

THE CANADIAN GROCER

VOL. XII

TORONTO AND MONTREAL, MARCH 11, 1898.

No. 10

COLMAN'S MUSTARD



BEST ON EARTH

We have to offer

1,000 ENGLISH STILTONS

Either Perfectly Cured or Partly Cured.

Packed in cases containing 6 or 12 cheese. When ordering state whether cured or partly cured required. Quotations and full particulars on application.

A. F. MacLAREN & CO.

Manufacturers MacLaren's Imperial Cheese, Importers and Exporters of Foreign and Domestic Cheese.
TORONTO and STRATFORD, CANADA.

Ox - - Tongues

No housekeeper has the facilities for producing such an exquisitely flavored meat as our Canned Ox Tongue (Helmet Brand with Yellow Label). And no competitor either, has mastered the secret as we have, of securing the delicious juices which make Ox Tongue famous. We want the trade of the wide-awake grocer, who knows a good article and who buys it for the purpose of leading his competitors. Ask your jobbers for the Helmet Brand Yellow Label Ox Tongue.

Agents:

J. L. Watt & Scott, Toronto.

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Or

Armour Packing Co., Kansas City
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The Sticky Fly Paper has no superior in quality, and we make a special offer for 1898 of one sheet of heavy felt Poison Paper FREE in every cartoon. The retail value of each sheet is 6 $\frac{1}{2}$ c., thus netting the dealer 66 $\frac{2}{3}$ c. per case more than any other Sticky Fly Paper. Your orders are respectfully solicited and we guarantee entire and perfect satisfaction.

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CLEANED AND STEMMED

ABSOLUTELY CLEAN PREPARED ENTIRELY BY THE ACME FRUIT CLEANING CO.

THE ACME FRUIT CLEANING CO.
128 QUEEN ST. MONTREAL

... A PERFECT SNAP

We are now manufacturing a Ginger Nut, or Snap, which all who have seen them call the most perfect ever placed on this market.

Our Fig Bars

are **Faultless**—equal to, or **better** than, any ever made or imported. With every confidence of your approval, we offer these two lines for your criticism.

Queen Biscuit Co.

ST. JOHN, N.B.

Only authorized manufacturers in Canada of the

Famous Boss Lunch Milk Biscuit

Each Biscuit stamped "BOSS."

Quick— Rich, Portable, Nutritious Soup for The Klondykers.

Quick profits for YOU

That's the story in a nutshell,
and the shell is full of meat—Will you crack it? It cracks easy.

You don't have to *persuade* a man to buy what his own eyes tell him are matchless—for the Klondyke.

See the testimonial that the British Government unconsciously give to those little, light, rich, nutritious Soup Squares, made in London—*ordered for the Army in the Border Campaigns.*

A soldier's life is quite like the Klondyker's— heavy food supplies are ignored—only the easily carried and highly nutritious foods are taken along for the strength the soldier needs and ought to have.

Lazenby's Soup Squares

Much in Little

The Household Cocoa—Fry's concentrated—hence its strength and economy.

Pure—hence the rich, natural, delicate Cocoa Flavor. The profitable Cocoa

**Fry's
Cocoa**

The Soda of Purity and Strength

98 ⁵⁰/₁₀₀
pure Bi-Carbonate of Soda in Hand-in-Hand Brand.

Strong—pure—very strong because so pure. A trade winner for the store if there ever was one.

**The
Hand in Hand
Brand**

Rich Delicate Flavor

Real
Finnan Haddies—made ready for the market at the water's edge—where the fish are caught.

Hence their richness and natural flavor—It is always there in the Thistle Brand

**Finnan
Haddies**

All of the above sold by leading wholesalers.

Agents :

A. P. Tippet & Co.

Montreal and Toronto

F. H. Tippet & Co.

St. John, N.B.

Pattison's Whisky *in* **GENERAL USE**

Morning Dew
10 years old

Morning Dew Liqueur
12 years old

Royal Gordon
10 years old

Perfection Royal Gordon
15 years old

IN "GENERAL" USE.

A commanding Spirit finds its way to the front. **Pattison's Whisky** commands success because it has been found by the public to be a genuine, wholesome, palatable beverage, carefully blended and thoroughly matured. It is cream-like in taste, with all the stimulating qualities of the pure Highland spirit. Sold Here, There, and Everywhere.

Sole Proprietors: PATTISONS, Limited, Highland Distillers,
BALLINDALLOCH, LEITH, AND LONDON.

For further information, samples and specimen labels, address—

S. B. TOWNSEND & CO.

BOX 1125

MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA.

Time



There is no "short-cut" by which you can win new trade in a moment. You remember that old saying "the longest way round is the shortest way there?" It takes "time" to gain confidence—good-will is the most valuable asset of your business. In building for good-will you build business on a lasting foundation, but this takes time—begin right.

Here's a good Business-Builder for good-will—especially for a **woman's** good-will. An economizer for her—it saves money, time and worry—the Crown Brand Extracts are the Extracts that a woman will have confidence in from the first time she uses them. That starts the ball rolling towards more business from that woman on other things you sell.

Greig's Crown Brand Flavoring Extracts

are absolutely pure—they are rich—they are very strong, because so pure. Each kind has the natural flavor of the fruit, flower or spice it represents. As in your business, so in ours—it takes time to reach success—we don't hurry the making of these extracts. Every single bottle is as good as the bottle that preceded it—and that bottle was—perfection.

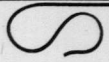
The Greig Manufacturing Co.

Limited.

ROBERT GREIG & CO., MONTREAL
Selling Agents.



A few lines in



FRUIT

California Egg Plums, beautiful goods, 25 and 50 lb. boxes.
 Prime Apricots, 25 and 50 lb. boxes.
 Choice Apricots 25 and 50 lb. boxes.
 Prime Peaches, 25 and 50 lb. boxes.
 Choice Peaches, 25 and 50 lb. boxes.
 Hallowee Persian Layer Dates, boxes about 60 lbs.
 Santa Clara Prunes, 50/60; 80/90, 90/100's, 25 and 50 lb. boxes.
 Solari's 4 and 5 Star Figs, 10 lb. boxes.
 Solari's Loucam 7 Star, 5 lb. boxes.
 Extra Sultanas, boxes of about 20 lbs.
 Choice Sultanas, boxes of about 20 lbs.
 Finest Sultanas, boxes of about 20 lbs.

If open, we shall be pleased to have your order.

W. H. Gillard & Co.,

Wholesalers
Only

Hamilton

JOHN MOUAT, Northwest Rep., Winnipeg.



WASHBOARDS
 CLOTHES PINS
 CLOTHES LINES
 TUBS
 PAILS
 CHURNS
 BUTTER PLATES
 BUTTER TUBS
 BUTTER PRINTS
 BASKETS
 SCOOPS

And all Grocers' Sundries

The H. A. NELSON & SONS CO., Limited

Sample room

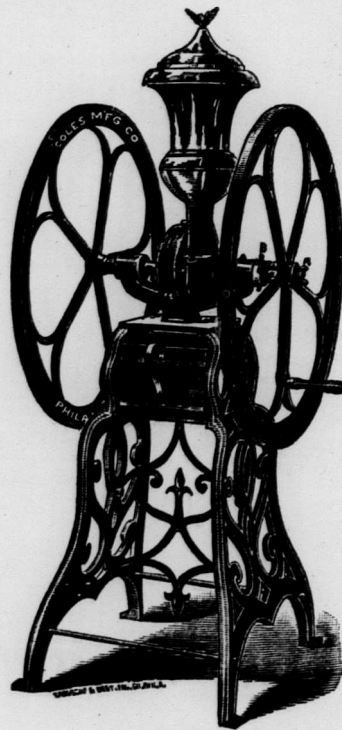
...MONTREAL, QUE.

56 and 58 Front West, TORONTO.

Sold and highly
 recommended by
 all leading gro-
 cers.



**Sovereign
 Matches**



No 18

Agents | **TODHUNTER, MITCHELL & CO., Toronto**
DEARBORN & CO., St. John, N. B.

Coles Manufacturing Co.

PHILADELPHIA, PENN'A.

Notice.

Having introduced our-
 selves, we now wish to make
 a few claims.

Your first consideration na-
 turally is—to buy the best mill
 at the lowest price.

We Claim to have the
 easiest and quickest Grinders.

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

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

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

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. XII. (Published Weekly)

TORONTO AND MONTREAL, MARCH 11, 1898.

(\$2.00 per Year) No. 10

A TEA STORY.

"When the days begin to lengthen,
And with me things don't agree,
Then I take my china tea pot,
And I mix my China tea."

JUDGED by its enormous and ever-increasing consumption there is no more popular beverage in the world than tea. Whiskey, wine and beer may be used, it is possible, in greater quantities, but their adherents are neither so outspoken or widespread.

The origin of tea, according to tradition, was as natural as it is credible. Prince Darma, in the remote ages was a holy Asiatic who spent day and night in meditations upon the Infinite and like the shoeblack in "The Dweller on the Threshold," upon all things that begin with a capital letter. One night his ecstasy was interrupted by sleep. On awaking he was so dismayed at his weakness that he tore off his eyelids and flung them, so the legend runs, on the ground. On visiting the spot later Prince Darma found that his eyelids had grown into a shrub. He had the wit to take some of the leaves and pour boiling water over them. Ever after, by simply drinking a little of the precious liquor, he was able to keep sleep at bay and pursue his thoughts with added zest and profit.

For several centuries after this wonderful happening history and legend record nothing of great importance about the herb. But it is undoubtedly to China that we owe the happy influence of the "cup that cheers." Indeed, it is asserted by Chinese historians that one of their Emperors discovered the happy effects of a tea leaf decoction 2737 years before Christ, or somewhere about the time that Noah made his famous trip in a Chinese houseboat. However that may be it is quite certain that tea was a widely used article of commerce in China more than a thousand years ago, for it began to be taxed in 793, A. D., and from that time on grew in popularity with the Chinese.

And when it began its travels for the sake

of "chirking up" the inhabitants of non-growing tea countries many were the mistakes committed by the first users of the beverage. Concerning the beginnings of tea in England there is a story told by Southey of the great-grandmother of a friend of his, who made one of the party that sat down to the first pound of tea that ever came to Penrith. They boiled it in a kettle and ate the leaves with butter, wondering wherein the attraction lay.

Another error which started on its career many, many years ago, and which still flourishes, to the dismay of every inhabitant of tea-raising countries, is the mistake as to the proper position of the saucer, which should be on top of and not underneath the cup. A traveler in China, having seen the tea brewed in one of their delicate cups by pouring boiling water on the tea leaf in the cup and then covering it with the saucer for a sufficient length of time to permit the strength and flavor to be extracted, sent home as a present several cups and saucers. And "the dear little saucer" was by charming and delicate fingers put under instead of over the cup. At least, that is the only known excuse for the wrong use of the saucer.

And travelers in China and Japan say that the epicure of those countries would consider himself ill-used, or the victim of a practical joke, if sugar or cream were put into his tea. Nevertheless these same travelers when they get back to their native heath take their tea with "one lump and a little cream, please," it is noticed.

A Japanese philosopher said long ago: "Tea tempers the spirits and harmonizes the mind, dispels lassitude and relieves fatigue, awakens thought and prevents drowsiness, lightens and refreshes the body and clears the perceptive faculties." And there are plenty of men and women the world over who are ready to claim these virtues for their "cup."

The very distinct improvement in the

quality of teas exported nowadays is undoubtedly due to the infusion of European brains into the growing and curing of the tea leaf. Not only is more care used in the growing of the plant and in the selection of the plant to be grown, but the methods employed in picking, cooking, sorting and packing are characterized by greater cleanliness. The different grades or qualities of teas depend upon the youth and tenderness of the shoots which are picked, and not so much upon the plant itself. It is not infrequent for a half dozen grades of tea to be taken from one plant. The tea plant flushes or sends out a fresh crop of tender young shoots from twenty to twenty-five times during its season, which lasts nine months. It is when the first tips of the young shoots are gathered and quickly cured that the highest grade of tea, as well as the most costly, is procured. The leaves which are allowed to grow full size are neither so choice nor so costly.

The climate most favorable to tea is one in which there is an equality of heat and moisture; but it will grow as far north as 39° and flourishes in Natal, in Australia, and in Brazil. The three countries in which tea is most successfully raised are China, India and Ceylon.

But the greatest tea drinkers in the world per capita are the Australians, and this is thought to be owing to the enormous quantities consumed in the bush, where it is found to be the greatest quencher of thirst, and is drunk without sugar or milk. The English follow in amount of tea drunk, with a record of five pounds per capita annually in 1890. Then come the Dutch, the Americans and Russians.

In the far east tea is always very much "en evidence" with Siam leading the van in its devotion with the fragrant leaf. The Siamese are inveterate tea drinkers; they drink it hot and they drink it cold; they drink it at home and they drink it abroad. Indeed, it is no uncommon sight on the

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

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

streets of Bangkok to see a noble stop in his walk, while his servants, who follow him with a small stove and all necessary utensils, brew him a "dish of tea," which having drunk, he proceeds peacefully on his way. The Siamese are so used to this unique proceeding that they think no more of it than we do when we see a man dodge into a—place where ice cream and soda is for sale.

The happiest tea drinkers are those who have friends, generous friends, that is, in China. That inscrutable humorist, Li Hung Chang, left presents of priceless tea in his wake—tea of an integrity hitherto unsuspected by a few persons whose glory it was who tasted it. Among these was Mr. Gladstone, who is great among tea-drinkers, and whose pleasant humor is to speak of a cup as a dish. Dean Stanley was among the tea giants and Dr. Johnson's prowess is a by-word. He says of himself: "I am a hardened and shameless tea-drinker, who for twenty years has diluted his meals with only the infusion of this fascinating plant; whose kettle has scarcely had time to cool; who with tea amused the evening, with tea solaced the midnight and with tea welcomed the morning." Hartley Coleridge was another colossus of the caddy. One who knew him tells that asking him on a certain occasion how many cups he was in the habit of drinking, the poet replied with scorn, "Cups! I don't count by cups. I count by pots."

Every hostess has nowadays her own pet paraphernalia for the brewing of tea, and any advice on the subject failing to coincide with her views would be panned at. Just the same, there are few things in life more sadening than the smallness of some people's tea-pots. How can they live up to that golden rule upon which is based the whole structure of delightful tea-drinking: "One spoonful for each person and one for the pot?"

"At your ease" sang the Emperor Kien Long in the poem that is painted on every tea-pot in China, "At your ease drink this precious liquor which chases away the five causes of trouble."—The Epicure.

ROUND BOYS IN SQUARE HOLES.

"JAMES WATT, I never saw such an idle young fellow as you are," said his grandmother; "do take a book and employ yourself usefully. For the last half hour you have not spoken a single word. Do you know what you have been doing all this time? Why, you have taken off and replaced, and taken off again, the teapot lid, and you have held alternately in the steam, first a saucer and then a spoon, and you have busied yourself in examining and collecting together the little drops formed by the condensation of the steam on the surface of the china and silver. Now, are you not ashamed to waste your time in this disgraceful manner?"

The world has certainly gained much through the old lady's failure to tell James how he could employ his time to better advantage!

"But I'm good for something," pleaded a young man whom a merchant was about to discharge for his bluntness. "You are good for nothing as a salesman," said his employer. "I am sure I can be useful," said the youth. "How? Tell me how." "I don't know, sir; I don't know." "Nor do I," said the merchant, laughing at the earnestness of his clerk. "Only don't put me away, sir; don't put me away. Try me at something besides selling. I cannot sell; I know I cannot sell." "I know that, too," said the principal; "that is what is wrong." "But I can make myself useful somehow," persisted the young man; "I know I can." He was placed in the counting-house, where his aptitude for figures soon showed itself, and in few years he became not only chief cashier in the large store, but an eminent accountant.

Thomas Edward, of Aberdeen, Scotland, celebrated his acquisition of the art of walking by losing himself, so that father and mother, and neighbors were about to give up the search in despair, when some one happened to look in the pig-pen, and there lay the scamp fast asleep by the side of some

little pigs, the brood of a sow so savage that no grown person dared venture into the sty. He had formed a taste for excursions into the wide world, and almost every day he would bring home priceless treasures, such as tadpoles, beetles, frogs, crabs, mice, rats, spiders and bugs. These pets he would liberate, and watch them run around and hide, greatly to his own delight, and the terror of everybody else. Whipping and scolding only seemed to stimulate him to greater exertions in his work of capturing living curiosities.

He had been dismissed from two schools in disgrace. He was six years old and could not write his name. He refused absolutely to go to school again, and his discouraged parents consented for him to go out and earn his living. Repression of every kind had been tried in vain upon his upspringing instincts and propensities for the study of animal life. Restraint at last removed, what glorious expression they found! How hard he worked that he might gain leisure for study! He learned the trade of a shoemaker, and worked at the bench for life, rearing a family of eleven children and stored away a wonderful amount of knowledge of birds and beasts and insects. But, from the lack of ability to read and write, he could not classify and use what he learned. So, slowly and laboriously, he acquired these useful arts. In the hope of getting money to study to better advantage, he once sold six cart-loads of specimens, the result of nine years of labor, for only twenty pounds.

He often tried to get employment as a naturalist, and failed only because he could not read and write rapidly. If he had been encouraged as a child to catch and study his charming specimens, and to learn to read and write about them, who shall say that his unequalled love of investigation would not have led him to become more than Agassiz or a Tenney? But he had been wedged so tightly into a square hole that he never got out!—Pushing to the Front.

We are Confident } The following goods will
please your trade.

VAN CAMP'S PORK AND BEANS.
VAN CAMP'S TOMATO SOUP.
VAN CAMP'S MACARONI AND CHEESE.
VAN CAMP'S 1-lb. MACARONI FRANCAIS.

LUCAS, STEELE & BRISTOL

Represented by C. R. DIXON in Calgary.

HAMILTON, ONT.

Fish! Fish! Fish! Fish!

We have in Stock (all New Goods)—

Imperial Boneless Fish, boxes each 25 pounds.
Quail on Toast, 1 pound bricks, boxes each 24 pounds.
Sealy's Codsteak, 1 pound bricks, boxes each 24 pounds.
Sealy's Codsteak, 2 pound bricks, boxes each 24 pounds.
Medium Scaled Herrings.
Beardsley's Boneless Smoked Herring, 1's, key opener.
Labrador Herring, in barrels.
Labrador Herring, in half barrels.
No. 1 Split Herring, in half barrels.
Codfish (Hard Dry) in quintals.
Codfish, Skinned and Boned, XXX, in 100 pound cans.
Sardines, Canadian and French.
Lobsters, in tall tins, 1's.
Salmon, in tall and flat tins, 1's.
Shrimps, tall and flat tins, ½'s and 1's.
Shrimps in Tomato Sauce.
Canned Finnan Haddie, in flat tins, 1's.
Canadian Fresh, and Klippeded Herrings.

James Turner & Co., Hamilton

Have You

ever given your Customers a chance of buying from
you "REINDEER" Brand Condensed Coffee? There
is a large quantity of it sold. Are you getting a share
of the profit in its turnover?

NOW IS THE SEASON FOR FISH.

**WE
CAN
SUPPLY
YOUR
WANTS**

No. 1 Labrador Herrings, in barrels.
No. 1 Labrador Herrings, in half barrels.
No. 1 Split Herrings, in half barrels.
Scaled Herrings. Small fish.
Boneless Fish, in 40 lb. boxes.
Quail on Toast, 24 lb. boxes.
Pure Cod, in 5 lb. boxes, 1 lb. rolls.

THOS. KINNEAR & CO., 49 FRONT ST. EAST **TORONTO.**

TRADE CHAT.

THE earnings of the Grand Trunk Railway system for the week ending Feb. 28, show an increase of \$46,061. The figures for 1898 are \$451,587, against \$405,526, the earnings from February 22 to 28, 1897.

The Aylmer Canning Co. intend evaporating potatoes next season.

English capitalists are putting up a hundred thousand dollar salmon offal factory on Fraser river.

Mr. H. Swain, proprietor of the Swain cigar factory, Montreal, is moving his works to St. John, N.B.

The Whitby Evaporating Works have received an order to evaporate 50,000 lbs. of onions for use in the Klondyke.

J. Ehrlick and J. Neelands, of Nelson, B.C., have commenced operations under the style the Kootenay Cigar Manufacturing Co., as cigarmakers, Nelson.

J. D. Moore, of St. Mary's, has disposed of his produce and manufacturing business in that town to a company that will operate it with a capital stock of \$90,000, under the style of the J. D. Moore Co., Limited.

Mr. John Meldrum, late of the firm of Wm. Meldrum & Co., has just started in the produce line on his own account, under the name of John Meldrum & Co., at No. 2 Foundling street, next to the Customs House, Montreal.

A number of Newfoundland firms are negotiating for the hire of the steamer *Regulus*, with a view to despatching a cargo of fish, in drums, to Brazil. This will be a new venture, and will doubtless prove beneficial for all concerned.

The official returns for the first seven months of the fiscal year ending Jan. 31 show a total increase of Canadian trade of \$31,690,000. The increase in exports amounted to over \$24,000,000 and imports \$7,000,000. The revenue is bettered by \$800,000.

James Stewart, who had been a resident of Meaford, Ont., for upward of 40 years,

died on Friday, aged 78. Mr. Stewart was for many years a leading merchant and grain buyer. He was several times mayor of the town and was town treasurer for many years.

Hopes are entertained that the Dartmouth Sugar Refinery, which has been closed down for several weeks, will soon be in operation again. The workmen who are shut out feel their position keenly. When in full working order the refinery pays out over \$2,000 weekly in wages.

Grocers who operate bars where intoxicating liquors are sold are to be boycotted by the Catholic total abstinence societies of Chicago. A resolution calling upon all friends of temperance to refuse to patronize groceries of this kind was passed unanimously by the county board of the federated organizations of total abstainers.

The business of Sir Thomas Johnston Lipton, provision, tea and coffee merchant and fruit preserver in London, is to be converted into a joint stock company, which will be capitalized at £2,000,000. The new company does not take over the business in the United States of Sir Thomas Lipton.

Messrs. Wm. Bell, C. W. King, and D. J. McLaren, all of whom have been with Messrs. Vipond, McBride & Co., fruit and produce dealers, Montreal, for over ten years, have severed their connection with the old firm and have started on their own account, under the name of Bell, King & McLaren, at 177 McGill street, Montreal.

BUSINESS OUTLOOK IN SARNIA.

The Sarnia Post states that Sarnia is on the eve of a great season of good times, especially in the building trade. Many new houses, including some large ones, will be built, while the enlargement of the Bushnell refinery, the establishment of the G.T.R. roundhouse at the tunnel yards, and the waterworks extension, will give employment to 500 men. As trade has been good in Sarnia for some time, a small boom is expected during the coming summer.

KLONDYKE NOTES.

The Slocan City News says that four and a half dollars a day is being offered to miners in the Slocan, as they are all pulling out for Klondyke.

A recent Edmonton despatch states that 400 sleighs have left that town within three weeks for Klondyke.

At a London, Eng., club, recently, a resolution was passed to the effect that any man who said Klondyke at dinner would be fined 6d. After dinner on the same evening £3 was collected in fines and sent to a poor fund.

Two special colonist cars were attached to the regular train going west on the G.T.R. recently. The passengers on board were from various parts of the province of Quebec and were bound for Klondyke. A number of them were dressed in their Klondyke attire. The party are going out to prospect in the Yukon. Among their outfits were a number of lightly constructed sleds, to be used in transporting their baggage across the ice and snow.—Guelph Herald.

ABATTOIR FOR WINNIPEG.

Winnipeg is to have an abattoir and cold storage warehouse. Gordon & Ironside, of that city, have received from the council a permit to build, and they will erect a main building 160 x 60, and so constructed that it can be extended at any future time for slaughtering and cold storage purposes. Separate compartments will be built for the slaughter of cattle, sheep and hogs. The yards will cover ten acres, and will be furnished with the most modern conveniences for unloading and management of animals. The storehouse will be capable of holding over 1,000 carcasses. It is not intended to go in for the export trade at once, the purpose being to supply the local trade, the demand between Winnipeg and North Bay, in the lumber and mining camps, the Kootenay mining country and Montreal.

**Matchless---
For Klondyke Trade**

Hot or cold, wet or dry—the weather can't affect these Kiln-Dried Split Peas. They are practically "weather proof"—the moisture has been dried up by kiln-drying, but the original great strength-yielding nutrition is always there, stored up, just below the surface.

Matchless—for your Klondyke trade. You see why, don't you?
Write us about it—but write quick if you want to share quick profits while the "boom" is on.

The Tillson Company, Limited
Tilsonburg, Ont.
From Manufacturer to Retailer Direct.

**Tillson's
Kiln-Dried
Split Peas**



Black and Blue

are not derogatory epithets when applied to foot-wear treated with **PURE GOLD BLACKING**, or to laundried goods treated with **PURE GOLD WINDSOR SQUARE BLUE**.

The season for mud requires blacking—best quality.

The Laundry always requires blue—no quality so good as best.

Have we
your
Order?

Pure Gold
Mfg. Co.
TORONTO

SALT

SALT

—“The Salt of the Earth”—

RICE'S PURE SALT

HAVE YOU IT?

SOLE MAKERS

SALT

North American Chemical Co., Limited
Goderich, Ont.

SALT

TRADE IN OTHER COUNTRIES THAN OUR OWN.

BEET SUGAR CULTURE IN THE U. S.

“EFFORTS are being made in the United States,” says Secretary of Agriculture Wilson in the March Forum, “to extend the growth of sugar-producing plants by ascertaining—through scientifically conducted research at state experiment stations, and by private enterprise, under the federal and the state governments—where such plants will flourish best, to the end that we may, as a nation, become independent of other countries in this regard * * * and distribute among our own people the immense sum of money that is now sent abroad to pay for sweetening materials. * * * This subject should be discussed from the standpoint of the farmer rather than from that of the political economist. The farmers of our country produce from the soil grains, cotton, tobacco, vegetables, fruits, horses, cattle, hogs, sheep, various animal products and the like; and if we can add to our farm systems any crop that yields an article of common use, is not exhaustive of plant food, and whose by-product is valuable in making meat and dairy products, it will find favor with producers. There are very few crops, or manufactures of them, of which this can be said so emphatically as it can be said of sugar beets. The grains are well-known soil robbers. They carry from the soil nitrogen, potash, phosphoric acid, lime, magnesia and the other elements of plant food. Tobacco is peculiarly severe in this regard, because none of its by-products are fit for animal food, and what is sold from the farm carries away so much mineral plant food that most soils are soon exhausted if not replenished by commercial fertilizers, the purchase of which is out of the question in many parts of the United States. Meats take away comparatively little plant food from the soil, compared with their money value. The cotton plant is not exhaustive if the stalks are plowed under and the seed is returned to the soil, either directly or through the instrumentality of domestic animals. The oil of the cotton seed may be sold without taking any plant food from the farm, as it comes from the atmosphere through the leaves of the plant. Butter is also harmless in this respect, and does not impoverish the land on which the cow grazes. Sugar is as harmless as oil and butter; it comes from the carbonic dioxide of the atmosphere. If the sugar beet is hauled to the factory and the pulp taken back to the farm no plant food is lost to the soil.

“The writer grew beets by the acre for stock feed from 1891 to 1896 at the Iowa

Agricultural College, and found the enterprise profitable for that purpose alone. All domestic animals are benefited by daily rations of roots in winter when they have no access to pasture—the young animal, the breeding animal and the fattening animal alike find them grateful. After the sugar is extracted the pulp contains all the plant food furnished by the soil, and is substantially as valuable as a fodder for domestic animals as the beet is before the sugar is extracted. The fodders of our rations are nearly all too carbonaceous, and require mixtures of nitrogenous by-products to make them suitable for animal growth or milk production. Here, then, we have a plant that, aside from the sugar it contains, makes a valuable food for our domestic animals, and is capable of successful cultivation in many of our states. It fits into our farm systems conveniently, because its planting season is earlier and its harvest time later than that of corn, and not only serves a double purpose as an animal nutrient, but holds out the liveliest hope that its adoption will keep at home \$100,000,000 through the value of its sugar content alone.”

THE CUBAN SUGAR CROP.

Local merchants, well informed as to the progress of this season's sugar crop on the island, estimate that the total yield will be anywhere between 225,000 and 300,000 tons. This visible production of sugar in the Island, to March 2, is said to be 150,000 tons, against 50,697 tons last year. The number of plantations grinding at present are 103, last year this time they were only 64. As this statement is from the most trustworthy authorities in the Cuban sugar market, it may be well to mention that the conservative reports from the island, placing the total crop at about 120,000 tons, as stated in these columns on the 28th ultimo, are entirely incorrect.—N. Y. Journal of Commerce.

THE LEMON SITUATION.

In their circular of March 5, the Hills Bros. Co., of New York, say of the lemon situation:

“Steamer Pocahontas with 15,000 boxes was the only cargo selling during the past week. The Benedict arrived in time to have been sold Friday, but the importers thought best to hold her over until the following week. In all probability we shall have three cargoes selling during the week to come, viz.: Benedict, Karamania and Pontiac, with a total of 45,000 boxes. Weather continues mild, but the demand

has been rather disappointing and there is very little change to note in prices; however, the difference in price between the two sizes is becoming more marked owing to the fact that the cargoes now arriving have a larger majority of smaller size fruit. Only one cargo of lemons has been sent to New Orleans this season, and it is reported that no further cargoes will be forwarded to that port, and we must, therefore, look for a much better trade from the south this spring. As soon as the demand sets in it is probable that some advance in prices may be looked for. Oranges—There is really no encouragement to the importers to ship Sicily oranges this season owing to the low prices prevailing in our market for the California fruit. Jamaicas continue in demand, but only in a small way.”

SALMON ACTIVE IN LONDON.

The brisk demand for salmon of all kinds continues, and it is already evident that the general reduction of retail prices is having a marked effect on the consumption. Prices for Alaska fish, following the advance in Fraser river, are fully 6d. per case dearer, and there are few sellers, even at the higher rate. Several of the sailing vessels are now in dock, and others reported on the coast, and although in an ordinary season there are, under similar circumstances, cheap sellers to be found, there is now no element of weakness apparent. There are many inquiries for a salmon to retail at 4d., but as a rule the lowest price will be 4½d., and buyers are already showing considerable anxiety to cover their requirements for this line, which is found to be not such an easy matter as at one time appeared probable. Oval tins, both 1-lb. and ½-lb. sizes, are scarce, and ½-lb. flats are dearer and sell freely.—Produce Markets' Review, Feb. 26.

THE CURRANT SITUATION.

Although the day-to-day demand for currants has continued to be on a very moderate scale, the market, far from being any weaker, as might, perhaps, under such circumstances have been expected, is, on the other hand, rather firmer for the lower descriptions, which cannot be bought on quite such favorable terms as a short time ago. One reason for this is that, under the improved financial conditions prevailing in Greece, the exchange between that country and England has a strong tendency to decline, which, of course, means, though a most distinct benefit to the country at large, that the price obtained for the fruit by the importer in Greek money, is less than would be the case at the higher exchange. It is,

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Pure Sugar goods.
Dark, Medium and Bright.

All live grocers handle our "Perfection"—Extra bright, in Barrels, Half-Barrels, Kegs and Pails. 10 Pail lots and up, delivered freight paid.

THE DAVIDSON & HAY, LTD.

WHOLESALE GROCERS.

TORONTO

of course, natural that holders should endeavor to make up for this by raising their prices in proportion; and they are clearly justified in so doing if they can obtain the small extra amount that is necessary to do so. So far as the near future of the market is concerned, however, it is thought that the tendency towards a fall in the exchange may cut both ways, as it may induce holders to ship their fruit to England before the decline becomes more pronounced; and, by increasing the landed stock, tend in some small degree to lower the price. In any case, the market at the moment is firm for the lower grades of fruit, although in some instances slightly in favor of the buyer, so far as the better kinds are concerned. Just at the close of the market a rather quieter tone prevailed, and a few lots were on offer at slightly easier rates.

A good business is reported in Valencia raisins, and prices are rather firmer. There appears to be an almost general impression, having regard to the relative cheapness of this fruit, that prices are likely to advance somewhat; and it must be admitted that there is good ground for the supposition. It must be remembered, however, that the consumption of Valencias is more or less uncertain during the spring months, and depends to a large extent upon the fact of whether or not the grocers cleared out their

stocks before Christmas.—Produce Markets' Review, Feb. 26.

THE FRENCH VINTAGE OF 1897.

The vintage of France for 1897 amounted to 711,700,000 gallons of wine, which is a trifle less than the average production of the past ten years. The production in 1896 amounted to 972,400,000 gallons, 1895 to 587,100,000 do., 1894 to 859,100,000 do. and in 1893 to 1,101,500,000 do. In most of the Departments there was a falling off in 1897 as compared with 1896, but Hérault, which alone produces one-third of the entire product, showed an increase of 54,000,000 gallons. The production reached only 14,900,000 gallons, which is equal to 16,500,000 gallons less than the average for ten years. In 1895 the cider production amounted to 56,300,000 gallons, and in 1893 to 69,500,000 gallons.

Valencia raisins are rather firmer in London, Eng.

Canned lobster is 2s. per case dearer in Liverpool.

The U.S. Treasury Department has also issued a circular to the effect that all teas arriving in the United States after May 1 will be governed by the new standards adopted for the season beginning May 1,

excepting such teas as shall have been shipped prior to March 1.

Recent telegraphic advices from the Pacific Coast state that there are about 90,000 boxes of navels left there for shipment. Shipments from the Coast to all points last week aggregated about 20,000 boxes.

Regarding the canned salmon situation on the Coast, The San Francisco Grocer and Country Merchant says: "The market is practically stagnant, though we hear of a little trade in Alaska pink. There is also a demand, we hear, for the new Columbia river pack on the basis of \$1 for Chinook talls; but Mr. J. R. Armsby, who was recently among the canners there informs us that they do not calculate to sell under last season's prices, which were \$1.05 for talls and \$1.20 for flats f.o.b. the river."

Belcher & Co., private bankers, of Southampton, Ont., have suspended payment. The firm commenced business as bankers in 1891.

The Brackman & Kerr Milling Co., Limited, Victoria and Vancouver, are manufacturing compressed horse feed for Klondyke trade. It consists of cut hay, crushed oats and corn, and is put up in bales 14 x 18 x 18 inches, weighing 100 lbs.



FOUR REASONS WHY GROCERS

should sell a brand of Stove Polish which, above ALL others, consumers want, and for which Grocers can offer no substitute without injury to their trade.

Enameline

The Modern STOVE POLISH

First: It is Superior to All others in Quality.

Second: It gives Perfect Satisfaction to Consumers.

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Fourth: NO OTHER Stove Polish ON EARTH has so large a sale.

Do You Want Blueberries?

Extra fine quality, solid packed
2-lb. tins, **65c.** per doz.

One Car Dried Peaches...

70-lb. Bags, good quality, at 7c.
70-lb. Bags, fine quality, at 7 1/4 c.
70-lb. Bags, choice quality, at 7 1/2 c.

SUBJECT TO BEING UNSOLD.

H. P. ECKARDT & CO., Wholesale Grocers, **TORONTO**



The unsolicited testimony of
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GRAND MOGUL TEA

IS THE BEST VALUE
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Coupons in every packet.

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EXTENDED INSURANCE.

One of the many liberal features embodied in the
UNCONDITIONAL ACCUMULATIVE POLICY
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is the provision for Extended Insurance. After two full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

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

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THE LOBSTER INDUSTRY.

MOST of the wholesale houses appear to have contracted for their ensuing season's supply of canned lobsters, although it will be some weeks hence before the packing begins.

High as the prices were last season, those now being quoted for futures are from 10 to 20c. per dozen above the opening figures of a year ago. In fact, the figures now being quoted are based upon these ruling last fall.

As to the quantity of pack, the prospects are that it will be even smaller than it was a year ago. And in spite of the higher prices, lobster packing is gradually becoming less remunerative.

There is some difference of opinion among authorities on the matter as the chief cause of the diminution of the lobster catch. One of the causes, at any rate, is the wanton carelessness of a good many of the fishermen in destroying the spawn of the lobster. In the report of the Fisheries Department, issued only a few days ago, is this reference to the matter: "The average fisherman shows no inclination to preserve the fishery, and when he comes across a spawned lobster in the trap he is liable to destroy the spawn. This is done by rubbing the

berried part of the fish across the gunwale of the boat, thus removing every trace of spawn from the lobster. This is the most iniquitous practice adopted to evade the regulations."

One of the inspectors in Nova Scotia, after referring to the decreased catch of lobsters, says: "There is one factor which requires establishment with regard to this fishery, namely, the extent of the coast waters which is their habit. I have been credibly informed that they are to be found 40 and 50 miles from the coast, and if such be the case, and they are the same relative quantities as frequent the shores, then the future of the fishery is not so precarious as some suppose, for it is seldom that traps are set at a greater distance than three miles from the coast."

In order of importance the lobster fishery stands fourth among the fishery industries of the country, the value of the yield in 1896, in spite of the decrease, being \$2,205,762, while the total from 1869 to 1896 was \$45,740,470.

Our exports of lobsters—fresh, canned, etc.—during the past five years were as follows :

1893	\$2,107,698
1894	2,361,250
1895	2,144,543
1896	3,490,234
1897	2,810,881

The exports are, of course, largely in the shape of canned lobsters, the quantities we sent out during the five years being as follows :

1893	\$1,816,725
1894	2,102,925
1895	1,837,676
1896	2,149,067
1897	2,079,679

It is evident from the above figures that the lobster industry is one which is well worth preserving, especially as Canada now practically controls the world's lobster output.

A GOOD SIGN.

One of the most satisfactory of trade features is the character of the clearing house returns.

The aggregate clearings of the six cities of Montreal, Toronto, Winnipeg, Halifax, Hamilton, and St. John N.B., for the first two months of the present year were \$226,261,632 compared with \$166,003,409 for the same period of 1897, an increase of 36 per cent.

The new year is doing well and may it keep it up.

AN UNBUSINESSLIKE ACT.

IT is to be regretted that the United States Senate saw fit to adopt the bill it did last Friday regarding bonding privileges at Fort Wrangel.

The Stickeen, like the Yukon, is a free river, although it runs for about twenty miles through United States territory. Unfortunately, on account of the shallow character of the river, ocean vessels cannot ascend it for any distance, thus necessitating the transshipment at Fort Wrangel of goods and passengers destined for up-the-river points or for the Yukon district.

The bill in question lays down the conditions under which this transshipment shall be made.

The first condition is that the Canadian Government shall not give exclusive privileges for the transportation of passengers and freight through British Columbia or the Northwest Territories.

Then it is further stipulated (1) that every citizen of the United States who desires to enter the Dominion for the purpose of mining in British Columbia or the Northwest Territories, shall be allowed to carry in, free of duty, clothing and provisions to the amount of one thousand pounds; (2) that fishing vessels of the United States shall have the privilege of entering Canadian ports for the purpose of purchasing bait and all other supplies, and (3) that such vessels shall be allowed to transport their cargoes of fish and ship them through Canada to points in the United States free of duty, in the same manner as other merchandise.

Again we say it is to be regretted that Congress allowed the bill to pass. It can do no earthly good; it can stir up unpleasant feelings.

The bill may meet the approval of President McKinley, although that has yet to be demonstrated; but we can scarcely believe it will meet with the approval of the business men of the United States. It is so utterly unbusinesslike and unreasonable.

Let any business man in the United States contemplate what his feelings would be if Canada were to pass similar legislation affecting his country. He would naturally boil over with indignation and very properly tell us to go and mind our own business.

The Bill passed by the United States Senate may induce Canada to change her

plans regarding the Yukon Railway. She may decide to make the railway a couple of hundred miles longer and start it from a Pacific port within her own territory. As to complying with the conditions laid down in the bill she never will. The people of the United States would not if the boot was on the other foot, and the same blood that flows through their veins flows through ours.

PRICE ON PAPER BAGS FIXED.

THE fierce cutting that has been going on in grocery bags for some time has ended. Peace negotiations began some weeks ago, following the meeting of and agreement among makers of flour sacks as to prices, and uniformity may now be said to prevail among the manufacturers who met in Ottawa last week.

The prices that the Canadian association has set for bags are still considerably lower than those which prevail in the States or than those which prevailed in Canada 2 or 3 years ago. The prices at which the retail merchants now buy, are much more favorable to them than was the case a few years ago.

The principal members of the association are: The E. B. Eddy Company, J. C. Wilson & Co., Kilgour Brothers and The Lincoln Paper Mills Co.

The changed discounts were put into effect, throughout Canada, on Thursday March 3, subject, however, to change without notice, which would seem to indicate that if these discounts are not found satisfactory to the manufacturers or are not acceptable to the trade, a review of the market and a revision of prices may be put into effect at any time.

The bag men seem determined not only to cease cutting and to save money by consolidation and centralization of their interests, but there seems also to be a determination to put the industry of making bags on a profitable basis.

Enquiries among the wholesale jobbers and grocers indicate that the trade is well pleased with the uniform list, and with the discounts and terms agreed upon, though there is, as is always the case, some criticism about the discounts that are allowed; but it is felt that this movement for uniformity is being guided by a strong hand and that any reasonable objections that are raised by the trade will be met promptly in a proper spirit so that peace, harmony and a fair profit to all concerned, will follow.

THE SUGAR SITUATION.

WHILE no very striking features are to be noted in the sugar market, the influences at work are rather more of a bullish character than they were a week ago.

Probably the most interesting feature of the market is the fact that estimates are now being made for the next season's sowings of beet. These estimates so far indicate a smaller rather than a larger crop for the next campaign. Mr. Licht's estimate, for instance, places the next year crop in both Germany and France at about the same as that of last year, while he looks for a small reduction in the Austrian yield.

Of course these are only the early estimates; but they are interesting nevertheless, especially in view of the fact that the world's consumption of sugar increases at the rate of about 200,000 tons annually. In the United States alone the consumption for the present campaign shows an increase of 136,177 tons compared with the same period last campaign.

Stocks of sugar in Europe and America are 2,731,172 tons, against 2,979,229 tons at the same time last year, leaving a deficit of nearly a quarter of a million tons.

In the United States just now the refiners have had so many direct shipments arriving that they have been independent of the market. They would have bought raw sugars at concessions on the previous week's prices, but holders, especially in view of the fact that their receipts were light, preferred to put their shipments in store rather than shade figures.

It is worthy of note that prices in Cuba are from 1-16 to ¼c. above the parity of the New York market, due, it appears, to a belief that a reciprocity treaty will shortly be made with the United States.

The United States is just now obtaining the bulk of its supply of raw sugar from Cuba and other points in the West Indies, and from Brazil and Java. So far, since January 1 last, it has only taken from Europe 5,048 tons of sugar, of which 4,980 tons were refined. Last year, for the same period it took 104,821 tons.

The cause of the diminished imports of European raw sugar is, of course, the countervailing duties against the bounty-fed article of Germany and other European

countries, and as the sugar being obtained from Java, Brazil, Cuba, and other West India countries is the product of cane, it naturally follows that the refiners are using more cane sugar and less beet sugar than they formerly did, while, on the other hand, the refiners in Europe have larger supplies of the beet product to draw upon.

It may, perhaps, be not uninteresting to note that the United States, during the fiscal year 1897 imported sugars of all kinds to the enormous quantity of 4,918,905,733 pounds. The countries from which these sugars came were as follows:

	Quantity in lbs.
United Kingdom	68,250,019
Belgium	130,423,987
France	92,169,241
Germany	1,604,233,071
Netherlands	82,248,664
Canada	1,028,330
Mexico	1,412,255
West Indies.....	1,134,897,247
Brazil.....	140,773,692
Other S. American countries.	243,487,721
British East Indies.....	11,173,078
China.....	11,437,760
Japan.....	300,000
Hawaiian Islands	431,196,980

It will be noticed from the above table that nearly two billion pounds of its sugar last year came from Europe. Judging from the results so far under the Dingley tariff it is evident European bounty-fed sugar is being forcibly hit by the countervailing duties.

ST. JOHN'S WINTER PORT TRADE.

Up to the end of February the winter port steamers from St. John, N.B., to Liverpool, London, Glasgow, Belfast and Dublin, had carried outward cargoes to the value of about \$3,120,000. Last year the total for the whole season was less than \$5,000,000, and the year before (the first year of the service from St. John) it was less than \$3,090,000. The total this year will be at least as much greater than that of 1896-97 as that year's business was in excess of 1895-96. The amount of inward cargo for western points also shows a very great increase.

Speaking again of exports, the proportion of United States produce taken thus far this season amounted in value to nearly \$600,000. It included fresh and cured meats, grapes, sugar, cotton, cattle, grain, flour and other produce. The whole of the cargoes this year show a larger proportion of western goods and less of lumber.

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UNITED STATES TRADE WITH CANADA.

It is a fact worthy of note that the little that is heard in regard to reciprocal trade relations between Canada and the United States comes from the latter country. There was a time when Canada did all the importuning and practically all the talking in regard to this question. But now while neither country is importuning, practically all the talking is being done by the newspapers and people across the border.

Only the other day an address was delivered before the Boston Chamber of Commerce in which a reciprocity treaty with Canada was warmly advocated.

The day, however, when such a treaty shall come into operation is not yet in its dawning. Canada has ceased to seek for it, and those in the United States who favor reciprocity with the Dominion are not numerous enough to make their influence felt.

The N. Y. Journal of Commerce, in a recent article in favor of reciprocity with this country, declared that the only successful reciprocity experiment the United States ever tried was with Canada. "For eight years prior to reciprocity," continued that journal, "our annual average exports to Canada were a little over \$9,000,000; during the eight years of the treaty they were well over \$25,000,000."

But as in Canada, so in the United States, it is political exigencies and not business commonsense which is the predominating influence with the legislators, and, consequently, reciprocity agitation is for the adoption of the principle to the Central and Southern American countries, not one of which buys even approximately as much from the United States as does Canada.

The value of the goods imported last year into Canada from the United States, for home consumption, was \$61,649,041. Now, according to the figures compiled from the official report of the United States Bureau of Industries, the total exports of the United States to Mexico, the West Indies, Brazil and all other South American countries, were only \$80,478,863. In other words, a score or more of countries between them took only about \$19,000,000 worth

more of United States products than did the Dominion of Canada.

Perhaps by and by the many in the United States will see what the very few there now do, namely, the advantage of closer trade relations with Canada. Then reciprocity may come within the purview of practical politics, but until then it is like the east is unto the west for distance of attainment.

VALENCIA ALMONDS SCARCE.

Valencia almonds are in a strong position. According to a cable received in Toronto this week from Spain, the price of these nuts has advanced sharply.

The cause of the advance is the lightness of the crop, and the cable referred to urged buyers in Canada to place their orders forthwith, although if they did so, it was quite possible that only a part of their order would be filled.

In view of these conditions it is quite probable that few, if any, Valencia almonds will be seen on the Toronto market this season. The consumption in Canada, however, is not large.

PARKDALE TRADE IS IMPROVING.

The general concensus of opinion among retail merchants, in Parkdale, is that trade is improving steadily, that, compared with last year, business is better in every respect, and especially in payment for goods sold. As one merchant put it: "The class of residents now in this part of Toronto is noticeably superior to those residing here a few years ago. Those who have been here for some time are in better circumstances, and those who have come here lately have, as a class, been superior, from a merchant's point of view, to those who have gone away."

THE SIZE OF LOBSTERS.

Messrs. Tucker, Ellis, Domville, and a number of Nova Scotia members had a conference with the maritime province Ministers a few days ago at the office of the Minister of Fisheries at Ottawa upon the matter of lobster catching. There was a personal interchange of views, which are quite diverse on this subject. One result probably will be the absolute prohibition of taking lobsters under ten and a half inches in the Bay of Fundy.

THE SITUATION OF BARBADOES MOLASSES.

WHILE no operator in the market is prepared to say that Barbadoes molasses is not good property, the receipt of advices regarding new crop goods, and offers of the same, for spring delivery, have imparted a somewhat easier tone to the staple.

Buyers who want supplies immediately, however, or, in fact, between now and the first arrivals of new crop, should not interpret this to mean that they can secure any better prices by holding off. They are quite apt to be disappointed if they do, for, aside from a lot of about 1,800 puncheons, there are no supplies of Barbadoes molasses carried in first hands at Montreal.

Neither are the stocks in second hands large either, for practically only one wholesale grocery firm can be said to have a sufficient supply on hand. This firm believes that every puncheon of the stock on spot will be wanted before any new crop can arrive, and are firm holders.

Another house which had run out of supplies, and had to have some, found this out when it asked for a few hundred puncheons. It got them, but it is understood that to do so it had to pay full prices.

The lot of 1,800 puncheons referred to above is held with equal firmness. One of the banks hold the warehouse receipts for it, the goods costing about 23c., laid down in Montreal last fall. The holders refused a bid of 25c. for the lot in the early part of December, and an advance on that figure since, and traders figure out, therefore, that it is unlikely that, after carrying it this long, they will now let go for less money.

With regard to the offers of new crop, the first figures named quoted 8c. first cost at the islands, which is equivalent to about 23c. laid down in Montreal. This is the identical figure at which prices opened last spring. Since these first offers, others were received, quoting 7c. first cost, but a commission man who cabled his principals Tuesday, asking for a firm offer on 1,000 puncheons new crop on this basis, got a reply refusing to do so. Later, the same agent received a supplementary cable that the price had again advanced 1c., and that the holders were prepared to negotiate on the higher basis.

Are Cheap Matches Cheap?

Matches that do not light are dear at any price.

Matches that start out well---the first few cases burning brightly---next consignment turning out badly, will surely hurt any grocer's trade.

Matches that are received in apparent good shape and fail to work, that stick together in damp or warm weather, will make the grocer regret he did not order Eddy's.

Eddy's Matches never stick; are never affected by any climatic changes; are invariably of the highest quality. Customers never return them for "good matches."

Do you sell Eddy's Matches?

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

HULL, CANADA.

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

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

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THE RETAILING OF PACKAGE COFFEE.

THE following, signed by "A Coffee Broker," recently appeared in the columns of The Journal of Commerce and Commercial Bulletin:

"In the handling of the low grade, cheap package coffee, it is the universal experience that for the retailer 'there's nothing in it.' Notwithstanding the large fortunes accumulated by the most prominent manufacturers of low grade package coffees, and the profit assured the wholesale grocer by the factor plan, the retailer, who, in ordinary lines of goods enjoys a fair percentage of profit, in the selling of the cheap package coffees, has placed himself in a position where he is forced to push such goods at cost or at a loss. This is plainly, on the part of the retailer, the result of lack of foresight and ignorance of the value of the different grades and varieties of coffee, there being just as much difference between certain grades of coffees as there is between butter and cheese. The principal cause of the retailer's plight lies in the fact that he handles goods of a particular name or brand directly in competition with every grocer in his neighborhood, all selling the same brand, and every cut in price made by one is followed by the others, while all complain of the resulting lack of profit. Yet, these same retailers have absolutely the power and the means to extricate themselves from their unfortunate position, with the certainty of making a fair profit in their coffee department. This can be readily accomplished by the intelligent handling of the really good grades of bulk roasted coffees.

"Where retailers have failed in selling good bulk coffees successfully, their mistake has been that they have endeavored to make up their losses on package goods by asking too much of a profit on their bulk coffee. Now, if the retailer would be contented at first with a profit of two or three cents per pound on this coffee, and would take the slight trouble to show his customers the difference in value by placing before them samples of both the bulk and the package coffee, pointing out the defects in the latter, such as black or rotten beans and dead beans or 'quakers,' he would gradually succeed in inducing his customers to use good bulk coffees altogether, to the exclusion of the unprofitable package goods, and with a pecuniary return to which he is justly entitled, thus not only building up a demand for his special goods—an advertisement in itself—but also adding to his reputation as a live merchant."

"The present time affords a most favorable opportunity for the retailer to make such a change in the character of his coffee stock, for never before have good coffees been so

abundant and at prices very near the lowest on record. If consumers could once realize the great difference in value between the low-grade package coffees and the good bulk grades, as shown by the prevalence in the former of numerous black or rotten beans, and it is a question if such beans are not a menace to one's health, the retailer would once more find a legitimate profit in his coffee sales, and the consumers that satisfaction which an article of real merit always insures to its users. It is a fact well-known to the trade that during the current season the plantations all over the world have been cleared of their poorest product, and large shipments have been made from Europe to this country of 'trriage' or trash, a coffee consisting almost entirely of black beans, unsalable in Europe, being too poor even for their so-called 'pauper labor,' but which, in the exigencies of the present state of the roasted coffee business of this country, is considered about the right thing for American palates. How long then will the retailers continue in their foolish, ignorant and unprofitable course by handling low grade package coffees? How long will American consumers consent to use such goods, just because they are a few cents lower than coffee of much superior drinking qualities? As in the words of a recent President of the United States: 'A cheap coat makes a cheap man,' so the use of a low grade coffee betokens a low taste and an indifference to the really good things afforded by Nature for man's health, happiness and well-being."

A NEW TEA FIRM.

The Cowan, Ramsay Co., Limited, Toronto, has just been formed with a capital of \$50,000, to carry on the tea business in all its branches. The following are the officers of the new organization: President, John W. Cowan; vice-president, W. J. Youill; directors, J. F. Ramsay, F. D. Brown, and A. N. Tate. Mr. Tate will be secretary-treasurer of the company.

Mr. Cowan has had a long experience in the tea trade and will be managing director. Messrs. Ramsay and Youill, also men of large experience, will be travelers. They will be on the road with samples in a few days.

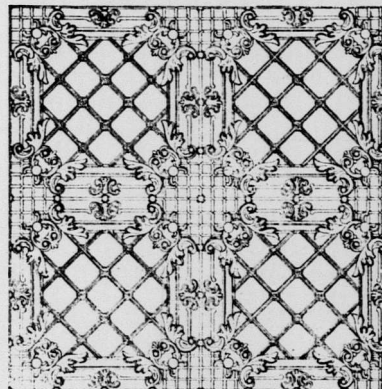
One of the features of this firm's business will be the sale of the "Walla Galla" brand tea; also "Clubhouse" blend, which is now registered. These teas they intend to introduce throughout the Dominion, "Walla Galla" is one of the oldest package teas in Canada, but the company claims it has been kept in abeyance in deference to the view of the retail trade. Now, as already stated, it will be pushed vigorously.

Does Your Office or Store

need freshening up?

Then be up-to-date and cover the ceiling and walls with our

Embossed Metal Plates.



A Sample Design.

You can choose from 150 designs with borders and moldings to match—they can be decorated in any shades you desire, and make the most handsome interior finish you can find.

Fireproof, Easy to Clean and Permanently Handsome!

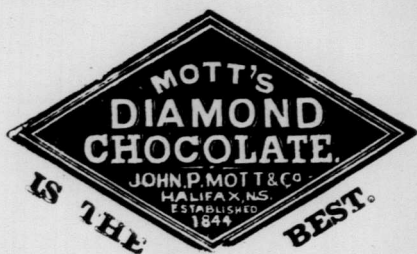
Prices are very moderate—shall we send you a Catalogue?

Metallic Roofing Co., Limited

1180 King St. West, TORONTO

DIGBY'S FINNAN HADDIE TRADE.

FIFTY thousand dollars would hardly cover the value of Digby's finnan haddie shipments for the season just closed, which lasted from the first of October to the end of February. In that time 1,000,000 pounds alone of these specially cured fish were shipped to Ontario, Quebec and all along the line of the Canadian Pacific railway to British Columbia. The lower province markets consumed no small quantity. This growing industry is known as Digby's bonanza, every class of trade in the town being directly benefited by it. A good feature is that every consignment of fish is paid for before leaving Digby. There was a time when this industry was in its infancy the local shippers would send their fish to commission houses in Upper Canada, and sometimes were obliged to wait until the end of the season for their returns. At that time it was a common thing for a commission house to fail, consequently the Digby shipper would lose the profits of his whole season's work, but since then things have changed. The demand has been so great that now cash accompanies every order, and matters go on in a more satisfactory manner to all concerned. This season the firm of Sida & Cousins did the largest business, shipping 360,000 pounds; Short & Ellis, 240,000; D. & O. Sproul, 210,000; Joseph E. Snow, 120,000, and sundry other shippers, 300,000 pounds. These figures speak only as to fish exported, the quantity cured for home consumption also being very large.—Free Press, Yarmouth, N.S.



IS THE **BEST.**
ASK FOR
MOTT'S

REFRIGERATORS

GROECR STYLE
Size, width 52 in.
depth 30 in.
height 108 in.
weight 750 lbs.

Ash wood, antique finish, spruce lined, inside shellacked, 7 walls, 2 windows hung with weights, double glass. They are built complete and shipped set up.



Catalogue free.

This cut represents No. 14 and 15.

EUREKA REFRIGERATOR CO.
54-56 Noble Street, TORONTO

HORSE HAIR.

Have you any? We buy it.

GEO. ROSSITER & SONS,

10 to 14 Pape Ave., TORONTO

DRINK :::

:: Chocolate for Breakfast

It invigorates **MIND** and **BODY**
whereas **Tea** and **Coffee**

SLOWLY RUIN THE NERVES

CHOCOLAT MENIER



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 chocolate, which lacks purity and becomes injurious.

Ask your grocer for **Chocolat Menier**

The world-renowned French Vanilla Chocolate.

HERDT & CO. 13 St. John St. Montreal

General Agents for the Dominion

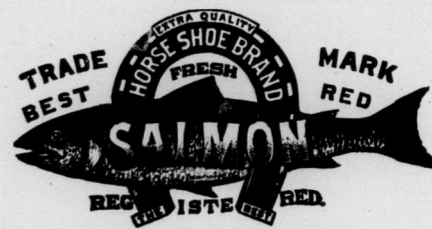


Women of experience in ordering coffee

from their grocer are careful to specify **Chase & Sanborn's Seal Brand Coffee**, which comes in pound and two-pound tin cans, knowing that satisfaction accompanies every can.

Thousands of refined people who know and appreciate good coffee endorse this famous brand. The signature and the seal of these well-known importers guarantee its excellence.

N.B.—20 years in use and everybody well satisfied with the Old Favorite.



A respectable grocer from the Atlantic to the Pacific keep it for sale, because it pays to do so, there being no **old, unsaleable stock** in "Horseshoe" Salmon.

Every consumer should use it because it is the **BEST**, and every can is warranted good, or money returned; so take no other, and be happy.

This Brand is packed from the fine Fraser River Sockeye Salmon, by

J. H. TODD & SON,
Victoria, B.C.

AGENTS.

Geo. Stanway & Co., Toronto, Agents for Ontario.
W. S. Goodhugh & Co., Montreal, " " Quebec.
J. Hunter White, Esq., St. John, N.B.
Agent for Eastern Provinces.

Tees & Perse, Winnipeg, for Manitoba and N.W.T.

You Are Safe

And your customers are safe, too—we assume the last penny's worth of risk on every Broom or Brush you buy, provided we sold the Broom or Brush to you.

So confident are we that the high quality and sterling workmanship of each one is up to the stand-

ard that has made this business what it is to-day, that we say this, and authorize you to say the same to **your** customers,

Your Money Back

if not equal to your expectations. Now is a good time to buy this way—the only fair way. A little later when the spring trade really opens you ought to be prepared to meet it—prepare **now**.

Boeckh's Brooms and Household Brushes.

Chas. Boeckh & Sons, Mfrs.

Montreal Branch:—1 and 3 DeBresoles St.
Agencies at Winnipeg, Halifax, Vancouver, Glasgow.

Toronto, Ont.

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MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, March 10, 1898.

GROCERIES.

BUSINESS was fairly brisk at the close of last week, but so far this week there seems to have been a falling off in the volume, although some wholesale houses appear to be still busily employed. In consequence of the drop in sugar, last week, people have been buying but sparingly on the whole. At the same time, however, for this time of the year there is a fair amount of sugar moving. There have been some further shipments of canned vegetables to the Northwest, but business in this line is, on the whole, quiet at unchanged prices. Syrups are quiet and steady in price. Coffees are meeting with a fair demand at steady prices. The firmness which has characterized the spice market for some weeks still obtains, although no further advances have taken place during the past week. Cable advices note a scarcity in Valencia almonds. The tea market is not as brisk as it was a week ago. A cable advice received on Tuesday quotes low grade Young Hyson firmer in London, and better quality of teas are being offered in Ceylon growths. The market for foreign dried fruits remains steady.

CANNED GOODS.

There has been no material change in the canned goods market during the past week. Probably the most interesting feature is a further shipment of a round lot of peas and corn to Manitoba at steady prices. The trade locally in canned vegetables is quiet and featureless, with prices still well maintained. Canned fish is only in moderate demand. We quote: Tomatoes, \$1.20 to \$1.25; corn, to 85c.; peas, 90 to 95c. for ordinary; sifted select, \$1.10 to \$1.25; extra sifted, \$1.25 to \$1.40; beans, 60 to 95c.; peaches, \$2 to \$2.40 for 3's, \$1.40 to \$1.75 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.40 to \$1.70, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$1.75 to \$2.25; apples, 3's, 80 to 95c.; gallons, \$2.25 to \$2.40; salmon, "Horse-shoe," \$1.25 in 5-case lots and \$1.30 in less quantities; other red salmon, \$1.20 upwards, according to quality and brand; Cohoes, 95c. to \$1; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.40 to \$2.70 for tall tins; ½-lb. flats, \$1.65 to \$1.70; Canadian canned beef, 1's, \$1.35 to \$1.40; 2's, \$2.35 to \$2.50; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16; Canadian kippered herrings, \$4.50 per case.

SYRUPS.

There is still only a small business being done from the refiners, with whom all kinds of syrups are scarce. Wholesalers, however, report a fair demand for syrups for this time of year. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

Trade is still quiet and prices unchanged. We quote: New Orleans, bbls., 23 to 35c.; ditto, half-bbls., 25 to 37c.; ditto, fancy, 50 to 55c. in bbls. and half-bbls.; Barbadoes, 31 to 35c.; half-bbls., 33 to 35c.

SUGAR.

In consequence of the reduction of price last week the demand is not so good as it was, although for this time of the year business is, on the whole, fair. The English market is a little dearer on cane sugar, but in New York raw sugars have been purchased at fractionally lower prices. The statistical position of the sugar market is, on the whole, rather favorable. We quote: wholesale price, subject to a discount of 1 per cent., 10 days: Granulated (St. Lawrence, Redpath, Acadia), 4¾c.; ditto, Dutch, in bags, 4¼c.; ditto, German of Canadian make, in bbls., 4¼c.; ditto, imported, in bags, 4¼c.; yellows, 3¾c. upwards.

NUTS.

A cable advice received in Toronto this week from Spain states that prices have taken a sharp advance, and shippers say that dealers should send in orders as soon as possible, although, owing to the condition of the market, they will not guarantee all orders being filled. A carload of Tarragona almonds was received in Toronto this week. We quote: Brazil nuts, 12½ to 14c.; Valencia shelled almonds, 23 to 25c.; Tarragona almonds, 9 to 11c.; peanuts, 10 to 12c. for roasted and 8 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 11½ to 12c.; Marbot walnuts, 9½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 9½c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, SAGO.

Trade is quiet in rice, but prices continue steady. Tapioca is advancing. We quote: Standard "B," broken lots, 3¾c.; 1 to 5 sacks, 3¾c., and 5 sacks and over, 3¾c. per lb.; Japan, 5c.; Patna, 5 to 5¾c.; tapioca, 3½ to 5½c.; sago, 3½ to 4½c.

COFFEE.

Trade is fair with the market fair for Rios. Jobbers quote green in bags: Rio, 8 to 12½c., according to grade; East Indian, 27 to 30c.; Santos, 12 to 18c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 13 to 17c.; Jamaica, 16 to 22c.

SPICES.

There has been no further advance during the past week in any of the primary markets, as far as can be learned, but the market still rules steady. Locally, there have not been many transactions during the past week. Cream of tartar keeps strong, with prospects of another advance. We quote as follows: Pure Singapore black pepper, ground, 12 to 14c. in kegs, pails and boxes, and 14 to 15c. in 5-lb. cans; ditto, whole, 12c. per lb.; pure white pepper, ground, 22 to 24c. in kegs, pails and boxes, and 20 to 22c. in 5-lb. cans; ditto, whole, 22 to 26c., according to quality; pure Jamaica ginger, 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25c.; ditto, best, 28 to 30c. per lb.; allspice, 16c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

TEAS.

A cable received in Toronto on Tuesday indicated that the price of low grade Young Hyson teas had advanced about ½c. per lb. in London. The same cable also noted an improvement in the quality of Ceylon teas coming forward, and that these teas were being quickly picked up while prices, as a consequence, were firmer. Offerings on the local market of Ceylon teas at from 10d. upward are showing good value, but teas for a price at around 8d. are not so attractive, although some lines at this price are showing fair value. There is some enquiry for cheap Indian teas at about 12c., but they are scarce, and what is offering does not show good quality, being light in weight and poor in flavor. There have been some enquiries for cheap teas from New York, but it does not appear to have resulted in any business, as the teas wanted would not, it is feared, pass the tea inspection law of the United States. It might be noted that low grade Young Hysons are quickly being picked up on the local market when offered. Ruling wholesale prices on the Toronto market are as follows: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous,

Examine the Profit

See if it pays you to push "SURPRISE" Soap. Look into the way it is handled.

You know it gives satisfaction. You never hear a complaint: You never make discounts.

It is clean, easily handled, profitable business.

"SURPRISE" is the name of the soap.

It Pays to Push "SURPRISE" Soap.



BRANCHES—

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

Made by

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indias and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

CURRENTS—Last mail advices from Patras states that prices continue steady and the better qualities of fruit are nearly exhausted. Locally the demand is fair and prices unchanged. We quote as follows: Provincials, $5\frac{3}{4}$ to 6c.; Filiatras, $6\frac{1}{4}$ c. in bbls; $6\frac{3}{8}$ c. in half-bbls and $6\frac{1}{4}$ c. in cases. Patras, $6\frac{3}{4}$ c. in bbls.; $6\frac{3}{4}$ c. in half-bbls. and $6\frac{3}{8}$ to 7c. in cases.; Vostizzas, $7\frac{1}{2}$ to $8\frac{1}{2}$ c. in cases

VALENCIA RAISINS—J. Hawksworth, of New York, has issued a statement showing that in that city stocks on hand, on Feb. 1, were 15,000 boxes and that there were received, during February, 10,800 boxes, making a total of 12,300 boxes. The distribution during February was 2,300 boxes, leaving stocks on hand, on March 1, 10,000 boxes. The local market is without feature, the demand being light and prices unchanged. We quote: Off-stalk, $4\frac{1}{2}$ to $4\frac{3}{4}$ c.; fine off-stalk, 5 to $5\frac{1}{2}$ c.; selected, 6 to $6\frac{1}{2}$ c.; layers, $6\frac{1}{2}$ to 7c.

CALIFORNIA RAISINS—The primary market is dull and lower. Locally,

prices are without change. We quote: 3-crown, $7\frac{1}{4}$ to $7\frac{1}{2}$ c. per lb; 4-crown, $8\frac{1}{4}$ to $8\frac{1}{2}$ c. per lb.; 1-lb. cartoons, 20c.; $2\frac{1}{4}$ -lb. cartoons, 35c.

PRUNES—Advices from the Coast state that, while buying is a little freer, prices are lower. Locally, the demand for prunes continues fair, particularly for those of California growth, which are cheaper. We quote as follows. "Sphinx," $6\frac{1}{2}$ to 7c.; B, $7\frac{1}{2}$ c.; A, $8\frac{1}{2}$ c.; California prunes, 40 to 50's, 10 to $10\frac{1}{2}$ c.; 50 to 60's, 8 to $8\frac{1}{2}$ c.; 60 to 70's, $7\frac{1}{2}$ to 8c.; 70 to 80's, 7 to $7\frac{1}{2}$ c.; 80 to 90's, $6\frac{1}{2}$ to 7c.; 90 to 100's, 6 to $6\frac{1}{2}$ c. Silver prunes (fancy), $13\frac{1}{2}$ c.; egg plums, $9\frac{1}{2}$ c.; golden plums, $10\frac{1}{2}$ c.; French prunes, 180's, 5c.

CALIFORNIA EVAPORATED FRUITS—The feature of this line is lower prices and an active business in evaporated peaches, quotations having reached a basis where they are attracting buyers. In other lines the situation is much as it was before. We quote as follows: Apricots, 9 to $9\frac{1}{2}$ c. per lb. in 50-lb. boxes, $9\frac{1}{2}$ to 16c. in 25-lb. boxes, and 13 to 14c. in 1-lb. cartoon boxes; Peaches, $9\frac{1}{2}$ to $12\frac{1}{2}$ c. in 25-lb. boxes, and 13c. per lb. in 1-lb. cartoons.

DATES.—The market continues quiet and prices low at from $5\frac{1}{4}$ to $5\frac{1}{2}$ c. Dealers

appear to be getting anxious to dispose of their stocks.

SULTANA RAISINS—Stocks of Sultana raisins on hand in New York on Feb. 1 were 19,000 boxes, and on March 1 they were 17,000 boxes, the distribution during February being 2,000 boxes, while receipts were nil.

GREEN FRUITS.

A good demand continues for navel and seedling oranges, with a decline of 15c. per box for the latter sort. Jamaicas are off the market, and there are few Bahamas and Valencias left. A car of the latter is expected this week. Almeria grapes are also well done, and what are left are, as a rule, of poor quality. Grape fruit, pickling onions and cranberries are about off the market. Bahamas are beginning to sell well, and it is expected that with a few weeks of warm weather a great sale of this fruit will be noted. Hot-house vegetables are now on the market. We quote: Rhubarb, 75 to 90c. doz. bunches; onions, $12\frac{1}{2}$ to 15c. doz. bunches; lettuce, 30 to 40c. doz. bunches; radishes, 40 to 50c. doz. bunches; celery, 75 to \$1 doz. bunches; cabbage, 25 to 40c. doz.; parsley, 12 to 25c. doz. bunches; Almeria grapes, \$5 to \$6 keg; lemons, Messina, \$2.50 to \$3 a box; oranges, Valencia, 420's, ordinary, \$5.50 to \$5.75; 420's, large, \$6.50 to \$7

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**POULTRY
BUTTER
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J. A. McLEAN,
77 Colborne St.
TORONTO.
Commission Merchant.

ROYAL JUBILEE OIL

Is the Best Burning Oil
in the Market.

ROYAL OIL COMPANY
SOLE MANUFACTURERS
(Geo. Anderson, Manager.) **Toronto**

E. NICHOLSON

Successor to W. F. Henderson & Co.

**Wholesale Commission Merchants
and Brokers**

Teas, Canned Goods, Molasses, Coffees,
Dried Fruits, Syrups, Spices, Starches,
Condensed Milk, Salmon, Bags, Beans,
Canned Meats, Smoked Meats. Lard, Oat
meal, Rice, Tapioca, Sago, etc., etc.

Representing some of the leading houses in the world.
Advances made against consignments. Storage—in
Bond or Free. Wholesale Trade and Millers only
supplied.

174 Princess Street, **Winnipeg, Man.**
Correspondence Invited.

Paul Campbell,

Assignee.

Campbell & Campbell,

Accountants.

McKinnon Building, **TORONTO.**

REPRESENTATIVES WANTED

WHITELEYS LIMITED

DISTILLERS

Glasgow, London and Liverpool

Will be glad to appoint a reputable firm
as Agents for Canada for the sale of
their Ark Brand Whiskies in Canada.
Letters of application to be addressed to

WHITELEYS LIMITED
Care of The Canadian Grocer
(10) **Montreal or Toronto**

EVAPORATED FRUITS

PRUNES—in 25 or 50-lb. boxes.
PEACHES
APRICOTS } in 50-lb. boxes.
APPLES

Full lines. Fancy stock. **ORANGES and LEMONS**

AUCTION SALES Every Wednesday.
Write us for particulars.

Clemes Bros. - Toronto

per case; California navels, \$3.25 to \$3.50;
California seedlings, \$2.35 to \$2.50; Sevilles,
\$3 a box; Bahamas, \$2.50 to \$3 a box;
Canadian apples, spies, fancy red, \$3.75 to
\$4; other spies, \$2.50 to \$3.50; common
apples, \$2 per bbl.; bananas, \$1.60 to \$2;
Canadian onions, red or yellow, in 80-lb.
bags, 85 to 90c.; celery, 25 to 50c. a dozen;
winter pears, 60 to 75c. per basket; cocoa-
nuts, \$4.50 to \$5 a sack, and 60c. doz.

COUNTRY PRODUCE.

EGGS—Deliveries have been large, but all
coming in are well taken up. The price has
declined 2c. this week, but it is now steady
at present quotations. We quote: Fresh-
laid, 14 to 15c.; held, 11 to 12c.

POTATOES—The decline of last week is
still in evidence. It is expected that when
the country roads break up, a temporary ad-
vance will be forced by holders until ample
supplies can be again had on the market.
We quote: Carload lots at 55 to 56c., and
small lots on the market at 65c. per bag.

DRIED APPLES—More enquiries are be-
ing received for shipment to the Northwest,
and as a consequence prices have stiffened
somewhat. The local demand is, however,
poor. Wholesalers are asking 5 to 6c., for
extra fancy lots of quarters of good color.
Good stock is selling at 4 to 5c., with poorer
qualities at 3½c.

EVAPORATED APPLES—The local demand
is fair, with a difference of feeling as regards
prices. As high as 9½ to 10c. f.o.b. is
asked at the factories.

BEANS—The price is easier. We hear of
one transaction of a 100-bag lot of prime
beans at 78c., while 80c. is asked for 5 and
10-bag lots. About 7c. more is asked for
hand-picked, but as this seems too great a
difference little attention is paid to this
grade. Lima beans are in fair demand at
3¾ to 4c. per lb.

HONEY—The demand throughout is
quiet, with prices unchanged. We quote as
follows: Clover honey, 7 to 7½c.; light
color, in 60-lb. tins, 6 to 6½c.; 5 and 10-lb.
tins, 7 to 7½c.; buckwheat 3 to 4c.; comb,
clover, \$1.25 to \$1.50 per dozen; buck-
wheat, 60 to 70c.

POULTRY—There is a fair offering of tur-
keys and chickens, with a brisk demand
absorbing all offered, though large turkeys
are not wanted. We quote as follows:
Chickens, dressed, 50 to 70c.; turkeys,
small and medium, 11½ to 12c.; large, 9
to 10c.

BUTTER AND CHEESE.

BUTTER—Deliveries of all kinds are
light, with stocks well cleared up. The

The Following Brands
Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS

OLD CHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE.

DERBY

SARNIA

Water White

Lamp Oil.

Equal to the best American Water White Oil. Test
it and be convinced. Genuine is branded **Sarnia**
Water White. Wholesale only by
The **QUEEN CITY OIL CO., Limited.**
TORONTO, ONT.

THE TRADE BUILDERS OF B.C.

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OKELL & MORRIS' GOLD MEDAL BRANDS

OF **PURE** Preserves, Pickles, Ketchups, Vine-
gars, Confectionery, Candied Peels

We guarantee the purity of
our manufactures.

Works:
VICTORIA, B.C.

**THE MANITOBA
PRODUCE AND COMMISSION COY.**

WINNIPEG, MAN.

Wholesale Dealers—
PROVISIONS OF ALL KINDS
Consignments Solicited.

Don't Pay Freight on Water

**CONCENTRATED GRAPE WINE
VINEGAR**, best and most economical
Vinegar made. One gallon Concentrated
makes 25/27 gallons Standard Vinegar—
specially suitable for Klondike, Coast,
Lumber, Exploration, and Mining Parties.
Great saving in weight and freight.

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Agents for **HEINRICH FRANCK SOHNE & CO.**

German Chicory, Coffee, Extracts and Essences
LUDWIGSBURG, GERMANY. FLUSHING, N.Y.

**EGGS and
BUTTER**

IN BIG DEMAND.

SHIP TO

RUTHERFORD, MARSHALL & CO.

Commission Merchants,

Toronto.

G.F. & J.GALT

PACKERS
OF THE

42 SCOTT ST. TORONTO. CELEBRATED

BLUE RIBBON TEAS

price has advanced all along the line. We quote: Dairy, large rolls, 17 to 18c.; pound prints, 18 to 20c.; creamery, late make, tubs, 19 to 20c.; prints, 21 to 23c.

CHEESE—The market is in a weak, unsteady condition, with a moderate local demand. We quote all the way from 8 to 8½c.

PROVISIONS AND DRESSED HOGS.

Trade generally is brisk, with a firm feeling in all lines. Lard and barrel pork have advanced, the former ¼c. per lb. and the latter 50c. per bbl. The deliveries of hogs up to the end of last month were larger than any preceding season, and during the last two weeks they have been heavier than at any time this year. Then, as the hogs have been of better size for export, this season's production is expected to reach a much larger and more satisfactory total than ever before. We quote as follows:

DRY SALTED MEATS—Long clear bacon, 7¾c. for carload lots, and 8c. per lb. for ton lots and cases.

SMOKED MEATS—Breakfast bacon, 11½ to 12c.; rolls, 8¾c.; hams, large, 10c.; medium, 10½c.; small, 11c.; shoulder hams, 8½ to 9c.; backs, 11½c.; with 1c. less for all meats out of pickle.

LARD—Pure Canadian, tierces, 7½c.; tubs, 7¾c.; pails, 8c.

BARREL PORK—Canadian heavy mess, \$15.50 to \$16; Canadian short-cut, \$16.50 to \$17; clear shoulder mess, \$14.50 to \$15.

DRESSED HOGS—We quote: \$6 to \$6.10 for heavy, and \$6.15 to \$6.20 for light hogs.

FISH AND OYSTERS.

Business generally is rather quiet, though whitefish and trout are moving well, and a fair business is being done in haddies and cod. Stocks of salted fish are getting scarce. Prices throughout are unchanged, with the exception of split herrings in half-bbls, which have advanced 25c. We quote: Oysters, \$1.25 per gal.; fresh trout, 6½ to 7c. per lb.; steak trout, 7c.; fresh steak cod, 6 to 6½c. per lb.; pickerel, 6c. per lb.; pike, 4 to 5c. per lb.; perch, 3c. per lb.; fresh herring, 3½c. per lb.; Labrador herring, \$5.50 per bbl. and \$3 per half-bbl.; split herring, \$5 per bbl. and \$2.50 per half-bbl.; sea herring, \$1.30 to \$1.35 per 100; boneless codfish, 3½ to 5c. per lb.; pure cod, 6½ to 6¾c. per lb.; fresh water herring

MAKE BUSINESS that is always Reliable by selling

McLauchlan's Biscuits

Practical experience, a large and competent staff of employes and personal attention to all orders bring us unsolicited commendations from old and new customers.

J. McLauchlan & Sons Manufacturers of Biscuits and Confectionery **Owen Sound**

(heads off), \$2.50 per keg; ciscoes, \$1.25 to \$1.35; Manitoba frozen whitefish, 6½ to 7c. per lb.; smelts, No. 2, 4c.; No. 1, 6c.; extras, 10c.; flounders, 5c. per lb.; haddies, 5½ to 6c. per lb.; fresh haddock, 5c. per lb.; pan frozen haddock, small, 4c.; large, 5c. per lb.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—The wheat market has since last week declined, in keeping with English and United States markets. This week's quotation on cars outside are as follows: Wheat, red winter, 85c.; white winter, 81 to 83c.; goose, 80c. On the street market oats and barley have been offered freely; but little wheat has come in. The street market is as follows: Wheat, red, 92 to 93½c.; white, 82 to 84c.; goose, 86 to 87c.; peas, 58 to 61c.; rye, 53c.; barley, 39 to 42½c.; oats, 35 to 36c. No. 1 hard wheat has declined 3c., and is quoted at \$1.10, Toronto and Montreal freights, or \$1.07 Midland.

FLOUR—The demand is good, but prices have declined 5 to 10c. all round. We quote: Manitoba patents, \$5.30 to \$5.40; Manitoba strong bakers', \$4.90 to \$5; Ontario patents, \$4.75 to \$4.80; straight roller, \$4.15 to \$4.30, Toronto freights.

BREAKFAST FOODS—Business is fair, with prices steady at unchanged figures. Standard oatmeal and rolled oats, \$3.90 in bags and \$4.00 in bbls.; rolled wheat, \$2.75 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$3.50; pot barley, \$3.25.

HIDES, SKINS AND WOOL.

HIDES—Owing to an accumulation of stock prices have declined ¼c. throughout. We quote: Cowhides, No. 1, 9c.; No. 2, 8c.; No. 3, 7c.

CALFSKINS—We quote as follows: No. 1 veal, 8 lbs. and up, 12c. per lb.; No. 2, 10c.; Dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—There are not many offering

and a good demand has sent prices up 10c. We now quote at \$1.25 to \$1.35.

WOOL—Trade is quiet, but steady, with pulled wools quoted at 20 to 20½c. Fleeces and tub-washed are nominal.

SEEDS.

There is now a little more activity in the local demand, and prices have steadied somewhat, especially for red clover, which is now quoted at \$2.75 to \$3.25. There is such a range of values in alsike that it is quoted all the way from \$2 to \$4. Timothy is steady at \$1 to \$1.50 for machine threshed, and \$1.50 to \$2 for strictly choice to fancy bright unhulled flail-threshed seed.

SALT.

Business is active with unchanged prices. We quote as follows: Carload lots, \$1.05 per bbl., and 65c. per sack; less than carload lots, \$1.10 per bbl., and 70c. per sack. At the wells we quote: F.O.B., barrels, 75c.; sacks, 45c.

PETROLEUM.

Trade is quiet, with prices steady. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14c.; Sarnia water white, 15c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Eggs have declined 2c. per dozen.

Valencia almonds are cabled dearer.

Butter has advanced 1 to 2c. for all kinds.

Split herring have advanced 25c. per half bbl.

All grades of flour have declined 5 to 10c. per bbl.

There are indications of a further advance in cream of tartar.


Low-grade Young Hysons are cabled ½c. dearer in London.

Lard has advanced ¼c. per lb., and barrel pork is 50c. per bbl. dearer.

Sheepskins are 10c. dearer than last week, while cowhides have declined ½c. per lb.

**WE ARE
PAYING
CASH
FOR**

**DRIED
APPLES**


W. B. BAYLEY & CO.
EXPORT BROKERS

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Seasonable Suggestions

"SPRING CLEANING" is in the air! EVERY REQUISITE in stock at **BOTTOM PRICES**.—Whitewash, Scrub and Stove Brushes, Brooms, Pails, Washboards, Household Ammonia, etc.

<p>MARMALADE — Seville — — "Gilt Edge" 6 lb. Pails, 1 lb. Tins, 1 lb. Glass.</p>	<p>YUKON SUPPLIES</p> <p>Full lines of</p>	<p>CANNED MEATS</p> <p>SPECIAL QUOTATIONS For direct shipment F.O.B. FACTORY.</p>
<p>JAMS — Pure Fruit. — — "Gilt Edge" 6 lb. Pails, 1 lb. Glass.</p>	<p>Portable Necessaries</p> <p>WRITE US.</p>	<p>GEM JARS —</p> <p>Specially Low Prices for PRESENT SHIPMENT.</p>

THE EBY, BLAIN CO., LIMITED
WHOLESALE IMPORTING AND MANUFACTURING GROCERS. TORONTO

QUEBEC MARKETS.

MONTREAL, March 10, 1898.
GROCERIES.

THE actual movement in groceries is not quite as brisk as it was a week ago, and jobbers attribute this largely to the impassible condition of the country roads in many sections, which makes it almost impassible for people to get about. Values, with the exception of the decline in sugar, remain much as they were. The change in this staple has checked the tendency manifested by buyers to extend operations, and trade has again shrunk into a small hand-to-mouth business. Syrups continue quiet, and prices rule firm under exceptionally light stocks in first hands. Demand for molasses has been moderately active, and values are quite firm, while offers on new crop for spring delivery are quite steady. Enquiry for canned vegetables from jobbers is noted, and demand for Japan teas also from the same source cause a movement of goods from first to second hands in both these lines. Spices are quite firm in their disposition, also rice, currants and Valencia and California raisins and other dried fruits, the movement of which, however, is only moderate. Green fruits have ruled dull, and the Lenten demand for fish is of the ordinary character.

SUGAR.

The decline in the price of refined granulated both here and at New York last week has dissipated what tendency there was toward improvement, and business has ruled extremely dull. There has been no further change in New York since the recent change, and the same remark applies to the local situation, but it is worthy of note that the market for raw material has ruled steady in London, beets being held, while the price of cane has advanced from 11s. for Java to 11s. 3d., and fair refining from 9s. 6d. to 9s. 9d., 3d. advance all round. Beet has ruled steady at 9s. 3¼d. for prompt and 9s. 4¼d. for next month's shipment. Previous to decline demand was quite fair, both for granulated and yellows, but since then refiners complain that it has slumped back into a hand-to-mouth demand. We quote: Standard Canadian granulated, 4¾c.; Canadian German do., 4 to 4 1-16c.; imported do., 3 15-16 to 4c., and yellows, 3⅝ to 4c., according to grade.

SYRUPS.

Business in syrups has been quiet, but with stocks, in first hands, still very limited and the assortment small, prices are held firm. The fact, however, militates against any improvement in trade, no matter whether buyers show more disposition to

operate or not. This they have not done during the past week.

MOLASSES.

The demand for this staple from stock has been more active during the past week, and there is a steady consumptive movement going on that will not take long, if maintained in its present volume, to account for the small supplies on the market. The chief news has been the offer of new Barbadoes to arrive at 8c. first cost, which means 23c. landed, the identical figure at which business in new crop opened at last season. We quote: Barbadoes, puncheons, 28c.; barrels, 30½c.; and half-barrels, 31¼c. per gallon; car lots 1c. less, and Porto Rico, 26 to 27c., according to quality.

CANNED GOODS.

Business in canned vegetables moves along quietly, the enquiry from jobbers, for vegetables, during the past two weeks being maintained in a quiet way. Otherwise there is little to report and we quote: Tomatoes, \$1.10 to \$1.25; corn, 90c. to \$1; peas, 90c. to \$1.15; peaches, \$1.75 to \$1.90 for 2's; raspberries, \$1.50 to \$1.90; strawberries, \$1.75 to \$2, according to brand and quality; cherries, \$2.30; apples, gallons, \$2.60 to \$2.75; 3-lb. do., \$1.10 to \$1.20; salmon,

CORKS CORKS

Hand and Machine Cut.

Our factory is now complete and we are prepared to execute orders for all grades of corks. Quality is guaranteed, and you will not be subjected to vexatious delays.

S. H. Ewing & Sons, Importers and **Montreal**
Manufacturers,

\$1.20 to \$1.25 as to brand; lobsters, \$11; French sardines, \$10.25 to \$11 for extra brands, and \$8 to \$9 for ordinary; Canadian do., \$4.25 to \$4.50.

TEAS.

The good enquiry for low and medium grade teas already noted is maintained, further sales of Japan goods amounting to 3,000 packages or so being put through for shipment to United States points. We quote as follows: Young Hysons, 18c. for low grades, 24 to 28c. for mediums and 30 to 40c. for good to finest; China Congous, 10 to 17c. for mediums and 25 to 50c. for better grades; Japans, 13 to 17c. for mediums and 28c. for higher grades; Indians and Ceylons, 17 to 20c. for mediums and 35 to 65c. for higher grades.

SPICES.

Activity in spices has been a feature of the week and prices are rather stiffer than they were for supplies from first hands, though the jobbing range is as last quoted. We quote as follows: Black pepper, 11 to 15c.; white pepper, 19 to 25c.; pure Jamaica ginger, 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, 25 to 27c.; do. best, 30c.; allspice, 14c.; and nutmegs, 50 to 90c.

COFFEE.

Business in coffee is quiet, and there has been no change in prices to report, the only movement in round lots being some Maracaibo at 11 to 13c. We quote as follows: Maracaibo, 12 to 15c.; Santos, 10 to 12c.; Rio, 10c.; Mocha, 25 to 28c., and Java 25 to 30c.

RICE.

There has been no change in the rice market, demand being fair, while prices rule steady. We quote as follows: Crystal Japan, 5c.; standard B rice \$3.50 to \$3.75; Patna, \$5 to \$5.50; Carolina, \$6.75 to \$7.75; choice Burmah, \$4 to \$4.25, and Java kinds, \$4.25 to \$4.50.

DRIED FRUIT.

There is no change in currants on spot, and advices from primary markets are firm,

noting very small stocks at shipping points. The Lenten demand this season appears to be lighter than usual for these as well as all other descriptions of dried fruit. We quote: Fine Vostizzas, 6½c.; Patras, 6¼c.; choice Filatra, 6c.; half-cases, do., 5¾c.; half-bbls., 5¾c.; fine Provincials, 5¾c., in half-cases.

Demand for Valencia raisins is of a quiet hand-to-mouth character, and we quote: Off-stalk, 4¼ to 4½c.; fine do., 4¾ to 5c.; selected, 6 to 6¼c., and layers, 6 to 6¾c.

California raisins are moving quietly, and prices rule steady, as follows: 2-crown, 6 to 6½c.; 3-crown, 7 to 7½c., and 4-crown, 8¼ to 8½c., duty paid on spot.

Prunes are strong, with the larger sizes scarce and firmly held. We quote: California, 5 to 10c.; Oregons, 7 to 9c.; French, 4½ to 5½c., Austrian, 6½ to 7c.

Dates are quoted at 4½ to 5c., as to grade.

Figs rule steady. We quote: Eleme, 10 lbs., 10 to 11c.; case lots, 9c.; 12-oz. boxes, 7½c.; 14-oz. boxes, 9c., and bags, 4 to 5c.

NUTS.

There is no change in nuts, and jobbers here do not appear to be anxious about fresh supplies, having enough to get along with. We quote: Grenoble walnuts, 10½ to 11c.; Marbots, 9 to 9½c.; Tarragona almonds, 8½ to 10c.; shelled almonds, 20 to 22c., and shelled walnuts, 16 to 18c.; Sicily filberts, 7 to 8½c., and pecans, 9 to 10c.

GREEN FRUIT.

There has been more activity displayed in the green fruit market during the week, and it would no doubt be larger were it not for the almost impassable country roads. Oranges have been in larger receipt, and lemons are somewhat easier than they were, declining 25c. a box. Arrivals of pineapples have been heavier, but Canadian onions are scarce, and supplies of cranberries on spot are much reduced. A lot of California vegetables have been arriving daily, and sell fairly well. We quote:

oranges, \$4 to \$5; California navels, \$3 to \$3.50; do., seedlings, \$2.25 to \$2.75; Valencia, \$5.50 to \$6; Florida, \$4.25 to \$4.35. Lemons, \$2 to \$2.75; pineapples, 15 to 25c. each, and cranberries, \$9 to \$9.50 per bbl. for Cape Cod, and \$8.50 to \$9 for Nova Scotia; strawberries, 50c.; bananas, \$1.75 to \$2, and tomatoes, \$3.50 per carrier.

DRIED APPLES.

Business in dried and evaporated apples is quiet, and prices are steady at 5 to 6½c. for dried and 9 to 10c. for evaporated.

APPLES.

There has been a quiet trade in apples at \$3 to \$4.60 per bbl.

FISH.

The demand for fish since our last report has been much better than was generally expected by the trade, consequently an active trade has been done and the movement of all lines is large. Stocks have been greatly reduced, and the prospects now are good for a clearing up of all lines during the Lenten season. The course of prices has been somewhat irregular, as they show an advance on some kinds and a decline on others. Haddocks and cod are ¼ to ½c. per lb. higher at 3 to 3½c. Steak cod are easier at 3½ to 4c. Smelts show a decline of 1 to 2c. per lb. at 2 to 5c. Manitoba dore have advanced ½c. per lb. to 5½ to 6c., while white fish and trout are steady at 6½c., and pike at 3 to 3½c. Fresh herrings are selling at \$1.30 per 100 in casks and barrels. Tommy cods are 10 to 20c. per bbl. lower at 80c. to \$1.

There has been a fair movement of pickled fish in a small way. The feeling in the market for herrings and B.C. salmon has been stronger, and prices show an advance of fully 25c. per bbl. No. 1 green cod are firmer, but No. 2 are quoted 25 to 40c. per bbl. lower. We quote as follows: Green

WANTED—CAR LOTS OATS, PEAS, Rye, Buckwheat, Timothy and Clover Seed. Write or wire stating station, quality, grade and price your station. Terms: sight draft, B.L. attached.

Jos. Ward & Co., Exporters, Montreal.

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Your own brand

February to April is the quietest time of the year with us. To keep our hands busy we make the following offer:

In ten case lots and over we will give a special label, printing name, address, and any other matter thereon, **without extra charge**. Apart from the advantage of this special printing, our bird seed values are not equalled by any firm on this continent.

We recommend grocers to handle only our "Cottams" brand, but to those who prefer a label of their own, we shall send samples, prices, and any further particulars required.

COTTAMS SEED ALL WHOLESALERS.

WINE

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

\$2.50 per case; 80c. gallon.

THE AMHERSTBURG VINTAGE CO. Amherstburg, Ont.

The
DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS,
Cor. Market and Colborne Sts.,
TORONTO.

California Navels
California Seedlings
Messina Lemons

Seedlings are now arriving in Good Condition and are taking the place of Valencias. Our Lemons and Navel Oranges were never better.

AUCTION SALES

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

We attend personally to all consignments of Fruit and Produce.

McWILLIAM & EVERIST

Wholesale Commission Merchants,
25 and 27 Church St., TORONTO, Can.
Telephone 645.

PURE
LARD

is scarce and selling as fast as made. Protect yourself by buying early what you may want for some time to come, and buy the **BEST** of

F. W. FEARMAN
HAMILTON

JUST ARRIVED
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FANCY ♦♦ MOUNT ROYAL MILLS
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Hygienic and Perfection
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A child can ice a cake in three minutes.

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

THE COWAN CO. LIMITED TORONTO

FIRST QUALITY
Oak Dash Churns

WHITE SPRUCE
Butter Tubs
PARCHMENT
Butter Paper

Also complete lines of Woodenware, Brooms, Brushes, Paper, Paper Bags, Twines, etc.

WALTER WOODS & CO.
HAMILTON.

KNORR'S

Evaporated Soup Tablets, Vegetables Sliced and Granulated Potatoes
Beef Bouillion, etc.

Undoubtedly the finest goods on the market. Write for prices.

E. T. STURDEE
Mercantile Broker,
Manufacturers' Agent,
ST. JOHN, N.B. Etc., Etc.
Wholesale trade only.

**HAMS
BACON
LARD**

Choicest Quality

The Wm. Ryan Co. Limited
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.

Ship Your
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D. GUNN, BROTHERS & CO.
Commission Merchants
76, 78 and 80 Front Street East
TORONTO, ONT.

Extra Fancy California, Florida, Mexican, Jamaica and Valencia Oranges, all sizes, good color; Fancy Messina Lemons, Almeria Grapes, Bananas.

HUGH WALKER & SON
Wholesale Fruit and Commission Merchants
GUELPH, ONT.

New Nuts, etc., S. S. Almonds, Walnuts, Filberts, Finest New Dates and Figs, Cranberries, Booth's Oysters in pails, 3's and 5's, Finnan Haddies.

We
Guarantee
the
Quality.

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FLUID BEEF.

BEST ---
FOR STRENGTH AND FLAVOR.

THE VIMBOS FLUID BEEF CO., Limited
of Edinburgh and London.

53 St. Francois Xavier
Street MONTREAL

cod, No. 1, large, \$4 to \$4.25; No. 1, ordinary, \$3.50; No. 2, \$2; herrings, No. 1, N.S., \$4.25 to \$4.50 per bbl., and \$2.25 per half-bbl.; Cape Breton, \$4.50 to \$4.75 per bbl.; B.C. salmon, \$12 per bbl.; No. 1 trout, \$4.25 per half-bbl.

The supply of smoked fish on the market is small, for which the demand is fair and prices are firm. Haddies are selling at 5½ to 6c. per lb.; new Yarmouth bloaters, at \$1.25 per box, and smoked herrings at 10c. per box.

The feature is preserved fish has been the improved demand for boneless cod, which are scarce, and prices have advanced ½c. per lb. to 5 to 5½c. Dressed codfish are unchanged at \$4.25 per case of 100 lbs.; dried cod, at \$3.50 per 100 lbs., and boneless fish at 3c. per lb.

SALT.

Unchanged. We quote: Coarse Liverpool, in 165-lb. bags, 38 to 45c., and Trepani, \$1.10 per bag of 215 lbs.

COUNTRY PRODUCE.

EGGS—There has been a rather sharp decline in the egg market, under largely increased receipts, and prices now are 3 to 4c. per dozen lower than they were at last writing, the range now being 16 to 17c. There is a fair demand at the decline.

POULTRY—The soft weather has practi-

cally wiped out the receipts of poultry, and prices are nominal.

BEANS—There was no change in beans. The demand is limited at 75 to 80c. for primes and at 85 to 90c. for choice hand-picked per bushel.

HONEY—A small business was done in honey at about steady prices. We quote: White clover, 12½c.; dark clover comb, 10 to 10½c., and dark, 7 to 8c.

POTATOES—The demand for potatoes is fair, and prices are unchanged at 60c. per bag, in car lots, and at 70 to 75c. in a jobbing way.

PROVISIONS.

There has been an easier feeling in provisions, and pork is 50c. per bbl. lower. We quote: Canadian pork, \$16 to \$16.50 per barrel; pure Canadian lard, in pails, at 8 to 8¼c., and compound refined at 5½ to 5¾c. per lb.; hams, 11½ to 12½c.; bacon, 12 to 12½c. per lb.

FLOUR, FEED AND MEAL.

There was an improved demand for flour to-day from both local and country buyers, and trade, on the whole, was rather more active with no change in prices to note. We quote: Winter wheat, patents \$4.75 to \$5; straight rollers, \$4.60; bags, \$2.25 to \$2.30; Manitoba strong bakers', \$4.90; Manitoba spring patents, \$5.30; Hungarian patent, \$5.40, and Glenora strong bakers', \$5.

The oatmeal market was firmer this week at \$4 per bbl., and at \$1.95 per bag for rolled oats.

GRAIN AND FEED.

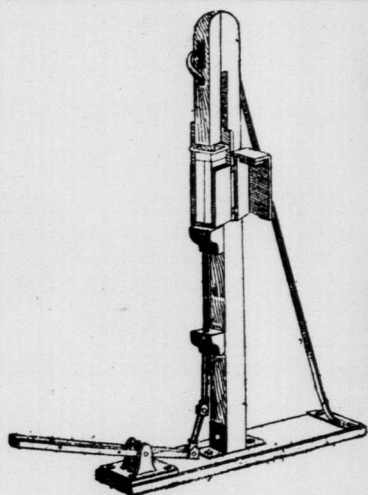
In sympathy with a further decline in prices for oats in the foreign market there was an easier feeling locally, and the outside bid obtainable from shippers were 33½c., and holders asked 34c. ex-store. Peas were unchanged at 66½ to 67c. afloat, May delivery. Buckwheat was quiet at 42½c. store. Ontario wheat in car lots along the line sold at 87c. for red and at 85c. for white.

The tone of the feed market was firm and demand was good, but supplies are limited. We quote: Ontario winter wheat bran, \$14; shorts, \$16 per ton in bulk; Manitoba bran, \$15, and shorts, \$17 per ton, including bags.

A fair trade was done in hay to-day, there being a better demand for small lots at firm prices. We quote: No. 1 at \$10.50, and No. 2 at \$8 to \$8.50 per ton in car lots.

CHEESE AND BUTTER.

CHEESE—Cheese exhibits no change, and there is little indication of any improvement in the near future. The Englishmen evidently have all the cheese they want for the time being, and if there was any disposition to advance bids by buyers on the other side, the consignments that are going forward



THE "ARMEDA" Tea-Packing Machine

Patented in Canada, Oct. 16, 1897.

The simplicity of this machine does not require any description. A glance at the cut shows all the parts so simple that any person can understand it. The action is quick, a smart boy can pack from 10 to 12 packages a minute, and does not require to change every half hour, as is the case with other machines.

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A. H. CANNING & CO., 57 Front St. East, Toronto, Canada,

FOR DESCRIPTIVE CIRCULAR AND PRICES.

Fix this fact in your mind.

Nearly every important retailer in Canada to-day has



Miller's
Paragon
Cheese

IN STORE.

WHY ? *The cheese is perfect.
The pots the prettiest.
The goods always satisfactory.*

And we do not use our pots the second time as some makers do.

T. D. MILLAR CHEESE CO.

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Agents... { FRANK MAGOR & CO. - Montreal.
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JOSEPH CARMAN - Winnipeg.



Pickles.

A SAVORY BIT.

Add Heinz's India relish to a ham or cheese sandwich and you have it.

Others of our Popular Specialties are :

Tomato Chutney Evaporated Horse Radish
Tomato Ketchup Tomato Soup
Baked Beans with Tomato Sauce

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MEDALS--
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ATLANTA, Etc.

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



would check it. The latest that we hear of is a lot of 5,000 boxes fall cheese that have been carried for country speculators. The bankers in this case have got tired and are sending the goods over in the hope of a turnover on the other side. As to spot values at present, they are purely nominal, but it is doubtful if a buyer could fill an order for finest on the market at present inside of 8c.

BUTTER—Butter continues strong, with the demand in excess of the supply. As a result, prices are very firmly held, and strictly finest creamery is difficult to obtain at any price. There were sales to-day at 19½c., and further lots are understood to be under offer at the same price. Exporters are in the market also, and willing to pay 19c., but as the local jobbers pay an advance on this, they quite naturally get the goods. Dairy goods share in the strength of creamery, western dairy in 35-lb. tubs selling at 17½c. to-day. Roll dairy fetched 16 to 16½c.

MONTREAL NOTES.

The price of Canadian pork in this market is 50c. lower per bbl. than it was a week ago.

Cables on cane stock from London this week are 3d. higher than they were at the time of last writing.

The decline of 1-16c. in the price of sugar

has checked the tendency toward improvement in demand apparent last week.

There has been a sharp decline of 3 to 4c. per dozen in the price of fresh eggs as a consequence of largely increased receipts.

First offers on new crop Barbadoes molasses are equal to 23c. landed in Montreal, which is the identical figure at which the staple opened last spring.

Demand from the United States for medium grade Japan teas continue, and another batch of 3,000 packages have left this market to go in that direction since last week.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,
ST. JOHN, N.B., March 9, 1898.

THERE has been a pretty general complaint in all lines of trade that the very bad roads, owing to heavy storms in February, have restricted the volume of business for several weeks, but the outlook is now satisfactory. The banks report that paper was well met on the 4th. They never admit that it is not well met, but from their general tone it is inferred that they were well satisfied on this particular settling day. Still, the conditions which operate in the direction of better times west do not obtain to the same extent here. We are farther from the centre of Klondyke in-

fluences; we buy, and do not sell wheat and other grains, and the lumber industry is certainly not in a prosperous condition at the present moment. It is also true that the price of farm products is only fairly good. Under all the circumstances, therefore, it is gratifying to know that general business continues on a sound basis, and that there is an undoubtedly hopeful feeling as to the future. There have been some fluctuations in prices since last report, and the firmness in a few lines has been further accentuated.

OILS—There has been, as noted last week, an advance of 1c. in American oil. The rest of the list is unchanged. We quote: Best American burning oil, 20 to 21c. Canadian water white, 17 to 18c.; Canadian prime, 15 to 16c.; cod oil, 26 to 28c.

SALT—Business is quiet, stocks ample, and prices steady. Coarse, 40 to 45c.; Liverpool factory-filled, 85 to 95c.; Canadian fine, \$1 to \$1.10 per bag; 5-lb. bags in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.50 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.; rock salt, \$5 to \$6 per ton.

CANNED GOODS—The firmness in canned goods, noted a week ago, is even more pronounced, with stocks light. In other lines

there is only a small movement and prices are steady. Oysters and peaches have a wide range as to quality. We quote: Corn, 90c. to \$1; peas, \$1 to \$1.10; tomatoes, \$1.35 to \$1.45; gallon apples, \$2.65 to \$2.75; corned beef, Canadian, \$2.35 to \$2.50; American, 2-lb. tins, \$2.50 to \$2.75; 1-lb. tins, \$1.45 to \$1.50; oysters, 2's, \$2 to \$2.25; 1's, \$1.40 to \$1.50; peaches, 3's, Canadian, \$2.40 to \$2.75; 2's, \$1.50 to \$1.85; American, 3's, \$2 to \$2.25; pineapple, \$2.25 to \$2.50; fruits in glass, \$4 to \$4.25; salmon, \$1.10 to \$1.20; ditto, flats, \$1.25 to \$1.30; lobsters, \$2.50 to \$2.60; haddies, \$1.00 to \$1.10; clams, \$4.50 for 4 doz.; chowder, \$2.50 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

GREEN FRUITS—Valencia oranges are coming in more freely and are marked lower. Florida and Dominica are out of the market, but Californias are in supply. Malaga grapes are out, and the few Cape Cod cranberries in sight are higher. Choice apples are scarce. We quote: Lemons, \$3.50 to \$4; Valencia oranges, \$5 to \$5.50; do. California \$3 to \$3.75; navels, \$3.75 to \$4; Jaffa oranges, \$4; apples, \$2.50 to \$4; bananas, \$1.75 to \$2.25; Cape Cod cranberries, \$12 to \$12.50 per bbl.

DRIED FRUITS—Currants are firm, stocks moderate and demand good. There is little doing in raisins. Evaporated apples are scarce and firmer. California evaporated fruits, as before noted, are a feature of the market. Dried apples are quiet. Prunes are in fair demand. We quote: Valencias, 5 to 5½c.; California L. M., 3-crown, 6½ to 6¾c.; London layers, \$1.40 to \$1.50; Imp. cabinets, \$1.75 to \$1.80; black baskets, \$2.25 to \$2.30; Dehesa layers, \$2.50 to \$2.75; currants, cases, 6¼ to 6½c.; bbls., 6 to 6¼c.; cartoons, cleaned, 8 to 9c.; bulk, cleaned, 7 to 8c.; prunes, boxes, 4½ to 9c.; dates, 4 to 5c.; dried apples, 6 to 7c.; evaporated apples, 10¼ to 10½c.; onions, \$2.50 to \$2.75 per bbl.; cocoanuts, \$3.50 to \$4 per 100 lbs.; figs, 8 to 10c.; Sultana raisins, 9 to 10c.; Malaga loose muscatels, 3-crown, 6½ to 6¾c.; 4-crown L. M. Californias, 7½ to 7¾c.; seeded muscatels, 1-lb. cartoons, 11 to 12c.; new Valencias, layers, 6¼ to 6½c.; citron peel, 18c.; lemon peel, 12c.; orange peel, 13c.

SUGAR—Business continues quiet and the market here remains firm. We quote: Standard granulated, 4½ to 4¾c.; second grade, 4¼ to 4½c.; yellows, 3½ to 4c.; Paris lump, 5¾ to 6c.; powdered, 5½ to 5¾c.

MOLASSES—As noted last week, the market is easy, as new stock is shortly due, some new Demerara having already arrived.

We quote: Barbadoes, 24 to 25c.; Porto Rico, 27 to 31c.; New Orleans, bbls., 28 to 32c.; Antigua, 22 to 23c.; St. Croix, 20 to 22c.; new Demerara, 35 to 36c.

DAIRY PRODUCE, ETC.—Eggs are lower and tending easier. The butter market is unchanged. It is difficult to get a really choice article in dairy butter, but there is an abundance of inferior grades. Creamery has a steady sale at unchanged prices. Cheese is steady, with stocks light. We quote: Dairy butter, 15 to 18c.; creamery, 18 to 20c.; prints, 20 to 22c.; cheese, 9½ to 10c.; eggs, 15 to 17c.

FISH—The dealers have found it hard to get frozen fish of good fresh quality and have been unable to fill all outside orders. The season is, of course, drawing to a close. The Lenten demand for dry and pickled fish has improved, and with light stocks, a good trade is anticipated. The market is firmer. We quote as follows: Large cod, \$3.25 to \$3.50; medium, \$3.10 to \$3.25; pollock, \$2 to \$2.10; Grand Manan pickled herring, \$1.75 to \$1.85 per half-bbl.; smoked herring 6½ to 7c.; Canso, pickled, \$5 per barrel; boneless fish, 3½ to 4½c.; cod, 6 to 7c.; frozen cod and haddock, 2 to 2½c.; smelts, 4 to 5c. per lb.; finnan haddies, 4 to 4½c.; lobsters, small, 3 to 5c.

PROVISIONS—The market has shown increased firmness. Mess pork is in light supply and local packers are asking full prices and holding on. Plate beef is also higher in this market. We quote: Clear pork, \$15.75 to \$16.25; old light do, \$14; mess, \$15; prime mess, \$12 to \$12.50; plate beef, \$14 to \$15; extra plate, \$15 to \$15.75; hams, 11 to 12c.; rolls, 9½ to 10c.; pure lard, 8 to 9c.; compound, 6½ to 7½c.

FLOUR, FEED AND MEAL—The firmness in the market continues. The local millers of corn were out of grain for a time, and there was a scarcity of meal to fill orders last week, but there is now no difficulty. Feed is reported very hard to get. We quote: Manitoba \$5.90 to \$6; best Ontario, \$5.10 to \$5.15; medium, \$4.85 to \$4.95; oatmeal, \$4.10 to \$4.25; cornmeal, \$2.10; middlings, bulk, carlots, \$19 to \$20; bran, do, \$16.50 to \$17; hand-picked beans, \$1 to \$1.10; prime, 95c. to \$1.00; barley, \$3.25 to \$3.35; round peas, \$1.25; split peas, \$3.60 to \$3.75; yellow eye beans, \$1.75; oats, 39 to 40c.

ST. JOHN NOTES.

The new I.C.R. freight tariff has caused great dissatisfaction all along the line, owing to the increase in local rates for short distances. There is much complaint, as it affects the business in milk, live stock, lumber and general produce shipped from

country points to this or other provincial centres.

The Cushing Sulphite Fibre Co. is seeking incorporation. Leading local merchants and manufacturers comprise the directorate. The capital is to be \$500,000. They hope to have a large pulp mill built here during the summer.

New Brunswick will be strongly represented at the Sportsman's Fair in Boston, the purpose of the exhibit of specimens of game, photos of scenery and the distribution of literature being to attract American tourists and sportsmen in larger numbers to this province.

The council of the board of trade has been giving some attention to the question of developing trade with the Bahamas. The only hope of such a trade would be in getting inward cargoes of fruit through to the west in good condition, as this market is not large enough.

THE DUTY OF WEALTH.

THE following is an extract from an address delivered by Prof. Goldwin Smith before the students of Cornell University:

"Accumulated wealth, the result of rapid development, is a feature, some think a dangerous feature, of American society. Wealth must do its social duty. To say that it must pay ransom for its existence, when it has been fairly made, is to give the signal for social plunder. But it must do its duty. It must show that it is useful to society. Every man who has a heart must be touched by inequalities of the human law. We can not be surprised if those whose place is the lowest want to equalize, even by measures of violence, mistaken and ultimately suicidal as such measures are. There is no use any longer in talking about definite ordinance of compensation for Lazarus in the next world. But wealth must show that it is useful. Useful it may be. Inequality, to a certain extent, seems to be a condition of progress. In China you have a dead level, only one man in 10,000, as we are told, being above manual labor. There is nobody with leisure or means to start anything, or try anything, and the result is stagnation. If wealth is to be spent in the ostentation of luxury, the sight of which makes poverty doubly bitter, in aping European aristocracy, in buying European titles, or admission to European courts, there will be a crash, and there ought to be! That all American millions are not so spent, this hill covered with monuments of munificence bears noble witness. The best men, we are told, that is those who are best fitted to serve the state, are excluded from politics. It may be so, though perhaps there is sometimes among men of refinement rather too much fastidiousness and too much love of ease. But if a man cannot be eminent in political life, he may be eminent in social and municipal life; he may be a good and great citizen."

Guaranteed to keep in any climate.

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RIGHT NOW

is the time to order. Delay is dangerous. The Spring rush will be on before you know it, and then where will you be if you haven't Owl Brand Condensed Milk in stock? You are sure to be asked for it. You know as well as your customers do the many points of excellence it alone can claim. Remember, it is guaranteed to keep in all climates.

The Canada Milk Condensing Co. - Antigonish, N.S.

THE DOMINION BANK

Capital (paid-up).....\$1,500,000
Reserve Fund.....1,500,000

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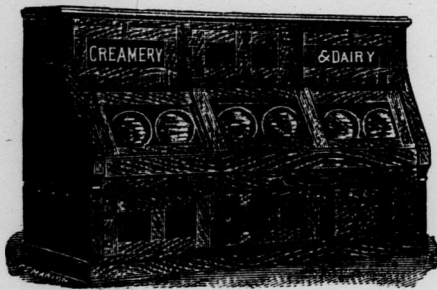
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" Market, corner King and Jarvis street.
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Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.

This celebrated Refrigerator took Prize and Diploma at Montreal and Ottawa Exhibitions, 1897. Send for Catalogue and Price List.

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LYTLE'S TOMATO CATSUP TOPS THE MARKET

Hundreds of enterprising grocers sell it. DO YOU? It is prepared from sound, ripe fruit and best quality spices and seasoning, by

T. A. LYTLE & CO.

Vinegar Manufacturers TORONTO

ST. JOHN VALLEY CANNED CORN.

The finest packed.

Unbleached, pure and wholesome.

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THE BEST MADE

Extra Choice Hams Bacon Pure Lard Mess Pork

PARK, BLACKWELL & CO. Limited

Pork and Beef Packers,

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CHOICE QUALITY. NOW IN STORE.

PERKINS, INCE & Co.

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Quality Equality

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EASILY THE BEST.

Uniform Exquisite

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Coffees

Todhunter, Mitchell & Co.

Coffee Specialists.

Roasting by Patented Process.

MANITOBA MARKETS.

WINNIPEG, March 5, 1898.

THE weather continues phenomenally fine and mild; in fact, Winnipeg streets are rapidly clearing of snow.

Business is good, sales being much larger than this time last year, but there is no boom on. Those who think Winnipeg is doing a great grocery business because of the Yukon trade are laboring under a mistake. A good deal of outfitting is done here, but it is more in the line of clothing than in groceries. Of course, numbers buy everything here, but still, the large majority buy supplies of this kind at point of embarkation, if they are going by Dyea, and at Edmonton if they take that route. Edmonton is undoubtedly enjoying a rushing trade in all lines of supplies for the north, as the number who prefer that route seems daily to increase. All the accounts of sickness, scarcity of food, and sufferings of all kinds that come from the Yukon seem to have not the slightest effect on the steady stream of travel in that direction. Special tourist cars go through daily. The mild weather tends to increase the supply of both butter and eggs, but so far neither market has weakened. The stock and book debts of George Craig & Co.'s departmental store will be offered for sale on the premises on Tuesday. The stock of groceries and glassware is valued at \$1,299.22. As previously stated, the failure is a bad one, and will no doubt put a damper on departmental stores here for a time at least. The railway war of rates, that has been so widely discussed in the daily papers, goes merrily on, and at present no one is prophet enough to predict the end. Meantime many people are taking advantage of the opportunity afforded for cheap travel. Wheat has been selling on the Winnipeg market at 90c. during the week, but is down to 88c. to-day. This high figure is given by the milling companies, and is likely to continue as long as the present price of flour is maintained.

CURED MEATS—The market continues firm, with no change in price, with the exception of a ½c. drop on breakfast bacon. It is likely, however, that as soon as the spring offerings of domestic hogs are received that the market may weaken. We quote: Smoked hams, 11½c.; breakfast bellies, 11c.; backs, 10c.; square cut shoulders, 8½c.; spiced rolls, 9c.; dry salt long clear, 8¼c.; smoked ditto, 9¼c.; dry salt shoulders, 8½c.; dry salt boneless, 8½c.; backs, 8½c.

BUTTER—Supply of dairy is increasing, while the indications are that creameries will open much earlier than last year. We quote: Creamery butter, 21 to 22c. per lb.; round lots fresh-made dairy, 15 to 16c. There is a slightly weaker market for dairy.

EGGS—Supply is increasing quite rapidly. Strictly fresh gathered are worth 17c. Lined eggs, of which there are considerable stocks, 10 to 12½c.

FISH—Salt fish is in fairly good demand, but dry salt fish is very quiet notwithstanding Lent. The supply of fresh frozen fish on this market is both good and cheap, and this decreases the sale of the dry salt article.

GREEN FRUIT—The situation remains unchanged. Really first-class apples are scarce while doubtful stocks grow harder to dispose of. Oranges are plentiful and of a fair quality although the rinds are thickened by the frost in California. They run from \$3.75 to \$4 per case, according to size. Lemons grow better as the season advances, they also sell at from \$3.75 to \$4. Bananas are a first-class sample and are now coming in more freely. Price from \$2.50 to \$3 per bunch, according to quality. Really good Malaga grapes are out of market. Southern celery is still coming in freely and finding a ready market at from 50 to 75c. per bunch, according to the sizes.

EVAPORATED FRUITS—This market is unchanged since last writing, except that dried apples are a little higher; they appear to be going out of sight. The prices run from 6¾ to 7½c. per lb., according to quality. Offerings are comparatively plentiful, but sale is slow, owing to the high price. Evaporated, 10½ to 11c., with market quite firm; apricots, demand quite active, price 10c.; peaches, fancy peeled, 17 to 18c., market quiet; do., unpeeled, moving very slowly at 10c.; pears, fancy halves, 10½c., with demand very limited. Plums are in fair demand at 9½ to 10½c., according to quality. Prunes are fairly active, and prices run from 4½c. for 50-lb. boxes to 9c. for large in 25-lb. boxes. The supply of small prunes on hand is fair, but offerings are very light.

CANNED GOODS—Very firm, with higher prices. Canned tomatoes are now selling at \$3.10, and dealers are not at all keen to dispose of stocks at that figure. There is also a very sharp advance in corn, peas and beans. Corn, \$2.10 to \$2.20 per case, with the demand limited owing to price; peas, \$2.20 to \$2.25; beans, \$1.75 to \$2. Pumpkin remains unchanged at \$2 per case.

CANNED FRUITS—Demand has increased slightly, and will continue to grow from this date. The only change of price is an advance in strawberries and raspberries; strawberries, \$3.40 to \$3.50; raspberries, \$2.75 to \$2.85. California canned fruits are not much in demand.

RICE—Japan still very scarce, very moderate quantities moving at 5½c. Some-what larger quantities of Rangoon and "B" at 4¼ to 4¾c.

CEREALS—Oatmeal firm and slightly higher. Rolled oats, \$1.85 to \$1.90 per sack; 95c. the ½-sack, and 50c. the ¼-sack. Cornmeal, \$1.25 the sack; 65c. the ½-sack.

COFFEE—The usual demand for roasted Mocha and Java, but Rios are very slow and dull owing to the very large quantities purchased by consumers at the low figures obtaining last fall. Prices, 9½ to 10c.

"Our sales of 'Ludella' Ceylon tea are steadily increasing, orders coming in by every mail," say H. P. Eckardt & Co.

SITUATION WANTED.

A YOUNG MAN FROM QUEBEC, WITH 8 years' experience in wholesale and retail grocery business, speaking French and English, wants a position now, or next May, as traveller or clerk with good house at Montreal; First-class references. Apply, Box L, CANADIAN GROCER.

**TENDERS.****INDIAN SUPPLIES.**

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Indian Supplies," will be received at this office up to noon on THURSDAY, 7th April, 1898, for the delivery of Indian Supplies, during the fiscal year ending 30th June, 1899, at various points in the Northwest Territories.

Forms of tender, containing full particulars, may be had by applying to the undersigned, or to the Indian Commissioner, Winnipeg. The lowest or any tender not necessarily accepted.

This advertisement is not to be inserted by any newspaper without the authority of the Queen's Printer, and no claim for payment by any newspaper not having had such authority will be admitted.

J. D. McLEAN,

Secretary.

Department of Indian Affairs, }
Ottawa, February, 1898. } (14)

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.

**REMINGTON**New Models
for 1898 are theImproved No. 6
and the New No. 7

PAMPHLETS ON APPLICATION

EDISON'S MIMEOGRAPH—A new Duplicating Device. 1,000 or more copies from one original. Circulars produced ½ cost of printing.

Chas. E. Archbald

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Lithographing and Printing A SPECIALTY.

THE MOST NUTRITIOUS COCOA.

EPPS'S
GRATEFUL—COMFORTING
COCOA

In labelled Tins. 14 lb Boxes.

Special Agent for the entire Dominion, C. E. COLSON, Montreal. In Nova Scotia, E. D. Adams, Halifax. In Manitoba, Buchanan & Gordon, Winnipeg.

APPLES

APPLES

The Demand for **Green Apples** in Great Britain, being far in excess of the supply, the buyers, there, have turned their attention earnestly to **Canned Apples**, and there is now a brisk inquiry for them.

The total shipments of Green Apples to the British Isles, for the season, up to the 28th February, were 809,553 barrels, as against 2,649,647 barrels, for the same time in 1897, a deficiency of 1,840,094 barrels, which must be made up with **Canned Apples**.

We have made a large shipment of gallon **Canned Apples** to **Liverpool** last week, and we have yet a much larger lot booked for shipment in a few days.

Canned Apples are the best stock you can buy to-day.

We quote them as follows:

LAKEPORT , gallons, in any quantity	\$2.60 F.O.B. Montreal
RED CROSS , gallons, in 25 case lots	2.40 F.O.B. Port Hope
BELLEVILLE , 3 lbs., in any quantity	1.00 F.O.B. Montreal
RED CROSS , 3 lbs., in 10 case lots	.90 F.O.B. Port Hope

HUDON, HEBERT & CIE.
MONTREAL.

AN OLD-TIME VILLAGE STORE.

HERE is a reproduction of a show card which Chase & Sanborn are distributing to Canadian retailers who handle coffee. It is taken from a celebrated painting by Abbott Graves, and represents one of the old-time village stores that served the wants of our grandparents with admirable efficiency. The picture contains some familiar characters, peculiar to every section. The grocer himself is busy at the scales, but the customary group sits around the hot stove, expectorating, whittling, discussing,

dark side in every argument. He is the man who always says "I told you so."

Let us not leave out the mild, modest member of the party, sitting on the tub. He listens to everything and agrees with it; he is found on all sides and sees no reason to differ from anybody.

The long wooden bench or settle is very characteristic of the old village grocery. It was as necessary to successful trade as pleasant words and full weight. In this was shown the hospitality of the proprietor, and to this bench, loafer, customer or councillor

frequent visitor. The grocery store served as substitute. Tidings from far and near, and information about village affairs in particular, were obtained at this headquarters of gossip and rumors.

Then there was the human touch of personal acquaintance; under the searchlight of this grocery-store scrutiny, every man in the town stood on his merits. Kind, neighborly qualities were encouraged, and selfish, mean traits were not in favor.

We owe a great deal to the old-time grocer. Let us always gratefully remember



with now and then a solemn pause of silence as though their brains required rest.

There is the "judge" with his two canes, whose reputation for wisdom is firmly established. Rarely does he open his mouth to say anything, but his nod or his monosyllabic comment is received with deep respect.

Next to him on the settle is the great talker of the town, an oracle on every subject. No topic is too high, none too small for his attention. His knife and his tongue are in constant use.

On the opposite side of the stove, rocking his chair for emphasis, is the great objector. Nothing quite suits his critical mind, and he never fails to introduce the doubt, defect, or

was welcome. Rarely was it entirely vacant. Such is the surface picture. But there is a deeper view. The grocer opened his doors not only to customers and goods, but to ideas. The gatherings at his store ranked in importance next to the town meeting; they prepared the way for the settlement of public questions. In this humble room the citizens of all parties exchanged views on national and domestic affairs, minds were sharpened, thoughts broadened and convictions tested. No subject escaped consideration, from fore-ordination and grace to the duties of the pound-keeper; theology, politics, adventures, farming, history, reforms—all came in for frank handling.

In those times the newspaper was an in-

him, working so faithfully in the day of small things, and exerting an influence, far beyond his business, over the whole community.

GREAT SCHEME.

Watson—Now is your chance, old man, to get in on the ground floor of my new company. Stock is sure to be at a premium before the month is out.

Bjenks—What's your scheme?

Watson—Company organized to stand by when the returning Klondykers shake the dust of Alaska from their feet, and gather up the dust and smelt out the gold in it.

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**CADBURY'S
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CADBURY'S COCOA

The LANCET says:—
"CADBURY'S represents the standard of highest Purity."
ABSOLUTELY PURE, THEREFORE BEST.

The ANALYST says:—
"CADBURY'S is the typical Cocoa of English Manufacture."
IT IS "A PERFECT FOOD," THEREFORE BEST.

The MEDICAL MAGAZINE says:—
"For Strength, for Purity, and for Nourishment, there is nothing superior to be found."
It is not dark in liquor like those prepared with Alkali.



VIEW OF MANUFACTORY, BOURNVILLE

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**CADBURY'S
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Agents: **MESSRS. FRANK MAGOR & CO.,** ¹⁶ St. John St. **MONTREAL**

CLERKS AND CONSUMPTION.

AS a medical man, I know that the real cause of the hundreds of cases of consumption among shop assistants is the long hours. With shorter hours the mortality would be decreased tremendously. Doctors all know that a man may breathe foul air for a few minutes or a few hours a day without serious harm resulting; for the reason that the lungs possess—to speak simply—a power of washing themselves. If they are impregnated by dust and dirt to a certain extent they can throw off this impediment and become as good as new. But this can happen only when they are subjected to foul air for a short time—as in the case of a working man who may work in an iron foundry, and swallow floating particles from 7 to 12 in the morning. Then he goes out into clear air for a portion of an hour, and at 6 o'clock leaves the injurious atmosphere behind him for good.

Shop assistants have not these advantages. Take drapers' shops as an example. The shops where long hours prevail are mostly ill-ventilated. In the winter this ventilation is doubly bad. Now the young man must stand behind his counter twelve or fourteen hours each day. Standing is an excellent exercise; but when other muscles besides those of the legs are not put proportionately into force, then the result is impaired health.

All day he is tearing or cutting calico, prints, woolen goods and other articles of wear. Every time he performs this operation, obnoxious particles are intermingled with the atmosphere to the number of hundreds of thousands. In the case of some prints and cretonnes, the ingredients used for coloring are deadly poison. Cheap calicoes are stiffened with lime, which may be observed in a white layer on the counter after any length is torn off.

This lime is taken up by the air and is breathed into the lungs. The badness of the air causes him unconsciously to take shorter breaths. The result will then be that a part of the lung—generally the top of the right lung—is not inflated for days, but a former unexpelled piece of dust has settled there. The lung by disuse has grown weak, the particles of lime and other injurious matter increase; then bacilli of consumption enter.

We all breathe consumption germs every day of our lives, but unless the lungs are in a bad condition they have no effect on us. In case, however, the lung is weak in a certain spot, it becomes condensed, as we say. After this it is only necessary for the young man to exert himself more than usual for the disease to commence in real earnest.

In the pawnbroking trade consumption is frequently the result of direct contagion.

Many articles placed in pawn simply swarm with bacilli. The presence of these germs in the air already vitiated soon results in consumption if the lungs are weak.

In the tailoring trade floating particles of woolen goods dyed with poisonous materials are drawn into the system. Grocers' assistants go into consumption from quite different causes, and in their case the mortality is much less than in the other three trades I have mentioned.

Colds are their chief enemies. The air they breathe is comparatively pure, and even if it were not, they have more genuine exercise than drapers' or tailors' assistants.

Efforts to reduce the number of deaths from consumption among young men and young women in shops can never be radically successful until the hours are shortened to a length proportionate to those worked by the working man.

But assistants may do a little by always paying attention to ventilation, by breathing through the nose, and by light dumb-bell exercise.

Consumption is a terrible disease, and can attack one from the seventeenth year to the twenty-seventh. It may be prevented by careful gymnastics. But the assistant should never think that he has escaped this disease until he finds comparatively easy employment; for so long as he works for fourteen or fifteen hours a day in bad air he is liable to contract the insidious and deadly disease. —Answers.

**WOULD
YOU
PAY**

anything to get new trade?

From 3½ to 5 per cent. on the actual increase would not be an expensive proposition, would it?

You would be glad to pay \$1.12 to get a new customer for \$25.00 worth of goods. It would be a good investment. And if you should pay the \$1.12 to the customer in the shape of a handsome clock, it would be a good advertisement too, because every time he looked at the clock he would be reminded of your store. That's the premium plan in a nutshell. It's the plan that has made successful merchants by the hundreds in the United States, but has never been very widely adopted in Canada. If you're the first one in your town to use it, you get the benefit of the novelty.

Orders taken for Fall delivery of novel and attractive imported advertising specialties. Write for our special lists.

For a starter order the **Star Assortment**. Twenty-four handsome, bronze-finished clocks, in six different patterns, cost you only \$27.00, F.O.B. Toronto. Gives you twenty-four permanent, **always bringing business** Ads. We will send you circular illustrating the assortment if you wish.

THE REGENT MFG. CO. 182-184 Wabash Ave. **CHICAGO, U.S.A.**

73 BAY STREET, TORONTO—CHAS. EDWARDS, MANAGER.

THE QUALITY OF BRITISH SALT.

WHILE shipments of salt from Liverpool have declined from 994,726 tons in 1887 to 591,202 tons in 1897, being handicapped by an unavoidable river freight from the works in Cheshire; by most burdensome tolls upon the river Weaver, amounting to more than 16 per cent. on the works' price of common salt; and by heavy dock dues in Liverpool, three times as high as those imposed in the competing port of Middlesbrough; it must not be supposed, says a well-known expert, that this trade has all been lost to the country at large. The development of salt fields in other parts of Great Britain, near ports where the authorities are more accommodating than in Liverpool, has been one important factor in diverting the salt trade from the river Mersey. Of course it has not been the only factor, because salt fields have been extended in other parts of the world, and England has to face in this respect competition of a severity which did not exist ten years ago.

The one point upon which the British salt trade may fairly congratulate itself to-day is the very marked improvement in the quality of English salt, which has been brought about since the formation of the salt union. The importance of this feature for many industries, and notably for the fisheries of the world, can scarcely be exaggerated, and it is sincerely to be hoped that fishery authorities throughout the universe will draw the attention of those most closely interested to the necessity of using the pure, clean product of Great Britain if they wish to maintain their place in the world's markets. In 1887 Liverpool sent to the United States of America 169,195 tons of salt. In the year just expired the total amounted only to 91,723 tons—a terrible decline.

It is at all times difficult for England to compete with the salt works of America on their own continent, and this difficulty is turned almost into an impossibility by the fact that the Government of the United States, in the year just concluded, placed upon common salt a duty amounting to 150 per cent. of its cost at the works in Cheshire. Shipments to India have been somewhat higher than in 1896, though they are 127,000 tons behind the shipments from the Mersey ten years ago. Sixty-two thousand tons of this deficit can be traced to shipments from Middlesbrough, but the balance has for the time been lost to British trade. Other distant markets do not call for any special observations at the present moment, but it has unfortunately to be recorded that, in view of the comparative failure of the Scotch fisheries in 1897, shipments from the Mersey to Scotch ports declined by nearly 22,000 tons. The growth of competition

renders it imperative to seek for fresh outlets and to try for new markets. It is to be hoped that our Government, in its commercial negotiations with other powers, will recognize the importance of leaving no stone unturned to break down barriers to trade and to open up those markets which at present exclude us to a free and unrestricted exchange of commodities.—British Trade Journal.

CIVIL SERVANTS' SALARIES.

LAST week a deputation representing the different grocers' associations of Canada waited on the Ottawa Government.

President W. H. Marmion and Mr. J. G. Gibson represented the Toronto Retail Association, President J. Scanlan and Treasurer Dixon the Montreal Retail Association and S. J. Carter, of Carter, Galbraith & Co., and L. E. Geofrion, of L. Chaput, Fils & Co., Montreal, the wholesalers.

The deputation was met by the Premier, Sir Wilfrid Laurier, Sir Henri Joly de Lotbiniere and the Hon. Sidney Fisher, to whom was presented the petitions of the associations throughout Canada in regard to the garnisheeing of civil servants' salaries and in regard to levying fees upon the retail merchants for the inspection of weights and measures.

The Ministers stated that R. J. Richardson, member for Lisgar, Man., had a bill in regard to the garnisheeing of civil servants' salaries of the nature desired by the association now under way, and that when it came up before the House it would receive careful consideration. The principal objection to the bill was that heads of departments would be put to much trouble by garnishee proceedings.

Mr. Dixon, of Montreal, answered this objection by citing the cases of the C.P.R. and G.T.R. companies, which had issued an ultimatum to their men that a second garnishee proceeding would mean dismissal. Since this had been issued practically no trouble with garnishee proceedings had been experienced by the officials of these companies.

In regard to the inspector of weights and measures, nothing definite was promised, though Sir Henri Joly, in whose department this work is done, promised the matter would be thoroughly looked into.

The deputation are entirely satisfied with the result of their interview, and with the treatment accorded them by the Ministers of the Crown.

The Eby, Blain Co., Limited, have two lines of domestic marmalade and jams, which are favorite sellers with the trade, announcement of which appears in this issue.

THE QUESTION OF HAY CHEESE.

THE question of fodder or hay cheese is always an important subject previous to the opening of a new season.

This year, owing to the unprecedentedly low level to which the price of cheese has been forced, it is more vitally important than ever.

With old cheese, almost impossible to sell for 8c. for export at Montreal, it stands to reason that if the factorymen, as they have done before, start in and manufacture a heavy output of this pasty, undesirable stuff, that matters are going to be even worse than they are. That they are bad enough now in all conscience, the fact that holders are willing to sell cheese which cost them 9½ to 9¾c. at 8c. per pound, and glad to do so, plainly shows.

If there are heavy offerings of fodder make the congestion of the market will be accentuated; and there is no telling how much lower prices will go.

The Montreal Butter and Cheese Association, at a meeting held on Friday last, adopted the following resolution in connection with this matter:

Whereas the price of finest cheese to-day is lower than it has been at this period of the year for the past twenty seasons, the market being in a most stagnant state, the supply exceeding the demand; therefore it would appear that there is an over-production of this article, and

Whereas it is a fact that the consumption of cheese does not relatively increase with the gain in population in the same ratio as butter, and

Whereas the butter market to-day in Canada, the United States, England and other countries is in a most healthy position, at relatively much higher prices than cheese, and

Whereas the make of fodder cheese is at all times very hurtful, tending to depress the market, its inferior quality restricting the consumption, thus damaging the chances of the fine qualities of full grass cheese, which is made in large quantities;

Therefore, be it resolved, in view of these facts, that in the wisdom and opinion of this association no hay or fodder cheese should be made this spring, and that farmers should consider well the advisability of increasing the make of butter and limiting the production of cheese, during the ensuing and following seasons.

While it is right for the association to take this action it is doubtful if it will have the desired effect. The question that the farmers have to face is: "What are we going to do with our milk?" This will be increasing in quantity pretty freely; and while they can get any price for cheese, no matter how small, they will take it. They have to do so or let their milk go to waste, and it is unreasonable to expect them to follow the latter course.

Perhaps the most effective influence in curtailing the make of fodder or hay cheese this spring is the high price now ruling for creamery butter. If the latter product continues to realize 19c., it is highly improbable that the dairymen will make cheese that only returns them 7c. at the factory, and possibly 1 to 1½c. less if the demand keeps off as it is doing at present.

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Canadian Dealers too Often Deceived

It is of vast importance that every dealer should exercise the greatest caution when buying Paste Stove Polish.

The **QUICKSHINE** has attained such immense popularity that unscrupulous people have gone into stove polish business and are manufacturing polish that pays them tremendous profits. The materials employed in the composition of these imitation packages are so poor and cheap that the woman who buys them can never get the results she desires, and in this manner, to a certain extent, injures the sale of the good article.

When stove polish is required for domestic use ask your dealer or wholesale grocer for **QUICKSHINE PASTE STOVE POLISH**, and accept no substitute in the way of imitation package polishes, or polishes that are two-thirds soap and one-third polishing material.

If your wholesale dealer does not sell **QUICKSHINE**, send direct to us for same, stating the wholesale dealer you wish us to send it through; or if you prefer it sent direct, we will forward same at once. Price per 3-doz. Case, \$2.25.



THE ALPHA CHEMICAL CO. - Berlin, Canada.

EGGS BY WEIGHT.

EGGs should be sold by weight. They vary so much in size that this is the only fair method for both producer and consumer. The fowls which produce the largest eggs lay fewer than those which produce eggs of normal size. A good many of these large eggs are double yoked, in which case the hen that lays such a monstrosity is thereby made incapable of producing an egg the following day. In other words, two eggs, one completed with a full yolk, is entangled with another less developed, and both are bound in the same shell. It is very seldom that these double-yolked eggs find their way to city markets. Most farmers spot the large eggs and save them for home consumption. They well may do this, for the small eggs sell for as much per dozen as the large ones. The poet Saxe says of a woman:

That knowing eggs are eggs,
She tightly held her basket.

If the eggs were sold by weight she would be less concerned for the loss of one, unless it was an unusually large one. We came across a double-yolked egg at meal time a day or two ago. But the second egg was a very small one, with still less proportion of yolk. The eggs of a Brahma are usually only seven to a pound, while those of some Italian breeds will run as much as 11 to 12, and the bantams even more than this. It

is rather difficult to sell bantam eggs, except at a discount. But the grocer mixes all together and sells all at the same price.—Boston Budget.

FIRE IN A TORONTO STORE.

On Saturday morning a fire broke out in Michie & Co.'s retail grocery store, King street west, Toronto. It is supposed to have originated on the second floor, in a stock of matches, from spontaneous combustion, but by the time the firemen had arrived, the flames had found their way up the air shaft to the roof. The whole of the fourth floor was gutted before the flames were mastered, and the enormous amount of water used in quenching the flames soaked through the ceilings and ruined nearly \$25,000 worth of groceries on the ground and first floors, and in the basement. Smaller firms in the building suffered to the extent of another \$10,000. Everything was well covered by insurance.

PERSONAL MENTION.

Mr. Charles H. Leonard, of Leonard Bros., wholesale fish dealers, St. John, N.B., and Montreal, died last month. The business will be continued as formerly, under the old style, by the remaining partners.

Labrador herring, in barrels and half-barrels, also boneless and pure codfish are in stock with H. P. Eckardt & Co.

SOUTHERN STRAWBERRY CROP.

Conservative growers of southern strawberries say that this season's crop will be much greater than that of 1897. They expect to ship at least 150,000 crates from the Chattanooga district alone, and say that this number will be doubled within another year on account of the increased acreage. The recent cold weather will delay the blooming of the plants until after the later frosts.

The Whitelaw Trading Co., groceries and produce, Brandon, Man., have assigned.

Blueberries in 2-lb. tins, quality choice, are one of H. P. Eckardt & Co.'s specialties this week.

H. P. Eckardt & Co. are offering special value in evaporated peaches in 70-lb. bags. See their advertisement on another page.

"We can scarcely keep up with the demand for our 'Honey' syrup, which is unusually heavy, and trust that our friends will place their orders with us a few days ahead of their requirements for this reason," say the Eby, Blain Co., Limited.

With the near approach of house-cleaning time the Eby, Blain Co., Limited, announce themselves as fully equipped for the occasion with every requisite at specially close prices. See this company's advertisement.

"'Kolona' Ceylon tea occupies an unquestionably strong position in the trade, as attested by its constantly increasing sales, and we are perfecting arrangements by which this lead may be yet further increased," say the Eby, Blain Co., Limited.

LAPORTE, MARTIN & CIE.

IMPORTERS AND WHOLESALE GROCERS

Agents in Canada for

"Princess Louise" Japan Tea.

"Victoria" Japan Tea.

"P. Richard's" Brandy.

"Mitchell's" Whiskeys.

72 to 78 St. Peter Street, MONTREAL.

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.

WARREN BROS. & CO. have been appointed agents for Ontario for "Diamond Jubilee" brand package tea. This tea is from the Rawattee gardens, Ceylon, and is packed where produced.

The Davidson & Hay, Limited, are offering Boyle's horseradish mustard.

Goods well bought are half sold. A case of Enameline will prove this to you.

T. Kinnear & Co. announce they are quoting bright Halloween dates at low prices.

Two-pound tomato catsup is selling well with The Davidson & Hay, Limited, just now.

The Dawson Commission Co., Limited, will have a car of Valencia oranges of all sizes this week.

Davidson & Hay, Limited, report arrival this week of shipments of medium and bright syrups.

W. H. Gillard & Co. have just at hand some very fine California egg plums in 25 and 50 lb. boxes.

The Davidson & Hay, Limited, report continued enquiries and several outfitting orders for Klondyke parties.

Buyers should get Lucas, Steele & Bristol's figures on mat figs, beans and evaporated apples before placing orders.

The Davidson & Hay, Limited, are offering some attractive values in Ceylon Souchongs and Pekoe Souchongs.

Warren Bros. & Co. are in receipt of a large shipment of Rio green coffee, comprising a number of different samples.

When out of medium or high-grade Japan tea, write to George Foster & Sons for prices and samples of "Golden Leaf" brand.

Barateria shrimps in 1 and 2-lb. cans offered by Lucas, Steele & Bristol are pleasing everyone and quite taking the place of lobsters.

Perkins, Ince & Co. have a shipment of Mocha coffee, their own "Crescent" brand, direct from Aden, ex steamship Karamania. The coffee is of the longberry description.

Jams and jellies in 1-lb. glass; also 7-lb. pails, are offered cheap by Lucas, Steele & Bristol. The firm also have Seville marmalade 1-lb. glass, 5 and 7-lb. tins and 7-lb. pails.

The mercantile agency and commercial reports of the country are supposed to have some knowledge of the extent of business and capital employed by different manufac-

turers. The attention of merchants is invited to the character, capital, and standing of Morse Bros., proprietors of the "Rising Sun" stove polish and the "Sun Paste" stove polish, in contrast with the character and standing of some of their competitors. Morse Bros. have been in business for forty years.

T. Kinnear & Co. have arriving a shipment of "Golden" brand canned haddies, in oval tins. The fish is in large strips, and in this respect is a new arrival on this market.

T. A. Lytle & Co. are, this week, calling attention to their make of tomato catsup which is admitted, by connoisseurs, to be equal to any catsup on the Canadian market.

W. H. Gillard & Co. have recently made a large shipment of their "Imperial" black tea to the Northwest Territories, where it has gained ground rapidly on account of its adaptability to the alkaline waters there.

REMEDY FOR BURNS.

Accidents are common in all trades, and where they are apt to be of a sudden and acute nature, it is but humane to be prepared for emergencies. In this connection the following is worthy of note: A Parisian doctor has discovered that a solution of 1 part of picric acid to 75 parts of water will surely and speedily cure the most terrible burns and scalds, and recommends that barrels of the solution be kept in foundries, etc., in which workmen could be immersed. The pain is instantly removed, sores and blisters prevented and a cure completed in four or five days.

James Shields, grocer, Toronto, charged with stealing \$400 from the Dominion Bank, has been acquitted at the general sessions. It was said Shields received forty \$20 notes in change instead of twenty and the extra \$400 was recovered from Shields in a civic action. He was found not guilty in the criminal case by the jury.

Space is Limited

ALSO OUR TIME.

*Here is our enquiry in brief--
Are you selling*

**CEYLON TEA ?**

"THE TEA THAT REVOLUTIONIZES THE TRADE."

Largest sale in the world. Sealed Lead Packets
only—25c., 30c., 40c., 50c., 60c.

Montreal Wholesale Depot, 318 St. Paul St.

and at

Toronto, Winnipeg, Vancouver, Buffalo,
Detroit, Boston, Pittsburgh.

BROCK'S BIRD SEED

This well known and reliable brand is the best and cleanest in the market. Each packet contains a cake of **Bird Treat**, greatly appreciated by the bird-loving public. All wholesalers.

**NICHOLSON & BROCK - TORONTO**

"Magnolia" BRAND
Ceylon Tea

Fine Thick Cup

CHESTS and CADDIES.

Write for Samples.

George Foster & Sons
BRANTFORD, ONT.

MONSOON INDO-CEYLON TEA

*The opinion of people, who know what they are talking about,
is the only opinion worth having.*

**DOCTORS KNOW GOOD MEDICINES.
FARMERS KNOW GOOD SHEEP.
SHOEMAKERS KNOW GOOD LEATHER.
TAILORS KNOW GOOD CLOTHES.
GROGERS KNOW GOOD GROCERIES.
TEA MERCHANTS KNOW GOOD TEAS.**

THE MONSOON INDO-CEYLON TEA CO., 7 Wellington Street W., **TORONTO**

Guarantee their Packet Tea to give satisfaction.

MONSOON INDO-CEYLON TEA

CEYLON and INDIAN



are displacing the cheap, adulterated, hand-made teas of China and Japan, not only in **CANADA**, but also in the United States---Boston, Pittsburgh, Cleveland, Detroit, Buffalo, and other large centres are falling willing victims to the

Pure, Cleanly, Machine-made teas of

Ceylon and India

All wide-awake Grocers handle
Ceylon and Indian Teas. Do you?

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A MEETING of the creditors of John Arthurs, general merchant, Magnetawan, Ont., who has assigned to E. R. Clarkson, Toronto, will be held on March 16.

A. Therriault & Co., grocers, Fraserville, Que., have assigned.

Stanley Barrett, grocer, Aylmer, Ont., has assigned to A. A. Leslie.

The estate of James R. Ormond, grocer, Dartmouth, N.S., has assigned.

Sarah E. Cavanah, general merchant, Slocan City, B.C., has assigned.

W. H. Calhoun, general merchant, Dundalk, Ont., is offering to compromise.

Thos. Reid, grocer, London, Ont., has assigned to Alfred Robinson, London.

Rettenmier Bros., general merchants, Duart, Ont., have assigned to C. S. Scott.

Lamarche & Benoit have been appointed curators of Mrs. John Moisan, general merchant, Drummondville, Ont.

C. Dixon, general merchant, Fraserville, Que., has assigned, and Paradis & Jobin have been appointed provisional guardians.

Tasse, Wood & Co., cigar manufacturers, Montreal, have assigned to A. W. Stevenson, and the meeting of creditors, which was to have been held on March 7, has been ajourned.

PARTNERSHIPS FORMED AND DISSOLVED.

Smith & Ransom, grocers, Westmount, Que., have dissolved.

Demitre & Metracos, confectioners, Montreal, have started business.

Linton Bros., grocers, Truro, N.S., have sold out to George J. McLeod.

Hallett & Dixon have gone out of business as bakers, etc., in Sussex, N.B.

J. H. Kent & Co., are opening out in business as grocers in Truro, N.S.

Mitchell & Dryden, grocers, Sussex, N.B., have dissolved, Mitchell continuing.

Ryan Bros., grocers, etc., Truro, N.S., have dissolved, J. F. Ryan continuing.

Early Kay, general merchant, Salisbury, N.B., has been succeeded by Champ Bros.

McLaughlin Bros. are commencing business as general merchants in Regina, N.W.T.

Wilson & Matthews, bakers, Nanaimo, B.C., have dissolved, Jerome Wilson, continuing.

J. A. & F. Ellis have bought out C. B. Hume & Co., general merchants, Revelstoke, B.C.

Irvine & Cragg, general merchants, Drayton, Ont., have been succeeded by Irvine Bros.

Partnership has been registered in the firm, Larocheles No. 2, cheese makers, Wotton, Que.

Luc. V. Marchessault has registered as proprietor of the firm, Hayes & Marchessault, West Shefford, Que.

Wm. Meldrum & Co., produce dealers, Montreal, have dissolved, Wm. Meldrum continuing as proprietor.

Partnership has been registered under the style John Meldrum & Co., produce dealers, Montreal, by John Meldrum as general partner and Wm. Meldrum as special partner for \$3,000 to March 1, 1901.

Wm. Brown & Sons, general merchants, Pointe Fortune, Que., have dissolved, J. E.

Thousands Have Said So!

I want a line that will please my customers; one they will talk about and advertise, because it is a good thing.

This description fits **Clark's Sliced Smoked Beef.**

It Has No Successful Rival!

ORANGE MARMALADE

Have you tried Upton's Gilt Edge Brand?

Put up in 7-lb. Wood Pails, 7 and 5 lb. Cans, and Glass Pots that retail at 10c. each. It will pay you to ask your wholesale house for these Gilt Edge goods.

THOS. UPTON & CO., Hamilton

Brown retiring, and business continued by remaining partners.

Wm. Bell, Chas. W. King and Duncan J. McLaren have registered as proprietors of the firm, Bell, King & McLaren, wholesale fruit dealers, Montreal.

Felix Bienvenu and Theodule Thisdel have registered as proprietors of the firm of Bienvenu & Thisdel, grocers and provision dealers, Montreal.

Co-partnership has been registered between Wm. B. Freeman and Kenneth E. Freeman under the style Freeman Bros., grocers and hardware dealers, Bridgewater, N.S.

Co-partnership has been registered between Henry and William McArel, under the style McArel Bros., general merchants, Glace Bay, N.S.

SALES MADE AND PENDING.

D. W. Gilchrist, grocer, New Westminster, B.C., has sold out.

C. R. Dougall, grocer, Windsor, Ont., has sold out to D. L. Mackay.

J. H. Fawcett, grocer, Belmont, Ont., has sold out to John H. Binch.

D. M. Smith, grocer, etc., Beaverton, Ont., has sold out to James Little.

W. H. Lawrence, general merchant, etc., Burt's Corner, N.B., is selling out.

The assets of J. E. Roy, Riviere Blanche, Que., are to be sold on the 11th inst.

D. A. Panebiance, grocer, Vancouver, B.C., has been sold out by the sheriff.

The stock of J. C. Gaudry, grocer, Montreal, has been sold at 50c. on the dollar.

The assets of P. Gareau & Co., grocers, Montreal, are to be sold by auction on the 12th inst.

F. J. Millson, general merchant, Winthrop, Ont., is succeeded by Richard Common.

The assets of S. Leger, general merchant, Portage de la Nation, Que., were sold on the 10th inst.

The assets of O'Meara & Hodgins, general merchants, Quyon, Que., are advertised for sale by tender.

P. Tede, general merchant, Papineauville, Que., has received an offer of 50c. on the dollar for his stock.

The stock, etc., of the estate of Rettenmeir Bros., general merchants, is advertised for sale by auction on the 11th inst.

The stock, etc., of the estate of Wm.

Graydon, Mono Road Station, is advertised for sale by auction on the 16th inst.

The stock of O. R. Fagnon & Co., general merchants, Sorel, Que., has been sold at 65c. on the dollar.

The real estate of H. B. Lafleur & Co., general merchants, St. Adele, Que., has been sold by the sheriff.

CHANGES.

A. W. Brooke, grocer, Montreal, is retiring from business.

F. A. Elliot is commencing business as grocer, in Toronto.

A. Davey & Son, grocers, Toronto, are removing to Preston, Ont.

Mrs. George Hughes, grocer, Montreal, is adding boots and shoes.

Henry Swain & Son, cigar manufacturers, Montreal, have opened up in St. Johns, Que.

Joseph E. Lloyd, general merchant, Lockport, N.S., is removing to Bridgetown, N.S.

Leonard J. Farrer, baker, Halifax, N.S., has opened a branch on Agricola street, Halifax.

Application is to be made for the incorporation of the Seerbrooke Cigar Co., Sherbrooke, Que.

McKenzie & Campbell, general merchants, Kirkfield, Ont., are changing their style to Campbell & Co.

Marie Trottier, wife of Samuel Desy, has registered as proprietress of the firm of S. Desy & Co., grocers, Montreal.

The Dodge & Dennison Co., Limited, general merchants, Kentville, N.S., have made application for incorporation.

Malvina Daoust, wife of Antoine Cabana, has registered as proprietress of the firm, Cabana & Co., general merchants, St. Hyacinthe, Que.

FIRES.

S. L. Squire, general merchant, Waterford, Ont., has suffered loss by fire.

The premises of G. W. Muller, tobacconist, Toronto, suffered damage by water; insured.

The premises of John Rogers, confectioner, Montreal, have been damaged by fire; insured.

DEATHS.

G. L. Pelletier, of G. L. Pelletier & Co., general merchants, Matanae, Que., is dead.

Louis Collette, general merchant, St. Bruno, Que., is dead.

FOR

Appl

WHITE MARK



FOR SALE. Boxes Choice Smoked Herrings and Half-Barrels Herrings . . . Choice Prime Beans, Evaporated Apples.
Apply JAS. R. SHIELDS & CO.
Board of Trade, TORONTO



TO WHOM CONCERNED

Several instances have been brought to our notice of where unscrupulous dealers have been offering other makes of Cocoanut as "White Moss," claiming it to be such. We hereby give notice that, in future, all such cases will be dealt with according to law, as the "White Moss" Cocoanut is a registered brand.

CANADIAN COCOANUT CO.
Montreal

THE 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 packages of all descriptions.

For sale by all Woodenware Dealers.

OAKVILLE, ONT.

PACKAGE Clothes Pins



All selected perfect Pins, put up in 4 and 6 doz. packages. Time, money and labor saved. Manufactured by

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

Represented by **Newmarket, Ont.**

Chas. Boeckh & Sons,
Toronto.

T. S. Simms & Co., Ltd.,
St. John, N. B.

THE PRESS CLIPPING DEPARTMENT

Reads every paper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

TERMS—\$5 per hundred clippings; \$40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

The Press Clipping Department, Board of Trade, Montreal

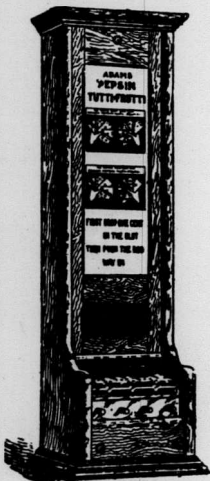
GRIMBLE'S English Malt
Six GOLD Medals VINEGAR
GRIMBLE & CO., Limited., LONDON, N.W. ENG.

SALT

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

VERRET, STEWART & CO., Montreal - Quebec.

FIRST CLASS RETAILERS SELL
ABSOLUTELY PURE
GIVE IT A TRIAL
COW BRAND SODA



An Automatic Selling Machine to sell Adams' Tutti Frutti. For particulars write, stating your location in your town, to Globe Automatic Selling Co., 13 Jarvis St., Toronto, Ont.



Perfection in Marmalade
Perfection in Jams

SOUTHWELL'S

FRANK MAGOR & CO.

16 St. John St.

MONTREAL

Agents for Canada.

Frank Magor & Co.

16 St. John St.

MONTREAL

Agents for Canada

Perfection in Olive Oil

**FOR SALADS
FOR THE TABLE**

Rae's Rae's Rae's



CURRENT MARKET QUOTATIONS

Mar. 10, 1898.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

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

BAKING POWDER.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2 1/2 lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4 oz. cans, 4 and 6 doz. in case.....	1 25
10 cent can.....	0 90
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	\$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	80
" 12, in 6 ".....	70
" 3, in 4 ".....	45
Pound tins, 3 doz. in case.....	3 00
oz. tins, 3 ".....	2 40
oz. tins, 4 ".....	1 10
lb. tins, 1/2 ".....	14 00

Diamond—	W. H. GILLARD & CO.
1 lb. tins, 2 doz. in case.....	per doz. 1 20
1/2 lb. tins, 3 ".....	90
1/4 lb. tins, 4 ".....	60

MAPLE LEAF BAKING POWDER.

1/2 lb. glass jars.....	\$1 25
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

THE F. F. DALLEY CO.

Silver Cream, 1/4 lb. tins, 4 to 6 doz. cases.....	\$0 75
English Cream, 1/2 lb. tins, 4 to 6 doz. cases.....	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, 1/4 lb. tins, 4 to 6 doz. cases.....	0 55
1/2 lb. tins, 4 to 6 doz. cases.....	0 80
1 lb. tins, 2 to 4 doz. cases.....	1 15
English Cream, glass tumblers.....	0 75
1/2 lb. jellies.....	1 25
1/4 lb. jellies.....	2 25
1/2 lb. Crown sealers.....	2 25

BLACKING.

P. G. FRENCH BLACKING.....	per gross
1/4 No. 4.....	\$4 00
1/4 No. 6.....	4 50
1/4 No. 8.....	7 25
1/4 No. 10.....	8 25

THE F. F. DALLEY CO.

English Army Blacking, 1/4 gross cases.....	\$9 00
No. 2 Spanish ".....	3 60
No. 3 ".....	4 50
No. 5 Spanish Blacking, 1/4 gross cases.....	7 20
No. 10 ".....	9 00
Yucan Oil Blacking, 1 doz. cases, liquid.....	2 00
New York Dressing, 1 doz. cases.....	0 75
Spanish Satin Gloss, ".....	1 00
Crescent Ladies' Dressing, 1 doz. cases.....	1 75
Spanish Glycerine Oil Dressing.....	2 00

BERRY'S ENGLISH BLACKING.

No. 1 Bronze Tins, per gross.....	\$ 2 60
No. 2 Bronze Tins, per gross.....	3 40
" 3 ".....	5 60
" 4 ".....	10 00

No. 1 Enamelled Tins.....	2 50
" 2 ".....	3 75
" 3 ".....	4 00
" 4 ".....	4 50

THE ALPHA CHEMICAL CO.

Shoe Dressing— in 1/4 gross cases. Per Gross.....	\$ 22 00
French Oil in 3-doz. cases.....	22 00
Reliable Shoe Dressing.....	9 00
Ecliptic Combination.....	12 00
Moody's Ox Blood.....	12 00
" Chocolate.....	12 00
Alpha Chemical Co. French Castor Oil.....	9 00
Alpha Chemical Co. Refined Sweet Oil.....	9 00
Alpha Chemical Co. Turpentine.....	7 80
Moody's Non-Corrosive Inks.....	4 50

Shoe Blacking— in 1/4 gross cases.....	9 00
Reliable French Blacking, No. 5.....	4 50
" No. 2.....	8 00
United Service Blacking No. 4.....	8 00
United Service Blacking No. 1 1/2.....	4 25
Patent Leather Polish No. 1 1/2.....	9 00
Waterproof Dubbin No. 4.....	9 00

Alpha Metal Polish No. 2.....	9 00
Patent Stove Polish—	
Sunlight Lead Bar.....	4 25

Packed in 1/2 gross cases.....	
Sunlight Liquid, 1/2 gross cases.....	10 80
Moody's Black Lead.....	25
Reliable Stove Pipe Varnish.....	
1/4 gross cases.....	
6-oz. bottles.....	

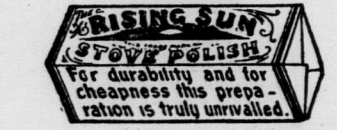
Sunlight Black Lead.....	
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Quickshine Pipe Varnish.....	12
1/4 gross cases pressed top tins.....	

Stove Polish—

Quickshine Polish.....	9 00
Reliable Paste.....	6 00
Electric Crown Paste.....	8 00
Electric Crown Lead Bar.....	7 80

STOVE POLISH.



Rising Sun, 6 ounce cakes, half-gross boxes.....	Per gross \$ 8 50
Rising Sun, 3 ounce cakes, gross boxes.....	4 50
Sun Paste, 10c. size, 1/4 gross boxes.....	10 00
Sun Paste, 5c. size, 1/4 gross boxes.....	6 00



No. 4—3 dc
No. 6—3 dc

" Cottams, Warbler, v Belgian, w Internatio German X German, w London Bi Bird Grave Bird Grave

Dalley's Sp Dalley's Bi
Brook's Bir Norwich B Maple Lea Bird sea-gr

The merits of the Starch are generally estimated by the demand there is for it.

CELLULOID STARCH

is recognized by all the leading grocers as a brand that their best class of customers require and must have.

THE BRANTFORD STARCH CO., Limited, Selling Agents, BRANTFORD, CAN.

Brantford Gloss—		
1 lb. fancy boxes, cases 36 lbs.	0 07½	
Brantford Cold Water Rice Starch—		
1 lb. fancy boxes, cases 28 lbs.	0 09	
Canadian Electric Starch—		
40 packages in case.	3 00	
Culinary Starch—Challenge Prep. Corn—		
1 lb. pkgs., boxes 40 lbs.	0 05	
No. 1 Pure Prepared Corn—		
1 lb. pkgs., boxes 40 lbs.	0 06	
SUGAR.		
		per lb.
Granulated (St. Lawrence)	0 04½	
Redpath, Acadia	0 04½	
German (Canadian) bbls.	0 04½	
" (imported) bags	0 04½	
Dutch, bags	0 04½	
Paris Lump, bbls. and 100-lb. boxes	0 05½	
in 50 lb. boxes	0 06	
Extra Ground Icing, bbls.	0 05½	
Powdered, bbls.	0 05½	
Cream	0 04 3-16	
Extra Bright	0 04 1-16	
Bright Coffee	0 04	
Light Yellow	0 03½	
Medium Light Yellow	0 03½	
Yellow	0 03¾	
Demerara	3 50	3 75

SYRUPS AND MOLASSES.		
	SYRUPS.	bbls. ½ bbl.
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.		
New Orleans		
Barbadoes		
Porto Rico		
Antigua		

SOAP.



1 box and less than 5..... 4 00
5 boxes and upward..... 4 00
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, 11¼ oz. each, 100 in box.

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

TEAS.

	BLACK.		
		per lb.	per lb.
Congou—			
Half Chests Kaisow, Mon- ing, Paking	0 12	0 60	
Caddies, Paking, Kaisow	0 18	0 50	
INDIAN.			
Darjeelings	0 35	0 55	
Assam Pekoes	0 20	0 40	
Pekoe Souchong	0 18	0 25	
CEYLON.			
Broken Pekoes	0 35	0 42	
Pekoes	0 20	0 40	
Pekoe Souchong	0 17	0 35	
CHINA GREENS.			
Gunpowder—			
Cases, extra firsts	0 42	0 50	
Half Chests, ordinary firsts	0 22	0 38	
Young Hyson—			
Cases, sifted, extra firsts	0 42	0 50	
Cases, small leaf, firsts	0 35	0 40	
Half Chests, ordinary firsts	0 22	0 38	
Half Chests, seconds	0 17	0 19	
" " thirds	0 15	0 17	
" " common	0 13	0 14	
Young Hyson—			
PING SUEYS.			
Half Chests, firsts	0 28	0 32	
" " seconds	0 16	0 19	
Half Boxes, firsts	0 28	0 32	
" " seconds	0 16	0 19	
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 13½	0 15	
Nagasaki, ½ chests Pekoe	0 16	0 22	
" " Oolong	0 14	0 15	
" " Gunpowder	0 16	0 19	
" " Siftings	0 07½	0 11	

"SALADA" CEYLON.



	Wholesale	Retail
Brown Label, 1s and ½s	0 20	0 25
Green Label, 1s and ½s	0 22	0 30
Blue Label, 1s and ½s and ¼s	0 30	0 40
Red Label, 1s and ½s	0 36	0 50
Gold Label, ½s	0 44	0 60

Terms, 30 days net.

RAM LAL'S (lead packages)



Cases, each 60 1-lbs.	0 35
" " 60 ½-lbs.	0 35
" " 30 1-lbs.	0 35
" " 120 ½-lbs.	0 36

"KOLONA"



Ceylon Tea, in 1-lb. and ½-lb. lead packets.	
Black Label, 1-lb., retail at 25c	0 19
½-lb.	0 20
Blue Label, retail at 30c	0 22
Green Label " 40c	0 28
Red Label " 50c	0 35
Orange Label, retail at 60c	0 42
Gold Label, " 80c	0 58

Terms, 3 per cent. off 30 days.

CROWN BRAND.

(Ceylon in lead packages)

	Wholesale	Retail
Red Label, 1-lb. and ½s	0 35	0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 18	0 25
Green Label, ½s	0 19	0 25
Japan, 1s	0 19	0 25

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold	
Bar, 8's	0 73
Ingots, rough and ready, 8's	0 71
Laurel, 3's	0 68
Brier 8's	0 63
Index, 7's	0 60
Honeysuckle, 8's	0 73
Napoleon, 8's	0 67
Victoria, 16's	0 63
Prince of Wales, caddies, 8's and 16's	0 65

WOODENWARE.

Pails, 2 hoop, clear, No. 1	per doz	\$ 1 45
" " " " " 2		1 60
" " " " " 3		1 40
" " " " " 4		1 55
" " " " " 5		1 40
Tubs, No. 0		8 00
" " 1		6 50
" " 2		5 50
" " 3		4 50

THE E. B. EDDY CO.

Washboards, Planet	1 60
" " XX	1 40
" " X	1 25
" " Special Globe	1 50

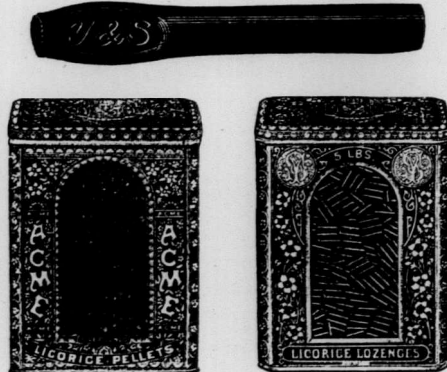
Matches—

	5-Case	Single
	Lots,	Case
Telegraph	\$3 00	\$3 20
Telephone	2 80	3 00
Parlor	1 30	1 40
Red Parlor	1 50	1 60
Safety No. 1, wall box	1 40	1 50
" " No. 2, slide box	2 80	2 90
" " No. 3, capital	2 75	2 85
Flamers, slide boxes	2 25	2 35
" wax stems	3 20	3 30
Tiger	2 65	2 85

BRYANT & MAY.

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

LICORICE...



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

YOUNG & SMYLLIE

Established 1845.

BROOKLYN, N.Y.

Profits and Good Times

go hand in hand.
The good times are here. It is easy to make the profits by selling

J. Bruce Payne's

Celebrated CIGARS

PHARAOH
PEBBLE
LA FAMEUSE
GRIT
BIRD, Etc.

J. Bruce Payne
Granby, Que.

THE POPULARITY

of Wethey's Condensed Mince Meat is evidenced by the great demand there is for it.



It sells at all seasons of the year, as it will not ferment.

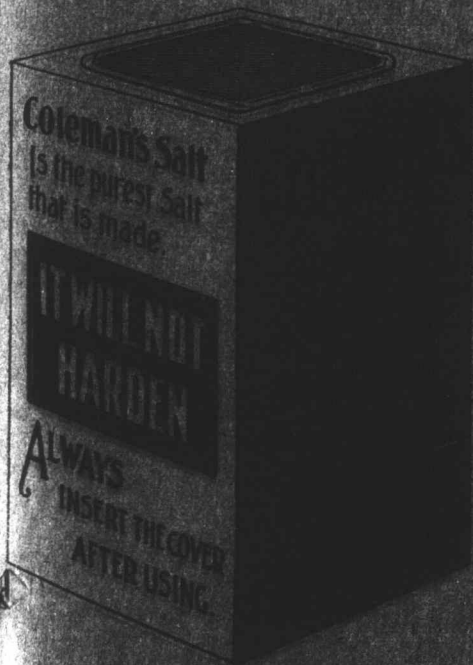
Satisfaction Guaranteed.

Trial Orders Solicited.

J. H. WETHEY

Sole Manufacturer St. Catharines, Ont.

It Pays to Keep the Best.



We handle COLEMAN'S celebrated brand of Table and Dairy Salt. It is the acknowledged superior in the market to-day. The 5-lb. carton of which we give an engraving, is printed in three colors, red, black and yellow, with tin cover, and combines an attractiveness for shelf display, together with a useful, durable package, that makes it a ready seller. This form of package is especially adapted for first-class town or city trade. It keeps the salt cleaner and drier than cotton bags possibly can do.

We handle all kinds of Salt. Fine, Coarse or Land Salt in barrels, sacks or bulk. Unequaled shipping facilities. Prompt shipment. It will pay you to correspond with us.

ADDRESS _____

R. & J. RANSFORD

CLINTON, ONT.

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NO JOB LOT

BUT STRAIGHT GOODS

A line of

White Granite Plates

Three Sizes, (6-inch, 7-inch and 8-inch) that

Can be Retailed for 5 Cents Each

Particulars Gladly Given.

GOWANS, KENT & CO.

TORONTO

Tell Your Customers

that if they buy KNOX'S GELATINE and will save the signature side of the Calves Foot Gelatine box or the front of the Acidulated Gelatine box they can secure a nice Pocket Camera FREE.

Grocers and Clerks

can at the same time win DELIVERY WAGONS or High-Grade CAMERAS. Our plan gives all an equal chance. It is worthy your investigation.

Write for Particulars.

C. B. KNOX, Mfr.

AGENTS

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

JOHNSTOWN,
N. Y.

COX'S GELATINE Always Trustworthy.

ESTABLISHED 1725.

Agents for Canada:

C. E. COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal



DEWAR'S
FAMOUS SCOTCH

can be had from
Geo. J. Foy
R. H. Howard & Co.
Perkins, Ince & Co.
Adams & Burns

and all
first-class houses

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 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 application.

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Montreal : : Toronto

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Full of good practical hints on live subjects. Every merchant should keep himself well posted on matters concerning the welfare of his business.

The following series of pamphlets by experienced business men, deal with matters of importance to the retailer and are well worth his careful perusal.

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

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Credits, Collections and their Management

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TORONTO and MONTREAL

CHARLES F. CLARK, PRESIDENT. J. CHITTENDEN, TREASURER.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY THE BRADSTREET COMPANY,

Executive Offices, PROPRIETORS
NOS. 346-348 BROADWAY, NEW YORK

Offices in the principal cities of the United States
Canada, the European Continent, Australia and
in London, England.

The Bradstreet Company is the oldest and financially the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES—McKinnon Building

Cor. Jordan and Melinda Sts.

THOS. O. IRVING, Superintendent.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for
Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

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

Wellington Mills, London, England

REPRESENTATIVE IN CANADA :

JOHN FORMAN, 650 Craig Street
MONTREAL