first it was slow work to convince customers that it was the best thing for them as well as for us, but we have little or no difficulty now, for we have made it plain to them that it will pay them better, if need be, to even borrow money and pay us cash than get goods on credit and consequently pay higher prices for them. We have just got through taking stock, and find that we have not one hundred and fifty dollars in money receivable on our books."

"Then you do give a little credit?"

"Well, we have a few monthly accounts. For instance, sometimes a customer whom we know to be financially sound, and whom we have found to keep his word with us, comes and asks us for one, two, three, or four weeks' credit, and we give it him. It would not do to make a hard and fast rule. There must be a little elasticity.

"Other merchants have also adopted the cash system, and to-day Ripley is practically a cash town, and I hope it will so continue to be," concluded Mr. Marquis.

#### TO KEEP OUT SPURIOUS TEA.

THERE is on the statute books of the United States a law designed to exclude impure teas from that country; but like similar laws elsewhere it has not been effective.

The chief weakness, it seems, is the absence of any guide for the inspectors as to what constitutes tea unfit for consumption. The result of this has been that each inspector has had his own idea on the matter. As a natural concomitant of that, tea which should have been kept out has been allowed in, while that which should have been allowed to come in was denied the right. Frequently, too, tea which had been shut out of one port has been sent to Canada or England and then brought back again to the United States through another port, where the inspector's idea was different from the inspector who had pronounced the tea unfit for consumption.

In order to improve these defects no less than two bills are now before Congress. The one has been prepared by the Ways and Means Committee and the other by the Treasury Department.

Both bills prohibit the importation of teas adulterated with spurious leaf, chemicals or other deleterious substances.

The bill prepared by the Treasury Department has been transmitted to the committee of the Senate, and provides for the appointment by the Secretary of the Treasury of a board of five, who shall establish standard samples of tea. The board is to be appointed every second year.

This bill differs from the committee bill in providing for a single board instead of separate boards at New York, Chicago and San Francisco, where the principal imports take place. The measure provides that the Secretary of the Treasury, upon the recommendation of the Board of Experts, shall fix and establish uniform standards of purity and fitness for consumption of the several kinds of teas imported into the United States, and shall procure and deposit in the Custom Houses of the three leading tea ports, and such other ports as he may determine, duplicate samples of such standards; that the secretary shall procure a sufficient number of other duplicate samples of such standards to supply the importers and dealers in tea at all ports desiring the same at cost; that such standards

shall continue to be the standards of purity and fitness for consumption of teas permitted to be imported into the United States, and on all teas or merchandise described as tea of inferior purity and fitness for consumption, and that teas and their substitutes falling below these standards shall be deemed unfit for consumption.

The fixing of uniform standards for the guidance of the inspectors will do much in the premises, but unless the inspectors are expert tea men, the conditions will be little if any more satisfactory than they are at present. It is not upon the standards, but upon the efficiency of the inspectors that thoroughness must rely.

The merchant who has not veracity in his store will not keep much else very long.

#### NUTMEG SITUATION.

The position of the nutmeg market appears to be better than it has been for some time.

According to advices received this week in Toronto stocks in the primary markets have been reduced to within two-thirds of what they were at this time last year, while prices are 2d. lower.

In view of these conditions it is the opinion that prices will ere long advance.

For the past couple of years nutmegs, like other spices, have been gradually tending downward. As a result buyers have been cautious in their purchases. It is estimated that they have only been taking about one-fifth their annual quantity.

What helps to give confidence in the nutmeg market is the tendency of spices generally towards higher values.

#### APPLE EXPORT TRADE.

Enquiries for apples are being received from the United States. They are principally for Spies. Although there are a good many of them stored throughout the country, yet some difficulty is being experienced in securing carload lots.

A cable received in Toronto on Tuesday, in regard to the English market, read: "Prices show slight decline. Market opened weak and closed the same. Inferior stocks neglected."

Shipments from this side of the Atlantic have been heavy of late and it is feared that

this will have a depressing effect upon the market.

The exports last week were 48,000 from all ports, but the apples shipped were mostly from New Hampshire and Maine.

A biscuit war has broken out in the United States, and we may expect to see the price of crackers crushed out of all resemblance to their former selves.

#### CUTTING IN MOLASSES.

THE course of the molasses market has been a severe disappointment to traders in the staple in Montreal and the east this month.

Jobbers, generally, expected that the demand would increase after February 1, and held their stocks firm under this expectation. The expected demand has not yet materialized, and, in addition to bearish advices from the Islands, a large holder in Montreal is cutting the price on Barbadoes and Porto Rico, offering both in round lots at 26c.

These offers of course make it difficult for sellers who ask the regulation price of 28½ to 29c. to do business.

The absence of demand this spring in the province of Quebec is largely owing to the late period at which lumbering operations commenced. The shantymen are among the largest consumers of molasses, and as they did not, owing to the absence of snow, start for the woods until the middle or end of December, they naturally have consumed less molasses.

Recent news from primary points also has been in favor of the bears. The first quotations cabled on Barbadoes were 11c., and they have since dropped to 10c., which is 3c. below the figure at which they stood at the corresponding period last spring.

Naturally this news is not cheering to holders of last season's stock. If they have to carry any of it over it will come into competition with new stock secured at a less cost and suffer in consequence.

It will not be surprising, therefore, considering the conditions and the desire for a turnover before new season's crop is on the market, if holders consent to a material shading.

The low price outside is attributed to the large quantities of New Orleans stock offering this year at fully 10c. below what it was selling for at the same time last year.

#### EXPORT TRADE VIA ST. JOHN.

The people of St. John, N.B., were much pleased with the success of their first winter's business, but the increase during this, the second winter, has been so far satisfactory beyond expectation.

Last year, up to the present time, but 13 steamers engaged in this business had cleared from the port; this year the number is 21. Last season Liverpool, London and Glasgow were the only ports to which cargoes were taken; now Belfast and Dublin have been added.

Three years ago the exports for this period were valued at only \$318,000. Last year they increased to nearly \$1,000,000, and this year they are already over \$1,500,000. In United States product alone the increase from last year is over 1,000 carloads.

The advantage to St. John is very great, upwards of \$1,000 being paid in wages per day since the first week in December.

The steamers to London have had the largest business, but the shipments to Liverpool have been large, and they are increasing so fast that the Beaver Line have made arrangements to have one of the large steamers of the Elder-Dempster Co. make two trips from St. John. This steamer is the Assaye, of 4,900 tons register.

#### H. G. COLLAMORE.

THERE are many popular commercial travelers on the road. Among them is H. G. Collamore, who for the last ten years has represented in Northern Ontario the wholesale crockery house of W. J. Reid & Co., London.

But a traveler to be successful must also be able to sell goods, and this H. G. Collamore can do as well as the best of them.

A country merchant who has known him for a number of years paid this tribute to him the other day in my hearing: "He is a most persistent fellow. He will stick to a prospective buyer like a leach; but judiciously so, mind you. He doesn't say much, but what he says is to the point. He is a very fine fellow. I am speaking from personal experience."

His fellow-travelers recognize his ability as well as his customers. For a number of years he has been a director of the Western Ontario Commercial Travelers' Association, and last year filled the office of second vice-president of that organization.



## Every Week

we tell you through these columns what we know about Crown Brand Flavoring Extracts. About how careful we are that nothing gets into them but what is perfectly pure. How their great strength is caused by the purity, richness and rightness of these ingredients. We tell you all this for a purpose. It's to get you to give us a trial order and to recommend them to your customers. If they are not pleased with them we are willing to refund the money. You can't lose anything by giving a trial order on these terms. We know we can't, for

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are all we claim them to be—and more too.

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### Lorimer's Worcester Sauce.

This Sauce is made of the finest and purest materials. Everyone who tries it, likes it. Perhaps your customers would like it. Ask them and see. Sold in pint and half-pint bottles.

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We are agents for this house in the Prov. of Quebec and Ontario. Their name stands for the best that can be had in . . . . .

Jams, Marmalade, Fruits, Pates, Camp Pies, Potted Meats, Bloater Paste, Pickles, Sauces, Vinegars, Fresh Herrings, Findon Haddocks, Herrings and Shrimp Sauce.

---

ROBERT GREIG & CO., - MONTREAL.

# MARKETS AND MARKET NOTES

**ONTARIO MARKETS.**

TORONTO, Feb. 18, 1897.

**GROCERIES.**

**T**RADER in the wholesale grocery trade is, if anything, a little better than it was a week ago. The improvement is probably more noticeable in sugars than any other line, purchases on the part of both wholesalers and retailers being a little freer than they were. At the same time, however, the volume of business is not large. Both the home and the foreign market is steady as far as prices are concerned. Locally wholesalers' prices are a little higher than they were a week ago. Canned goods are quiet, but steady. Currants have experienced a further advance of 1s. per cwt., and some of the local wholesalers are this week demanding higher prices. Tea is in fair demand, with prices steady. Spices are quiet and firm.

**CANNED GOODS.**

There has been no material change in the situation. Tomatoes are in fair demand, but other kinds of vegetables are, as a rule, quiet. There is a fair demand for this time of the year for cheap salmon at about \$1.10. Good grades of canned lobsters are scarce, but the demand is light. We quote standard brands as follows: Tomatoes, 70 to 75c.; corn, 50 to 75c.; peas, 70 to 75c. for ordinary; sifted select, 80 to 95c.; extra sifted, \$1.15 to \$1.30; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to

\$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.70 to \$1.90; cherries, \$2 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.65 to \$2.25; salmon, "Horseshoe," \$1.37½ to \$1.40; "Maple Leaf," \$1.37½ to \$1.40; Lowe Inlet, \$1.30 to \$1.35, in tall tins; cohoes, \$1.10 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.25 to \$2.40 for tall tins; flats, \$2.85 to \$2.90; ½-lb. flats, \$1.50 to \$1.55; Canadian canned beef, 1's, \$1.20 to \$1.35; 2's, \$2.30 to \$2.50; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

**COFFEES.**

The market is quiet with prices easy. We quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

**SYRUPS.**

There is not much doing. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

**MOLASSES.**

Wholesalers are experiencing a fair demand for this time of the year. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

**SUGAR.**

There was a decline of ¼d. in beet in London on Tuesday, but taking it all round the market appears to be steady. Stocks in New York are light, and some large sales have been made there. Locally trade has improved during the past week. As noted in our editorial columns, wholesalers in Toronto have agreed upon a fixed price, as far as the local trade is concerned, and quotations on granulated are slightly higher than they were. Granulated is now quoted at 4 1-16 to 4 1-8c. for 5 barrels and over, and at 4 1-8 to 4 3-16c. for less than 5 barrels for Lower Province and Montreal sugar respectively.

**SPICES.**

Spices continue to rule firm in the primary markets. We quote as follows: Pure Singapore black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 12 to 15c. for China and 18 to 20c. for Batavia.

**NUTS.**

The first of the new crop of Brazil nuts is due in New York this week. The Brazil nut crop is said to be 7,000 tons, about the same as last year. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds,

## BUTTER TUBS

Best White Spruce

We are booking orders for Spring delivery, at special rates.

Write us

**WALTER WOODS & CO.**  
HAMILTON

Brooms, Brushes, Paper, Twines

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**10 cents**

We will mail you a valuable little book on

**BUYING SELLING AND HANDLING OF TEA**

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

The MacLean Publishing Co.

26 Front St. West, Toronto.

*Teas Come and Teas Go*

BUT . . .

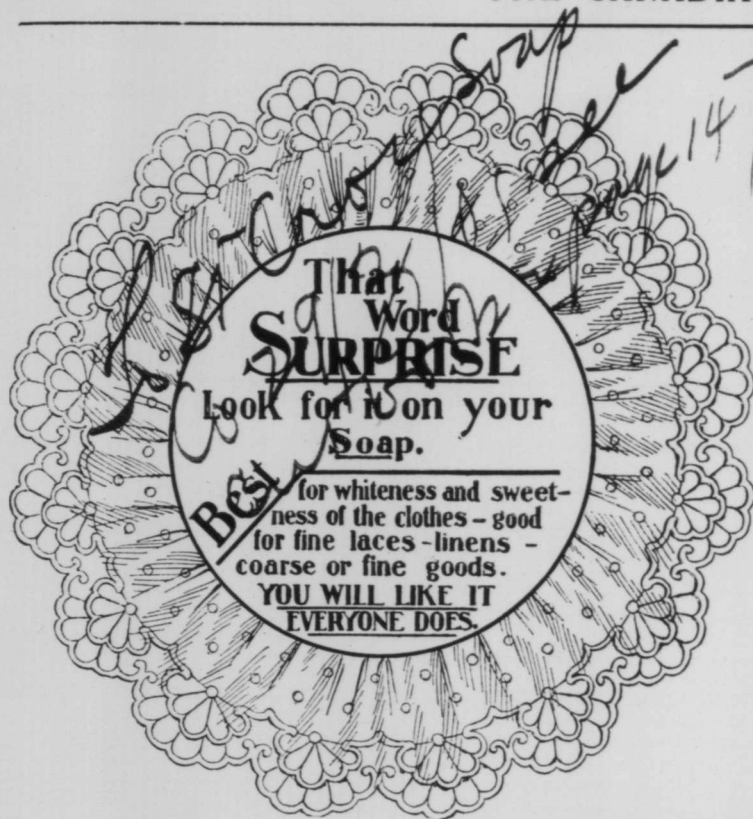
**"SALADA"**

CEYLON TEA

goes on increasing in popularity with the grocer, and with the consumer. **Because** it is the finest of all Teas, and it is guaranteed to give you **better satisfaction** than any other, or you can return it.

**SALADA TEA CO.**

25 Front St. East - - TORONTO  
15 Niagara St. - - - BUFFALO  
318 St. Paul St. - - - MONTREAL



## BRANCHES—

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 WINNIPEG: E. W. Ashley.  
 VICTORIA: La Patourel & Co.

9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

## RICE, TAPIOCA, ETC.

Local dealers report a fair demand for rice, particularly for the better grades. Mail advices under date of Saigon, January 9, say: "There is not very much movement in rice as yet, but negotiations are continual with Europe for March-April delivery, with more or less result. The prospects of a demand for Japan strengthens and business may ensue later on; however, for the present, prices are, although sufficiently high, inclined to go back as supplies increase, but we doubt if this easier feeling will last when home cargoes come to be delivered." Tapioca continues firm, according to advices received this week in Toronto, shippers asking as high for futures as for spot goods. Usually there is a difference of 1s. We quote: Rice, Standard "B," 3¼ to 3½c.; imported Japan, 5¼ to 5½c.; tapioca, 3¼ to 4½c.; sago, 3½c.

## TEAS.

Local wholesalers are pretty well supplied with teas, but they are still taking good values offering on spot. Owing to the near

approach of the time for revising the tariff trade with England is practically closed as shippers will not guarantee delivery before the budget is brought down. The London market is firm on low and medium grade Ceylon teas. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

## FOREIGN DRIED FRUITS.

A cable received in Toronto on Monday announces a further advance of 1s. per cwt. in currants. Prices locally have a firmer tendency, some of the houses having fractionally advanced their figures. The demand is fair. We quote: Provincials, 4¼ to 4¾c. in bbls.; fine Filiatras, in bbls., 4¾ to 4½c.; do, half-bbls., 4¾ to 4½c.; Patras, 5 to 5½c. in bbls., 5 to 5½c. in half-bbls., and 5 to 5½c. in cases; Vostizzas, cases, 7 to 8½c.

Valencia raisins are quiet and unchanged. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¼ to 6c.; selected, 6¼ to 7c.; layers, 7 to 7½c.

Malaga raisins are going out in the

small quantities usual at this time of the year. We quote: Dehesa clusters, \$3 to \$4; Non Plus Ultra, \$5 to \$5.50; Imperial bunches, \$4.50 to \$5; Imperial Russian clusters, \$4.50 to \$5.

California loose muscatel raisins are only meeting with moderate request. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Figs continue dull. Wholesale quotations are: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¼ to 4½c.; natural, 4½c. in bags, and 7c. in boxes.

Mail advices from Smyrna of a late date state that Sultana raisins have been in good demand from all parts and prices have ruled higher. Operators have forced prices up to extreme values under small stocks. The supply is now so reduced that shippers find it practically impossible to execute orders. On the Toronto market there are no new features to note. Prices range from 7 to 10c.

Dates continue quiet. We quote: 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee.

There is a better demand for California evaporated fruits on spot. Reports from the United States are to the same effect. Wholesalers report an increased demand, particularly for peaches. We quote: Peaches, 7 to

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has stood this test for years and years. To-day its sale is larger than ever for no other reason than that it best pleases and satisfies the users of soap.

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Ceylons, Indians, China Blacks, Japans.  
From direct importers and shippers.

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Wholesale Commission Merchants  
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16, 18 and 20 FRANCIS STREET TORONTO

**PORK PACKER, Etc., Etc.**

Importer and dealer in best brands of

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Kettle-rendered Lard of best quality.

..Preservatives and Seasonings a specialty..

**BITTER ORANGES**

For Marmalade.

**LEMONS**

For "La Grippe"

**CLEMES BROS., - Toronto**

51 Front Street East.

10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

California prunes have eased off a little in price in the primary market, but they are not quotably lower. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 11½ to 12½c.

**GREEN FRUIT.**

California navel oranges continue in good demand, with other kinds neglected. Seville oranges will be on the market next week, and people are already beginning to enquire for them. Valencia oranges are quoted lower. A good demand is being experienced for lemons. Bananas are in good demand this week, shipments arriving in good condition. Shipments arriving previously were chilled. We quote: Oranges—Valencias, ordinary, 420's, \$3.25 to \$3.50 per case; 714's, \$3.75 to \$4 per case. California navels, \$3.25 to \$4. Lemons—Messinas, \$2 to \$2.25 per box for fancy, and \$1.75 to \$2 for choice; cocoanuts, \$3.75 a sack and 60c. per doz.; apples, 75c. per bbl. for greenings and Baldwins, and \$1.25 to \$1.50 for Spies; onions, \$1.25 per 80 lb. bag for Danvers; cranberries, Cape Cod, \$5 to \$7 per bbl. and \$2.50 per case; Canadian cranberries, \$4 to \$5 per bbl.; bananas, \$1.25 to \$1.75.

**BUTTER AND CHEESE.**

**BUTTER**—It is the same old tale. There is a good demand for choice dairy butter, but the trouble is there is not much of that to be had. There is a good deal of low-grade and medium to be had, however. A better feeling is to be noted in large rolls, and little better prices are being obtained for choice of this description. Creamery butter is rather scarce on account of the activity of the export demand. We quote: Dairy butter—Tubs, 11 to 12c. for good to choice; low-grade to medium, 7 to 8c.; pails and crocks, 11 to 12c.; large rolls, 12 to 13c. for good to choice, and 8 to 9c. for low-grade to medium; pound prints, 13 to 14c. Creamery—Tubs, 19 to 20c.; 1-lb., blocks, 20 to 21c., according to make.

**CHEESE**—The market is still strong, but the demand is rather light on account of the higher prices which are being asked. Commission men are, as a rule, quoting 11½ to 12c. for late makes, but really first-class stock

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**CUT TOBACCOS . . . . .**  
**OLD CHUM.**  
**SEAL OF NORTH CAROLINA.**  
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**CIGARETTES** —————  
**RICHMOND STRAIGHT CUT.**  
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General Commission Merchants

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

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also have on hand full lines of

**Japan, Congou, Indian, Ceylon and Gunpowder Teas**

Samples and particulars on application. Wholesale supplied only.

**"SHIPPERS ATTENTION"**

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

**Rutherford, Marshall & Co.**

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62 FRONT ST. EAST - TORONTO.

JAPAN MOUNT ROYAL JAVA  
**RICE**  
MILLS BRAND  
PATNA BURMAH  
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**G.F. & J. GALT** PACKERS OF THE **BLUE RIBBON TEAS**  
42 SCOTT ST. TORONTO. CELEBRATED

We make the **Best Biscuits**

Our output in "SODAS" last year exceeds all other years. We believe every Grocer could handle them to advantage.

**Jas. McLauchlan & Sons**

*Biscuit*  
Manufacturers

**Owen Sound.**

is being held at 12 to 12½c. We know of 12c. being received for a carload, 12½c. being asked.

**COUNTRY PRODUCE.**

**BEANS**—Dull. We quote 50 to 60c. for ordinary and 65 to 70c. per bushel for hand-picked.

**DRIED APPLES**—The market is still dull. There is a wide range of quotations, but 2½ to 3½c. appears to be the idea for choice to fancy grades.

**EVAPORATED APPLES**—No improvement. Jobbers are quoting 3½ to 5c. for choice to fancy fruit.

**EGGS**—Receipts have fallen off and the market is a little firmer at the moment on new laid. Lined eggs are almost unsalable with prices lower. We quote: New-laid, at 14½ to 15c., and lined, according to quality, at 8 to 10c.

**POULTRY**—Is scarce, but there is nothing much wanted but chickens and ducks. People appear to have had a surfeit of turkey. We quote: Chickens, 35 to 60c. per pair; turkeys, 7 to 8c.; geese, 6 to 7c.; ducks, 60 to 80c.

**POTATOES**—Are much the same as a week ago. The idea as to price is 25c. on track in carload lots and 30 to 35c. per bag out of store

**HONEY**—Quiet. We quote: Comb, 80 to 90c. per dozen for dark and \$1.50 to \$1.75 for light; strained, 6 to 7c. per lb.

**GRAIN, FLOUR, BREAKFAST FOODS.**

**GRAIN**—Receipts of grain are fairly liberal with prices lower. We quote: Wheat, 79 to 80c. for white and 78 to 79c. for red, and 63 to 63½c. for goose; oats, 21 to 22½c.; peas, 41 to 42c.

**FLOUR**—Business is flat, with prices nominally unchanged. We quote in carloads on track, Toronto: Manitoba patents, \$5.05; Manitoba strong bakers', \$4.65; Ontario patents, \$4.40 to \$4.75; straight roller, \$4, Toronto freights.

**BREAKFAST FOODS**—Business is dull and prices lower for oatmeal. We quote: Standard oatmeal and rolled oats, \$2.90 in bags and \$3 in bbls.; rolled wheat, \$2.60 in 100-lb. bbls.; cornmeal, \$2.40 to \$2.50; split peas, \$3 to \$3.25; pot barley, \$3 to \$3.25.

**FISH AND OYSTERS.**

Trade is quiet in fish, business not yet having opened up for the Lenten trade. Dealers in fish are, however, getting their stocks into shape. We quote: White fish, 6c.; ditto in kegs, \$5 to \$5.50; trout, 6c.; ditto in kegs, \$4.50; pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, \$4.50 to \$5 per bbl. and \$2.25 to \$2.75 per half-bbl.; split herring, \$4.50 per bbl. and \$2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, \$1.25 per 100; haddock, 5c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; frozen white fish and trout, 6½ to 7c.; sea herring, \$1 per 100; fresh water herring (heads off), \$2.50 per keg; smelts, 6 to 9c. Oysters are quoted at \$1.25 for standards, and \$1.65 for New York counts.

**PROVISIONS AND DRESSED HOGS.**

A fair jobbing trade in long clear and barrelled pork is being experienced this week. Western dressed hogs are coming forward freely. Packers are paying \$5 for light weights and \$4.25 to \$4.50 for heavy weights. For light, lean northern hogs little better prices than those quoted are being paid.

**DRY SALTED MEATS**—Long clear bacon, 5¼ to 5½c. for carload lots, and 5¾ to 6c. for small lots; backs, 7 to 7½c.

**SMOKED MEATS**—Breakfast bacon, 10c.; rolls, 7c.; hams, large, 22 lbs. and over, 9 to 9½c.; medium, 15 to 20 lbs., 10c.; small hams, 10½c.; backs, 9½c.; shoulder hams, 6½c.; all meats out of pickle, 1c. less than above.

**LARD**—Pure Canadian, tierces, 6¼ to 6½c.; tubs, 6½ to 6¾c.; pails, 6¾ to 7c.

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

**SALT.**

Trade continues fair. We quote at Toronto: In carload lots, \$1 per bbl. and 60c. per sack; in less than carload lots, \$1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

**SEEDS.**

Markets are still stagnant, and in order to bring about business liberal concessions have had to be made. Hopes are entertained in the interest of growers as well as dealers, that when home trade sets in, there may be some reaction. Prices offered at present range from \$4 to \$4.50 for red clover; \$2.50 to \$4 for alsike, and \$1 to \$1.50 for timothy.

**PETROLEUM.**

Pratt's astral is quoted a little lower. Business continues fair. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 18½c. in bulk.

**HIDES, SKINS AND WOOL.**

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

**CALFSKINS**—Market is dull at 7 to 8c. for No. 1 and 5c. to 6c. for No. 2. Sheep and lambskins, 90c. to \$1.

**WOOL**—The market is dull and featureless. Combing fleece nominal at 20 to 22c. and rejections 17c. Pulled supers are 20 to 21c., and extras at 22 to 23c.

**MARKET NOTES.**

Trade in jams is beginning to open up. California prunes are a little easier on the Coast.

It is said that only about 80 carloads of

**WE ARE  
PAYING  
CASH  
FOR**

**DRIED  
APPLES**



**W. B. BAYLEY & CO.**  
EXPORT BROKERS

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## LAST YEAR

we sold hundreds of our customers a Bicycle with a bill of Pure Ground Spices, and all were delighted.



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we can sell you a better Wheel than ever in the same manner.

Goods and Wheel Guaranteed.

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**THE TORONTO COFFEE & SPICE CO. LTD.**  
 H. H. SUYDAM. PRES.                      J. D. ROBERTS. VICE. PRES.                      J. A. WATSON. SEC.

prunes were left in the Santa Clara Valley, California, on the 6th inst.

The new crop of Brazil nuts is estimated at 7,000 tons.

There has been another advance of 1s. per cwt. in currants according to cable advices received by Watt & Scott.

### QUEBEC MARKETS.

MONTREAL, Feb. 18, 1897.

#### GROCERIES.

THE grocery market has shown somewhat more life this week, but in a very modified sense, while buyers in every case pursue a strict policy of only anticipating immediate necessities. Sugar prices have been unaffected by the advance outside, while syrups are dull and unchanged. Molasses values are rather unsettled. Rice, spices and coffee continue quiet and generally firm. Jobbers and wholesalers continue to speculate in tea, which is the only genuinely active spot in the grocery market. An absolute scarcity of low grades is the leading feature. Dried fruits are quiet but steady. Cable advices on Sultana raisins are quite firm. Canned goods have exhibited some life, and there is some difficulty experienced in filling orders for canned tomatoes, peas and peaches, owing to their scarcity. Values on them are very firmly

held in consequence. Fish have commenced to move on Lenten account

#### SUGAR.

The sugar market here has been entirely unaffected by the strength displayed outside. Jobbers report a hand-to-mouth trade, and as they cannot induce their customers to increase their orders, they themselves are doing very little. The tone is firm here at the refineries, and values are held steady at  $3\frac{3}{8}$  to 4c. for granulated, and yellows,  $3\frac{3}{8}$  to  $3\frac{3}{4}$ c., at the factory. In a jobbing way we quote: Granulated, 4 to  $4\frac{1}{8}$ c., and yellows,  $3\frac{3}{4}$  to  $3\frac{3}{4}$ c., as to grade.

#### SYRUPS.

The demand for syrups continues slow, with prices unchanged, at  $1\frac{3}{8}$  to  $2\frac{1}{4}$ c., as to grade.

#### MOLASSES.

The molasses market is rather unsettled at present. Stocks of fine Barbadoes are not heavy, but the demand is not particularly brisk, and low offers made in some cases have resulted in an irregular range of prices. Round lots of choice Barbadoes and Porto Rico have changed hands at 28c., but other offers have been made down to 26c. on mixed lots. In a jobbing way we quote 30 to 31c.

#### RICE.

Business in rice continues quiet. We quote: Crystal Japan, \$5 to \$5.25; standard B.,

\$3.50; Patna, \$4.25 to \$5.25; Carolina, \$6.75 to \$7.75, and Java, \$4 to \$4.25.

#### SPICES.

The spice market is quiet but firm, especially pepper. We quote: Pure black pepper, 8 to 10c.; pure white, 12 to 15c.; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 35 to 75c.

#### COFFEE.

The coffee market continues quiet. In a large way a few lots of Maracaibo and Santos have changed hands at  $16\frac{1}{2}$  to 18c. Otherwise there has been little movement noted, and we quote: Rio,  $15\frac{1}{2}$  to 17c.; Santos,  $16\frac{1}{2}$  to 17c.; Maracaibo, 18c.; Java, 24 to 26c., and Mocha, 24 to 26c.

#### TEAS.

There has been a fair trade doing in teas between traders during the week, but in a jobbing way the movement is small. Low grades of all kinds are almost impossible to obtain, there being no Japan stock available under 14c., while mediums have been asked for pretty freely from first hands up to 21c. We quote as follows: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for

high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

## DRIED FRUIT.

There has been no change in Valencia raisins. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; and selected, 6¼ to 6½c., with layers, 6¾ to 7c.

California raisins are firmly held and jobbers cannot replace stocks for less money. Prices are steady as follows: 2-crown, 6½ to 6¾c.; 3-crown, 7 to 7½c., and 4-crown, 8 to 8½c.

Advices on Sultana raisins are strong. London, Eng., advices state that the market is entirely cleared in Smyrna of sound fruit, and that holders in London are very firm, stocks being considerably less than last year. Based on recent quotations, no sultanas can be laid down here under 5½ to 6c. for the very inside in straight invoice lots, net cash. Jobbers, accordingly, are firm at 7 to 12c., as to grade, on what they have in stock.

There is no new feature in currants, a few small orders constituting the movement. We quote: Provincials, bbls., 4c.; half-bbls., 4¼c. cases, 4¾c.; half-cases, 4½c.; Filiatras, ditto; Patras, 5½ to 6c., and Vostizzas, 6½ to 8c.

Prunes continue steady. A few consignments of California have arrived lately, but they have not affected prices in any way, values being held steady. We quote: French, 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's.; 7 to 8c. for 70 to 80's., and 6½c. for 90 to 100's.

There is no change in figs, which we quote steady at 7 to 10c., as to grade.

Dates move quietly at former rates, 5½ to 6c., as to quality and quantity.

Evaporated fruits are steady. We quote: Evaporated peaches, 11 to 12c.; pears, 9½ to 12c.; apricots, 14 to 17c., and prunes, 8 to 12c., as to brand.

## NUTS.

There is only a quiet trade passing in nuts. We quote: Valencia shelled almonds, 18 to 19c.; Tarragona almonds, 10 to 10½c.; filberts, 9 to 9½c.; pecans, 8 to 12c.; peanuts, 7 to 9c.; Grenoble walnuts, 11 to 12½c.; shelled walnuts, 18 to 20c.; shelled peanuts, 9 to 10c.; coconuts, \$5 per 100.

## CANNED GOODS.

The canned goods market has exhibited some movement in a small way. The dominant feature is the scarcity and firmness of tomatoes, peas and peaches. Packers are firm holders of the first named at 75c. and no peas are obtainable

under 80c. We quote as follows: Tomatoes, 75 to 85c.; corn, 75 to 90c.; peas, 80 to 90c.; beans, 70c. up; peaches, \$2.75 to \$3 for 3's, \$1.75 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.55 to \$1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37½ to \$1.40; Lowe Inlet, \$1.30, in tall tins; cohoes, \$1.20; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.25; 6's, \$6.75 to \$7; 14's, \$14 to \$15; lobsters, \$10 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

## FISH.

Trade in fish has been of a fair sorting up character, and with the approach of Lent, gives signs of expanding. Supplies of all kinds are ample in some cases, in fact, too much so. In pickled fish, the chief feature has been an advance of 10 to 25c. per bbl. in green cod, but on the other hand, B. C. and Labrador salmon have declined 50c. per bbl. A few small sales of No. 1 N. S. herrings have transpired at \$3.75 to \$4. We quote, in a jobbing way: Labrador salmon, small, \$12.50 to \$13; B. C. salmon, \$12.50; No. 1 green cod, large, \$5.25 to \$5.50; No. 1, \$4.75 to \$5; No. 2, \$3.40 to \$3.50; No. 1 green haddock, \$3.40 to \$3.50; No. 1 N. S. herrings, \$3.75 to \$4, and No. 1 lake trout, \$3.60 to \$3.75.

Receipts of fresh fish continue liberal, but with the exception of Manitoba white fish prices show little change. They have declined ½c. per pound. We quote: Haddock and cod at 3 to 3¼c.; steak cod, 3½ to 4c.; smelts, 3 to 5c.; salmon, 11 to 12c.; Manitoba pike, 3½ to 4c.; dore, 5 to 5½c.; white fish, 5½c., fresh herrings, 90c. per 100.

Smoked fish sell in a small way. Kipper herrings rule easier, prices declining 25c., but smoked herrings are rather firmer. Haddies range from 6 to 7c. Yarmouth and bay bloaters, 85c. to \$1 per box; kippered herrings \$1.00 to 1.25 and smoked herrings 10 to 12c. per box.

Dried and boneless fish are in limited demand and prices steady. We quote: Cod, \$3.75 to \$4 per cwt.; pollock, \$1.65 to \$1.75 per 100 lbs.; skinless

## Notice to Exporters

A leading firm of Provision and General Merchants in England with one of the largest and safest connections in the United Kingdom, having several branches at home and abroad, and also doing a considerable export trade, is open to act as brokers and agents for first-class manufacturer, packer or shipper of Canadian produce.

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Are offering their usual large variety of

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FRESH AND SALT WATER

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## GOLDEN HADDIES

is very encouraging, and proves that

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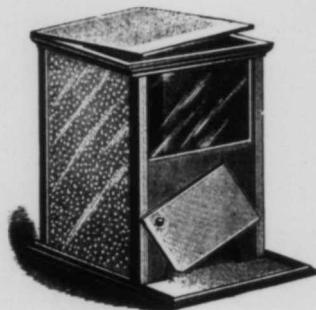
Don't make a mistake

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In full pound cans. Every one guaranteed.

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MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.

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118 Commercial St.,  
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D. H. RENNOLDSON,  
Agent in Montreal.



TRADE  
**BEARDSLEY'S SHREDDED CODFISH**  
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Ready for the table in 10 minutes.  
No Soaking. No Boiling. No Odor.

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

The **World's** Best must be good, safe and profitable enough for every Grocer to handle. **COTTAMS BIRD SEED** occupies this unique position. Embodying the most recent and valuable discoveries for birds, covered by 6 patents, we guarantee 1-lb. packet of C. B. S. better value than 2½ packets of any other brand selling at the same price. This is why C. B. S. is so popular from one end of the Dominion to the other. All wholesalers

## APPLES

FOR EXPORT.

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

### DAWSON & CO.

32 WEST MARKET STREET

Correspondence Solicited.

TORONTO.

GEORGE McWILLIAM.

FRANK EVERIST.

TELEPHONE 645.

### McWILLIAM & EVERIST

GENERAL . . .

FRUIT

Commission Merchants

25 and 27 Church street,  
TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.

All orders will receive our best attention.

## CHEESE.

The English markets have been advancing for some days and Cheese will be higher. We have:

CHOICE FALL MADE  
LARGE SIZE CHEESE  
TWIN CHEESE  
STILTON CHEESE  
"STAR" CREAM CHEESE  
"PEPSIN" CREAM CHEESE  
"MEADOW SWEET" CHEESE

Write for quotations.

### F. W. Fearman

HAMILTON

HAMS, BACON, LARD.

cod, \$5.10 to \$5.25 per 100 lbs.; boneless cod, 5½c. per lb., and fish, 3c. per lb.

#### GREEN FRUIT.

There is nothing new in this market, prices ruling unchanged. We quote: California oranges, \$4 to \$4.25 per box; Florida oranges, \$5 to \$5.50 per box; Valencia oranges, \$3.50 to \$4 per box; lemons, \$1.75 to \$2.75 per box, and \$5 per chest; cranberries, \$1 to \$4.50 per bbl.; Spanish onions, 85c. per crate; Malaga grapes, \$7.50 to \$8.

#### APPLES.

The apple market is quiet and featureless. We quote: No. 1, 90c. to \$1.40 and No. 2, 40 to 85c.

#### DRIED APPLES.

Offerings of both dried and evaporated fruit have been made with more freedom lately. In one case a round lot of the former was closed out at 2½c., while 4c. purchased a good line of the latter. In a jobbing way we quote dried, 3 to 3¼c., and evaporated, 4c.

#### COUNTRY PRODUCE.

EGGS—Increased receipts have caused a further decline in the egg market since last report, fresh stock being 2c. lower. We quote: New laid, 15 to 16c.; Montreal limed, 10½ to 11c.; western limed, 9 to 10c., and cold storage, \$2.50 per case of 30 dozen.

POULTRY—The demand for fresh killed poultry is good, and all offerings meet with a ready sale at firm prices. We quote: Turkeys, 9c.; ducks, 8c.; chickens, 7 to 7½c., and geese, 6 to 7c. per lb.

BEANS—The demand for beans is limited, and sales of car lots are slow at 70c., while in a jobbing way 80 to 85c. is about the idea.

POTATOES—The market for potatoes is unchanged at 35 to 40c. per bag in car lots, and at 45 to 50c. in a small way.

ONIONS—Are firmly held at \$1.75 for red and \$2 to \$2.25 for yellow.

HONEY—There is little alteration to report. Prices are: 11 to 12c. for fancy comb in small cases and 8 to 12c. in large.

#### PROVISIONS.

The provision market continues unchanged under a small jobbing demand.

Why not sell your customers the best?

One trial will convince you that

### BROCK'S BIRD SEED



is the cleanest, best and most nutritious seed in the market. All wholesalers.

NICHOLSON & BROCK - TORONTO

## BUTTER

Large roll, pounds, pails, crocks, tubs, in good demand. We can sell any quantity of good stock. Send us a trial shipment. Correspondence invited.

References, Bradstreet's Mercantile Agency.

### H. P. GOULD & CO.

Wholesale Produce and Commission Merchants,  
33 Church St., TORONTO

### SALMON TROUT

LAKE HERRING

LABRADOR HERRING

In half-barrels.

Order your stock now for the Lenten Season.

### The WM. RYAN CO. Ltd.

70 & 72 Front St., East  
TORONTO

## S. K. MOYER,

COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST.,

TORONTO, ONT.

## HAM AND EGGS

NOTHING NICER, if you eat "MAPLE LEAF" Brand HAMS or BREAKFAST BACON.

We have the eggs too—fresh, new-laid stock every day.

### D. GUNN, BROS. & CO.

PORK PACKERS,

TORONTO

# ORANGES

Special Fancy California Washington Navels. Fancy New Valencias.

Fancy Messina Lemons.  
Malaga Grapes, New Nuts,  
Figs and Dates. . . .

HUGH WALKER & SON

GUELPH, ONT.

We quote : New packed Canadian pork, \$11 to \$12; old at \$10 to \$10.50 per bbl.; pure Canadian lard, in pails, at 5½ to 6c., and compound refined at 4½ to 5c. per lb.; hams, 9 to 11c., and bacon, 8½ to 9½c. per lb.

Dressed hogs developed a strong feeling Tuesday, for light weights prices advancing 25 to 35c., and heavy weights 5 to 10c. per 100 lbs. A carload of bright Manitoba hogs brought \$5.75 per 100 lbs. to arrive, and other sales of car lots are reported at \$5.25 to \$5.50. Heavy weights have sold at \$4.40 to \$4.50.

#### FLOUR, MEAL AND FEED.

There was no improvement in the flour market, business being quiet and values unchanged. We quote : Winter wheat patents at \$4.45 to \$4.70; straight rollers, \$4.20 to \$4.30; and in bags, \$2.10 to \$2.15. Manitoba spring wheat patents, \$4.90 to \$5.05; and strong bakers', \$4.25 to \$4.75.

The demand for bran was good to-day, both from local and country buyers, and the tone of the market was firmer, with sales of Manitoba at \$10 on local account, and at \$11 on western, including bags.

The market for oatmeal continues quiet, and prices are easy at \$3.20 to \$3.30 per barrel, and at \$1.60 to \$1.65 per bag, for rolled oats.

#### HAY.

Increased receipts of hay caused a further decline this week, No. 1 being freely offered at \$9.50 and No. 2 at \$8.25, in car lots.

#### CHEESE AND BUTTER.

The cheese market furnished nothing new this week. It is expected that this week's shipments will about close out what old stock there is carried here. The cable was unchanged to-day.

Butter continues dull and heavy in tone to-day. About 19c. represents an outside export view on creamery, and the majority figure around 18 to 18½c. In a jobbing way on local account 19 to 19½c. is the range. Roll dairy was quiet at 12 to 13c.

The exports of cheese last week were 11,074 to Liverpool and 9,221 to London, a total of 20,295, and the exports of butter 689 to Liverpool. This makes the total to date, since the 1st of May last, 1,975,146 packages of cheese, and 187,827 butter, against 2,000,000 odd cheese and 77,189 butter for the corresponding period last year.

#### MONTREAL NOTES.

Cables from the islands quote first cost on Barbadoes molasses 1c. lower this week at 10c.

There are no low-grade Japan teas to be had on this market. The very best price is 15c.

Dressed hogs have advanced from 10 to

35c. per cwt. in car lots under decreased receipts.

A. P. Tippet, of A. P. Tippet & Co., returned this week from a trip to Great Britain and the Continent.

Some holders of molasses have been offering cut prices, but holders of good Barbadoes will not sell for less than 28c.

Advices from London on Sultana raisins are much firmer, and it would cost jobbers 5½ to 8½c. net cash to lay down any fresh stocks.

Canned tomatoes, peaches, and peas are becoming scarce here, stocks being greatly diminished. As a result sellers are firm holders.

Several consignments of Pacific Coast prunes have arrived lately, but they have not affected the spot jobbing prices here in any way.

#### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Feb. 18, 1897.

TRADE does not show any decided improvement. The prospects of new duties has given merchants something to think about, and particularly in tea has resulted in a large movement, which, though chiefly consisting of importations for wholesale men, has also been added to by a large quantity distributed to retailers, who have followed the lead of the wholesale houses and bought largely. While the tea men here have bought India and Ceylon and blends in London, the great bulk of the China tea has been bought direct. The stock here will be a large one. So that in the event of a duty being placed on tea our merchants will find that they will get but part of the advance, and even then for some time demand will be slow. In spice the market shows an upward tendency all along the line, and cream of tartar is also higher. Many of our dealers have found the New York market during the past year better to buy spices in than the London market.

OIL.—In burning oil there is nothing new to note. Lubricating receives increased attention, and buyers are being particularly well looked after. This is a trade when once obtained is easier held than that of burning oil, and requires much more information on the part of the dealer and salesman. The competition between the Canadian and American oil is keen. We quote: Best American, 19½c.; best Canadian, 18¼c.; prime, 16c.

SALT.—Both coarse and fine salt continue to arrive, and further shipments are looked for daily. Owing to the quantity which has arrived here a great deal is being put in store with little prospect of moving it for some time. Prices rule low. We quote: Coarse, 45 to 50c., factory-filled, 85c.

to \$1: 5-lb. bags in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.60 to \$2.65 per bbl.; 20-lb. wood boxes, 20c.; 10-lb. wood boxes, 12c.; cartoons, \$2 per case of 2 doz.; Canadian fine, \$1.

CANNED GOODS—Prices show a firmness which is quite satisfactory to holders, but the demand is light, and little change has yet taken place here. Peas show quite a range, according to quality, being about the only line in which more than one price is asked. There continues to be some sale for French peas, but it is not as large as formerly. In sardines the French hold the market. The sale is not large. There is a steady demand from the west for finnan haddies. We quote: Corn, 65 to 70c.; peas, 75 to 90c.; tomatoes, 80 to 90c.; gallon apples, \$1.80 to \$1.90; corned beef, Canadian, \$2.25 to \$2.35; American, 2-lb. tins, \$2.40 to \$2.50; 1-lb. tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.20; 1's, \$1.34 to \$1.45; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.90 to \$2; pineapples, \$2.25 to \$3; salmon, \$1.30 to \$1.40; lobsters, \$2.20; haddies, \$1.25 to \$1.30; clams, \$5 for 4 doz.; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.; American peaches, 3's, \$2.25.

GREEN FRUIT—There is a fair business doing, the bulk of which is oranges. Californias are much more popular than last season, one great reason being improvement in quality. This is particularly noticeable in the large sizes. The sale of Floridas is limited. Valencias are rather firmer, and are now arriving sweet. Apples show little change. There is no life in the business. Lemons are low. What to do with cranberries is a question asked by fruit men. Even the lower prices fail to create a demand. We quote: Lemons, \$2.75 to \$3.50; Valencia oranges, \$3.25 to \$3.75 per case; California oranges, \$4 to \$5; Florida oranges, \$5 to \$6; apples, \$1 to \$1.50 per bbl.; cranberries, Cape Cod, \$4 to \$6 per bbl.; bog cranberries, native, \$3 to \$5; pines, \$1.50 per doz.; bananas, \$2 to \$2.50.

DRIED FRUITS.—Two cars of California raisins were received this week, quality of which was particularly good, the 3-crown being almost as good as the 4-crown of

**THOMAS DOHERTY & CO.**

:: Importers of ::

**TEAS and COFFEES**

134 MCGILL STREET, Corner ST. PAUL.

Dominion Buildings.

.....MONTREAL.

# We Protect Sellers

Of our Canned Tomatoes. They run no risk in this matter. Each can we put up is carefully tested—nothing doubtful passes our examiners. We guarantee each can. In selling "KENT" Tomatoes, they can speak with all confidence of the high quality and goodness of them.

That is worth a good deal in selling any line of goods. It is especially so when selling Canned Goods. Are you a seller of our Tomatoes?

Agents . . .  
Wright & Copp, Toronto.  
Rose & Laflamme, Montreal.

**THE KENT CANNING CO.**  
CHATHAM, ONT.



## The Club Coffee

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

**Ewing, Herron & Co.**  
Coffee and Spices  
Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

# TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ♦ Once Tried Always Used.

**BALFOUR & CO., HAMILTON**



## LYTLE'S PICKLES

Are the purest on the market. Fresh vegetables, pure vinegar and spices, care in the manufacture, have made them favorites.

ONIONS  
CAULIFLOWER  
CUCUMBERS  
MIXED PICKLES

Bottle or Bulk. Write for prices.

**T. A. LYTLE & CO.**

Vinegar Manufacturers  
TORONTO

# FISH

QUINTALS COD, very choice large Gaspé fish.

HERRINGS, No. 1 Labrador and Split Shore in barrels and ½ barrels.

F. W. HERRINGS, ½ barrels and 50-lb. kegs.

MACKEREL, 5-lb pails.

**WARREN BROS. & CO.**

85 and 87 Front St East, Toronto.

# "Kincora"

Ceylon Tea

Is never sold on consignment.

**JOHN SLOAN & CO.**

Wholesale Grocers  
TORONTO

# LARD

PURE

# "Crescent"

BRAND

Best on the market.

**PERKINS, INCE & Co.**

TORONTO.

**Holds the Record**

# "Excelsior Coffee"

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

**Todhunter, Mitchell & Co.**

Coffee Importers and Roasters

TORONTO

BUY

# Ivory Bar Soap

THE BEST MADE

ONLY MEDAL AT THE WORLD'S FAIR.



TRADE MARK.

**KNOX'S** SPARKLING  
CALVES' FOOT

**Gelatine**

PURE...  
DELICIOUS  
SUPERIOR

MAKES...  
2 QUARTS JELLY

Absolutely the best brand for grocers to push.  
I Guarantee Satisfaction or Money Back.

**C. B. Knox, mfr., Johnstown, N.Y.**

earlier in the season. The 4-crown raisins are beautiful fruit. A shipment of Bosnia prunes was also received. Holders of prunes are hoping to make some money this season, which is what they have not done for some time. The demand, however, is slow. Evaporated apples keep very low. Our dealers are quite well supplied, and now hope for higher prices. Dried apples are a source of anxiety to holders. Even low prices won't move them. Onions hold at the advance. Currants have a good, steady demand. We quote: Valencia raisins, 5 to 6c.; layers, 6½ to 7c.; California 3-crown L.M., 7½ to 7¾c.; 4-crown, 8¾ to 9c.; London layers, \$1.75 to \$2; currants, cases, 4¾ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7½ to 7¾c.; bulk, cleaned, 6 to 6½c.; prunes, 5½ to 6c.; California, 6 to 10c.; dates, 4½ to 5c.; dried apples, 3 to 3½c.; evaporated apples, 4½ to 5c.; onions, \$2.50 to \$3.

**SUGAR**—There is a better movement. Refineries have quite a demand. Refineries are not selling futures, which makes sales less than they otherwise would be. Holders feel sore over last year's sugar business. There is one lot of granulated held here ever since the duty was put on. It was held for 5c. There is a thousand barrels in the lot. Yellow is rather firmer than granulated, which is sold very close. We quote: Granu-

lated, 3.90 to 4c.; yellows, 3¼ to 3½c.; Paris lump, 5¼ to 6c.; powdered, 5¼ to 6c.

**MOLASSES**—Market is weak and sales light. New Orleans, however, holds its price for best quality, as does Porto Rico. Dealers are anxious to move Barbadoes before new comes in. This is hard to do. Second grade Porto Rico can also be bought low. Present prospect is for low prices on molasses this spring. We quote: Barbadoes, 25 to 28c.; Porto Rico, 27 to 30c.; New Orleans, bbls., 26 to 28c.; Antigua, 25 to 26c.; syrup, 36 to 38c.

**DAIRY PRODUCE**—There is little doing. Cheese is very light stock, but it is not easy to get extra price owing to light demand. Eggs, except fresh stock, are slow. In butter there is no change. Stocks are large and quality but fair. Efforts are being made to sell Ontario butter, but with small success. Good butter would sell, but only at a fair price. We quote: Dairy butter, 16 to 18c.; creamery, tubs, 19 to 20c.; prints, 20 to 22c. Cheese, 10½ to 11c. Eggs, 17 to 18c.

**FISH**—There is a steady but small sale for dry fish, and pickled show fair demand. The difficulty in the latter is to get the quality of fish needed. Large pickled fish have been scarce this season. In smoked fish, bloaters are lower, the fishermen, after the good business last season, rather overdoing the matter this year. Frozen fish

trade is about over. The season was only a fairly successful one. We quote: Large cod, \$3.25 to \$3.50; medium, \$2.75 to \$3; pollock, \$1.20 to \$1.25; bay herring, \$1.35 to \$1.40 per half-bbl.; smoked, 5 to 6c.; shad, half-bbl., \$5 to \$5.50; boneless, 2½ to 8c.; frozen herring, 65 to 70c. per 100; bloaters, 50 to 60c. per box; kippered, 90 to \$1 per box; Barrington herring, \$3 to \$3.25 per bbl.; Shelburne, \$3.50 per bbl. Frozen cod, 2 to 2¼c. per lb.; pollock, 1¼c.; smelt, 4 to 5c.

**PROVISIONS**—Pork is still weak. Some P.E. Island mess is to hand. There is quite a quantity of old clear pork in the market and some low prices are heard. Beef holds its value better, but, owing to different grades, there is quite a range in price. Lard keeps low with fair demand. Smoked meats have a better sale. In small hams prices are rather higher. The sale to wholesale grocery men is light here now. We quote: Clear pork, \$13 to \$14; mess, \$12 to \$13; plate beef, \$11 to \$12; hams, 10 to 11c.; rolls, 7 to 8c.; pure lard, tubs, 7½ to 8c.; compound, 6½ to 7c.

**FLOUR, FEED AND MEAL**—Markets are low and easy. Flour has a limited sale. There was quite a demand a few weeks ago, but the decline in price stopped it. Oatmeal continues to ease off in price. While stocks of flour are not large, those in oat-

## OUR STANDPOINT

In pushing our biscuits we admit there are already excellent brands on the market. We nevertheless have solid practical reasons for considering that

## Jamieson's Biscuits

are better, and this view is being convincingly confirmed by daily extensive and extending demands—the true touchstone of merit.

The Manufacturer, R. E. Jamieson, Ottawa

RECEIVED  
F. B. J. B. Co.  
Aug. 19



**THE LATEST THING...**

About **MacLaren's Imperial Cheese** is the new silver stand and holder which we have just designed. Our pots have always been praised for their neat design and dainty label, and house-keepers have never objected to placing them on the table just as they leave our hands.....

**OUR NEW HOLDER**

Not only facilitates handling the pot, but makes an exceptionally handsome appearance on any table. It is guaranteed quadruple plate, and is made in three sizes.....

Small Size, \$12.00 per doz.	} F.O.B. Toronto.
Medium " \$15.00 "	
Large " \$18.00 "	

**A. F. MacLAREN & CO. - TORONTO.**

# Heinz's Pickles.

There is no more tempting a table delicacy than Heinz's Sweet Pickles. In them sweetness and tartness are delicately blended. Crisp, fragrant with spices of the Orient, they add a charm to any luncheon, dinner or tea.

For sale by \_\_\_\_\_

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



**MEDALS--**  
PARIS  
CHICAGO  
ANTWERP  
ATLANTA, Etc.

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

meal are still heavy. Beans are lower than ever. This has tempted a number of smaller dealers to buy full cars, and makes the market a full one and places the larger dealers who are stocked at higher prices at a disadvantage. Cornmeal is still the successful competitor of feed, being, if anything, lower than last week. The sale is large. Other lines show little or no change. We quote as follows: Manitoba flour, \$4.50 to \$5.50; best Ontario, \$4.85 to \$5.00; medium, \$4.50 to \$4.70; oatmeal, \$3.25 to \$3.40; cornmeal, \$1.80 to \$1.90. middlings, \$14 to \$15; bran, \$13.50 to \$14; oats, 32 to 35c.; hay, \$11 to \$12; barley, \$3.25 to \$3.50; round peas, \$1.10; split peas, \$3.00 to \$3.25; beans, hand-picked, 90 to \$1; prime, 85 to 90c.; yellow eye beans, \$1.25 to \$1.50.

**ST. JOHN NOTES.**

A. L. Goodwin received this week 150 cases of Bosnia prunes.

John Gibson & Son, retail grocers, of Fredericton, intend to retire from business in the spring.

H. F. Sharp, retail grocer, this week assigned to Mr. G. Wetmore Merritt, of Merritt Bros. & Co.

Three schooners this week loaded bloaters at Grand Manan, one each for Halifax, Boston and New York.

Canadian-packed olives are something

new. Messrs. Dearborn & Co., of St. John, have made a success of the venture, and are having a large sale in the face of foreign competition.

Baird & Peters this week received a car of California loose muscatel raisins, their third car this season. All are from the firm of J. K. Ormsby & Co. This is the first year they were represented in this market. J. Hunter White is their representative.

"We each week get good orders for 'Golden' finnan haddies," said Mr. Northrup, the selling agent of this brand, to THE GROCER, "and the best of it is the orders often come from cities where our goods have never before been, which we take as a sure proof of their growing popularity."

The steamer Taymouth Castle had a light cargo for here from the West Indies this trip, but she will get her full complement from here outward. Potatoes and beans are both making good returns. Little is being done in cheese. The usual large quantity of fish is shipped each trip. It is expected the March steamer will bring some new molasses.

Lucas, Steele and Bristol have just received from Colombo, Ceylon, a direct shipment of their "Empire" brand tea. It is in three qualities, golden tipped Pekoe, flowery Pekoe and Pekoe Souchong.

**LOOK OUT FOR FROSTED MOLASSES.**

**T**HERE is a great deal of frosted molasses on the Philadelphia market now, and retail grocers should make sure that they do not ignorantly buy any of it. Frosted molasses is the result of a heavy frost visiting the growing cane, the product of which is practically worthless, although it is sold.

The best way to tell frosted molasses when you see it is by its frothiness. Almost invariably this grade of goods appears fermented, although in cold weather the taste is not effected. As soon as the frosted product is exposed to heat, however, either by warm weather or by being taken in a warm room in cold weather, a transformation takes place which renders the molasses undesirable for food. It almost immediately becomes as thin as water and sours, afterwards becoming as black as ink. While even in this condition it could be used for food, probably without serious results, its appearance is against it, and nobody in his right mind will have anything to do with it.

The frosted molasses is being sold to local jobbers by brokers who will not, however, guarantee it. Retailers should see that their jobber gives them an absolute guarantee that the molasses he sells them is not frosted.—Grocery World.

**A HANDSOME CHEESE HOLDER.**

A HAPPY idea has prompted the manufacturers of MacLaren's Imperial cheese to have a holder made specially for their jars. The result is a simple, chaste and handsome quadruple plated stand which materially enhances the appearance of their jar, already a neat, pretty package, making it still more attractive on a tastefully arranged table. This stand, made and sold in the ordinary way, would be good value at \$2.50, but the object of A. F. MacLaren & Co. being to advertise their cheese, they are able to offer the holders at a much reduced price. The accompanying cut is an illustration of this stand. The firm's advertisement in another page gives additional particulars in regard to the matter.



tive window display; totally ignoring the fact that goods well advertised are half sold; and there is no gainsaying the fact, that the window of any store, nicely but neatly arranged, is one of the best methods

of advertising, as it cannot fail to attract the attention of the would-be customer. The department store, in this respect, sets an example which might be worthily followed by many to advantage.

**PROFITABLE LINE OF BUSINESS.**

A new and profitable line of business is opened to our country merchants by a company in Montreal, who buy feathers all the year round and in any quantity that is being offered, at advantageous prices. Many country merchants have worked up quite a business in this line. They pay for the feathers in merchandise out of their store and sell them to this company for cash. Those who are interested may address the Alaska Feather & Down Co., Montreal, P.Q., and when doing so please to mention THE CANADIAN GROCER.

**UNTIDY WINDOWS.**

Passing along any of the thoroughfares of the city one cannot help being struck with the untidy and unsightly appearance that many of the store windows present, says Retail Grocers' Advocate. Instead of being made to attract the eye of the passer-by, they act in an entirely different manner, giving one the impression that the proprietor does not care to go to much trouble to obtain custom. Why this is so is hard to explain, as the excellent and varied manner, coupled with the expense in which the manufacturer packs his goods, either in attractive jars, cases, etc., gives the storekeeper much material to work upon. Many of those who keep a store seem to have not only the idea, but act upon it, that Christmas time, or when the spring fever comes round, is the only time to have an attrac-

**KEEP STOCK MOVING.**

"On rainy days I have the clerks shift about the shelf goods; it keeps the goods clean, gives the store a fresh and inviting look and awakens new interest on the part of consumers." So said a successful grocer to a contemporary. The policy is a good one. The shifting of goods and their rearrangement should be done as to give prominence to slow-selling articles. Oft-times goods get shelf-worn simply because they are out of the customers' view, whereas if attractively displayed they would move freely. Don't tuck your stock under counters, into dark corners; keep it moving. Every prominent department store is continually shifting the stock. The circulation of air is a requisite of good health, and a free circulation of the stock ensures a moving around the store by its customers, and that means increased trade.

**CALIFORNIA DRIED FRUITS IN ENGLAND.**

The export movement in California dried fruits has, it is reported, been steadily extending during the past two years; up to the middle of last December the direct shipments from the Coast to England and the Continent aggregated 85 cars of dried fruits on through bills of lading, which, together with what has gone out from Eastern ports, made a total to that time, of about 170 cars. California, it is reported, intends to make an elaborate exhibition at the Horticultural Exposition in Hamburg, which will begin on May 1st and last for five months.

**LATE ADVERTISEMENTS.**

[The following items arrived too late for insertion in the regular advertising space. Reading notices inserted in this column at 5c. per word.]

**W**H. GILLARD & CO.: We are offering some splendid values in Young Hysons and Japans to retail at 25c. These teas were bought at low ebb of the market, and are offered correspondingly low.

Laporte, Martin & Cie: Our stock of fish is now complete, and can meet any demand.

T. A. Lytle & Co. find business unusually good in jams, jellies and marmalade for the time of year.

The Eby, Blain Co., Ltd., report the arrival of several lines of Young Hyson and Ceylon teas, which, they claim, cannot be beaten in value.

The F. F. Dalley Co.: The sale of English Army blacking has had a large increase this winter. The quality of the blacking has had considerable to do with it, as well as the mild winter.

The Davidson & Hay, Ltd., direct the attention of buyers to their "Tea Cup" Japan tea, packed in 1-lb. packages. This tea possesses style and liquoring qualities superior to bulk teas offered at the same price.

Salada Ceylon Tea: The Salada Tea Co's business this year has so far more than doubled every week over the corresponding week of last year, but the first week of February capped the climax, it being over three times as much as the first week of February, 1896.

**PRICES IN ROSSLAND.**

The Rossland correspondent of The Province writes his journal as follows:

Just now the sound of the hammer and saw is heard from daybreak to nightfall, pounding away at wooden buildings, which are invariably rented at fabulous rents before completed. Stores, so called, rent all the way from \$60 to \$300 per month and at these figures are at a premium, while an ordinary box or shack or cabin, to give it the dignified name it gets here, brings \$10 per month. I send you a clipping from a local market report, which, with the figures above quoted, will give some idea of what existence costs a man here:

Flour, per 50 lbs.....	\$2 00
Butter, ranch, per lb.....	25
"    creamery.....	35
Eggs, per doz.....	30 to 35
Potatoes, per lb.....	1 1/2 to 02
Beef, per lb.....	07 to 15
Mutton, per lb.....	09 to 15
Turkey, per lb.....	35 to 40
Chicken, per lb.....	25 to 30
Pork, per lb.....	10 1/2 to 13
Bacon, per lb.....	10 to 17
Mackerel, per lb.....	25
Cabbage, per lb.....	04
Carrots, per lb.....	04
Cheese, per lb.....	20
Tea, per lb.....	40 to 75
Coffee, per lb.....	35 to 45



**HINTS TO BUYERS.**

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

**H**UDON, HEBERT & CIE., Montreal, have just replenished their stock of Golden haddies. They find a steady and increasing demand for these goods.

Dawson & Co., of Toronto, are open to buy apples of the Spy variety.

A shipment of Sicily filberts arrived this week for the Eby, Blain Co., Ltd.

Clemes Bros. have two carloads of "Date Palm" California oranges on the way.

The Davidson & Hay, Ltd., are clearing out taps and mats of figs at close figures.

Clemes Bros. have a carload of Seville oranges due on Saturday ex ss. Mongolian.

T. Kinnear & Co. are in receipt of a number of import orders for "Goat" brand tea.

Mackerel in 5-lb. pails, and at reasonable price, is being sold by H. P. Eckardt & Co.

Finest deep sea lobsters, in tall and flat cans, are in stock with the Davidson & Hay, Ltd.

The Davidson & Hay, Ltd, are making

special prices on all lines of salt fish for Lent.

A line of choice family natural figs in 28-lb. boxes is being offered by W. H. Gillard & Co.

Perkins, Ince & Co. are receiving heavy shipments of various descriptions of tea this month.

H. P. Eckardt & Co. are offering Griffin & Skelley's "Ruby" prunes, which are sellers.

The Eby, Blain Co., Ltd. are in receipt of a shipment of California prunes in 25-lb. boxes.

John Sloan & Co. are putting in stock for the Lenten season, herrings, boneless fish, codfish, etc.

John Sloan & Co. are in receipt of a shipment of Japan tea dust—a scarce article on this market.

A large quantity of Marshall & Co.'s "Crown" brand herrings in kegs have arrived in Montreal.

L. Chaput, Fils & Cie. are offering special value this week in several good-sized lines of figs, all in first-class condition.

W. H. Gillard & Co. have put a new line of coffee on the market called "Special," which is selling well and giving universal satisfaction.

Laporte, Martin & Cie. have the control of G. Charles & Co.'s London bottled pickles,

which are now offered at a low price although of a superior quality.

A shipment of fine Filiatra currants in barrels, half-barrels and cases arrived this week for the Eby, Blain Co., Ltd.

The Eby, Blain Co., Ltd. are offering a line of California evaporated peaches in bags, about 60 lbs., at exceptional prices.

Importations of Marshall & Co.'s kippered herrings, herrings in tomato sauce, continue large in all the Canadian provinces.

"We have had a great demand for our dried fruits last week, and expect to clear the lot this week," report Laporte, Martin & Cie.

The Eby, Blain Co., Ltd. report the arrival of a shipment of Batger's dry drained lemon, orange and citron peel in kegs about 200 lbs.

**WANTED STRONG BUTTER.**

For once the shipper "got even" with the receiver. The story is told as follows:

Full of wrath the commission merchant wrote to the country dealer in the following sarcastic style:

"Dear Sir,—The last consignment of butter you sent me was very good and strong, but the axle-grease maker I sold it to complained that it was a little too fresh. If you have about fifty or seventy-five pounds of butter strong enough to walk you may ship it to me at once."

And the country dealer sent him an old goat.

Alas, the yarn is hardly credible. No self-respecting commission dealer would let the matter rest there. It's safe to say that the city man charged the countryman a big bill for boarding the goat.—Merchants' Review.

# FIGS

## A Great Sacrifice

We want to clean out a lot of figs which came in late, and in order to do this, we are ready to let them go at any price:—

5 cases, 400 x 16 oz. boxes each, Fine Figs  
 165 boxes, 16 lb. each, Nice Large " "  
 103 " 10 " " " " "  
 20 " 25 " Natural Figs  
 29 bags, 60 lb. each, " "

All are in First-Class Condition  
Ask for Prices and You Will Buy

**L. CHAPUT, FILS & CIE. - Montreal**

## WINNIPEG MARKETS.

WINNIPEG, Feb. 18, 1897.

THE wholesale grocery trade in Winnipeg is at present inclined to be on the dull side, not much change being exhibited since the holidays, nor is a change expected until about the end of March. Paper has been fairly well met, and indications point out that, with few exceptions, the province is in a much better state than it was a year ago. Country produce has not been supplied as frequently as the retail trade would have liked, but this is owing to the late extreme cold weather and condition of the roads. Now, however, a better prospect exists for a better supply. Competition is probably more keen in this city than any in the Dominion, for many reasons, but one in particular: Winnipeg is often used as a slaughter ground for eastern and western firms. Consequently, goods are sometimes sold at eastern and western prices delivered here. This practically means a loss to the firm who brings in goods at the regular price and pays local freight.

SUGAR—Is quiet, and being sold at less than it could be laid down for to-day. Granulated,  $4\frac{3}{4}$  to  $4\frac{7}{8}$ c. per lb.; bright yellow,  $3\frac{7}{8}$ c. per lb. This is owing to many houses having purchased large lots early in the season before the market advanced.

CANNED GOODS—Are steady, with firm prices on tomatoes and peas. Corn is dull, and as the pack last year was not apparently up to the average, prices consequently are low. Apples are not called for yet in any quantity owing to the large crop of green fruit brought up here last fall. Peaches, pears, strawberries and plums are quiet but steady, the local demand not yet having set in, owing to the large quantities of these goods being preserved last season by housekeepers. It is, however, only a question of a few weeks until a certain demand will spring up. Lobsters of fine pack are very scarce. Salmon rules about the same as last year. Oysters are higher for good packs. We quote, per case: Tomatoes, best brands, \$1.80; do, good seconds, \$1.70; peas, \$1.75; corn, \$1.50; beans, \$1.75; strawberries, \$3.70; raspberries, \$3.20; pears, 3's, Bowlby, \$4.75; do, 2's, do, \$3.40; pineapple, imported, \$4.50.

DRIED FRUITS—Are moving slowly, except in the case of Valencia raisins, which are scarce. Currants look good property at the present prices. Evaporated apples appear a drug on the market, as do dried apples.

CALIFORNIA EVAPORATED FRUITS—Are stiff, but there is very little sale for them. We quote: Currants, 5 to  $5\frac{1}{4}$ c per lb.; Valencia raisins, fancy, off-stalk, \$2; do., layers, \$2.20; figs, cooking, in bags,  $5\frac{1}{2}$ c.; dates, Hollowi,  $6\frac{1}{4}$ c.; apricots, 14c.; prunes, four sizes, Bosnias,  $6\frac{3}{4}$ c.; apples, evapor-

ated,  $5\frac{1}{8}$ c.; apples, dried,  $3\frac{1}{2}$ c.; sultanas, 4-crown, 10c.; California muscatels, 6 to  $7\frac{1}{2}$ c.

TEA—There is a certain feeling prevailing that after the Tariff Commission get through their work that there will be a change in values. Certain handlers of this staple seem assured that the Government will impose a duty on this article. Whether this may be or not, they are watching their stocks carefully, although a sale of tea is always considered by the trade to be the best of all goods handled.

COFFEE—Is dull and quiet, with a lower tendency, a good deal of inferior stock being on hand. We quote: No. 5 Rio, 16c.; fancy Java, 29c.; fancy Mocha, 29c. Santos and Maracaibos are not handled very extensively in this market.

PROVISIONS—Are low but firm at their present prices: Hams, 14 lb. size, 10c.; breakfast bacon, bellies, 10c.; do, backs, 9c.; long clear dry salt, 6c.; spiced roll, 6c.

SYRUP—It appears hard to obtain the finer grades required for this market at a price satisfactory to the purchaser. Offerings are fair, but the figure demands too high in the estimation of the purchaser. The present price is about 3c. per lb. in half-barrels.

CEREALS—The market is quiet and the demand limited. We quote, sacks: Rolled oats, \$1.65; granulated oatmeal, \$1.90; stand. do., \$1.90; rolled wheat, \$1.80; pot barley, \$2; pearl do., \$4; split peas, \$2. During the last month one carload of inferior rolled oatmeal was received here from Ontario, which, while not materially effecting the market, had to be sacrificed at feed prices. This should prove a warning to eastern shippers of poor goods, and the shipper will do well in future to take warning before consigning his goods to this market.

FISH—This market is perhaps one of the most peculiar in the world owing to the amount of fresh fish for sale in winter. In salt fish it is either a feast or a famine, haddies, mackerel, bloaters and herrings are not considered very desirable stock except in the winter months, and the natural consequence is that as a rule all houses run out of stock almost together, and no one house will bring along a car by themselves. Prices are as follows: Codfish, pure, in bricks,  $6\frac{3}{4}$ c.; do., do., in 5-lb bricks,  $6\frac{3}{4}$ c.; haddies, whole, 6c.; Labrador herrings, per  $\frac{1}{2}$ -bbl., \$3.35; bloaters, 100s, \$1.10.

RICE—Stocks appear to be ample for the demand. No. 1 China and Siam is almost out of the market, the call being principally for Rangoon and Japan. No. 1 Crystal Japan is quoted for  $5\frac{1}{4}$ c.; Standard B,  $4\frac{1}{8}$ c.

## TEA MARKETS CLOSED.

"The tea markets in Shanghai, Foochow and Calcutta are now closed," said Mr. C. H. Anderson to THE CANADIAN GROCER. "There is, therefore, no prospect for many months of new teas in Young Hysons or Indians coming forward. In view of this, together with the fact that teas on this side of the Atlantic are in short supply, would indicate a strong position for the tea market. Then the rate of exchange in India has ruled high for the past six months owing to the tightness of money, while the bank rate there has been 10 per cent."

## HALIFAX TRADE GOSSIP.

THERE is not a line showing any activity, and indications all point to a dull spring trade. Some Upper Province papers report large sales of teas on account of a prospective advance in duty. If such is the case in Ontario and Quebec, it is not so in Nova Scotia. Down here tea dealers have still to look up customers, and the volume of business in that line is only fair, about the same as this season last year.

As would naturally be expected, the demand for fishstuffs at this season is poor all round. Wholesale grocers' stocks of suitable quality, herrings and cod, are small; in fact, not sufficient for trade requirements, while stocks of cod for export here are said to be fully 25 per cent. below the usual average. Newfoundland stocks, however, if anything, are above the average, but as all the weak holders have been forced to realize, values will easily be sustained; in fact, an advance is confidently looked for by exporters there. A private letter from a reliable house in St. John's, Newfoundland, says: "Our local fish trade shows some slight signs of improvement, due principally to better prospects in Brazil. A large proportion of the fish on hand here is scarcely in shipping order, but wants making after 1897's sun gets strong enough to make it. Another feature of the situation is that we have little or no winter codfishery this year, voyages on the west coast being almost a total failure. The next thing we shall hear is that fish shall be wanted." The market is comparatively bare of green cod and salmon. Quotations are: Dry cod from vessel, shore, prime, \$2.50 to \$3.50; small bank do, \$2.50 to \$2.75; bay do., \$2 to \$2.50; haddock, Cape Breton, \$1.75 to \$2; western do, \$1.75; hake, \$2.25; pollock, \$1.50; herring, Bay of Islands, No. 1, \$1.50; Labrador No. 1, \$6; No. 2, \$4; shore, No. 1, large, fat, \$3.50 to \$4; alewives, No. 1, \$3.25; mackerel, No. 1, \$15; No. 2, \$13; No. 3, fat, \$7; No. 3, large, \$6; salmon, No. 1, \$17.50; No. 2, \$15.50; No. 3, large, \$11; No. 3, small, \$9.

The flour market is extremely quiet, the volume of business being smaller than in any previous season. A considerable shade on the following quotations can be obtained by anyone with the money: Hungarian patents, Manitobans, \$5.60 to \$5.70; Manitoba strong bakers', \$5.20 to \$5.40; Canadian pastry, \$5 to \$5.10; 75 per cent. roller patents, \$4 to \$4.25; 80 ditto, \$4.65 to \$4.70; 90 ditto, \$4.50 to \$4.60; straights, \$4.30 to \$4.40; extra, \$3.90 to \$4. American K.D. cornmeal is worth \$2.20, and Halifax ground, \$1.70 to \$1.85.

There is very little doing in green fruits,

except in a local way. No outside transactions are occurring. The market is well supplied, and prices are low.

Butter shows a slight improvement. Creamery prints are 1c. higher, being quoted at 22c. Fresh creamery in tubs is selling at 21c. Fall dairy is neglected at 16c., and Nova Scotia dairy slow at 10 to 14c.

Cheese is in better demand at higher prices, and will probably see 12c.

Eggs are on the decline, selling at 15 to 17c.

The sugar market is lifeless. The refinery reports nothing doing. Quotations for refined are: Circle C, 3 $\frac{1}{8}$ c.; extra Circle C, 3 $\frac{1}{4}$ c.; granulated, 3 $\frac{3}{4}$ c.

There have been some arrivals of molasses during the past few days. St. Croix is quoted at 27c.; Porto Rico, 30 to 32c.; Trinidad, 27c.; Barbadoes, 31c.; Demerara, 39c., and St. Kitts, 25c.

P. E. Island potatoes are still quoted at from 32 to 35c., and oats from 30 to 32c. There is very little doing in this line.

There is no change in the provision market. Large quantities of dressed beef are arriving from Ontario, and native stocks are not in demand.

The steamer Naparima, which sailed for London on Monday, took 14,792 barrels of apples.

A cargo of 3,509 bushels of corn was received here this week from Boston.

The steamer Alpha sailed on Monday with a large cargo of dried fish, cheese, eggs, butter and potatoes for Turk's Island, Jamaica and Bermuda

#### THOS. DOHERTY & CO.

Thos. Doherty & Co. Montreal, have made two offers to their creditors. The first, an offer of 30c., was refused, but the second of 35c., made on Wednesday, the committee have recommended the creditors to accept. This offer is conditional that the Merchants Bank will agree to give the firm time to nurse its accounts.

The committee that examined the estate believe that the second offer is a fair one considering all the circumstances.

It is understood that the stock inventories \$14,000, while the open accounts due foot up to \$26,000. Of this sum \$6,000 was accounted as good while the balance is in the relative position of fair to bad.

The firm owes \$38,000, and the amount of paper under discount at the Merchants Bank of Canada is \$56,000. Of this sum the inspectors are of the opinion that from \$8,500 to \$10,000 is bad.

T. M. Shoebottom & Co., "The Newmarket Grocery Store," 247 Dundas street, London, have opened a branch store at St. James' Park P.O., South London.

#### STRAY THOUGHTS.

A YOUNG man, who is a clerk, but yet has the ambition to become the proprietor of a store in the near future, recently asked Stray Thoughts "what rule was there for marking the selling price of goods or what per cent. to add to the cost of a general merchandise establishment; what profit shall I figure on making?"

The question is a vital one. Stray Thoughts doubts if there is any one merchant in a thousand that can give a satisfactory answer. There is no rule, nor is there a reliable guide. To make money, to get a legitimate profit for time, labor and interest upon capital invested, is the object of all who engage in business.

The profit, the per cent. that is added to the cost of the goods, there is the pivot upon which turns either success or failure in each business venture. How important then is the profit to be made to the merchant! He knows that the profit or per cent. to be added to the cost of his goods must cover the actual cost of conducting his business.

This will include rent, taxes, insurance, clerk hire, light, fuel, advertising, a fair salary for himself and incidentals, which, for example, may be \$3,000 per annum. If he does a business of \$20,000 then he knows that 15 per cent. of his gross receipts must be profit. If he does a business of \$30,000 without increasing the cost, then 10 per cent. would be sufficient. To this, then, he should have a per cent. for risk of business, interest on capital and gain. Some say 20 per cent. of the gross receipts, others 25 per cent.

This rule works well (on paper), "but," says our young friend, "see here, if I should want to make 25 per cent. on my sales I would have to mark my goods 25 per cent. above cost, wouldn't I? And if I did that on sugar, coffee and flour and some of the staple dry goods, I wouldn't get any trade, for people would think I was too high. Now, what I want to know is how am I to get at the thing? What one class of goods I am to get a greater profit on than on others, and how I am to average the whole so that I can live and make money too?"

This very same question Stray Thoughts years ago propounded to a retired merchant, who for fifty years had battled behind the counter and desk to make a success. His reply has ever been indelibly printed on memory's tablet.

"Young man, there is no fixed rule. To proclaim one would be worse than folly. A man who would try to follow any fixed rule would be on a line to make a sure failure. Each man in business for himself must be a law unto himself and be governed only by circumstances."

Said another equally successful retired merchant:

"I had no rule. Staple goods are always governed by the market and competition. I never consider the per cent. at all in marking my goods; the question with me was not so much the cost as what I could get. For instance, I have two styles of shoes before me. They each cost \$1 per pair. Now, if you had a rule to add 33 $\frac{1}{3}$  per cent. to the cost, I'd mark both to sell at \$1.35. That isn't my way. The one is more dressy, has style, fit and is up to snuff; it's light weight, won't stand extra hard wear. It's a good looker for best or Sunday. Well, I just put the price at \$2. The other pair is heavier, solid, will wear well, give lots of real service. The party to whom I sell it will give it hard usage. It will outwear two of the other, yet I mark it to sell at \$1.25. I sell the two shoes to a different class of trade, and each is satisfied. Do you see the point? Got to have experience and a whole lot of judgment when in business. Location has a whole lot to do with the per cent. Circumstances must be considered. For instance, a small dealer can rarely sell goods on the same margin as large firms. The larger the volume of business the less per cent. it takes to conduct it. A country dealer doing a business of \$25,000 per annum although he does not pay any more for his merchandise we'll say than the larger stores, couldn't sell on as low a margin. As indicated, the cost of doing business is decreased in proportion to the increase. We will say they do a business of \$500,000 per annum. Ten per cent. will doubtless pay their actual running expenses. To this let them have, for example, 2 per cent. gain, that would give them a net gain of \$10,000. It costs the country merchant, at least calculation, 12 to 15 per cent. to cover his expenses. Do you see, my boy, why they can do you? Then, as a matter of fact, buying in such large quantities they can, and do, get lower quotations, hence, can sell at a lower price, but do they? In starting business, if you mark the goods too high, and stick to it, you will fail. If, on the other hand, so low a margin is asked that expenses are not made, sure death is to follow. Young man, use judgment, and get all the profit you can. That's my rule." —Country Merchant.

#### PERSONAL MENTION.

Mr. J. Gibson, a Belton, Ont., merchant, was in Toronto on Wednesday. He reported prospects for spring trade fair.

Mr. C. D. Warren, of Warren Bros. & Co., wholesale grocers, Toronto, has been elected president of the Traders' Bank. He was formerly vice-president.

Mr. W. Flavelle, of Dundas & Flavelle Bros., Lindsay, has returned from a trip to Great Britain. He was away a couple of months. His chief mission was buying, but he also devoted some attention to the egg market, and he reports trade in the latter bad. He states that one lot of limed eggs sold as low as 4 to 5s. per 110 dozen, or equal to about 7 to 9c. per dozen.



## THESE TEAS

Represent the choicest growths from the India and Ceylon gardens, carefully picked and blended. Write for samples and prices.



## Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.  
SOLD IN LEAD PACKETS



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

## We offer this week

AT EXCEPTIONALLY  
LOW PRICES . . . .

"GUARDOLIA'S" 4-Crown Layers  
"MORAND'S" " "  
"ROGERS'" " "  
"CALIFORNIA" Loose Muscatels, etc.

SPECIAL PRICES FOR

Green Cod in all qualities. Trout in bbls.  
Herrings in bbls. and half-bbls. Eels and Salmon, etc.

Our stock of fish for Lent is complete and prices are worth inquiring. Write for prices.

LAPORTE, MARTIN & CIE. 72 & 78 St. Peter Street Montreal

# Machine-made TEAS

Are found in the stock of every up-to-date store---  
they are here to stay.

A prominent wholesale and retail distributor  
writes to a leading journal on the subject of **INDIA**  
and **CEYLON TEAS** as follows :

“ During the year 1896 there has been a most marvelous growth in the consumption and sale of Ceylon and India Teas. Now there is no question in my mind whatever but that the Ceylon and India Teas have come to stay. Not only are the people buying the teas, but they seem pleased with their aroma, their strength and color, and their greatly nourishing qualities. In a blend with other teas they are productive of the most marvelous results in producing body, character and good drawing qualities. **The grocer of 1897 who does not use to a greater or less extent in his business these machine-made, carefully-prepared teas, will surely drift to the rear.**”

Do you intend to drift to the rear ?

**GOOD TO BE TOSSED OVERBOARD.**

"POVERTY is uncomfortable, as I can testify," said James A. Garfield; "But nine times out of ten the best thing that can happen to a young man is to be tossed overboard and compelled to sink or swim for himself. In all my acquaintance I have never known a man to be drowned who was worth the saving."

It is not the men who have inherited most, except it be in nobility of soul and purpose, who have risen highest; but rather the men with no "start" who have won fortunes, and have made adverse circumstances a spur to goad them up the steep mount, where

"Fame's proud temple shines afar."

To such men, every possible goal is accessible, and honest ambition has no height that genius or talent may tread, which has not felt the impress of their feet.

You may leave your millions to your son, but have you really given him anything? You cannot transfer the discipline, the experience, the power which the acquisition has given you; you cannot transfer the delight of achieving, the joy felt only in growth, the pride of acquisition, the character which trained habits of accuracy, method, promptness, patience, despatch, honesty of dealing, politeness of manner have developed. You cannot transfer the skill, sagacity, prudence, foresight, which lie concealed in your wealth. It meant a great deal for you, but means nothing to your heir. In climbing to your fortune, you developed the muscle, stamina and strength which enabled you to maintain your lofty position, to keep your millions intact. You had the power which comes only from experience, and which alone enables you to stand firm on your dizzy height. Your fortune was experience to you, joy, growth, discipline and character; to him it will be a temptation, an anxiety, which will probably dwarf him. It was wings to you, it will be a dead weight to him; it was education to you and expansion of your highest powers; to him it may mean inaction, lethargy, indolence, weakness, ignorance. You have taken the priceless spur—necessity—away from him, the spur which has goaded man to nearly all the great achievements in the history of the world.

You thought it a kindness to deprive yourself in order that your son might begin where you left off. You thought to spare him the drudgery, the hardships, the deprivations, the lack of opportunities, the meagre education, which you had on the old farm. But you have put a crutch into his hand instead of a staff; you have taken away from him the incentive to self-development, to self-elevation, to self-discipline and

self-help, without which no real success, no real happiness, no great character is ever possible. His enthusiasm will evaporate, his energy will be dissipated, his ambition, not being stimulated by the struggle for self-elevation, will gradually die away. If you do everything for your son and fight his battles for him, you will have a weakling on your hands at twenty-one.

Men who have been bolstered up all their lives are seldom good for anything in a crisis. When misfortune comes, they look for somebody to lean upon. If the prop is not there down they go. Once down, they are as helpless as capsized turtles, or unhorsed men in armor. Many a frontier boy has succeeded beyond all his expectations simply because all props were knocked out from under him and he was obliged to stand upon his own feet.

"A man's best friends are his ten fingers," said Robert Collyer, who brought his wife to America in the steerage. Young men who are always looking for something to lean upon never amount to anything.

There is no manhood mill which takes in boys and turns out men. What you call "no chance" may be your "only chance." Don't wait for your place to be made for you; make it yourself. Don't wait for somebody to give you a lift; lift yourself.

"The first thing I have to impress upon you is," says J. T. Davidson, "that a good name must be the fruit of one's own exertion. You cannot possess it by patrimony; you cannot purchase it with money; you will not light on it by chance; it is independent of birth, station, talents and wealth; it must be the outcome of your own endeavor, and the reward of good principles and honorable conduct. Of all the elements of success in life none is more vital than self-reliance—a determination to be, under God, the creator of your own reputation and advancement. If difficulties stand in the way, if exceptional disadvantages oppose you, all the better, as long as you have pluck to fight through them. I want each young man here (you will not misunderstand me) to have faith in himself, and, scorning props and buttresses, crutches and life-preservers, to take earnest hold of life. Many a lad has good stuff in him that never comes to anything because he slips too easily into some groove of life; it is commonly those who have a tough battle to begin with that make their mark upon their age."

The spark in the flint would sleep forever but for friction; the fire in man would never blaze but for antagonism. The friction which retards a train upon the track, robbing the engine of a fourth of its power, is the very secret of locomotion. Oil the track, remove the friction and the train will not move an inch. The moment man is

**Hundreds of Dollars**

Are made and saved monthly by using our

**New Patent Trade Due Bills**

and . . .

**Automatic Counter Check Books.**

They are trade winners, money and Time Savers. Send for description and samples.

25 cents cash per hundred paid for Sun-light Soap Wrappers.

**J. K. Cranston, - Galt, Ont.**

Wholesale, Store and Office Supplies Dealer.

relieved of opposition or friction, and the track of his life is oiled with inherited wealth or other aids, that moment he often ceases to struggle and therefore ceases to grow.

This age of concentration calls, not for educated men merely, not for talented men, not for geniuses, not for jacks-of-all-trades, but for men who are trained to do one thing as well as it can be done. Napoleon could go through the drill of his soldiers better than any one of his men.—Architect of Fate.

**SUGAR STATISTICS.**

A summary of the statistical position of sugar made by Willett & Gray is as follows: "Receipts, 32,863 tons; meltings, 15,000 tons. Total stock in four ports, 266,405 tons, against 248,542 tons last week, and 128,494 tons last year. The six principal ports of Cuba by cable for week: Receipts, 3,715 tons; exports, 1,210 tons; stock, 35,660 tons, against 33,955 tons last week and 51,403 tons last year. Total stock in all the principal countries, 2,968,865 tons, against 2,670,259 tons at same uneven dates last year and 2,774,661 tons at the even date of Jan. 1 last year. Afloats to the United States from all countries, estimated, 60,000 tons, against 75,000 tons last year. Stocks in Europe, 2,666,800 tons, against 2,774,600 tons last week, and 2,592,500 tons last year. Total stocks of Europe and America, 2,968,865 tons, against 2,957,097 tons last week, and 2,670,259 tons last year at the same uneven dates. The excess of stock is now 298,606 tons, against an excess of 262,267 tons last week, and a deficiency of 6,733 tons Dec. 31, 1896. Afloats to the United States include shipments of 6,400 tons this week from Hamburg and Bremen. Freight room has been engaged for 4,300 tons."

The main object of advertising is to catch new customers. The old ones are already landed and won't want to get away if you treat them properly.

**EDUCATE YOUR CUSTOMERS****TO USE PURE GOODS**

**IT** Will Pay You.  
Will Pay Your Customers.  
Will Increase Your Business.

The Grocer who pushes cheap goods is hardly ever successful.

**OUR "PURE GOLD" BRAND** *of Flavoring Extracts is guaranteed of finest quality and true in flavor.*

ONE 25-CENT BOTTLE WILL GO FARTHER THAN HALF A DOZEN OF THE ORDINARY 10-CENT BOTTLES.

Vanilla beans have advanced 50 per cent. during the past few months. We may have to advance prices before long. In the meantime we will be pleased to have your orders through our agents or by mail, at our regular prices.

**PURE GOLD MFG. CO., 31 AND 33 Front St. E., Toronto**

**A PROSPEROUS YEAR.**

NORTH AMERICAN LIFE.

THE annual meeting of this company was held at its head office in Toronto, on Tuesday, January 26. Mr. John L. Blaikie, president, was appointed chairman, and Mr. Wm. McCabe, secretary.

The directors' report presented at the meeting showed marked proofs of continued progress and solid prosperity in every leading branch of the company's business. Details of the substantial gains made by the company during the past year are more particularly referred to in the remarks of the president and the report of the consulting actuary.

Summary of the financial statement and balance sheet for the year ended December 31, 1896:

Cash income.....	\$ 641,788 08
Expenditure (including death claims, endowments, matured investment policies, profits, and all other payments to policy-holders).....	436,545 14
Assets.....	2,515,833 41
Reserve fund.....	1,991,526 00
Net surplus for policy-holders.....	421,546 20

WM. MCCABE, managing director.

Audited and found correct,

JAS. CARLYLE, M.D., auditor.

Mr. W. T. Standen, of New York, the company's consulting actuary, in his full and detailed report of the year's operations, said: "I have examined the investment policies whose dividend periods mature in 1897, and have apportioned to them the dividends accruing thereon. These settlements, like those for 1896, will be found to compare very favorably with the results attained by the best managed companies. This is cause for congratulation on the part of your policy-holders, as, notwithstanding

the large payments for investment policies maturing in 1896, you have been able to close the year again with an increased surplus to your credit. The large amount of your new business for 1896—2,603 policies for \$3,554,960, being half a million dollars in excess of any previous year—shows that the plans and operations of the company are becoming better known and appreciated. Your results show a good surplus earning power, indicating that your business is of a paying character."

The president, Mr. John L. Blaikie, in moving the adoption of the report said:

"I am fully warranted in congratulating every policy-holder, and every person interested in the company, upon the splendid position to which it has attained, and upon the results of the past year's business.

"An examination of the figures before you reveals many most interesting and important particulars.

"If we compare the business of the year just closed with that of the previous year, viz., 1895, we have the following results:—

"Assets increased \$215,315.26, or over 8 per cent.

"Cash income increased \$60,309.84, or over 10 per cent.

"New insurance issued increased \$542,110, or over 18 per cent.

"Total insurance in force increased \$1,714,785, or over 10 per cent.

"Reserve fund increased \$195,704, or over 10 per cent.

"Payments to policy-holders increased \$150,459.94, or over 142 per cent.

"In no former year have such magnificent results been attained.

"The financial strength of a company may be gauged by the relation of its assets to its liabilities. In this respect the North American exceeds that of its chief competi-

tors in Canada, having \$120 of assets for each \$100 of liability."

Hon. G. W. Allan, in seconding the resolution, said: "The president has spoken fully on the satisfactory condition of the company, yet there are one or two points to which I will briefly refer. There are our investments in which all are interested and will be pleased to learn that they were very carefully made, and have turned out exceedingly satisfactory, as evidenced by the prompt manner in which our interest has been paid.

"There is another point of comparison which will show favorably for our company, that is, as to the relative profit earnings. I am satisfied that those interested in the company have every reason to feel exceedingly gratified at the very prosperous condition which it holds at the present moment."

Mr. J. N. Lake, in moving a vote of thanks to the company's provincial managers, inspectors and agency staff, referred in very complimentary terms to the splendid work done by the outside staff in 1896, as evidenced by the grand business secured during that year, and also that the new business in January, 1897, was already largely in excess of the whole amount received for the same month last year.

James Thorburn, M.D., medical director, presented a full and interesting report of the mortality experience of the company from its organization, which illustrated fully the care which had been exercised in the selection of the company's business.

After the usual votes of thanks had been passed, the election of directors took place, whereupon the newly-elected Board met, and Mr. John L. Blaikie was unanimously elected president and the Hon. G. W. Allan and Mr. J. K. Kerr, Q.C., vice-presidents.

**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**J.** E. WALMSLEY & CO., wholesale grocers, Belleville, have assigned to John W. Butterfield.

H. F. Sharp, grocer, St. John, N.B., has assigned.

W. A. Shufelt, grocer, Cowansville, Que., has assigned.

J. A. Gagnon, general merchant, St. Moise, Que., has assigned.

J. C. Stewart & Co., grocers, Moncton, N.B., have assigned.

A. Bateman, grocer, Belleville, has assigned to A. Wallace.

P. R. Pounder, general merchant, Forster's Falls, has assigned.

D. A. Bourgeois, general merchant, Fox Creek, N.B., has assigned.

E. Dupuis, general merchant, Ste. Julienne, Que., has assigned.

E. Houle, grocer, Montreal, has compromised at 25c. on the dollar, cash.

W. Connerty, general merchant, Jasper, is offering to compromise at 75c. on the dollar, case.

J. E. McDonald, general merchant, Colborne, is offering to compromise at 50c. on the dollar.

J. M. Burnes & Co., grocers, Vancouver and Trail, are offering to compromise at 50c. on the dollar.

E. H. Brockenbridge, general merchant, Aylmer, Que., is offering to compromise at 40c. on the dollar.

U. C. Trudel, general merchant, Shippigan, N.B., is offering to compromise at 35c. on the dollar.

Guimont & Devoyaux, general merchants, Cap St. Ignace, are offering to compromise at 35c. on the dollar.

S. Beaudin, general merchant, St. Isidore la Prairie, is offering to compromise at 25c. on the dollar, cash.

The offer of compromise of N. Markson, general merchant, Glen Robertson, has been refused, and the assets are to be sold.

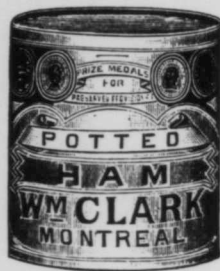
W. R. McIntosh, grocer, Berwick, has assigned to J. F. Smart, Cornwall, and a meeting of creditors will be held 22nd inst.

PARTNERSHIPS FORMED AND DISSOLVED.

R. Pigeon and J. A. Rioux have formed a partnership to carry on business in Montreal as grocers under the style of Rioux & Co.

J. B. Duplain and F. X. Paquet have registered a partnership in Quebec to carry on business as grocers under the style of Duplain & Paquet.

A co-partnership has been registered in Kentville, N.S., by M. G. De Wolf and R.

**Keep up with the times**

and handle goods that will sell themselves

**CLARK'S****CORNED BEEF**

With Patent Key Attachment

SOLD BY ALL WHOLESALERS

**W. CLARK, Montreal**

H. Lamont to carry on business as grocers under the style of De Wolf & Lamont.

A. Sweet & Co., general merchants, Winchester, have dissolved; A. Sweet continues under old style.

A co-partnership has been registered in Halifax by C. J. Gillis and Harry Gillis to carry on business under the style of the Atlas Tea Importing Co.

SALES MADE AND PENDING.

J. Wiggins, general merchant, Powassan, Ont., is advertising his business for sale.

The assets of Joseph Desmarais, general merchant, Asbestos, Que., are to be sold by auction.

The general stock of T. C. Howard & Co., general merchants, Sutton West, has been sold.

CHANGES.

J. B. McCullough, grocer, Montreal, has sold out

M. Wodlinger, general merchant, Altona, has sold out.

B. Schwartz has opened a general store at St. Casimir, Que.

C. Abbott, produce, Essex, has sold out to Stewart & Abbott.

A. Rioux, grocer, Montreal, has sold out branch store on Roy street.

W. Bruner & Co. are beginning business in Montreal as grocers.

O. Themens & Frere, is the style of a new firm of grocers in Montreal.

A grocery store will be opened in Quebec on April 17 by Louis N. Mainguy.

Arthur Loranger has been registered proprietor of the Globe Spice Mills, Montreal.

E. Langford, general merchant, Morganton, has been succeeded by John A. Anderson.

G. A. Eastman, general merchant, Wheatley, has sold out to Stewart Anderson.

McTavish & Stinson, general merchants, Chesley, have been succeeded by Halliday & Stinson.

R. J. Graham, fruit evaporator and cheese, Belleville and Toronto, has sold out Toronto branch to Wallbridge & Smedley.

FIRES.

Lillian L. Croft, general merchant, Plainfield, has been burned out.

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

**E. T. STURDEE**

**Mercantile Broker,  
Manufacturers' Agent,**

ST. JOHN, N.B. Etc., Etc.

Wholesale trade only.

**Feathers!**  
**We Buy Them**

All grades; Goose, Hen, Duck and Turkey; give the highest market price

**AND PAY CASH**

General stores and grocers will find it to their advantage to collect for us. Write for prices and shipping instructions.

**ALASKA FEATHER & DOWN CO.**

290 Guy St., Montreal.

R. B. Johnson & Co., pickle manufacturer, Swansea, have been burned out.

M. M. Hiles & Co., general merchants, Williamsford, have been burned out.

J. & G. Powell, general merchants, Tilbury Centre, have sustained loss by fire.

The premises of James Hunter, liquors, Port Hope, have been damaged by water.

**WHAT IT WILL LEAD TO.**

A grocer suggests that if the clerks continue in their demands for shorter hours, afternoons off, etc., it will soon be necessary to advertise in this way:

HELP WANTED, MALE.

Boy to work in a butcher store; need only bring apron. Leave references at home. Salary to begin with, \$20 per week. Monday, Wednesday and Friday afternoons off. Can have use of employer's horse and buggy on Sundays.

This grocer seems to think that in a little while the clerkship position will be much like the servant girl problem. Well, may be, but as a general rule the clerks have none too easy a time, and early closing and summer half-holidays help the employer as much as the clerk.—N. E. Grocer.



**ADVERTISING BREVITIES.**

WHEN you have a line of goods with tempting prices give them a prominent position where people can't miss seeing them as they pass your windows. That is the sort of advertising that never fails to sell goods. There is no experiment about such a method.

There are times when it pays to make a mistake in advertising, and frankly confess it. The confession is what does the trick, however. An honest confession is not only good for the soul, but it is a tonic to weakened confidence.

Because a merchant is honest it doesn't necessarily follow that he should keep spouting the fact in so many words through his advertising. If he's fair and square folks will find it out at his counters.

The power of a wedge is in proportion to its sharpness. The same can be said of an advertisement. It should have point enough to force its way into public indifference and the friction of facts to make it stick after it has entered.

Advertising is a centrifugal force which should create a centripetal force strong enough to draw trade from the extreme limits of the circle where it was exerted.

Advertising, skylights, and windows ought to be used to throw true light upon a merchant's wares. There should be no deceptive colors used in either.

Don't jab at your rival unless you want to advertise his business, and the fact that you fear his power. Such a course is like that of a hen who neglects her chicks to chase a sister hen who has a better brood.

When you set out to make an ad. funny, don't neglect its business end in order to display your wit.

When you set your foot firmly on an icy sidewalk you are not so apt to slip and fall as when you step with timid, cat caution. A timid, half-hearted style of advertising often creates doubt, and proves the downfall of the thing advertised. It's a good thing, don't be afraid to say so in forcible words. If it is n. g., drop it and say nothing.—Jed. Scarboro in Business.

**ENJOYED BEING "DUNNED."**

"He was a barber and he owed a bill of \$3 for groceries," said a grocer. "I nailed him in the barber shop when it was full, Saturday, and he never turned a hair. In fact, he seemed to enjoy it. He didn't care to pay it; didn't know when he would pay it, and perhaps he would'nt pay it at all. He even joked about it and smiled at me. I got rather angry, I remember, and as I folded the bill I remarked, 'Well, sir, if the bill was a little larger I'd sue you.' He picked up his razor and turning round said, 'Well, I'll tell you how you can fix that. You can send me up some more groceries.'"

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

**SALT---** We are always glad to quote or give information about **SALT.**  
Montreal **VERRET, STEWART & CO.** Quebec

TRY A PACKAGE OF OUR "CLUB HOUSE"  
A Perfect blend of the finest  
**INDIA and CEYLON TEAS**  
For which we are sole agents in America.  
It will please your customers.  
**J. F. RAMSAY & CO.**  
Wholesale Importers TORONTO 14 and 16 Mincing Lane



AN AUTOMATIC SELLING MACHINE . . .  
To sell \_\_\_\_\_

**Adams' Tutti Frutti**

For full particulars, apply . .  
**Globe Automatic Selling Co.**  
13 Jarvis Street, - TORONTO, ONT.

30,000 Sq. Feet in 41 Years.  
represents the growth of our Steam Brush and Broom Works, and the time we have taken to make the growth a safe, solid and substantial one. Does quality count? Does honesty of purpose mean anything? Is it better to so entirely satisfy you in quality and price that your risk in buying is wholly done away with? We think it is. So we say "you can have your money back if you want it." Illustrated catalogue free.  
**Chas. Boeckh & Sons, Mfrs.**  
80 York St., Toronto, Ont.  
Brushes, Brooms, Woodenware. Montreal Branch: 1 AND 3 DEBRESOLES ST.



# Starch is Starch

But some of it is hardly worth calling starch. Flour or chalk might just as well be used in many cases, and produce as good results as many so-called "Starches."

When a thoroughly reliable article is desired avoid risk by getting what you know to be first-class and absolutely pure. You can't improve on

## EDWARDSBURG STARCH.

**EDWARDSBURG STARCH CO.**  
Cardinal,  
Ont.

BLUE.	
KEEN'S OXFORD.	per lb.
1 lb. packets	\$0 17
1/4 lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
CANNED GOODS.	
	per doz.
Apples, 3's	\$0 70 \$0 95
gallons	1 65 2 25
Blackberries, 2's	1 70 1 90
Blueberries, 2's	0 75 0 85
Beans, 2's	0 65 0 95
Corn, 2's	0 55 0 69
Cherries, red pitted, 2's	2 00 2 25
Peas, 2's	0 70 0 80
Sifted select	0 80 0 95
Extra sifted	1 15 1 30
Pears, Bartlett, 2's	1 65 1 75
3's	2 40
Pineapple, 2's	1 75 2 40
3's	2 50 2 69
Peaches, 2's	1 65 2 00
3's	2 50 3 00
Plums, Green Gages, 2's	1 60 1 80
Lombard	1 50 1 70
Danson Blue	1 15 1 40
Pumpkins, 3's	0 70 0 90
gallons	2 10 2 25
Raspberries, 2's	1 50 1 80
Strawberries, 2's	1 65 1 35
Succotash, 2's	1 15
Tomatoes, 3's	0 70 0 75
Lobster, tails	2 30 2 40
flats	2 85 2 90
Mackerel	1 20 1 30
Salmon, Sockeye, tails	1 35 1 45
flats	1 40 1 75
Cohoos	1 10 1 20
Sardines, Albert, 1/2's tins	0 13
Sportsmen, 1/4's genuine French high grade, key opener	0 20 0 21
Sportsmen, 1/2's	0 12 1/2
Sportsmen, 3/4's	0 21
key opener, 1/2's	0 16 0 18 1/2
" " " 3/4's	0 10 1/2 0 11
" " " 1/2's	0 18 1/2 0 19
Sardines, other brands 9 1/4 11	0 16 0 17
P. & C., 1/4's tins	0 23 0 25
" " " 3/4's	0 33 0 36
Sardines, Amer., 1/4's	0 04 1/2 0 09
Mustard, 1/4 size, cases	0 09 0 11
50 tins per 100	10 00 11 00
MARSHALL & CO., SCOTLAND.	
Fresh Herring, 1-lb.	1 10 1 15
Kippered Herring, 1-lb.	1 6 1 90

Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	2 00
Herrings in Anchovy Sauce	2 00	2 00
Herrings a la Sardine	2 40	2 40
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.		
(CANADIAN.)		
Comp Corn Beef, 1-lb. cans	\$1 20	\$1 35
" " " 2	2 30	2 50
Comp Corn Beef 4-lb. can	7 75	8 25
" " " 14	15 00	16 00
Minced Callops	2 60	2 65
" " " 2	3 40	3 50
Lunch Tongue	2 75	2 80
" " " 2	2 75	2 80
English Brawn	2 75	2 80
Camb Sausage	1 50	1 50
" " " 2	2 25	2 25
Soups, assorted	1 80	1 80
" " " 6	4 50	4 50



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



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

ARMOUR PACKING CO.—HELMET BRAND		
Corned Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
" 4 lb.	5 50	5 80

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

WHITE LABEL.		
Soups Assorted, 1 qt.	3 00	3 15
" 1 pt.	2 00	2 10
Gelatine of Boar's Head, 2 lb.	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb.	3 00	3 10
Plover Roast	5 00	5 00
Sliced Gold Band Bacon	3 00	3 00

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

CHEWING GUM.		
ADAMS & SONS CO. per box		
Tutti Frutti, 36 5c bars	\$1 20	\$1 20
" (in cream pitcher) 36 5c bars	1 20	1 20
" (in sugar bowl) 36 5c bars	1 25	1 25
" (in glass jar) 115 5c pkgs.	3 75	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75	0 75
Round Pepsin, 30 5c packages	1 00	1 00
Cash Register, 390 5c bars and pkgs	15 00	15 00
Cash Box, 160 5c bars	6 00	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50	6 50

Variety Gum (with book in each box)	1 00
150 lc pieces	1 00
Banner Gum (English or French wrappers) 115 lc pieces	0 75
Flirtation Gum (English or French wrappers) 115 lc pieces	0 65
Mexican Fruit, 36 5c bars	1 30
Sappota, 150 lc pieces	0 90
Orange Sappota, 150 lc pieces	0 75
Black Jack, 115 lc pieces	0 75
Red Rose, 115 lc pieces	0 75
Magic Trick, (English or French wrappers) 115 lc pieces	0 75

CHOCOLATES & COCOAS.		
Cocoa—	EPFSS.	per lb.
Case of 14 lbs. each	0 35	0 35
Smaller quantities	0 37 1/2	0 37 1/2
CADBURY'S.		
Frank Major & Co., Agents.	per doz	
Cocoa essence, 3 oz. packages	\$1 65	\$1 65
per lb.		
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40	0 40
Rock Chocolate, loose	0 40	0 40
Cocoa Nibs, 11-lb. tins	0 45 1/2	0 45 1/2
" 0 55	0 55	0 55

TODHUNTER, MITCHELL & CO.'S		
Chocolate—		
French, 1/4's-6 and 12 lbs.	0 30	0 30
Caracas, 1/4's-6 and 12 lbs.	0 35	0 35
Premium, 1/4's-6 and 12 lbs.	0 30	0 30
Sante, 1/4's-6 and 12 lbs.	0 26	0 26
Diamond, 1/4's-6 and 12 lbs.	0 22	0 22
Sticks, gross boxes, each	1 00	1 00
Cocoa—		
Homeopathic, 1/4's, 8 and 14 lbs.	0 30	0 30
Pearl	0 25	0 25
London Pearl, 12 and 18 "	0 22	0 22
Rock	0 30	0 30
Bulk, in boxes	0 18	0 18
Royal Cocoa Essence, packages	per doz	1 40

CHOCOLAT MENIER.		
Cases of	In 12	
10x12 lb	lb bxs	
bxs.		
Vanilla—	\$ 0 34	\$ 0 36
Yellow wrapper, p. lb.	0 73	0 83
Triple Vanilla—	0 38	0 42
White	0 38	0 42
Unsweetened—	Cases of Less	
Blue Premium	54 lbs than	
" "	case	
Pastilles—		
1/4 lb. boxes	0 19	0 20

**CANADIAN TOMATO CHUTNEE**

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

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

**FRESH SEEDS for 1897**  
Catalogue mailed free on application.  
**WILLIAM EWING & CO.**

Pleased to quote Clover, Timothy, and Farm and Garden Seeds of all varieties. **Montreal**

**THE "DIAMOND" OIL BLACKING**

TRADE MARK  
**OIL**



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

**W. BERRY, - MANCHESTER.**

Send for samples and quotations to

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

**DRINK :::**

**::: Chocolate for Breakfast**

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



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

**VANILLA . . . CHOCOLATES**

**CHOCOLAT MENIER**

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

Ask your grocer for Chocolat Menier  
The world-renowned French Vanilla Chocolate.

**Salt**

**Salt**

**Salt**

Write us if you want **SALT** of any kind, in car lots or less; can ship at very short notice. . . .

**TORONTO SALT WORKS**

TORONTO, ONT.

Every up-to-date Grocer should keep

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

Send your orders to **THE COWAN CO., Ltd.**  
470 King St. East, Toronto



ASK FOR **MOTT'S**



Here It Is

Your customers want the best, especially at this season of the year.

**Chard, Jackson & Co.**

Agents for the Dominion  
10 Lemoine St.  
**MONTREAL**

<b>FRY'S.</b>	
(A. P. Tippet & Co., Agents.)	
Chocolate—	per lb.
Caracas, 1/4's, 6-lb. boxes	0 42
Vanilla, 1/4's	0 42
"Gold Medal" Sweet, 6 lb. bxs.	0 29
Pure, Unsweetened, 1/2's, 6 lb. bxs.	0 42
Fry's "Diamond", 1/4's, 6 lb. bxs.	0 24
Fry's "Monogram", 1/4's, 6 lb. bxs.	0 24
Cocoa—	per doz
Concentrated, 1/4's, 1 doz. in box	2 40
" 1/2's, " "	"
" 1 lbs. " "	"
Homeopathic, 1/4's, 14 lb. boxes	0 33
" 1/2 lbs. 12 lb. boxes	33
<b>JOHN P. MOTT &amp; CO'S.</b>	
(R. S. McIndoe, Agent, Toronto.)	
Mott's Broma	per lb. 0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (1/4's)	0 32
Mott's Breakfast Cocoa (in tins)	0 50
Mott's No. 1 Cocoa	0 28
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05

Vanilla Sticks, per gross	0 90
Mott's Conf. Cherry Chocolate	0 21 0 43
Mott's Sweet Chocolate Liquors	0 19 0 30
<b>COWAN COCOA AND CHOCOLATE CO.</b>	
Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes, 1/2 lb. cake per lb.	0 22 1/2
Royal Navy Chocolate, 12 lb. boxes, 1/2 lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, 1/2 lb. cake, per lb.	0 35
<b>WALTER BAKER &amp; CO'S.</b>	
Chocolate—	
Premium No 1, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each	50
Caracas Sweet, in boxes, 6 lbs. each	33
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each	0 28
Grocers' Style, in boxes, 6 lbs. each	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, 1/2 lb., tins.	0 50

**COCOANUT.**

<b>CANADIAN COCOANUT CO.</b>	
White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs.	0 27
" 1/2 " " "	0 28
" 1/4 " " "	0 29
" 1/8 " 5 or 10 "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb. Pails	0 20
Feather Strip, " " "	0 22
Special Shred, " " "	0 18
Macaroon, " " "	0 18
Crown Desic., 12, 23 or 25 lb.	0 18
Special, " " "	0 17
Barrels, 2c. per lb. less.	
Terms, 3 p.c., off 30 days.	
<b>SCHOPP'S</b>	
Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases	0 27
1/2 lb. package, 15 and 30 lb. cases	0 28
1/4 lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz.	0 45
Bulk—	
Edelweiss (thin strip) per lb.	0 23
Improved shredded, " "	0 18
Beaver " " "	0 16
Macaroon " " "	0 16
Desiccated " " "	0 15
Terms, 3 per cent. off 30 days.	

**COFFEE.**

<b>Green.</b>	
Mocha	0 27 1/2 per lb.
Old Government Java	0 30 0 30
Rio	0 14 0 16
Plantation Ceylon	0 29 0 31
Porto Rico	0 24 0 28
Guatemala	0 24 0 26
Jamaica	0 19 0 22
Maracaibo	0 18 0 20
<b>JAMES TURNER &amp; CO.</b>	
Mecca	0 34
Damascus	0 20
Cairo	0 25
<b>TOHUNTER, MITCHELL &amp; CO'S</b>	
Excelsior Blend	0 34
Our Own	0 32
Jersey	0 31
Laguaya	0 27
Mocha and Java	0 32 0 35
Old Government Java	0 30 0 32 0 36
Arahan Mocha	0 32 0 34
Maracaibo	0 25 0 28
Santos	0 22 0 26
Crushed East India	0 20
<b>EXTRACTS.</b>	
per doz.	
Dalley's Pure Fruit Extracts, 2 1/2 oz. bottles, all flavors	\$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors	1 25

# CREAM SODAS.

In 3-pound Tins, made by us, are the original Cream Sodas. They are always CRISP, FRESH and TASTY. No grocery stock is complete without them. They are trade bringers and trade keepers.

## Toronto Biscuit & Confectionery Co.

A. W. PORTE.

7 FRONT STREET EAST

TORONTO.

S. R. PARSONS.

Crown Brand (Robert Greig & Co.)—	
1 oz. Bottle, per doz.	0 90
2 1/2 " " "	1 50
3 1/2 " " "	2 00
4 " " "	3 00
8 " " "	6 00
4 " " Glass Stop'r "	3 50
8 " " "	7 00
Parisian Essence, per gross.	21 00
Ketchup, Fluted Bottles, gross	12 00
Ketchup, Screw Top, gross	21 00
" " S. & L. "High Grade"	
per doz	3 50
Pepper Sauce, per gross.	15 00

<b>FLUID BEEF.</b>	
JOHNSTON'S, MONTREAL.	
Fluid Beef No. 1, 2 oz. tins	\$ 3 00
No. 2, 4 oz. tins	5 00
No. 3, 8 oz. tins	8 75
No. 4, 1 lb. tins	14 25
No. 5, 2 lb. tins	27 00
Staminal—2 oz. bottles	3 00
4 oz. " "	6 00
8 oz. " "	9 00
16 oz. " "	12 75
Fluid Beef Cordial—20 oz. bottles	15 00
Milk Granules, in cases, 4 doz.	6 00
Milk Granules with Cereals, in cases, 4 doz	5 8

<b>FRUITS.</b>	
FOREIGN.	
Currants—Provincials, bbls	0 04 1/2 0 04 1/2
" " 1/2 bbls	0 04 1/2 0 04 1/2
" Filiatras, bbls	0 04 1/2 0 04 1/2
" " 1/2 bbls	0 04 1/2 0 04 1/2
" Patras, bbls	0 05 0 05 1/2
" " 1/2 bbls	0 05 0 05 1/2
" cases	0 05 0 05 1/2
" Vostizzas, cases	0 07 0 08 1/2
" Blue Pearls	0 08 0 08 1/2
Dates, Hallowes boxes (new)	0 06 1/2 0 06 3/4
Figs—Elemo, 10 oz.	0 07 1/2 0 08
" " 10 lb.	0 09 1/2 0 12
" " 18 lb.	0 11 0 13
" " 28 lb.	0 13 0 16
" taps	0 03 1/2 0 04 1/2
" natural, boxes	0 07
" ditto, bags	0 04 1/2
Prunes—Bosnia, cases	0 06 0 07
" Bordeaux	0 04 1/2 0 06 1/2
Raisins—Valencia, off stalk	0 05 0 05 1/2
" Fine, off stalk	0 05 1/2 0 06
" Selected	0 06 1/2 0 07
" Layers	0 07 1/2 0 07 3/4
" Sultanas	0 07 0 10
" Cal. Loose Muscatels	
50 lb. bxs., 3 & 4 cr.	0 07 1/2 0 08 1/2
" Maaga per box.	
" London Layers	1 60 1 80
" Blue Baskets	2 30 2 65
" Blue Baskets	2 25 3 50
" Choice Clusters	2 25 2 75
" Dehesa Clusters	3 50 4 00
" Non Plus Ultra	5 75 6 00
" Imperial Bunches	5 75 6 00
" Russian Clusters	5 00 5 50
DOMESTIC.	
Apples, dried, per lb.	0 02 1/2 0 03
" evaporated	0 73 0 04

<b>FOOD.</b>	
Split Peas	3 25 43 50
Pot Barley	3 25 3 50
Pearl Barley, XXX, 49-lb. pkt.	2 00
ROBINSON'S BARLEY AND GROATS.	
Patent Barley, 1/2 lb. tins	1 25
" " 1 lb. tins	2 25
" Groats, 1/2 lb. tins	1 25
" " 1 lb. tins	2 25
DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.	
Buckwheat Flour, 2 1/2 lb. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz. in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20

Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20
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<b>GELATINES.</b>	
KNOX'S	
Sparkling calves foot	1 20
Crystalized Fruit, flavored	1 65
Acidulated	1 50
(Sold by all wholesale grocers.)	
KEOPFF'S FAMILY GELATINE.	
Robert Greig & Co., Agents.	
1 oz. Packages, White, per doz.	85 90
1 " " Red,	90 95
COXS	
1 Quart size, per doz	1 15
2 Quart size,	2 30

<b>HARDWARE, PAINTS AND OILS.</b>	
OUT NAILS—From Toronto—	
50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy O P	2 70
3 dy O P	3 90
HORSE NAILS—Canadian, dis. 50 per cent.	
HORSE SHOES—From Toronto, per keg	
	3 60
SCREWS—Wood—	
Flat-head iron, 80, 10 and 10 p. c. dia.	
Round-head iron, 75, 10 and 10 p. c. dia.	
Flat-head brass, 7 1/2, 10 and 10 p. c. dia.	
Round-head brass, 7 1/2, 10 and 10 p. c. dia.	
WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i. e. not over 25 inches in the sum of its length and breadth.]	
1st break (25 in. and under)	1 35
ROPE—Manilla	0 09 0 09 1/2
Sisal	0 06 1/2 0 07 1/2
AXES—Per box	5 25 9 00
SHOT—Canadian, dis. 17 1/2 per cent.	
HINYES—	
Heavy T and strap	0 04 1/2 0 05
Screw, hook and strap	0 03 1/2 0 04
WHITE LEAD—Pure Association guarantee, ground in oil. per 100 lbs.	
25 lb. irons	5 15
No. 1	4 77 1/2
No. 2	4 35
No. 3	4 02
TURPENTINE—	
Selected packages, per gal.	0 40 0 41
2c. extra outside points.	
LINSEED OIL—	
Raw, per gal	0 44 0 45
Boiled,	0 47 0 48
2c. extra outside points.	
GLUE—Common per lb	
	0 07 1/2 0 08

<b>INDURATED FIBRE WARE.</b>	
THE E. B. EDDY CO.	
1/2 pail, 6 qt.	\$3 35
Star Standard, 12 qt.	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt.	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs.)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 85
Wash Basins, flat bottoms	2 85
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

<b>JAMS AND JELLIES.</b>	
SOUTHWELL'S GOODS. per doz.	
Frank Magor & Co., Agents.	
Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant " "	1 55
Other Jams " "	1 90
Red Currant Jelly	2 75
(All the above in 1 lb. clear glass pots.)	

<b>LICORICE.</b>	
YOUNG & SMYLYK'S LIST.	
5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb.	0 40
"Acme" Pellets, 5 lb. cans, per can.	2 00
"Acme" Pellets, fancy boxes (40)	
per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 50
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 75
Dulce, large cent sticks, 100 in box	0 75

<b>MINCE MEAT.</b>	
Wetley's Condensed per gross, net	\$12 00
<b>WINES, LIQUORS AND MINERAL WATERS.</b>	
CHARD, JACKSON & CO., MONTREAL, AGENTS.	
Watson's Scotch—	
1 Star Glenlivet, in cases	\$8 50 89 00
3 " " "	9 50 10 00
Old Liqueur " "	15 00 15 50
Old Glenlivet, in wood, p.gal.	4 25 6 00
Watson's Irish—	
Old Irish	7 50 8
Banagher	9 50 10 00
" " in wood, per gal.	4 25 5 25
Geo. Sayer & Co. Cognac	11 50 12 00
1 Star, in cases	16 50 17 00
V.S.O.P " "	4 50 6 50
In wood, per gal	2 10 6 50
Warter & May, Oporto—	
Ports	2 10 6 50
Wisdom & Warter—	
Sherries	2 00 6 00
J. & R. McLEA, MONTREAL.	
Cockburn very old Highland	8 75 9 25
" Special Scotch	9 50 10 00
" Special Liqueur, 14 years old	15 50 16 50
In wood—Fine old Scotch	4 40
Special old Scotch	5 00

<b>MUSTARD.</b>	
COLMAN'S OR KEEN'S.	
Square Tins—	
D. S. F., 1 lb. tins	\$0 40
" " 1/2 lb. tins	0 42
" " 1/4 lb. tins	0 45
Round Tins—	
F. D., 1/2 lb. tins	0 25
" " 1/4 lb. tins	0 27 1/2
" " 4 lb. jars, per jar	0 75
" " 1 lb.	0 25
" " 4 lb. tins, decorated, p.t.	0 80

<b>FRENCH MUSTARD</b>	
Crown Brand—(Robert Greig & Co.)	
per gross.	
Pony size, \$7 50	Beer Mug 16 20
Small Med. 7 50	Tumbler 11 50
Medium 10 80	Cream Jug 21 00
Large 12 00	Sugar Bowl 22 00
Spoon 18 00	Caddy 28 00
THE F. F. DALLEY CO.	
Dalley's Mustard, bulk, pure, per lb.	0 25
Dalley's Mustard, 1/2 lb. tins, 2 doz. in case, per doz.	2 00
Dalley's Mustard, 1/4 lb. tins, 4 doz. in case, per doz.	1 00
Dalley's Superfine Durham Mustard, bulk, per lb.	0 12
1/2 lb. tins, 4 doz. in case, per doz.	0 65
1 lb. tins, 2 " "	1 20
1 lb. jars, per doz	2 40
4 lb.	7 80
1/2 lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins, per gal.	2 50

Celery Salt, 2 oz. bottles, silver tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz.	1 75

<b>RICE, ETC.</b>	
Rice—	
Standard "B"	per lb. per lb.
Patna	0 03 1/2 0 03 1/2
Japan	0 04 1/2 0 04 1/2
Imperial Seeta	0 05 0 05 1/2
Extra Burmah	0 03 1/2 0 04
Java Extra	0 06 1/2 0 06 3/4
Genuine Carolina	0 09 1/2 0 10
Grand Duke	0 06 1/2 0 06 3/4
Sago	0 03 1/2 0 05
Tapioca	0 03 1/2 0 05 1/2

<b>STARCH.</b>	
EDWARDSBURG STARCH CO., LTD.	
Laundry Starches—	
No. 1 White or Blue, cartoons	0 05 1/2
Canada Laundry	0 04 1/2
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin canisters	0 07
Edwardsburg Silver Gloss, 1-lb. chrome package	0 07
Silver Gloss, large crystals	0 06 1/2
Benson's Satins, 1-lb. cartoons	0 07 1/2
No. 1 White, bbls and kegs	0 04
Benson's Enamel, per box	3 00
Culinary Starch—	
W. T. Benson & Co.'s Prep. Corn	0 06 1/2
Canada Pure Corn	0 05 1/2
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 07 1/2
KINGSFORD'S OSWEGO STARCH.	

<b>OSWEGO STARCH.</b>	
KINGSFORD'S OSWEGO STARCH.	
(40-lb. boxes, 1-lb. pkgs.)	0 08
SILVER GLOSS (12-lb. boxes, sliding covers)	0 08 1/2
PURE—16-lb. boxes	0 07
OSWEGO (40-lb. boxes, 1-lb. packages)	0 07 1/2
For puddings, custards, etc.	
ONTARIO 35-lb. to 45-lb. boxes	0 06
STARCH IN 1/2 Silver Gloss	0 07 1/2
BARRELS Pure	0 06 1/2
THE BRANTFORD STARCH CO., LTD.	
Laundry Starches—	
Canada Laundry, boxes of 40 lbs.	0 04 1/2
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs.	0 05 1/2
Bbls., 175 lbs.	0 04 1/2
Kegs, 100 lbs.	0 04 1/2
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06 1/2
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 3 in crate, 48 lb.	0 07
8 lb. tin enamelled canisters, 8 in crate 48 lbs	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07 1/2
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs.	0 09
Canadian Electric Starch—	
40 packages in case	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06 1/2
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06 1/2

<b>SUGAR.</b>	
per lb.	
Granulated	4 1/2 4 3-16
Paris Lump bbls. and 100-lb. boxes	0 05 1/2 0 25 1/2
" " in 50 lb. boxes	0 05 1/2 0 05 1/2
Extra Ground, bbls. lcing	0 05 1/2 0 05 1/2
Powdered, bbls	0 05 0 05 1/2
Very bright refined	0 03 1/2 0 03 1/2
Bright Yellow	0 03 1/2 0 03 1/2
Dark Yellow	0 00 0 3 1/2
Demerara	3 50 0 00



**We Stand Alone**

So far ahead are we  
all Competitors.

Our Packages have a larger sale than  
all the other manufacturers' put together.

**SCHEPP'S**  
The Standard Coconut

Factory, 6 and 8 Bay St.  
TORONTO.

**GENERAL MERCHANTS**

and other Dealers who are regular subscribers  
to THE CANADIAN GROCER wishing copies of:

- The Canadian Hardware and Metal Merchant.
- The Canadian Dry Goods Review.
- The Canada Bookseller and Stationer.
- The Paper and Pulp News.
- The Canadian Printer and Publisher.
- Plumbing and Steamfitting.

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

**MacLean Publishing Co.**

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**HELLO !!! YES,**  
Certainly we sell  
**"WHITE MOSS"**  
**COCOANUT**

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

Manufactured ONLY by...

**Canadian Coconut Co.**

(J. Albert McLean, Prop.)

**MONTREAL**

**SYRUPS AND MOLASSES.**

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

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

**SOAP.**

Babbitt's "1776" Soap Powder ..... \$4 00



Box Lot.....	4 20
Box Lot.....	4 10

Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.



Ivory Bar is put up in 1 lbs., 2 6-16 lbs.,  
3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes,  
100 in box; Twin Cake, 11 1/4 oz. each, 100 in  
box.

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

**TEAS.**

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

**BLACK.**

Congou—	per lb.	per lb.
Half Chests Kaisow, Mon- ing, Paking.....	0 12	0 60
Caddies, Paking, Kaisow.....	0 18	0 50

INDIAN.	0 35	0 55
Darjeelings.....	0 35	0 55
Assam Pekoes.....	0 20	0 40
Pekoe Souchong.....	0 18	0 25

CEYLON.	0 35	0 42
Broken Pekoes.....	0 35	0 42
Pekoes.....	0 20	0 40
Pekoe Souchong.....	0 17	0 35

**CHINA GREENS.**

unpowder—		
Cases, extra firsts.....	0 42	0 50
Half Chests, ordinary firsts.....	0 22	0 38

Young Hyson—		
Cases, sifted, extra firsts.....	0 42	0 50
Cases, small leaf, firsts.....	0 35	0 40

Half Chests, ordinary firsts.....	0 22	0 38
" " second.....	0 17	0 19
" " thirds.....	0 15	0 17
" " common.....	0 13	0 14

PING SUEYS.	0 28	0 32
Young Hyson—		
Half Chests, firsts.....	0 16	0 19
" " seconds.....	0 28	0 32
Half Boxes, firsts.....	0 16	0 19

**JAPAN.**

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

**LIPTON'S TEAS.**

No. 1 Ceylon, retailed at.....	0 50	0 35
No. 2 ".....	0 40	0 28
No. 3 ".....	0 30	0 22

All the above can be had mixed with  
Green Tea at same prices.

"SALADA" CEYLON.	per lb.
Brown Label, 1 lbs. retailed at.....	25c
Brown Label, 1/2 lbs. retailed at.....	26c

Green label, retailed at.....	30c
Blue label, retailed at.....	40c
Red label, retailed at.....	50c

Gold label, retailed at.....	60c
Terms, 30 days net.....	
"KOLONA"	

Ceylon Tea, in 1-lb. and 1/2-lb. lead packets, black or mixed.....	0 22
Blue Label, retail at.....	0 22
Green Label ".....	0 28
Red Label ".....	0 35

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

**TOBACCO AND CIGARS.**

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

**CANADIAN TOBACCO CO., MONTREAL.**

Cut Tobaccos—	
Comfort, 1-6, 5 lb. box.....	0 22
Champion, 1-10, 5 lb. bx.....	0 38
I. O. F., 1-10, 5 lb. box.....	0 28 1/2
Sohmer, 1-10, 5 lb. box.....	0 32 1/2
Imperial Cigarette Tobacco, 1-10, 5 lb. box.....	0 40
Quessel Tobacco, all sizes.....	0 60
Crown Cut Plug Mixture, 1/2 lb. tin 1 lb. tin.....	0 50 0 47

Cigarettes—	per 1,000
Sonadora Havana.....	\$10 00
Royal Turkish Egyptian.....	10 00
Creme de la Creme.....	7 20
Lafayette.....	3 80
Marquise.....	7 00
Imperial (Virginia tobacco).....	3 50

Plug tobaccos (sweet chewing)—	
Navy, in caddies.....	0 35
Navy, plug mark.....	0 33
Honey, boxes and caddies.....	43
Span roll chewing, boxes.....	55
Plug smoking (with or without tags)—	
Black Crown, caddies.....	0 35
Crown Rouge smoking.....	0 38
Leaf tobacco, in bales.....	0 08

Cigars—	
La Sonadora Reina Vic- toria Flor Fina, 1-20.....	\$85 00
La Sonadora Reina Bou- quet, 1-10.....	55 00
Creme de la Creme Reina Victoria Extra, 1-20.....	55 00
Creme de la Creme Reina Victoria Special, 1-20.....	50 00
Honeymoon, Regalia Com- me il Fait, 1-40.....	55 00
El Caza Culebras, 1-40.....	55 00
La Fayette Reina Vic- toria, 1-20.....	32 50
Noisy Boys, Blue Line, 1-20.....	25 00
Princess of Wales, Prin- cess, 1-10.....	25 00
Ditto, low grades.....	13 50

**CIGARS—S. DAVIS & SONS, MONTREAL.**

Sizes.	Per M
Madre E' Hijo, Lord Lansdowne.....	\$60 00
" " Panetelas.....	60 00
Madre E' Hijo, Bouquet.....	60 00
" " Perfectos.....	85 00
" " Longfellow.....	85 00
" " Reina Victoria.....	80 00
" " Pina.....	55 00
El Padre, Reina Victoria Especial.....	55 00
" " Conchas de Regalia.....	50 00
" " Bouquet.....	55 00
" " Pina.....	50 00
" " Longfellow.....	80 00
" " Perfectos.....	80 00
Mungo, Nine.....	35 00
Cable, Conchas.....	30 00
Queens.....	29 00

Cigarettes—All Tobacco—	
Cable.....	7 00
El Padre.....	1 00
Mauricio.....	15 00

**WASHING POWDER.**

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

**WOODENWARE.**

Pails, 2 hoop, clear, No. 1.....	per doz.
" " 3 " " " " 2.....	\$ 1 45
" " 2 " " " " 2.....	1 40
" " 3 " " " " 2.....	1 55
" " " painted " 2.....	1 40
Tubs, No. 0.....	8 00
" " 1.....	6 50
" " 2.....	5 50
" " 3.....	4 50

**THE E. B. EDDY CO.**

Washboards, Planet.....	1 60
" " XX.....	1 40
" " X.....	1 25
Special Globe.....	1 50
Matches—	
5-Case Lots, Single Case	
Telephone.....	\$3 50
Telephone.....	3 50
1/2 gro. bxs.....	3 70
Parlor.....	1 40
Red Parlor.....	1 45
Safety.....	4 20
Flamers.....	2 25
Tiger.....	3 15

**BRYANT & MAY.**

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

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SOME OF OUR  
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**YOUNG & SMYLLIE'S**  
PURE SPANISH  
**ACME LICORICE PELLETS**  
**STICK LICORICE**

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- Acme Licorice Pellets
- Tar Licorice and Tolu Wafers
- Licorice Lozenges
- "Purity" Penny Licorice

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H. A. Nelson & Sons, Montreal.

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**Oakville Basket Co.,**

MANUFACTURERS OF



- 1, 2, 3 bushel grain and root baskets.
- 1, 2, 3 satchel lunch baskets.
- 1, 2, 3 clothes baskets.
- 1, 2, 3, 4 market baskets.
- Butcher and Crockery baskets.
- Fruit package of all descriptions.

For sale by all Woodenware Dealers

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Recommend your customers to

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Everybody considers it a luxury to use Johnston's Fluid Beef, and so it is, but when it can be bought in 16 oz. bottle for \$1.00 it is also economical.

**Johnston's Fluid Beef**

16 oz. Bottle,  
\$1.00.

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PRICES and SAMPLES can be had from your Wholesale Grocer.

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The Original and only Genuine Preparation for Cleaning Cutlery.

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