

THE CANADIAN GROCER

VOL. XII

TORONTO AND MONTREAL, APRIL 22, 1898.

No. 16

QUALITY..

When a salesman talks price to you

Ask him about QUALITY

When he talks quantity . . .

Ask him about QUALITY

When he talks merit to you . . .

Ask him about QUALITY

That's the _____

STRONG POINT

in

Colman's Mustard

Cheese  **Cheese**  **Cheese**



All the Finest. You take no risk in ordering.

English Stiltons	8 lb. Each
Roqueforts	5 lb. Each
Gorgonzola	18 lb. Each
Gruyere (Swiss)	150 lb. Each
Gouda	11 lb. Each
Pineapple	2 lb. Each

Any quantity supplied. If you cater to a fine family trade, you should write to us at once for full particulars on all Fancy Cheese.

A. F. MacLAREN & CO., TORONTO and STRATFORD, Canada.

To the Trade.....

We beg to advise the Grocery Trade in Ontario and Quebec, that we have this day been appointed Sole Agents for these Provinces for the sale of.....

DAY & MARTIN'S
Celebrated.....
ENGLISH BLACKING, ETC.

FRANK MAGOR & CO.

MONTREAL, April 15, 1898.

16 St. John Street.

N.B.—A full line of the above goods will be regularly carried.

... 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."

Retail at
25c. per 1-lb. tin.



Slade's Pure... English Butter Scotch

HOME MADE DELICAOY

MADE from Pure Cane Sugar and Fresh Butter. The most delicious, pure and wholesome Candy ever sold. Invaluable for coughs and sore throats.

Weekly sale in Great Britain and Europe, 50,000 TINS.

PURE AS THE CRYSTAL SPRING

Slade & Co., Limited, The Royal Candy Works, Leeds, Eng.

"SURE CATCH"

Seal Wax Border
Sticky Fly Paper

PRICE LIST FOR 1898.
One or more Boxes \$0.40 per box
Half Cases (Five Boxes) 1.50 each
One to Five Cases (Ten Boxes each)..... 3.40 per case

At the solicitation of many jobbers we shall also pack "Sure Catch" in half cases, thereby avoiding repacking small lots.

SPECIAL OFFER

In every case of "SURE CATCH" Sticky Fly Paper, we shall pack 10 sheets of "SURE CATCH" Poison Fly Paper free, (one sheet in each carton). At the usual price, this nets the dealer 66 2/3% per base more than the usual profit on Sticky Fly Paper.

Made of extra heavy absorbent felt paper.
Packed 6 sections in an envelope.

"Sure Catch" Poison Fly Paper.

PRICE LIST: 1 Box, 50 Envelopes, \$1.25. 1 Case, 10 Boxes, 500 Envelopes, \$10.00

J. HUNGERFORD SMITH CO.

ROCHESTER, N.Y.

Manufacturing Chemists

TORONTO, ONT.

We also manufacture "TRUE FRUIT" Fountain Syrups.

Maypole Soap Dyes.

And spring is when women need and call for a clean, quick, fadeless, brilliant, safe Home Dye like this—a word from you will sell it. Please remember how a woman's tongue can wag—other women will want this Dye of Quality once they see the perfect work it does. It's pleasant to think they'll have to come to YOUR store to buy it. *It doesn't dye the hands.*

Fry's Cocoa Goes Farthest.

Another "customer keeper" and trade-bringer and profit-maker for the store. A woman spends her money for the Cocoa that "goes farthest"—Fry's Cocoa. CONCENTRATED—hence a little of it does perfect work. Absolutely pure—rich—delicate. Made in one of the largest cocoa factories in the world.

Lazenby's Pickles Please.

Put up in Square Glass Jars having a lever top. No cork—hence no possible leakage. Your customers can use the jars for putting up preserves in—after the crisp, sound, piquant pickles are gone. The pickles of highest quality—used by the nobility.

Sold by wholesale grocers everywhere.

AGENTS:

A. P. Tippet & Co.
Montreal and Toronto

F. H. Tippet & Co.
St. John, N.B.

If you want the best values in **Scotch Whiskies** shipped from Scotland, send for samples and quotations of

PATTISONS' WHISKIES

Morning Dew
10 YEARS OLD.

**Morning Dew
Liqueur**
12 YEARS OLD.

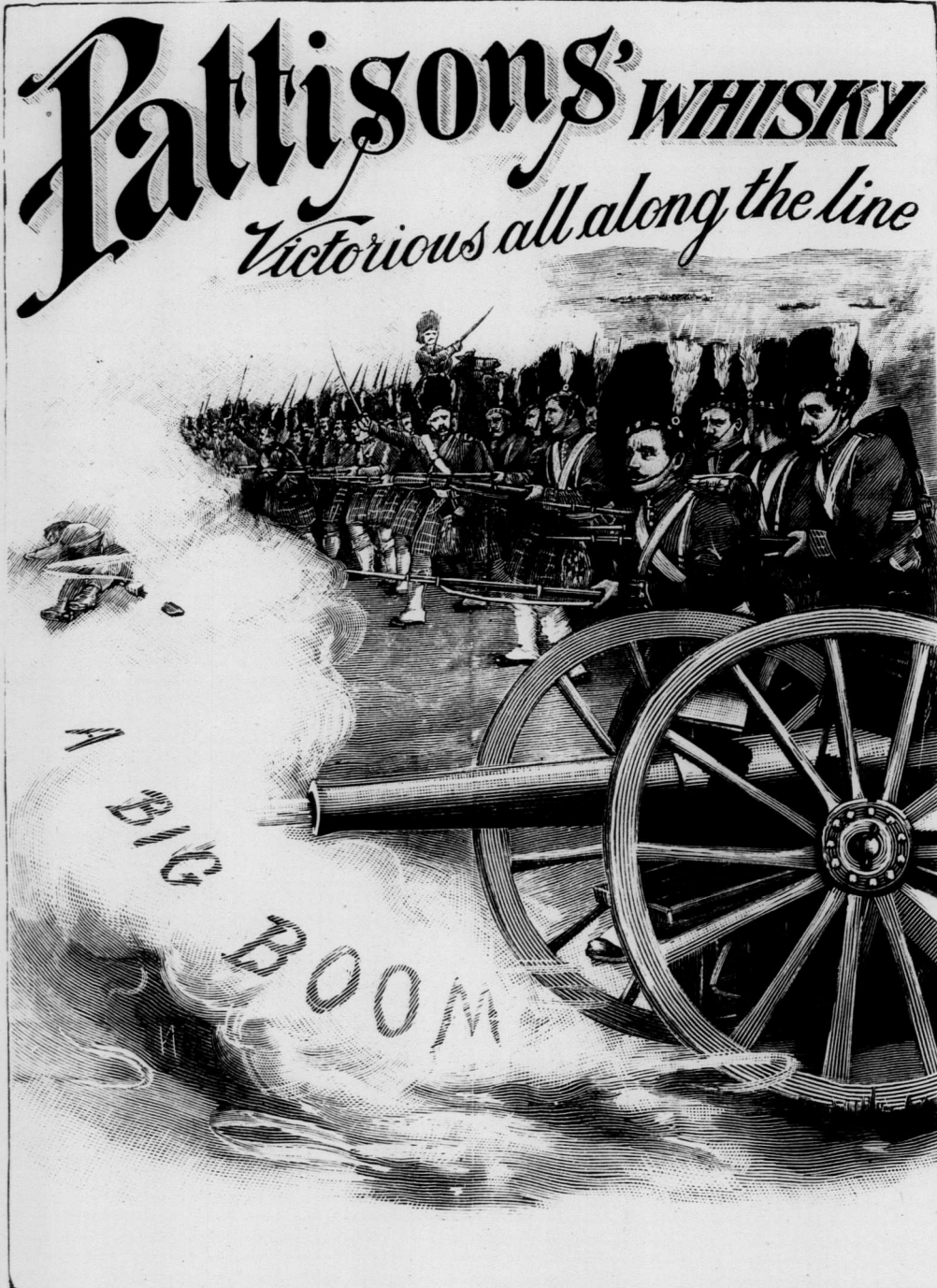
Royal Gordon
10 YEARS OLD.

**Perfection
Royal Gordon**
15 YEARS OLD.

◆◆

For sale wholesale by the under-
mentioned well-known spirit
merchants :

Baker Bro. & Co., Limited,
Vancouver, B.C.
W. E. Grace, Vancouver, B.C.
Wood, Barrett & Co., Vancouver, B.C.
Strang & Co., Winnipeg, Man.
H. W. Nutson & Co., Windsor, Ont.
P. J. Watt, London, Ont.
J. S. Henderson, Kingston, Ont.
Wm. Farrell, Montreal, Que.
C. A. French, Sherbrooke, Que.
D. C. McGuire, St. Catharines, Ont.
Bigelow & Hood, Truro, N.S.
John Tobin & Co., Halifax, N.S.
Dillon Brothers, Halifax, N.S.
The Halifax Breweries, Limited,
Halifax, N.S.
A. McDougall & Co., Halifax, N.S.
J. & J. R. Lamy, Amherst, N.S.
R. Sullivan & Co., St. John, N.B.
M. A. Finn, St. John, N.B.
J. & T. Morris, Charlottetown, P.E.I.



PATTISONS LIMITED

And at London, Edinburgh,
Ballindalloch and Keith.

Highland Distillers

LEITH, SCOTLAND

HIGHLAND DISTILLERIES—Glenfarclas-Glenlivet, Ballindalloch, and Aultmore-Glenlivet, by Keith, N.B.

For further information, samples and specimen labels, address—

S. B. TOWNSEND & CO.

BOX 1125

MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA.

Save and Earn.

Save a woman a spoiled batch of cake and earn her gratitude—Greig's Crown Brand Flavoring Extracts are as sure to satisfy as that night will follow day. You know the good old saying, "a satisfied customer is the best advertisement." Each one of the 40 different fruit, flower, and spice flavors of the "Crown Brand" is absolutely pure and true to Nature—they never vary.

"Save and Earn"—Save a woman from disappointment and earn—more business from her.

Greig's Crown Brand Flavoring Extracts.

The Greig Mfg. Co.—Robert Greig & Co., Agents, Montreal.

A Nobleman's Recipe.

Trust a nobleman to put "an edge on appetite" by finding the sauce whose piquancy and zest stimulates jaded appetites to vigorous action! Lorimer's Worcestershire Sauce is from the recipe of a Nobleman in the county. You know how generally it is used—do your very particular customers know its virtues?

A good profit for you in selling it, and that's another point to be remembered.

Lorimer's
Worcestershire Sauce.

Robert Greig & Co., Agts.
Montreal.

A Palate Tickler

NEW YORK GINGER ALE

Refreshing Healthful Invigorating

A delightful, palate-tickling summer drink. Every ingredient the purest and best. Over 6,000 cases sold last season. 1 dozen quart bottles in case. Delivered in 5 case lots at 80 cents per dozen.



IF YOU ARE IN BUSINESS

TO MAKE MONEY, New York Ginger Ale is a seller and profit-maker worth investigating by a trial 5 case order.

W. H. Gillard & Co., Wholesale Agents
....HAMILTON



A SHEET OF GENUINE

TANGLEFOOT SEALED STICKY FLY PAPER.

LOOKS LIKE THIS:

NOTE THE NEW PRICES
40 CENTS A BOX.

\$3.40 A CASE.



The paper that originated every modern idea and feature of Sticky Fly Paper, and made it a profitable and merchantable commodity. Tanglefoot is the paper your customers prefer and expect to get when they ask for Sticky Fly Paper.

ONE OF THE MOST PROFITABLE THINGS A RETAIL GROCER SELLS.

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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, APRIL 22, 1898.

(\$2.00 per Year) No. 16

THE PREFERENTIAL DUTY ON WEST INDIA SUGAR.

A CONSIDERATION OF ITS POSSIBILITIES.

AS TO what will be the actual results of the preferential tariff on West India sugars can only be demonstrated after it has been in practical operation a sufficient time to test it. But that does not prevent us from analyzing certain conditions which may enable us to at least gather some idea as to the utility of the preferential tariff for aiding the West India sugar planters, which was the avowed object sought by the Government of the Dominion.

The fact that after August 1, next, West India sugar will come into Canada at one-fourth less duty than sugar from Germany or any other foreign country is in itself an advantage. And, although the general tariff on sugar is higher than it was, yet, on West India sugar it will be lower, the decrease on preferential account being larger than the increase in the regular duty.

Under the tariff of 1897, the rate of duty on 75-degree raw sugar, based upon recent market value, was equal to 58 per cent., against 46 per cent. under the new tariff as it exists to-day, or 34.6 per cent. After August 1, when the preferential tariff comes into operation or a decrease of 23.4 per cent. Taking the high grade, 96-degree sugar, however, we find that the duty is 71½c. per 100 pounds under the new tariff, against 50c. under the old tariff, or at a recent market price of \$2.27 per 100 pounds, equal to an ad valorem duty of 22.5 per cent., against 22 per cent., an increase of 9.5 per cent.

Now, after August 1, with the ordinary duty of 71½c. per 100 pounds reduced by one-

fourth, the rate on West India sugar will be about 53.62c. per 100 pounds, or 3.62c. per 100 pounds more than under the tariff of 1897. This is about equal to an ad valorem duty of 23.6 per cent., or 1.6 per cent. more than was paid under the old tariff. As already shown, however, the decrease in the duty on the 75 deg. raw sugar will be over 23 per cent.

The net results, therefore, are obviously in favor of the West India sugar as far as the tariff itself is concerned.

But there are other influences which have to be taken into account which will tend to minimize the effect of the preferential tariff on sugar from these British possessions. We refer to the United States tariff. As this tariff stands, in its ordinary sense it is higher on raw sugar than the Canadian tariff. This is demonstrated by a glance at the following table :

DUTY ON RAW SUGAR IN CANADA AND UNITED STATES.

	Canada.	U.S.
75 deg. per 100 lb.....	\$.40	\$.95
88 " " .....	.59½	1.40½
92 " " .....	.65½	1.54½

This is based upon the tariff as it exists to-day in both countries, and one can see from a glance that the Canadian general tariff is much lower than that across the border.

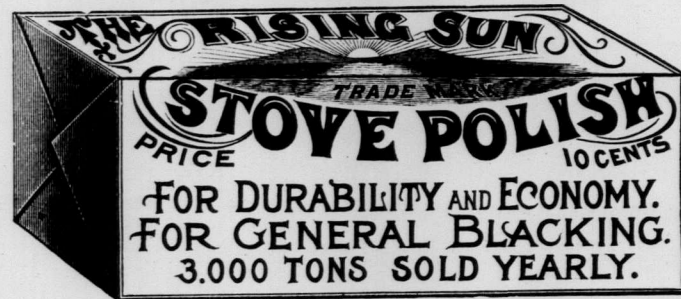
But there are the countervailing duties imposed by the United States tariff, as well as the preferential rate of the Canadian tariff to be considered. The clause in the former tariff imposing and regulating the countervailing duties reads as follows :

Sec. 5. That whenever any country, dependency or colony shall pay or bestow, directly or indirectly, any bounty or grant upon the exportation of any article or

merchandise from such country, dependency or colony, and such article or merchandise is dutiable under the provisions of this Act, then upon the importation of any such article or merchandise into the United States, whether the same shall be imported directly from the country of production or otherwise and whether such article or merchandise is imported in the same condition as when exported from the country of production, or has been changed in condition by re-manufacture or otherwise, there shall be levied and paid, in all such cases in addition to the duties otherwise imposed by this Act, an additional duty equal to the net amount of such bounty or grant, however the same be paid or bestowed. The net amount of all such bounties or grants shall be from time to time ascertained, determined and declared by the Secretary of the Treasury, who shall make all needful regulations for the identification of such articles and merchandise, and for the assessment and collection of such additional duties.

Now, it was well known that such European countries as Germany, France, Belgium, the Netherlands, Austro-Hungary do give, not only export bounties, but some of them give bounties of other descriptions upon sugar produced in their respective countries. The bounties range all the way from about 25 to 50c. per hundred pounds, although, as far as the French bounties are concerned, no one appears to have yet been able to satisfactorily fathom them, for, in addition to a direct export bounty, there is an internal or indirect bounty. It is in tracing this internal bounty that the difficulty arises, as that particular bounty amounts to a reduced home duty on any improved yield which the manufacturer may obtain beyond 7.75 per cent. The excess yield is, until competition becomes too strong, sold in France as if the full duty had been paid upon it, whereas, as a matter of fact, only half the duty has been paid. The extra profit thus obtained at home, while competition allows it to last, can be, and is used to enable French sugar to be exported at a lower price than would otherwise be the case. The full duty on sugar in France being 60 francs per kilo,

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.

the half duty on the surplus yield is, of course, at the rate of 30 francs per 100 kilos. The Produce Markets' Review, one of the best authorities in Great Britain, in its issue of December 18 last, had this to say in regard to the French sugar bounties: "When the French yield, in any season, rises to 12 per cent., the reduction in duty, in the following season, on the excess yield, should fall to 20 francs only; if the yield were 13 per cent. it would fall to 10 francs, and if it reached 14 per cent. then the surplus yield should enjoy no reduced duty, but be charged the full 60 francs duty."

The following are the countervailing duties (approximately equal to the bounties given by the countries mentioned), imposed by the United States on granulated as well as raw sugars:

	Raw.	Granulated.
German, per 100 lbs.....	\$.27	\$.38
Austro-Hungary, per 100 lbs .....	.27	.42
France " " .....	.42	.47
Holland " " .....	.32½	.39

The question naturally arises here: How will these countervailing duties effect West India raw sugar, in the Canadian market, when the preferential tariff comes into operation August 1 next?

The Canadian duty on raw sugar, as we have already pointed out, is even now, without taking into consideration what it will be after August 1 next, lower than the United States tariff. But it must be remembered that the countervailing duties which the United States imposes upon European bounty-fed sugars, are tantamount to a preferential duty on West India, and, in fact, all sugars which are not the product of countries which accord bounties. The following table shows the ordinary duty on 75, 88 and 92 degree sugar under the United

States tariff, and also what it is with the countervailing duty added:

	Regular tariff.	Germany.	Austria.	France.	Holland
75 deg. \$.95	\$1.22	\$1.22	\$1.47	\$1.27	
88 " " 1.40½	1.67½	1.67½	1.82½	1.73	
92 " " 1.54½	1.81½	1.81½	1.96½	1.83	

West India sugar, of course, enters the United States under the regular tariff. And it is worthy of note that since January 1 last no raw sugars have been imported by the United States from Germany or any other of the bounty-feeding countries, although some low grade beets have, it is understood, been purchased for importation. France, while a large exporter of refined sugar, is not an exporter of raw sugar to any extent. Before the countervailing duties went into operation the United States imported enormous quantities of raw sugar from Germany. Now, the bulk of her supplies come from the West Indies (British and foreign), Java, Egypt, etc.

The Canadian preferential duty on West India sugar on and after August 1 is 25 per cent. The following table gives the percentage of the decreased duties on sugars entering the United States from the West Indies, compared with those on bounty-fed sugars entering that country:

	72 deg.	88 deg.	92 deg.
Germany.....	28.4	19.0	17.4
Austria.....	28.4	19.0	17.4
France.....	44.2	29.8	27.1
Holland.....	34.2	23.1	21.0

By totaling each of the above columns and dividing each by four, it will be seen that the average excess of duty which bounty-fed sugar has to pay, over that of West India sugar entering the United States, is on 72 deg., 33.8 per cent., on 88 deg., 22.7 per cent., and on 92 deg., 20.7 per cent., as against 25 per cent. by the Canadian tariff under the preferential clause. Or, grouping the percentages under the United States of the three degrees mentioned, we find the average to be 25.7 per cent., against the Canadian 25 per cent.

As far, then, as the actual condition of the two markets (the Canadian and the United States) are concerned the positions seem to be about this: The Canadian tariff on West India sugar will be lower after August 1 than it was under the tariff of 1897. The United States, on the other hand, remaining as it has been for about nine months. This obviously is in favor of West India sugar. Whether it is sufficient to be a determining factor of importance need not be discussed here. Then, against this as a neutralizing factor must be placed the countervailing duties of the United States, which are practically preferential duties as far as West India sugars are concerned. And, as will be gathered from some of the above tables, the United States countervailing duties are particularly favorable to the lower grade raws of West India production.

Again, it must be remembered that Canada has adopted the polariscope test, which is something the West India sugar merchants tried in vain to secure when the tariff was revised in 1897. This is, therefore, another favorable influence for West India sugar. It is true the polariscope test is in operation in the United States, but it was not before in Canada. Therefore, its coming into operation in the Dominion is a distinct gain to West India sugars.

Comparing tariff with tariff, the Canadian is undoubtedly much lower, preference or no preference, on West India sugar than is that of the United States, but, while this is so, the fact must not be overlooked: the preferential duty does not discriminate as much between West India sugar and German, French, Austrian, and Dutch sugar, as do the countervailing duties of the United States tariff. What effect the one will have in nullifying the other can only be demonstrated by actual experience.

The object of the Canadian Government is to do good to the West India sugar planters. But how much good will be done is a problem yet to be solved.

.S.&B. AND EMPIRE COFFEES

A HAPPY COMBINATION

Where everything has been done to secure success.

When you see either brand on a can you may be sure it is all we claim.

LUCAS, STEELE & BRISTOL, HAMILTON

Brooms Brooms Brooms

We are now ready for the Spring business consequent on house-cleaning. We have a full range of light and heavy brooms.

- Standard A, Heavy Parlor**
- B, Heavy Parlor**
- C, Medium Parlor**
- D, Light Parlor**
- D, Light Parlor, with bamboo handle**
- Signal A, for hard general housework**
- B, for hard general housework**
- C, for hard general housework**

- Warehouse Extra, for mills or factories**
- Warehouse No. 1, for stores and warehouses**
- Ceiling, with bamboo extension handles**
- Hearth or Children's Brooms**
- Hearth, with long rod for light ceiling work**

SPECIAL LINES MADE UP ON SHORT NOTICE.

JAMES TURNER & CO., Manufacturers . . . **Hamilton**

Nothing New.

**Reindeer Brand Condensed Milk.
The Old Reliable.**

BUY IN SMALL QUANTITIES.

KEEP IT IN COOL PLACE.

**Our
Own
Brands**

Something Special in Currants.

Excelsior Brand Vostizza } Cases and
Crown Brand Vostizza } Half Cases.

We carry full stock of general groceries, and our prices are always right. See our Travellers and get quotations.

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

THE EDMONTON ROUTE.

REGARDING the Edmonton route to the Yukon Commissioner Herchmer says: The Northwest Government having decided to send ex-Inspector Chalmers, C.E., in their employ, to locate, if possible, a wagon road to connect short portions of road already existing between Edmonton and Peace River, the police furnished part of the outfit and men, as being the most satisfactory and speedy way of meeting your instructions respecting that portion of the wagon road to Pelly River. The party started out and reported in two months that a feasible route had been found, and the Northwest Government immediately despatched a party under Mr. Chalmers to cut out the road, prepare estimates for bridges, ferries, etc., and it is expected it will be open by January. Even if a good wagon road cannot be got all the way to Pelly banks, this road as far as it goes will open up a large tract of good farming land and many very good gold prospects en route, particularly the Peace River country, where experience has shown that wheat and other cereals and cattle can be raised to the best advantage, but which the extreme difficulty in reaching has hitherto stopped any settlers, except missionaries and traders, from attempting to occupy; but there is no doubt cattle can be driven overland to Pelly banks, although the route may be circuitous. The country between the Peace River and Edmonton is dotted with small parties of prospectors, numbering in all several hundred souls who are camped waiting for spring. It is reported that Capt. Segars and party and one Pilon and party, who have previously traveled the route, have arrived at Peel River safely with all their supplies, although they only left Edmonton in August. If this is the case they will easily get their supplies over to the head waters of the Porcupine, 60 miles, by dog train, and will arrive at Fort Yukon early in the spring. This will greatly encourage many others to adopt this route, as, although Fort Yukon is 300 miles below

the present gold fields, the Yukon will be alive with steamers next year and parties can easily get taken up or towed up to where they wish to locate. This route and that via Peace River will certainly cause a great influx of people to pass through the Edmonton district, where every preparation is being made to outfit them. This will bring still greater prosperity to that fertile country, so well adapted by nature for the future homes of immigrants, it having water, coal, wood, gold and a fine climate to offer intending settlers. It will also greatly help the Calgary district, as many will outfit there; that district and MacLeod will supply the pack ponies required and many of the cattle. The routes via Edmonton will be entirely through Canadian territory, and all the supplies required will be purchased in Canada, but it will necessitate a largely increased force of police, and it will, I think, be necessary to establish outposts at Peel River and intermediate points, and also on Peace and Laird Rivers, as well as in the country between there and Edmonton, where we have only two men (at Lesser Slave Lake). Many of the Indians and half-breeds in this part of the country do not like the increase of travel through their country. As these Indians are not under treaty I have already drawn your attention to the advisability of dealing with them before spring travel commences. The Mounted Police consists at present of 670 men, 90 of whom are dog drivers, cooks, etc., leaving 580 men doing police duty.

HISTORY OF SAUSAGE.

Germany has just celebrated the thousandth anniversary of the sausage, which dates back to 897 A.D. Very different, however, was the ancient sausage from the one we know. The former was simply made of a goat's stomach stuffed with fat and blood. It was not till the tenth century that chopped pork was used, and the sausages of Frankfort and Strasbourg began to be famous in 1500, thanks to the introduction into Germany of cinnamon and saffron.

THE QUALITY OF DUTCH SUGAR.

Editor GROCER,—We notice in your issue of 15th inst., a paragraph drawing comparisons between Canadian and Dutch refined sugars, to the detriment of the latter. Of course, there are different qualities of Dutch, as there are also of Canadian. But if the best Dutch granulated be compared with the best Canadian, the former does not suffer by the comparison. For instance, the A.S.R. Dutch granulated, made by the Amsterdamsche Suiker-raffinaderij, of Amsterdam, which we are shipping to Canada, will stand comparison with any granulated sugar made in Canada.

It is unfair to condemn Dutch sugars generally, which your article does, because some low quality of Dutch may have been compared with the best quality of Canadian, and we trust you will put the matter before your retail subscribers, in a right light, by inserting this letter in your next issue.

ANDREWS, BELL & CO.

Montreal, April 16, 1898.

[Remarks: It was not the opinion of THE CANADIAN GROCER that was expressed; it was the opinion of Toronto retailers who had been interviewed re the new sugar tariff.—Ed.]

A DOG STORY.

A curious incident happened to a grocer last week. He had bought a box of dog cakes, which were packed loose, not in packages. As he thought people ought to see them in order to sell them quickly, he put the box outside. About 4 o'clock in the afternoon a third of it seemed to be gone. He asked his clerks whether they had sold that much. It appeared that neither of them had had any customers at all for dog cakes. Could it be that they had been sampled by passersby thinking they were crackers? While the grocer was meditating, a big bull dog, from around the corner, went straight to the box, snatched two dog cakes and hurried off. He had been the customer, free-luncher, thief, etc. (names which the grocer had saved for the one who had so far emptied the box).—Retail Grocers' Advocate.

It Pays to Advertise.

If we didn't back up our advertising we wouldn't expect it to pay—it pays to tell the truth. We've said that before about our advertising of Pan-Dried Rolled Oats, but never mind—it will bear repeating. Here's truth about them—practically no hulls—*absolutely* no dirt—a rich, nutty flavor always. Easy to digest because "Pan Dried," and folks have found this out—increasing sales prove it.

**Tillson's
Pan-Dried
Rolled Oats.**

From Manufacturer to
Retailer Direct.

The Tillson Company, Limited, Tilsonburg, Ont.



How can One Bait Catch Forty Fish?

WE CAN SHOW YOU.

If you have never sold Pure Gold Jelly Powder, write us for a sample and for full particulars of our method of helping you to sell as large a quantity of it as your market can use.

There is money in it for you and for us. You are interested in the former, we in the latter.

PURE GOLD MFG. CO.

31-33 Front St. East, TORONTO.

RICE'S PURE SALT

"The Salt of the Earth"

Table Salt
Butter Salt
Cheese Salt
F. F. Salt
Packers' Salt

**EVERY
PACKAGE
GUARANTEED**

Fine Salt
Coarse Salt
Tanners' Salt
Meat-pickle Salt
Farm Salt

Sole Manufacturers

The NORTH AMERICAN CHEMICAL CO., Limited, Goderich, Ont.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers and Importers

TORONTO

Best Attention
given to Mail Orders.

ONT.

Bottom Prices.
Prompt Shipment.

A PROGRESSIVE MERCHANT.

A representative of THE CANADIAN GROCER recently called on one of our old subscribers, A. F. Hawke, of Grimsby, who, within the year, has taken over, in addition to his own fine dry goods business, the old-established general business of E. J. Palmer & Co., of that town, and, with extensive additions to the building and alterations, has one of the finest stands in the country, and it is a credit to that little town, where as fine goods can be purchased as are found in any city store. This firm has an extensive dressmaking and millinery trade in connection with fancy and staple dry goods, boots and shoes, men's furnishings, and clothing. The grocery trade is one of the finest on the Niagara peninsula. The new department is splendidly fitted with mirrors and fixtures of the latest and most pleasing styles. In connection with this department, also, is kept general hardware and wall paper. The whole store presents a fine appearance, with four large plate glass windows and two front entrances, and the latest conveniences for business inside, including electric lighting and cash carriers, etc.

Mr. Hawke speaks hopefully of trade prospects, and says his business is steadily increasing. THE GROCER wishes this young, enterprising business man every success,

and, judging from his reputation for hustling in the past, believes a brilliant career is before him.

CHAS. BOECKH & SONS DISSOLVE.

The well-known firm of Charles Boeckh & Sons, manufacturers of brushes, brooms and woodenware, has been dissolved, and is to be succeeded by the new firm of Boeckh Bros. & Co., composed of E. C. Boeckh and C. Boeckh, jr., who will continue the business on the same lines and under their personal management.

Mr. Chas. Boeckh, sr., who retires, established himself in Toronto in 1856, since which time the business has been carried on without interruption, and the goods turned out by firm are known from the Atlantic to the Pacific.

This industry has become an important one, and has grown up with the city, and the advantages of being located in Toronto, and its importance as a shipping and manufacturing centre are well exemplified by the growth and importance of this business.

PERSONAL MENTION.

Mr. Canning, of A. H. Canning & Co., returned home last week from an extended trip east, in the interest of the "Armeda" tea packer. He reports a splendid business trip, and it is only a matter of time until every

enterprising merchant has a tea packer in his own establishment.

Mr. Albert Irving, who for the past nine years has been with John Sloan & Co., during the last four or five of which has been employed as traveler, has taken a position with the Salada Tea Co. as traveler. Mr. Irving's place as city traveler for John Sloan & Co. will be taken by Mr. Tyrell Burns, formerly with Michie & Co.

WINDOW DISPLAY DEVICE.

Every storekeeper is anxious at this particular season to make his window and store display very attractive. Some go to great expense in fittings and fixtures which require constant changing with no satisfaction.

I was attracted by a very tasteful display in the window of a leading store, and resolved to ask for information from one of the salesmen, who informed me that they could change the appearance of their window in a dozen ways without even removing the goods, and, at a moment's notice, by using the Boeckh adjustable show and display table. You would be surprised to see the numerous admirers of our window dressing. They can also be used as a substantial table, or bookshelf in residences or offices, and a flowerstand for the conservatory. All made of best material and handsomely finished in four sizes. Samples can be seen at Boeckh Bros. & Co.'s, 80 York street.



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.

Third: It is Thoroughly Advertised and Sells itself.

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

AMONG TORONTO RETAILERS.

I notice that a good many merchants look upon soap and canned goods as make-shifts in the matter of window display, the result being that a great many people rarely think of looking at a display of these goods. But this week Wm. Forster, Queen and Jarvis streets, Toronto, had a display, the beauty and originality of which must have compelled the attention of many a pedestrian. The window in which was the attraction was a corner one, the floor of it being about four feet above the level of the street. The arrangement of the soap was in the shape of a stand with some four steps, with the soap making the platform of each step, and the space from one step to another being brightened by one of the many pictures offered as premiums for the soap. The sides of the stand were also decorated by one of the pictures. The various pictures made use of were so suitable, both from the standpoint of size and coloring, that the whole effect of the display was neat and attractive.

*New Articles
On the Market.*

Continually, enterprising persons endeavor to place on the market commodities of more or less value, and the care with which a merchant deals with these new goods,

especially those which do not come up to expectations, has a large effect on the influence he has over his customers. Some retailers are ever ready to introduce a new article, giving it a prominent place in the store even before they know anything of its value, the result being that not infrequently they have angry customers scolding them for selling an imitation or an inferior article. There is an old maxim worth remembering before new articles on the market are pushed: "Be sure you're right, then go ahead." And when you are sure a new thing is a good one, no pains should be spared to push it.

THE RAMBLER.

LATE BUSINESS NOTICES.

Laporte, Martin & Cie. are offering canned fruits of every description and of the best known brands at reduced prices.

Evaporated California fruits can be obtained at very low figures from Laporte, Martin & Cie. This firm have quite an assortment of them.

Laporte, Martin & Cie. report a considerable demand for brandies, "Philippe Richard," for which they are sole agents. They expect very shortly part of their spring order, consisting of 1,075 packages.

Although price of molasses is higher in

Barbadoes, Laporte, Martin & Cie. are still accepting orders at same price, which is guaranteed against decline until delivery.

TEAS FOR THE UNITED STATES.

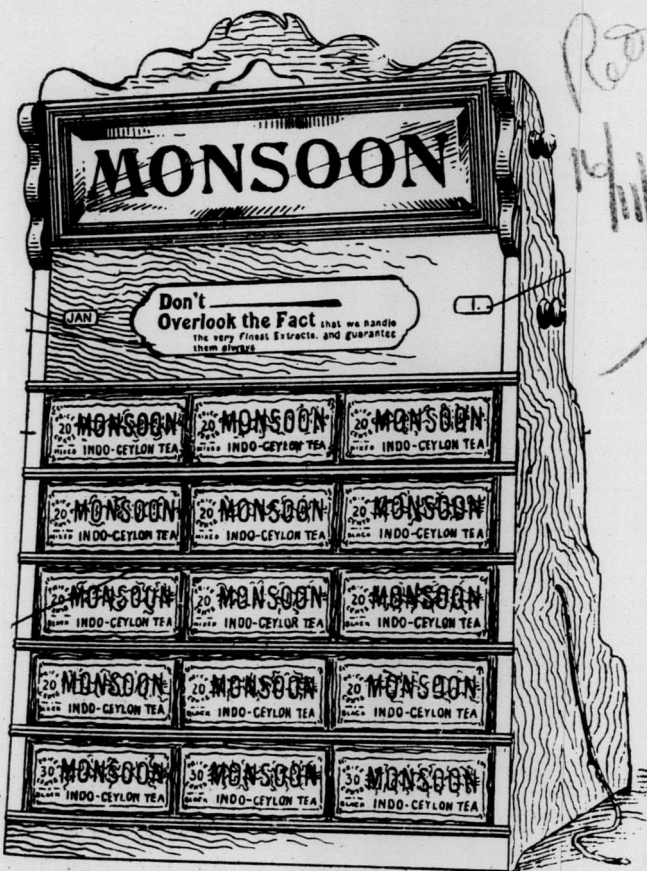
The decided feature of the tea market in Toronto this week is the demand for teas for United States account.

As readers of THE CANADIAN GROCER are, doubtless, aware, it is proposed to put both an import duty and an internal tax on tea and coffee in the United States as a war measure. Whether this proposition will be adopted remains to be seen, but it has had the effect, at any rate, of creating a speculative demand for tea, one of the results of which is the prospecting of the Canadian market for supplies.

The teas principally wanted are Japans at from 15 to 18c. per pound, and China Congous at from 9 to 12c. per pound.

Several hundred packages of these teas have been picked up in Toronto this week, and shipped to the United States. Some lots have also gone out from Hamilton.

Mr. J. Ransford, of R. & J. Ransford, salt manufacturers, Clinton, was in Toronto a couple of days this week.



With an assortment of 100 lbs. of Monsoon, we send a handsome advertising cabinet, which adds greatly to the appearance of your store.

THE MONSOON TEA CO., - 7 Wellington St., W., TORONTO.

KLONDYKE

The greatest selling package of

Assorted Glassware

ever offered to the retail trade.

If you have not



For sale only by

AND MAKE MONEY

PIGOT & BRYAN

Decorators and Dealers

Crockery, China, Glassware,
Lamps, and Fancy Goods

London, Ont.

There is no Eloquence

Quite so convincing as the eloquence of good old-fashioned common sense. Suppose we offer you an article that's worth one dollar for 75c.—that's a bargain in the best sense of the word. Isn't it? Suppose we have a valid reason for offering you this article at a profitless price. If you have any use for the article thus **reduced**, don't you think it would be the best kind of economy to buy it? We are clearing our warehouse of surplus stock, and, instead of carrying goods which, for **one reason or another, don't sell**, we put them at a price at which **it's an advantage** for a live dealer to buy them.

In Teas we quote: Indian Pekoe Souchong, at 10c.
 Indian Pekoes, " 12½c.
 Indian Orange Pekoe, " 14c.
In Fruits: Prunes, B. Sphinx, cleaned " 4c.
 2-Cr. Muscatels, 50-lb. bxs. " 4c.

All subject to being unsold on receipt of order.

H. P. ECKARDT & CO., = = = TORONTO

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

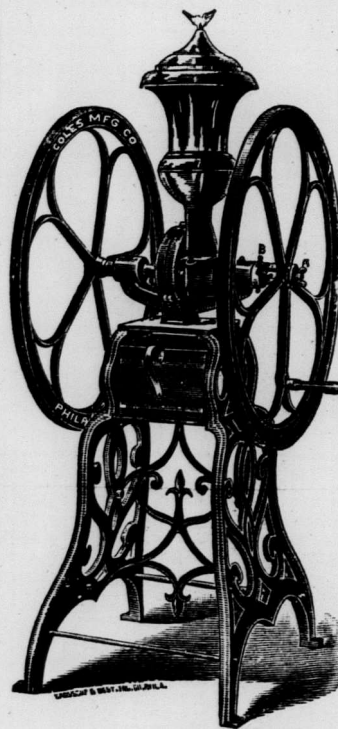
Sample room

...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.
 FORBES BROS., Montreal.

Coles Manufacturing Co.
 PHILADELPHIA, PENN'A.

Notice.

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

Your first consideration nat-
 urally 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.



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

THE MacLEAN PUBLISHING CO.
Limited.

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

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

ADULTERATION OF BUTTER.

THE Montreal butter exporters have been doing a lot of agitation recently with the idea of preventing the use of a preparation called "Preservaline" in packing butter for shipment. The object of the preparation in question is to preserve the milk used in the manufacture of butter.

The exporters are under the impression that this material contains a certain quantity of borax, and that if such be the case the butter made from such milk falls under the English law prohibiting the use of boracic acid in the manufacture of butter.

Last year, several dealers in England became amenable to this law through having offered for sale Australian butter containing boracic acid.

The penalties in similar cases being a heavy fine and the confiscation of the butter, the Montreal exporters don't want to run any chances of damaging their reputations in this way. As they are forced to guarantee to buyers the purity of the butters which they send to England, they can only do so when they are certain that such is the case, and the only way of securing this is by reaching the makers who manufacture the butter.

It is needless to add that in the event of trouble the exporters would, in certain cases, have recourse against those selling them adulterated for pure product. To obviate this unpleasantness they have urged the Provincial and Federal Governments to instruct their inspectors to warn creamery-men to make sure that the preparations they use in the manufacture of butter contain none of the ingredients that will come under the English law.

This appears to be reasonable enough, and it is satisfactory to know that both the Ontario and Quebec Governments have issued the necessary instructions.

Canadian butter has built up a first-class name for itself, and it would be too bad to have it damaged by a few cases such as the ones in connection with Australian butter.

That the matter is pressing is attested by the fact that the London Produce Exchange have even gone so far as to name a special chemist for the purpose of conducting under their control tests for the adulteration of goods.

THE NEW POSTAGE STAMPS.

The postage stamps issued by the Post Office Department for use by the public may be all right from an æsthetic point of view, and reflect credit on the artistic taste of the Postmaster-General, but the values are not sufficiently legible. It almost requires a microscope to discover whether it is a one cent, three cent or five cent stamp.

The Postmaster-General has recognized this difficulty, and in the next issue numerals will be placed on the corners in place of the maple leaf. This will, to a certain extent obviate the difficulty, but a more pronounced color for the one, two and three cent stamps would be an additional convenience.

P.E.I. LOBSTER FISHERIES.

Since January 1, 5,500 crates of lobsters have been shipped from Cape Island, N.S., at an average price of \$16. The three factories on the Island have canned 1,600 cases, giving these a value of \$9.50 per case the total value of lobsters handled would be \$103,200. During March, shipments of lobsters from Digby to Boston represent a value of \$3,603. This is much less than the same month last year. Lobster fishing began on Prince Edward Island March 31. A fair catch is reported.

THE INSPECTION OF FISH.

FORMERLY, the inspection of all fish was compulsory at Montreal and other points of distribution. With the large decrease in the volume of trade in pickled and other prepared fish the regulation has been allowed to lapse, but, this winter, several of the wholesale grocery firms in Montreal, who deal in prepared or pickled fish, claimed that there has been ample reason that it should be again enforced.

The matter came to a head the other day when President Laporte, of the Wholesale Grocers' Association, brought the matter up, with the result that the Montreal Board of Trade were asked to petition the Federal Government for the reenforcement of the regulation and the appointment of a duly qualified inspector. They have done so.

THE CANADIAN GROCER ascertains, from conversation with the commission men who deal in fish, of the one part, and the wholesale grocers of the other, that opinions are diametrically opposed on the advisability of the move.

The latter contend that they were subjected to direct loss on many of their purchases during the past winter, owing to the fact that the fish were not what they were represented to be.

The chief ground for complaint appears to have been in connection with green cod, on which the loss in weight, according to statements made, was entirely abnormal. Many of the fish also in lots that were graded as No. 1 did not in reality grade even No. 2. Herrings also appear to have been packed on the coast in barrels, entirely irrespective of the size of the fish; and not only this, but fish that were in reality Nova Scotia were marked as Labrador herrings, because the latter have the preference over ordinary shore fish caught along the Nova Scotian, Cape Breton and southern shores of the Gulf.

These complaints are certainly, if correct, sufficient reason for the wholesale grocers to ask for an inspector, so that there shall be not only more uniformity in the fish, but that they shall be sold for what they are represented to be.

The grocery firms who deal in fish are, certainly, if their expressed determination counts for anything, not going to let the

matter rest, but agitate until they can secure the reform they request. They assert that an inspector would not entail much extra expense on the Government, as the collection of a moderate fee would more than recoup the inspector's salary.

The commission men, on the other hand, represent that the appointment of an inspector is impractical at Montreal, because the extent of the business does not warrant it.

It, no doubt, was quite feasible in former years, when the business was a large one, several schooners arriving every week during the season with cargoes, but now that the business has fallen off over 75 per cent., they contend that an inspector would have very little to do, and that the fees collected would not commence to pay his salary.

While admitting that there have been cases where the grocery houses had reason to complain, they contend that the proper place for inspection is where the goods are first put up, because the unpacking of the fish and re-packing at Montreal for purposes of inspection would entail an unnecessary expense. In the case of herrings, also, when they were inspected at Montreal in the old days, there was always trouble about re-packing, because the

water out of the river was used for making the new brine. If this practice were followed again—and the expense of procuring water from the city would, in their mind, be a temptation in this direction that would require constant watching of an army of guardians to prevent—the last state of the fish, owing to the very savory (?) condition of the harbor water, would be worse than the first.

Altogether, it will be a hard task to reconcile the two factions, and, perhaps the best course for the Government to pursue will be to require compulsory inspection at packing points on the Coast. The admission of the

commission men demonstrates that the grocers have ground for their complaint, and something should be done to remedy the present state of affairs. Inspection at the Coast appears to be the most effective, most practical and most economical way of securing the desired end.

WANT LOWER TELEGRAPH TOLLS.

A MOVEMENT that will appeal to merchants generally, and to all who have occasion to use the telegraph wires, has been introduced by the Corn Exchange Association of Montreal. This is a request to the telegraph companies asking for a reduction of the rates charged for the transmission of messages from leading Canadian

TEA TO BE TESTED BY INFUSION.

The practice in vogue by the Customs Department of having tea analyzed by the public analyst at Ottawa is to be discontinued.

The Minister of Customs is arranging regulations that will permit of the cup or infusion test being applied at all ports where tea is imported.

By this means the insufferable delays that have occurred to tea importers, in having their entries delayed, will be obviated.

The Minister of Customs is to be congratulated upon his wisdom. The old method, which had become obsolete in all other countries, was neither satisfactory nor uniform, and the wonder is that it was not discarded long ago.

It is to be hoped the new regulations will be as simple as is compatible with efficiency, and will have no red tape attached to them.

It is said the new regulations will be so simple that almost any person will be able to apply the test. To a tea expert this will doubtless appear ridiculous.

Tea can only be properly tested by some one who has a practical knowledge of tea. The Department should keep this in mind when drafting the regulations or there will be trouble.

centres like Toronto and Montreal to United States centres of trade.

It is well known that the rates to such centres are much higher than from one point in Canada to another, and if a reduction can be secured it will mean a considerable lessening of the expenses of traders who have to use the wires from time to time in the transaction of business.

At the Corn Exchange meeting this week, communications were submitted from the Chicago Board of Trade and New York Produce Exchange, promising the assistance of both these boards in the Association's efforts to procure the reduction desired.

TRADE WITH SCANDINAVIAN COUNTRIES.

FROM the report of Mr. C. E. Suntu, the Government agent for Canada in Norway, dated April 1, and just received by the Department of Trade and Commerce, Ottawa, it is learned that good times prevail in Norway. The shipping trade has been active, carrying ice to the southerly countries, like Germany, where the ice crop failed on account of the mildness of the winter. The market price of ice is five or six times higher this year than it has ever been before, and over 100,000 tons have been exported. The fisheries have been good, with higher prices than usual. The lumber and pulp industries have been active. Owing to the light snowfall some difficulty has been experienced in getting logs to the mills, with the result of increasing the price of lumber of all kinds. It will thus be seen that the purchasing power of the Scandinavian countries is exceptionally high this year.

The agent reports the arrival in Norway of some radiators in carload lots, and says that the outlook is promising for a large trade. Finland and Denmark are having a portion of this consignment sent to them. Bathtubs of improved make have been received from a manufacturer in Ontario, and there is every prospect of their replacing the German and English bathtubs now used almost exclusively there. Corn brooms and brushes have been received from Canada and put on the market.

COMMON SENSE.

In the great race of life common sense has the right of way. Wealth, a diploma, a pedigree, talent, genius, without tact and common sense, cut but a small figure. The incapables and the impracticables, though loaded with diplomas and degrees, are left behind.—Pushing to the Front.

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ILLEGAL DEBT COLLECTING METHOD.

UNJOINED, in reduced size, is a copy of a form which is being used by a collecting agency for the purpose of inducing bad pay customers to liquidate their liabilities. The names of the persons on the blank are substituted for the real names which appear thereon. The same has also been done with regard to the name of the association :

LAST NOTICE
BEFORE PROCEEDING IN


THE COURT.

JOHN ROE VS. A. DOE.

TAKE NOTICE THAT UNLESS the sum of \$10 and 10 cents, due from you to A. Doe, be paid within 10 days from the date hereof, you may be proceeded against under the Act in that behalf; which enacts, that after judgment, execution pass hereon for the said amount, that if the Defender be ordered to pay by instalments, and he or she allow two instalments to run into the third unpaid, then, and in case, the indulgence of paying by instalments shall cease; execution may be ordered as aforesaid, in terms of said Act.

Dated this 14th day of April, in the year of our Lord One Thousand Eight Hundred and Ninety-Eight.

LIABILITY.	
Original debt.....	\$ 9 00
Interest.....	1 00
Costs.....	
Postage.....	10
Total.....	\$10 10

Seal. 
A. B. C.
ASSOCIATION.

P.S.—If you prefer settling with A. Doe, of Blankville, before going into Court, bring this notice with you and save all further costs.

The blank has been sent to THE CANADIAN GROCER by one of its Ontario subscribers with a request for an opinion as to the legality of using such blank for the purpose of collecting bad debts. The matter was referred by this journal to a well-known legal gentleman for an opinion, and his decision is as follows :

I am of opinion that the notice is clearly an imitation, or a colorable imitation of some of the forms appended to the Division Courts Act, and is calculated to deceive the public by inducing them to believe that such notice is a notice from the said court, and as such its use is illegal, and any person whether as principal or agent who prints or publishes, or uses it in the collection of debts, is liable to a penalty not exceeding \$20 and costs for every day on which any such offence is committed. This subject of collection by means of such forms engaged the attention of the Ontario Legislature at its session of 1896, when an Act entitled "An Act Respecting Frauds by Debt Collectors," was passed, and which enacts as follows :

"Every person, whether principal or agent, who prints or publishes any notice or form which is an imitation, or a colorable imitation, of any of the forms appended to the Division Courts Act, and which is calculated to deceive the public by inducing the belief that such notice or form is a notice or form from the said court, or is part of the process of the Division Court, or who issues or makes use of any such notice or form in connection with any collection agency or otherwise, shall be liable to a fine not exceeding \$20 for every day on which such

offence is committed, the said fine to be recovered before a Justice of the Peace of the city or county, with costs."

This Act is now incorporated in the Revised Statutes of Ontario, 1897, as Chapter 255.

THE PRODUCE MARKET.

IN nearly every respect the condition of the produce market in Toronto is in a healthy condition. There is practically nothing of which there might be said to be a glut on the market, and the supply of all articles is well up to the demand.

Eggs are rather low in price, but the demand is so great, and the price so steady that a sure and fair profit may be looked for by both jobbers and retailers.

For months there has been a want of good dairy butter. Within the last week or two this demand has been met by receipts liberal enough not only to supply the local demand, but also to make large shipments to eastern points. Prices have been away up, but though still good, a decline of 2 or 3c. resulted since the beginning of April.

The high price of butter has kept the demand for lard good all season, and now, when packers have practically quit operations, the stocks here are much lighter than usual.

Within the last few weeks there has been noted both in the local and the English market a decided improvement in the tone of the cheese market, and now numerous local sales are reported, where a month ago no business could be done.

The maple syrup season has proved much more satisfactory than anticipated, both the supply and the demand being larger than former indications led dealers to expect.

CREAM OF TARTAR DEARER.

WITHIN the past week there has been an advance of 2s. per cwt. in the price of cream of tartar in the primary market. Prior to this advance the market was a declining one, but this rise of 2s. per cwt. has placed prices where they were before the recent depreciation.

There has been a good deal of cream of tartar handled on the Toronto market lately, but stocks here are not heavy, as has been discovered when someone wanted one or two casks.

There was a time when a great deal of speculation was done in cream of tartar by dealers in Canada, but that day has gone by, buying now being of a hand-to-mouth character.

WEST INDIAN TRADE.

AN interesting communication was received this week by the Montreal Board of Trade. It is well worth the consideration of Canadian merchants, as there certainly should be a larger outlet for Canadian produce and foodstuffs in the British West Indies than there now is.

If war is declared between the United States and Spain, as seems likely, Canada ought to be able to gain a footing more easily, and once this footing has been gained it will be easy to retain it. The letter in full is as follows :

PORT OF SPAIN, Trinidad, April 9, 1898.

Secretary Board of Trade,—Enclosed we beg to hand you a comparative statement which we have extracted from our Government returns, showing the value of foodstuffs, etc., imported into Trinidad for the year 1897 from United States, as against similar articles imported from Canada. We think if your millers and others made vigorous efforts, much of the trade now done between the British West Indies and United States might be diverted to Canada, as, in most instances, the quality of the Canadian produce is superior to the American.

We are pleased to learn from the public cable on 7th that your Government are likely to adjust the tariff, so as to allow sugar grown in British West Indies to come into Canada on favored terms. The need of a fast line has been the chief cause of the poor trade done direct by Canada in the past.

We would advise that we have successfully placed some 1,200 barrels Canadian flour on this market within the past few weeks, shipped direct from the mills, via St. John, N.B.

Yours, etc.,

RUST, TROWBRIDGE & CO.

The following figures were taken from the official returns at the Trinidad Customs House by Rust, Trowbridge & Co.:

	U.S.	B.N.A.
Bread.....	\$43,195	Nil.
Butter.....	9,467	\$ 489
Cheese.....	24,345	1,915
Coals.....	11,808	Nil.
Corn.....	25,382	Nil.
Cornmeal.....	21,388	Nil.
Oats.....	59,553	22,430
Flour.....	611,390	Nil.
Apples, etc.....	9,948	48
Hay.....	9,196	921
Ice.....	9,552	Nil.
Lard.....	75,705	Nil.
Meats.....	206,563	547
Milk.....	1,003	Nil.
Oil.....	82,641	Nil.
Oil.....	460	Nil.
Oilmeal.....	62,350	24
Peas and beans.....	27,360	2,952
Soap.....	8,414	48
Horses.....	12,792	960
Sheep.....	9,528	956
Refined sugar.....	9,897	273
Rough timber.....	180,220	15,634
Shovels.....	4,392	Nil.
Staves.....	11,662	Nil.
Wearing apparel..	32,031	14
Sundry manufact'd articles.....	58,176	1,646
Sundry foodstuffs..	4,809	182
Total.....	\$1,604,874	\$39,033

Packing and Packages.

The art of packing Lard, Butter,
Mincemeat, Etc., revolutionized.

A lecture on packing, with proper regard for
health and cleanliness illustrated by

Eddy's Antiseptic Spruce Fibreware.

(Capacity, from 3 to 12-lb.)

It resists decay and corrosion, is impervious to grease and water and
protects its contents from any contaminating surroundings. The cost is
away down.

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

HULL, CANADA.

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

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

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HINTS TO BUYERS.

The 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.

ERKINS, INCE & CO. have arriving a direct importation of Java Coffee ex ss. Clara.

"Royal" salad dressing is selling well with The Davidson & Hay, Limited.

W. H. Gillard & Co. are offering good values in California evaporated fruits.

The Davidson & Hay, Limited, are quoting special prices in canned salmon—round lots.

A fresh shipment of "Almondine" has just arrived for The Davidson & Hay, Limited.

H. P. Eckardt & Co. have just received a shipment of Heinz plain pork and beans in 3-lb. tins.

Buyers can secure "Jellycon" from Lucas, Steele & Bristol in assorted flavors or separately.

See H. P. Eckardt & Co.'s advertisement of a few good specialties for live dealers on another page.

Extra values in Ceylon and Indian teas, at from 15 to 23c., are moving well with the Eby, Blain Co., Limited.

Lucas, Steele & Bristol have in store, in chests and halves, special values in Assams and Ceylons, ranging from 17 to 19c.

The announcement in this week's issue of the Eby, Blain Co., Limited, is a reminder to the trade of some of their specialties.

The Davidson & Hay, Limited, have arriving this week direct shipments of Ceylon Pekoe and Ceylon Pekoe Souchongs.

A new lot of "Tiger" molasses is just to hand with Lucas, Steele & Bristol, in barrels and half-barrels. The test of this lot is above the average.

The Dawson Commission Co., Limited, have a car of California navels, "Thistle" and "Good Luck" brands, on the market; also a car of bananas.

A large shipment of Gillard & Co.'s (London, Eng.) "New Pickle" and "New Sauce" has just been received by W. H. Gillard & Co., of Hamilton.

W. H. Gillard & Co. are offering to the trade one, two, three and five-gallon pails of domestic pickles, of superior put-up, and at prices that should attract trade.

Frank Magor & Co., 16 St. John street, Montreal, have recently added to their list the celebrated English house of Day & Martin, Limited, manufacturers of the world-renowned blacking, shoe dressings, etc.,

which bear their name. Messrs. Magor will carry a full stock and will handle these goods exclusively for the Provinces of Ontario and Quebec.

The Eby, Blain Co., Limited, are offering a wide range of Japans, including several lines of fine natural leaf teas recently received, all showing fine style, and liquor, at close prices.

Frank Magor & Co., 16 St. John street, Montreal, report an improved enquiry for Rae's olive oil, in glass and tins. The spring vegetable and salad season always brings a special demand for a high class olive oil.

Gem fruit jars, being goods so closely identified with the grocery trade, The Eby, Blain Co., Limited, have made fine provision for the season's supply in pints, quarts and half-gallons, imperial and wine size, at closest market prices.

The vinegar trade of T. A. Lytle & Co. extends from ocean to ocean. This enterprising firm, it will be remembered, was awarded the bronze medal for vinegar and other lines at the Victorian Era and Toronto Industrial Exposition.

The Eby, Blain Co., Limited, report a brisk movement in California evaporated peaches and apricots—in bags and boxes—and prunes; another carload of which, including 70's to 80's and 90's to 100's, in 50-lb. boxes, they have just received.

The F. F. Dalley Co., Limited, are placing on the market a new brand of stove paste called "Tiger." They say that, after 25 years' experience in the stove paste business, they have overcome what other makers have all failed to do; that is, to produce a stove paste that will give an absolutely jet polish and which will keep in the tins without either rusting the boxes or shrinking. They say it is the very best stove paste manufactured or sold to the trade to-day.

A HAPPY COMBINATION.

The sale of coffee with Lucas, Steele & Bristol has been steadily increasing for years. In seeking the cause of this great success in the face of keen competition, the firm have come to the conclusion that everything has been done by them which was needful to secure additional trade by giving the best goods for the least possible price. Their leading lines are "Empire" and "L. S. & B." They are packed in 25 and 50-lb. air-tight cans and sold, delivered, in 100-lb. lots.

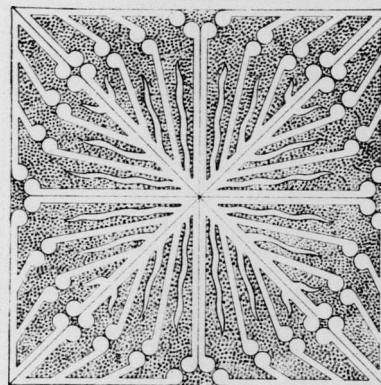
Thomas C. Iverson and Wm. Thompson left Petrolea last week for the Jaffa oil fields. They expect to be absent from Petrolea for at least two years.

All the Reasons

are strongly in favor of using our

EMBOSSED STEEL PLATES

for Ceilings and Walls.



Many Designs to Choose From.

They make a handsome finish that is enduringly beautiful—doesn't need renewing.

Besides, think of their fireproof and hygienic qualities!

Before redecorating, mail us an outline showing the shape and measurements of your ceilings and walls, and we will send you an estimate and full information about our metal finish.

Metallic Roofing Co., Limited

1180 King St. West, TORONTO

MONTREAL RETAIL GROCERS.

THE regular meeting of the Montreal Retail Grocers' Association was held Thursday evening, April 14th, in the Monument National hall, President Scanlan in the chair.

The secretary was instructed to write a letter of condolence to the family of the late Mr. Canillon.

There was considerable discussion as to when the annual picnic should be held. It was finally decided to hold it on the second Wednesday in July.

The following are the chairmen of the respective committees: Games, W. Willison; music and dancing, J. A. Dionne; railway, N. Lapointe; printing and advertising, J. P. Dixon; refreshments, S. Demers; reception, S. D. Vallieres and A. D. Fraser; subscription, V. Raby; general committee, Mr. Deschamp. The finance committee is to be composed of the chairmen of all the committees with the president (Mr. John Scanlan) as chairman.

Some time ago the secretary wrote Ald. Jacques, chairman of the markets committee, with reference to pedlars, asking him when he would receive a delegation to explain the situation. This was over a month ago, and no reply having been received, it was decided to call the attention of the worthy alderman once more to the matter.

POLYNICE OIL

CURES

RHEUMATISM

Lumbago, Neuralgia

Dyspepsia and Kindred Diseases.

This new French medical discovery has been used with remarkable success in Bellevue Hospital, New York; Howard Hospital, Philadelphia; Maryland and Johns Hopkins University, Baltimore; Civic Hospital, Montreal, and in various other hospitals in the prominent cities.

WHAT A PHYSICIAN SAYS:

Johns Hopkins University,
Baltimore, 5th April, 1897.

The experiments made here at the hospital with the Polynice Oil, witnessed by me, having been very successful, I hereby recommend it in all cases of rheumatism.

(Signed) Dr. F. L. ROGER.

.. Polynice Oil ..

Sent postpaid on receipt of price, 50 cents, in money order, by the famous French specialist of Paris.

Dr. A. Alexandre,
1218 G St. N. W., Washington, D. C.

COWAN'S

Hygienic Cocoa
Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers.

THE COWAN CO., LIMITED TORONTO



REFRIGERATORS

Style No. 1

Size, width 46 in.
depth 28 in.
height 84 in.

All trimmings and cornice project over this. This style is in Antique Ash, Hard Oil Finish, Inside Spruce Lined and Orange Shellac, Walls, Window Hung with Weights.

A Catalogue will give you particulars.

Address,

This cut represents No. 13

EUREKA REFRIGERATOR CO.

54-56 Noble Street, TORONTO

DRINK :::

::: Chocolate for Breakfast

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



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

VANILLA . . .

CHOCOLATES

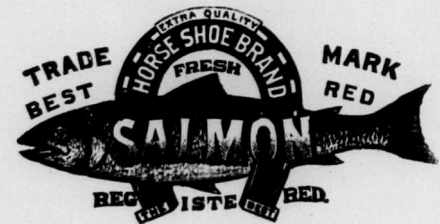
CHOCOLAT MENIER

And not that cheap stuff sold as sweet 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

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



All respectable grocers 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; 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.

Who are also packers of the well and favorably known brands of **Beaver, Columbia and Tiger**, guaranteed good Red fish.

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 & Persse, Winnipeg, for Manitoba and N.W.T.

"Fussy"

Some producers of the raw materials (the Bristles and Corn-Broom we use), say we are too particular about the quality.

Perhaps we are, but we "look before we leap." We back up our experience and workmanship with quality—we make a perfect whole, and that's why we're so particular about quality.

You gain—your customers gain—and so do we, because we're "fussy."

Our new Illustrated Catalogue tells you more about this—especially about Brooms. It's free and it's worth having.

Boeckh's Brooms
are Good
Brooms

BOECKH BROS. & COMPANY
TORONTO, ONT.

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



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MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, April 20, 1898.
GROCERIES.

BUSINESS is, if anything, a little more active on the street than it was a week ago. At the same time, however, the improvement is not very marked. There is a little more enquiry for canned vegetables, but in both tomatoes and peas there is a slightly easier feeling as to price. Teas are meeting with a fair demand, and the representatives of tea-shipping houses report a little more business doing with wholesalers. The feature, however, of the local market, as far as tea is concerned, is the buying of Japans and Congous for shipment to the United States. The sugar market is unsettled and 1-16c. per lb. has been knocked off last week's advance of $\frac{1}{8}$ c. per lb. on No. 2 Canadian and imported granulated sugars. The market for foreign dried fruits remains much about the same as a week ago. Cream of tartar is dearer again in the primary markets.

CANNED GOODS.

Although there has been a little more enquiry for canned vegetables this week, and while some wholesale houses are practically cleaned out of tomatoes and peas, there is rather an easier feeling in both tomatoes and peas, as far as the wholesale prices are concerned. The range for tomatoes is now \$1.15 to \$1.25. Peas are without quotable change, although there have been some round lots offered at 80c. Corn seems about as firm as ever. One wholesaler this week shipped a couple of thousand cases of canned goods, including tomatoes, peas and corn, to the Coast. There was competition for the order, and the prices received f.o.b. Toronto were about \$1.15 for tomatoes and 82 $\frac{1}{2}$ c. for peas and corn.

SYRUPS AND MOLASSES.

There are few, if any, syrups offering, and there is practically no demand. The molasses market is quiet, with prices firm at the primary points.

SUGAR.

The advance of $\frac{1}{8}$ c. per lb. noted last week in No. 2 Canadian granulated and in foreign granulated has been followed by a decline of 1-16c. Quotations on other kinds of sugars are unchanged. As wholesalers' stocks are in fairly good condition, the agents of the refineries are finding business dull. Wholesalers, on the other hand, are experiencing a rather better demand, besides small lots some carload lots being

wanted. After THE CANADIAN GROCER went to press last week, the London, England, market rallied a little, but since then the cables have been unfavorable, there having been a couple of fractional declines in prices.

NUTS.

Both Jordan shelled almonds and Brazil nuts are easier in New York. Locally, the market for fruits is quiet and uninteresting.

RICE AND TAPIOCA.

Both Japan and Patna are 6d. per cwt. dearer than a week ago. There are not many transactions from first hands, wholesale dealers here being all pretty well supplied. Wholesalers, however, report a good demand for rice. The price of tapioca is being well maintained.

COFFEE.

The outside coffee markets are still somewhat unsettled in regard to price. Locally, there is no change, and there is a fair demand for this time of the year.

SPICES.

Locally, the spice market is without special feature. The outside markets are still firm on spices generally, and a cable in the early part of the week noted a strong market for pepper.

TEAS.

The feature of the local market is the demand for Japan and Congou teas for shipment to the United States. Several hundred packages have been shipped, and enquiries are still being made. There has been a good demand in the local market for Ceylon teas at from 6 $\frac{1}{2}$ to 8d., and a good deal of business has been done. It is principally for importation from London, the Colombo market not showing as good values just now as does the latter market. Flavory autumn teas of both Indian and Ceylon growth are in demand. The retail demand for tea has improved a little during the week.

FOREIGN DRIED FRUITS.

CURRENTS—Advices from the primary markets are somewhat contradictory, although they all, as far as known, intimate that a steadier feeling was developing. Locally, the demand is fair. In New York, the market is easier.

VALENCIA RAISINS—Supplies of Valencia raisins are getting light, and stocks held in first hands have been sold during the past week at good prices. There does not appear to be anything doing in the way of import.

PRUNES—The demand for California prunes, which, for some weeks, has been so brisk, is beginning to ease off.

CALIFORNIA EVAPORATED FRUITS—There is less doing than there was. Prices are steady and unchanged.

FIGS—There is still a demand for Tapnet figs which are still about the cheapest kind of fruit on the market in spite of the advance in prices. The idea, as to price, is 3 $\frac{3}{4}$ to 4c.

GREEN FRUITS.

The market continues active, the demand for oranges and lemons being brisk. As the warm weather advances, the demand for bananas increases. A large sale of this fruit is anticipated this season on account of the high price of apples. Tomatoes, green peas and strawberries are now arriving from the south in fairly liberal quantities.

COUNTRY PRODUCE.

EGGS—The receipts are liberal, yet the demand is brisk enough to fully absorb all coming forward. Some dealers say they cannot get enough.

POTATOES—The feeling on the market is unsteady, with large lots offering. Carload lots are quoted at 50c. per bag, and lots on the market at 55 to 65c.

DRIED APPLES—The market is dull, with prices about 3 to 5c.

EVAPORATED APPLES—Stocks are light and demand fair. Some dealers predict a scarcity. Prices remain steady at 9 $\frac{1}{2}$ to 10c.

HONEY—Business is quiet with prices steady and unchanged.

MAPLE SYRUP—There have been larger receipts than were expected, and it is now thought that this season will prove, on the whole, to have been a good one.

BEANS—Business is quiet with prices easy, 75 to 80c. for prime, and 80 to 85c. for hand-picked.

VEGETABLES—There is a good demand for lettuce, rhubarb and radishes. Watercress, gardencress and cucumbers are now offered for sale. Celery is off the market. We quote: Rhubarb, 50 to 75c. per doz. bunches; onions, 10c. doz. bunches; lettuce, 20 to 40c. doz. bunches; radishes, 40 to 60c. doz. bunches; cabbage, 40 to 60c. doz.; red cabbage, 75c. to \$1 per doz.; parsley, 15 to 20c. doz. bunches; cucumbers, \$1.75 to \$2 per doz.; watercress, 20 to 25c. per doz. bunches; gardencress, 20 to 30c. per doz. bunches.

BUTTER AND CHEESE.

BUTTER—Receipts of both dairy and creamery butter, but especially large roll creamery, continue to increase. Few creamery tubs are offered. A decline of 1c. is

Profit...

"SURPRISE SOAP"

GIVES IT.

A standard soap; a standard price; but more than a standard profit.

It Pays to Push "SURPRISE" Soap.

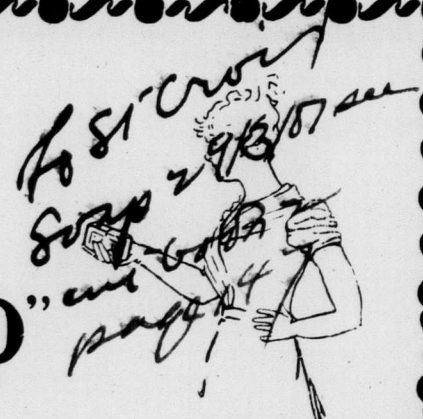
BRANCHES—

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.



noted for dairy butter, both in large rolls and pound prints.

CHEESE—The firmer tone noted last week is even more evident this week. A number of large sales are reported at better figures than could be had a month ago.

PROVISIONS AND DRESSED HOGS.

The weather this week has interfered with the shipment of dressed hogs, and packers have now practically quit operations. The demand for meats is good, several large sales between jobbers being noted. Lard is also selling well. Stocks of this article are much lighter than usual at this season of the year.

FISH AND OYSTERS.

Fresh salmon trout and whitefish are in good demand, but as the fishing season has not thoroughly opened, the supply is not quite equal to the demand. We quote: Oysters, \$1.25 per gal.; fresh salmon trout, 7c.; fresh whitefish, 7c.; steak trout, 7c.; fresh steak cod, 6 to 6½c. per lb.; pickerel, 6c. per lb.; fresh pike, 5½c. per lb.; fresh perch, 5½c. per lb.; fresh herring, 3½c. per lb.; Labrador herring, \$5.50 per bbl. and \$3 per half-bbl.; split herring, \$5 per bbl. and \$2.75 to \$3 per half-bbl.; boneless codfish, 3½ to 5c. per lb.; pure cod, 6½ to 6¾c. per lb.; fresh water herring (heads off), \$2.50 per keg; ciscoes, \$1.25 to

\$1.30; haddies, 5½ to 6c. per lb.; fresh haddock, 5c. per lb.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—A decided advance in wheat is noted, red, white and goose all being 5c. dearer than last week. Quotations on cars outside are as follows: Wheat, red winter, 90 to 91c.; white winter, 85 to 86c.; goose, 86 to 87c.

There is no wheat or barley offered on the street market. Little grain of any kind is coming in. Quotations are as follows: Peas, 57c.; oats, 33 to 34c.; rye, 50 to 51c. No. 1 hard wheat has advanced. Owing to the opening of navigation on the great lakes quotations are now given from Sarnia where this wheat is now quoted at \$1.10.

FLOUR—There has not been an advance corresponding to the rise in the price of wheat. We quote: Manitoba patents, \$5.30 to \$5.40; Manitoba strong bakers', \$4.90 to \$5; Ontario patents, \$4.65 to \$4.75; straight roller, \$4 to \$4.10, Toronto freights.

BREAKFAST FOODS—Business is fair. All foods are unchanged in price. We quote: 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—A steadier feeling is noted, with

prices firm. We quote: No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c.

CALFSKINS—Weakness in the market has caused a decline of 1c. per lb. for both No. 1 and No. 2 hides. We quote: No. 1 veal, 8 lbs. and up, 9c. per lb.; No. 2, 7c.; Dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—Trade is quiet. We quote at \$1.15 to \$1.35.

WOOL—There is a free offering of unwashed at 11c. per lb.

SEEDS.

Most of the seed for this season's planting has been marketed, and business has dwindled down to jobbing trade. Prices are unchanged. Red clover is quoted at \$2.75 to \$3.25; alsike all the way from \$3 to \$4.50, on account of difference in quality. Timothy is quoted at \$1.50, with extra choice to fancy lots selling as high as \$2.

SALT.

Business is brisk, with prices firm and unchanged. We quote: Carload lots, \$1.00 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 unchanged. We quote in 1 to 10-bbl. lots, imperial gallon.

Ship your
EGGS and BUTTER
To **J. A. McLEAN**
Commission Merchant. 77 Colborne St. TORONTO

ROYAL JUBILEE OIL
Is the Best Burning Oil in the Market.
ROYAL OIL COMPANY
SOLE MANUFACTURERS
Geo. Anderson, Manager. Toronto

CANADIAN WINNIPEG
Manufacturers and Shippers who are not represented in
E. NICHOLSON
174 Princess Street, Winnipeg, Man.
Successor to W. F. Henderson & Co.
Wholesale Commission Merchants and Brokers.
Established 1882. 16 years' experience.

POSTUM!
Postum Cereal Food Coffee contains **no coffee, no chicory, dandelion, nor any poison like tea and coffee.** A boon for coffee-sick people.
IT MAKES RED BLOOD
HOWE, McINTYRE CO. - Agents
461 St. Paul St., Montreal.

SPECIAL THIS WEEK
STRAWBERRIES
PINEAPPLES
TOMATOES
Sphinx Prunes - A's, B's, U's
Close prices on these best goods, for one week.
Bananas
Send us your orders, we will please you.
Clemes Bros. - Toronto

Toronto, as follows: Canadian, 14c.; Sarnia water white, 15c.; American water white, 17½c.; Pratt's asteral, 17c. in bulk.

MARKET NOTES.

Unwashed wool has declined 1c. per lb.
Cheese is ¼ to ½c. dearer than last week.
Both No. 1 and No. 2 calfskins have declined 1c.
Both Japan and Patna rice are advised 6d. dearer.

Dairy butter, in both large rolls and pound prints, has declined 1c.

There is rather an easier feeling in both canned tomatoes and peas.

Rutherford, Marshall & Co. are prepared to purchase large or small quantities of eggs.

No. 2 Canadian granulated and imported granulated are quoted 1-16c. per lb. cheaper than last week.

Hancock & Wood, under date of Patras, April 5, write P. L. Mason & Co., of Toronto, in part as follows: "The currant market is steady and sales have been made in anticipation of a decline which has not come. The demand from consuming markets is small, and in ordinary seasons would have caused a decline, but owing to the small stocks, holders are this year very firm."

QUEBEC MARKETS.

MONTREAL, April 21, 1898.
GROCERIES.

THE wholesale grocery market has not developed any general change since last week. Most of the houses here are busy rushing forward orders that have been held in hand awaiting the arrival of the river boats, the first of which came in this week, and they have been busy and promise to be for some days yet getting these orders despatched. Granulated sugar has been rather unsettled receding 1-16c. from the advance made last week, and it now stands where it was before last week's rise was established. Yellows have maintained their rise. Syrups are in light supply, but quiet, and the firm feeling in molasses is retained. Canned goods continue steady, and the same can be said of teas, coffees, and dried fruit. Rice is firm both abroad and on spot, and spices also are strong in their disposition.

SUGAR.

The sugar market has ruled unsettled of late, especially for granulated, and 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.

ARE
OKELL & MORRIS' GOLD MEDAL BRANDS
OF **PURE** Preserves, Pickles, Ketchups, Vinegars, 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—Great saving in weight and freight. Write for sample.

Agents—
W. H. SEYLER & CO.
Room 100, Board of Trade, TORONTO
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 **BLUE RIBBON TEAS**
42 SCOTT ST TORONTO CELEBRATED

refiners, after advancing the price 1-16c. again reduced it 1-16c. per lb. Yellows, however, have maintained the advance already recorded. The tone this week has been rather steadier owing to the more war-like character of the news regarding Cuba. Students of the sugar situation feel that if actual hostilities break out, that the fact will interfere with important sources of cane supply, viz., Cuba and the Philippines, and that prices are likely to advance. Others contend that while beet remains easy, the outbreak of war will have little effect on Canadian prices. It will be interesting to see which is right. At present, the ruling quotation on standard granulated is $4\frac{3}{4}$ c., and yellows, 3 9-16 to 4c., according to grade.

SYRUPS.

One of the refiners here has very little syrup to offer, and supplies are light as a result. The demand, however, is of an indifferent character, so the fact is of little consequence.

MOLASSES.

The spot molasses market has exhibited little change, as the local jobbing demand is of a quiet character. Reports from Barbadoes continue of a bullish character, receipts at the mills in the interior of the island being very light, which has naturally restricted the offerings at the seaboard. Recent offers have been on the same firm basis as formerly, being equivalent to 24c. laid down here. The jobbing range is 24c. in car lots and 25c. in smaller quantities.

CANNED GOODS.

The canned goods market continues very quiet, but all reports agree that stocks of tomatoes, peas and corn in jobbers' hands are light. Offers of tomatoes have been made in round lots at \$1.15, but jobbers are firm at \$1.20. Nothing has been noted in any of the other leading lines of vegetables.

TEAS.

The tea market has been somewhat quieter during the week. The only movement in a large way that we have noted has been some 400 chests of blacks at $9\frac{1}{2}$ to 10c., and 400 Japans at $15\frac{1}{2}$ c. Both these lots were sold for shipment to the United States. In ping sueys holders have shown

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**

some disposition to concession, but nothing of importance has resulted from this fact.

SPICES.

The spice market continues firm abroad both on black and red pepper, but there is little change on spot. Demand is of a moderate character.

COFFEE.

The green coffee market continues dull and featureless. Supplies are ample, for which the demand is limited. In fact, holders would certainly shade prices to secure purchases.

RICE.

The strong tone of the rice market is fully maintained, and demand has been good at the rise, orders being booked largely for future delivery, as stocks on spot are almost exhausted. Cable advices from Java have been strong, and quote slightly higher prices. Japan rice is quoted firm at the mills at \$5.25 to \$5.50 and standard B, \$4 to \$4.25.

DRIED FRUIT.

There has been a moderate enquiry for currants, and prices rule as last quoted.

Some holders of Valencia raisins here exhibit more anxiety to reduce holdings, but there has been no change in values.

California raisins move in a quiet way at steady prices.

There has been a steady enquiry for prunes, especially for the California sorts, which are held steady. Both French and Austrian continue steady.

Figs and dates rule steady under a quiet demand.

GREEN FRUIT.

The only green fruits in which any business is being done are bananas, which are rather easier at \$1.40 to \$1.75 for No. 1, and 60c. to \$1 for No. 2. All other sorts are in light supply and business for this season is quite limited. There is a good

enquiry for pineapples at 8 to 15c. each, and a larger business would be done were there more offering. In oranges and lemons buyers are holding off pending the arrival of the steamers.

APPLES.

There is no change in apples. There is hardly any stock for sale here, and prices are steady.

DRIED APPLES.

There has been no further change in dried since last week, and we quote $3\frac{1}{2}$ c. Evaporated are quoted at $6\frac{1}{2}$ c.

COUNTRY PRODUCE.

EGGS—The egg market has declined another peg or two since last week, and prices are now quoted at 9 to $9\frac{1}{2}$ c. Demand continues fair.

BEANS—Lower under increased offerings, at 70 to 75c. for prime, and handpicked, 85 to 90c.

HONEY — Dull and somewhat lower. White clover comb, 11 to 12c.; dark, 8 to 10c.; white strained, 6 to 7c., and dark, 4 to 5c.

MAPLE PRODUCTS—There is a fair demand for maple products, and prices are steady for both sugar and syrup. We quote: Syrup in wood is selling at $4\frac{3}{4}$ to 5c. per lb., and in tins at 45 to 50c., as to size. Sugar moves freely at 6 to $6\frac{1}{4}$ c. per lb.

POTATOES—Quiet, at 70 to 75c. a bag in car lots.

ONIONS—As last reported, at \$2.25 per bbl.

PROVISIONS.

The only feature of the provision market has been a decline in the price of pork of 50c. per bbl. Demand is inactive. Other provisions remain the same. We quote as follows: Canadian pork, \$15.50 to \$16 per barrel; pure Canadian lard, in pails, at $8\frac{1}{4}$ to $8\frac{1}{2}$ c., and compound refined at $5\frac{1}{2}$ to

**WE ARE
PAYING
CASH
FOR**

**DRIED
APPLES**



W. B. BAYLEY & CO.
EXPORT BROKERS
48 FRONT ST. E. **Toronto**

The Chain That Holds

THE CONFIDENCE OF YOUR CUSTOMERS.

Unquestionable Quality. Undoubted Value.

HERE ARE SOME LINKS IN THE CHAIN :

"GOLD MEDAL"

Baking Powder

1 1/2 lb. Gem Jars } Cases 2 doz.
3/4 " " " }

PAYS YOU A GOOD PROFIT.

"Crushed"
(XTR)

**JAVA and MOCHA
COFFEE**

RICH, FRAGRANT,
SATISFYING.

CURRANTS

Cleaned and Stemless

"KALAMOS"

"FANCY MOREA"

"FANCY VONITSA"

Greece's Finest Productions.

"ANCHOR"

SALMON

Choicest Sockeye.

THE FINEST FISH
IN THE MARKET.



**"IT'S
THE BEST!"**

STOWER'S

LIME FRUIT SAUCE

(Peptonized)

Delicious, Piquant,
Stimulating.

A TRUE DIGESTIVE.

EXTRACTS

"Star and Crescent"

True Fruit Flavor.

Concentrated,
therefore Economical.

**Bensdorp's
"ROYAL DUTCH"
COCOA.**

THE CONNOISSEUR'S CHOICE.
PURE, SOLUBLE,
NOURISHING.

**STOWER'S
LIME JUICE;
CORDIAL; SYRUP.**

NO MUSTY FLAVOR.

20% Stronger than any other.

"IT PAYS TO SPECIALIZE"

THE **EBY, BLAIN CO.** LIMITED

WHOLESALE IMPORTING
AND MANUFACTURING GROCERS

TORONTO.

COFFEES SPICES CORKS

The BEST GOODS at the BEST PRICES.

TEAS—All grades,
supplied to
the wholesale trade only.

*

Write us for samples and quotations, and we will
give you the best value on the market.

S. H. Ewing & Sons,

Manufacturers
and Importers

Montreal

5¾c. per lb.; hams, 11½ to 12c.; bacon,
12c. per lb.

FLOUR, GRAIN, ETC.

The grain market did not exhibit anything new to-day, a moderate business being transacted in the coarser sorts. We quote: No. 2 white oats, 34¾ to 35c., ex store; 35½ to 36c. afloat, May delivery; peas, 64½ to 65c. ex store; buckwheat, 49 to 50c. ex store.

There is a fair business doing in flour, and prices ruled steady. We quote as follows: Winter wheat, patents \$4.55 to \$4.85; straight rollers, \$4.30 to \$4.40; bags, \$2.15 to \$2.20; Manitoba patents, \$5.30; Manitoba strong bakers', \$4.90.

Feed is unchanged. We quote as follows: Ontario winter wheat bran, \$14 to \$14.50; shorts, \$16 per ton in bulk; Manitoba bran, \$14, and shorts, \$16 per ton, including bags.

Oatmeal ruled steady, at \$3.90 to \$4 per barrel, and at \$1.90 to \$1.95 per bag.

Hay was steady, at \$10.50 to \$11 for No. 1, and at \$8 to \$9 for No. 2.

CHEESE AND BUTTER.

Cheese continues to give indications of an improving tendency and though no export business is doing it is not through lack of demand, but to lack of goods to trade in. What little stock remains here is concentrated in the hands of one firm, whose ideas of value have advanced materially compared with what they were prepared to accept a week ago, and they have been encouraged in the belief that they can realize higher values from the fact that they have been bid better prices than were offered last week. A nominal range to cover both buyers and sellers' ideas would be 7¾ to 8¾c. for Quebec makes, and 8¼ to 8¾c. for finest Ontario sorts. The cable came in to-day at 38s. for white cheese, and 40s. for colored. This, based on Saturday's quotation, is equivalent to a decline of 1s. for white and an advance of 1s. for colored. But Liverpool is about the only market where this difference exists. In London, for

instance, both white and colored have been selling at 40s. and over for some time back.

Butter continues its decline, a further sharp drop resulting this week as a consequence of free offers of goods at 17c. This is a decline of 1½ to 2c. on Saturday, but it is doubtful if strictly finest creamery could be had at this price, and we quote 18 to 18½c. The difficulty appears to be that a lot of the butter coming in possesses no body, as the farmers are finding difficulty in procuring a sufficient quantity of the right kind of food for their cows to produce good rich butter.

MONTREAL NOTES.

Eggs have scored another decline of ½c. per dozen, but rule steady at present.

Granulated sugar has ruled unsettled, and is now 1-16c. below the figure quoted for it last week.

Advices from Java continue firm on rice, and state that prices there are a trifle higher than they were.

There has been further buying of both black and Japan teas in this market for United States account.

Increased receipts have led to a decline in the price of honey, which is 1c. lower on the inside for comb stock.

Light receipts at the mills in Barbadoes has led to light offers of molasses at seaboard points on the Island, and prices are firm.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,
ST. JOHN, N.B., April 18, 1898.

THE war between the United States and Spain, or rather the prospects, are a matter of great interest here. In business it causes a rather uncertain feeling. The only price that seems as yet to be effected is that of flour. There has been quite an advance, particularly in Ontario grades. The city elections have occupied some attention, a number of retail grocers being in the field. In teas, orders for new season's for

direct shipment have in many cases gone forward. As before referred to, business in this line is changing. Package teas, chiefly blends, are taking the market, the most of which are blended and packed here. One wholesale grocer, who gives particular attention to this branch of business, has now 14 grades of package teas all packed by himself. In hops, the trade here is very light. There is to be another wholesale grocery house in St. John. In point of population our city has perhaps more wholesale grocery houses than any other Canadian city.

OIL—There continues to be a good, steady business in burning oil. In conversation with one of our city oilmen, THE GROCER learns that the demand for burning oil continues each year to increase. This would not attract so much attention were it not that there is also an increase in the use of gas and electric light. To offset this, however, there is the growing use of oil for heating purposes, particularly in the summer. Cod oil shows light demand; stocks small. In lubricating oil the prospects are not as bright, for the dull English market for lumber and the chance of Americans going to war make a dull feeling among the millmen. Values show no change.

SALT—The prices are firm and rather higher, chiefly in Liverpool coarse. The last Liverpool steamer had quite a quantity on board, and there is a sailing vessel about due. Buyers should have orders in to fill from ship's side, as the cost is much higher after the salt is stored. There is a fair, steady demand. Factory-filled and Canadian salt show no change. In the latter there is an active demand for cheese and butter salt at this season. Stocks are light, owing to delay in shipment from the west, caused by the heavy demand there for these grades. We quote as follows: Liverpool coarse, 45 to 48c.; English factory-filled, 90c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 to \$2.60 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per

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COTTAM BIRD SEED and Bird Bread, manufactured under six patents. Reliable standard goods; nothing to approach them for popularity and value. 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.

POTATOES

IN CAR LOTS, BUY NOW.
WM. HANNAH & CO.
Board of Trade. TORONTO

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.

LARD

When you buy Lard, you want good Lard. We guarantee our "Star Brand" Kettled Lard to be absolutely pure. We have this in tierces of 400 lbs., pails of 60, 20, 10, 5 and 3 pounds each, and in 1 pound packages. This last we recommend to the general grocery trade, no delay in putting up, always ready, and of the finest quality; shipped in boxes of 40 and 80 pounds each.

F. W. FEARMAN
HAMILTON, ONT.

Now receiving weekly a carload of Bananas, finest imported, also Pineapples and Florida Tomatoes. Give us a trial order. We will give you entire satisfaction.

JUST ARRIVED FROM GERMANY

BALFOUR & CO. - Hamilton

FANCY ♦♦ **MOUNT ROYAL MILLS**
INDIA BRIGHT
JAVA
ROYAL
JAPAN GLACE
POLISHED
IMPERIAL SEETA
IMPERIAL GLACE

D. W. ROSS CO. RICES
Agents

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.

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.

HUGH WALKER & SON
Wholesale and Commission Merchants
GUELPH, ONT.
Established 1857.

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.

Eggs and Butter
WANTED

Ship us, or write for prices.
D. GUNN, BROTHERS & CO.
Pork Packers
Butter and Egg Dealers
TORONTO, ONT.

Extra Fancy California Navel and Seedling Oranges, all sizes. Valencia Oranges, fine stock. 420's and 714's, repacked before shipping. Extra Fancy Messina Lemons, 300's and 360's.
Quality Right! Prices Right!

We
Guarantee
the
Quality.

Vimbos

FLUID BEEF.

BEST ---
FOR STRENGTH AND FLAVOR.

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

53 St. Francois Xavier
Street MONTREAL

bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30.

CANNED GOODS—There is little of change to note. Prices are firmly held, with a steady sale. Tomatoes are expected to rule higher. Corn is also an interesting feature. In fruits there is a good sale. Grocers are troubled somewhat by finding goods wrongly labeled. One, this week, found that where he thought he was selling peaches, the cans proved to contain tomatoes. In canned meats, the feeling here is much firmer. As yet, our dealers have not followed the outside advance to any extent, but with growing demand higher prices must rule. Salmon is still low, with good stocks held. Lobsters are in light demand. Oysters show improved demand.

GREEN FRUIT—The sale is increasing. Bananas are coming to the front. They are now being received green and in bulk, and prices are ruling lower. In oranges, both California and Valencias, prices are higher and sales somewhat less active. Lemons are still low, and show a good demand. Any change will mean higher prices, but no immediate change is expected. Strawberries remain at about 25c. The quality

arriving is good for the season. Rhubarb is scarce; quality reported not very good. Pines are light arrivals, and incline to be over ripe. There is little doing in apples.

DRIED FRUIT—This is a quiet line. In California fruits prices tend higher, particularly in apricots, which, at the Coast, have advanced 1½ to 2c. per lb. Peaches, which show a good sale here, tend higher. In California raisins values are low. There is, however, little change of price here. While no very large stocks of raisins are here, holders of any lines or grades would prefer them lighter, particularly as the market is dull. In dates and figs there is little doing. Currants are held firm. In onions prices are easy as regards Canadian. Both New Bermudas and Egyptians are on the market.

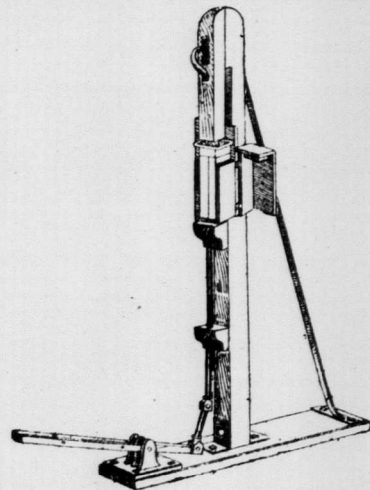
DAIRY PRODUCE—Butter, when at all good, is high. There is very little creamery offering, and best dairy is also scarce. Some western creamery prints were on the market this week. In eggs, values are low, and since Easter the demand has been dull. Stocks are quite large. There is but one good feature, and that is quality. In cheese the sale is limited, and fair stocks are held. Factory people are quite sur-

prised where they have old stock to offer to find prices so low.

SUGAR—The market locally is a firm one, the more because of light stocks, but as yet dealers have not advanced prices as far as they must soon do, particularly in granulated. The presence of the second grade tends to prevent full prices. There is a fair trade doing.

MOLASSES—This is also a firm market. In Barbadoes there is a fair stock of new season's goods; price is firmly held. Both in this grade and Porto Rico the outlook is for full figures. There is as yet but a limited stock of new Porto Rico, but further arrivals are expected. In other grades stocks are small.

FISH—There has been but a quiet business this week. Fresh fish are still scarce. Gaspereaux are having a good demand for bait, the more as herring are scarce. Prices are low. Dealers prefer to sell fish rather than to pack them, as alewives for the past year have ruled so low. In dry fish there are also light arrivals, but sales are not large. Pickled herring are dull. It is quite a change to find smoked herring an active feature, but small stocks, light arrivals, and a fair sale have produced quite an effect. We quote: Large cod, \$3.25 to \$3.35; medium,



THE "ARMEDA"

Tea-Packing Machine

Patented in Canada, Oct. 16, 1897.

Mr. Smith, of A. M. Smith & Co., London, Ont., called last week.

Said Mr. Smith: "The Armeda Tea Packer is a most perfect machine. We are delighted with it."

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A. H. CANNING & CO., 57 Front St. East, TORONTO

FOR DESCRIPTIVE CIRCULAR AND PRICES.

The Increasing Demand
Tells The Tale.



Millar's
Paragon
Cheese

It is so good that it is becoming a
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T. D. MILLAR CHEESE CO.

INGERSOLL, ONT.

Agents...

FRANK MAGOR & CO. - Montreal.
A. E. RICHARDS & CO. - Hamilton.
JOSEPH CARMAN - Winnipeg.



Pickles.

If company comes unexpectedly, it is
so handy to have a can of

**HEINZ'S BAKED BEANS
WITH TOMATO SAUCE**

in the house.

Others of our Popular Specialties are:

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

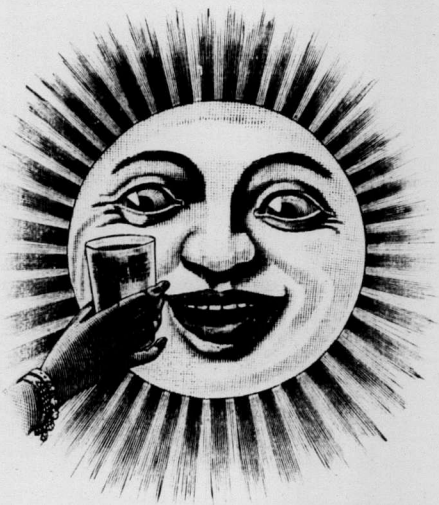
For sale by _____

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

MEDALS--

PARIS
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ATLANTA, Etc.

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



ROSE'S LIME JUICE

IS

The Original & Genuine Brand.

THE STANDARD FOR PURITY AND EXCELLENCE.

Being the product of absolutely the finest cultivated Lime Fruit in the
World, it is the best procurable.

Canadian Agents: **LAW, YOUNG & Co.,**

Montreal.

\$3 to \$3.15; pollock, \$1.80 to \$1.90; pickled herring, \$1.75 to \$1.85 per half-bbl.; smoked herring, 8 to 9c. per box; Gasperaux, 60 to 75c. per 100; halibut, 10 to 11c. per lb.

PROVISIONS—Pork in barrels is still dull, and beef is little better. In the former, domestic mess has about all the business. Smoked meats show no change. There has been rather more interest in lard during the week, and, although some dealers are quoting at about packers' prices, the easier feeling has caused some sales to be made at bottom figures.

FLOUR, FEED AND MEAL—The lower prices of Manitoba, with the outlook for quite a sharp advance, has produced the natural effect. In Ontario the stiffening of prices has had the same effect, and millers, who were not too quick to move up, have had a good business. In oatmeal prices tend higher. Cornmeal is firm at last week's figures. Feed remain firm, but hay shows no improvement. Beans have had considerable attention, more than for some time, and where low prices have been quoted by western dealers sales have been made. It is said a number of cars were placed at 85c. per bushel, St. John. There was a great range in prices quoted, many wanting much higher figures. Prices are expected to be higher. Medium beans are quoted well above pea beans. In seed, sales are active. Timothy is firmer. Canadian seed is being largely sold this year, though much higher in price than United States seed. In clover, though Canadian is considered the best, the United States article has the largest sale. We quote: Manitoba flour, \$5.75 to \$5.85; best Ontario, \$5.10 to \$5.20; medium, \$4.80 to \$4.90; oatmeal, \$4.15 to \$4.25; cornmeal, \$2 to \$2.05; middlings, \$20 to \$22; bran, \$18 to \$19; oats, 38 to 42c.; hand-picked beans, \$1.10; prime, 95c. to \$1; yellow eye beans, \$1.75; split peas, \$3.80 to \$3.90; round, \$3.25 to \$3.40; pot barley, \$3.80 to \$3.90; hay, \$9 to \$9.50; timothy seed, American, \$1.70 to \$2.15; do., Canadian, \$2 to \$2.40; mammoth clover, 6 to 7c.; alsike, 7¼ to 8½c.

ST. JOHN NOTES.

Mayor Robertson, who will soon close his fourth year in office, is to visit England in the interest of St. John.

THE CANADIAN GROCER referred some weeks ago to the buying of young cattle, chiefly steers, in this Province for Manitoba. Last week seven cars were forwarded to that Province.

St. John merchants still complain about the freight tariff, by which flour and grain are landed at Nova Scotia points at a lower rate than at St. John. One hundred and

twenty-three cars were forwarded by the steamer Prince Rupert alone during March.

Many here think it would be unfair if no postage should be charged on Canadian newspapers, while our mails are carrying United States papers on which no postage has been paid.

There are to be a number of new cheese and butter factories started in these lower Provinces this spring. They, together with the older factories, are now buying their season's supplies.

There is quite a movement among the candy manufacturers of St. John this spring. A new factory is being built for F. C. Colwell & Co. The White Candy Co. and A. A. McClaskey are both moving into new quarters.

THE CURRANT SITUATION.

D. PASQUA writes from Patras, under date of April 2, as follows in regard to currants: "We have to report another month of extreme inactivity, the exports during the whole of March being about 1,100 tons, as shown by the following tables. This extraordinary abstraction of the consuming markets has naturally frightened some of the holders who thought it advisable to realize on their holdings, causing thereby a fall of 20 to 30 drachmas per 1,000 lb. (1s. to 1s. 6d. per cwt.) Meanwhile one of the local banks which had made advances to a speculator against the deposit of 300 tons of fruit of very common growth, has made a forced realization of same, and prices have further yielded 30 to 40 drachmas per 1,000 lb. (1s. 6d. to 2s. per cwt.) in a single day. Since then the market is reacting, and, with the reported improved condition of exchange, it may be expected that better prices will rule during the present month. The following is the comparative list of exports:

	To March 31, 1898.	To March 31, 1897.	To July 31, 1897.
	Tons.	Tons.	Tons.
England.....	54,365	51,805	54,700
United States and Canada.....	12,090	13,545	14,065
Australia.....	2,925	2,440	2,775
Holland, Belgium, Ger- many and Austria.....	23,400	39,383	42,220
France.....	1,360	5,302	6,223
Russia.....	.....	19,321	19,321
Sundry.....	300	1,000	1,200
Total tons.....	94,400	132,796	140,484

"Our stocks on March 31 are reported as follows:

	Tons.
Pyrgos and Olympia.....	4,000
Amalios and Campos.....	500
Patras growth, stored in Patras.....	200
Provincial fruit, stored in Patras.....	1,800
Filiatra and District.....	1,000
Calamata and district.....	600
Ionian Islands.....	1,400
Total tons.....	9,500

"From these stocks about 2,000 tons have already been disposed of for April and May shipments, so that the available fruit in Greece is about 7,500 tons, equal to what we had the same date last year."

AFTER KOOTENAY TRADE.

E. D. Marceau, of the firm of L. Chapin, Fils & Cie., wholesale grocers and wine importers, Montreal, is in the city opening up a trade with the city grocers. The firm is the first of Montreal wholesale grocers to open up a trade in Kootenay, and M. Marceau expressed his confidence in the stability of Nelson, which he said was the most solid town in the Kootenay.—Nelson Miner.

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

SITUATION WANTED.

A YOUNG MAN, 35 YEARS OF AGE, WITH an experience of seventeen years in a general store and not afraid of work, wishes a situation as Traveller for the Maritime Provinces, for either Boots and Shoes, Dry Goods, Groceries, or Tea and Spices. Can furnish team if required, and will accept moderate salary for a permanent situation. Good references. Apply by letter, T.S. MacLean Publishing Co., Limited, Toronto.

FOR SALE.

BUSINESS FOR SALE IN THE CITY OF LONDON; dry goods, boots and shoes; established thirty years; small stock, rent low; reason for selling, retiring from business; price right to responsible party. R. A. Jones, London, Ont. (1f)

CASH GROCERY BUSINESS FOR SALE IN THE City of London. Apply at once, M. M. this office. (16)

BUSINESS FOR SALE IN BEST LOCALITY IN Manitoba. General stock, about four thousand dollars. Building for sale or rent. Owner retiring from business. A good chance for the right man. Apply to box 264, Winnipeg. (15)

GENERAL STORE FOR SALE.—A WELL-ESTABLISHED General Store Business in splendid farming district of the Northwest Territory, on main line of C.P.R. New and well-assorted stock. Business prosperous and increasing, but the owner has other business which needs his attention, and will sell if taken at once (Post Office is kept in same store.) Address P.O. Box 442, Regina, N.W.T.

STEEL SIDING

STONE.
BRICK.
CLAPBOARD
CORRUGATED
ETC.



For

Stores, Houses, Halls,
Barns, Sheds, Churches.

Entirely water, wind, storm
and fire proof. Will last
100 years and always look
well.

Cheaper than matched Lum-
ber. Shipped from factory
all ready to apply. Fully
illustrated catalogue sent
on request.

The
PEDLAR METAL ROOFING CO.
Oshawa, Ont.

**CADBURY'S
CHOCOLATES**

ARE
SIMPLY
DELICIOUS
AND ARE
PACKED
SPECIALLY
FOR
CANADIAN
MARKET.

CADBURY'S COCOA

The LANCET says:—
"CADBURY'S represents the standard of highest Purity."

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.

ABSOLUTELY PURE,
THEREFORE BEST.

VIEW OF MANUFACTORY, BOURNVILLE

SCENE ON CADBURY'S COCOA ESTATE

**CADBURY'S
COCOA**

(Absolutely Pure)

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MEXICAN
CHOCOLATE
HAVE
AN
ENORMOUS
SALE
ALL OVER THE
WORLD.

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

THE DOMINION BANK

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

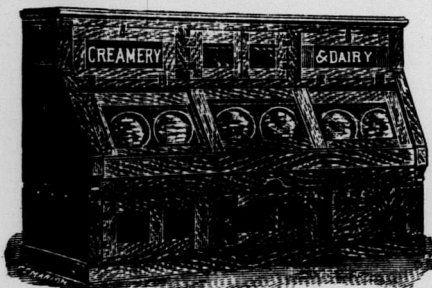
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Belleville Cobourg Lindsay Orillia
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TORONTO—Dundas street, corner Queen.
" Market, corner King and Jarvis street.
" Queen street, corner Esther street.
" Sherbourne street, corner Queen.
" Spadina avenue, corner College.

Drafts on all parts of the United States, Great Britain and Europe bought and sold.
Letters of Credit issued available at all points in Europe, China and Japan.
R. D. GAMBLE, General Manager.

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.
C. P. FABIEN 3167-3171 Notre Dame St. MONTREAL.

**Sterling
— BRAND**

Is a guarantee that **JAMS, JELLIES, PICKLES, ETC.**, are of AI quality, and will do good, and good only, to the trade of any grocer who sells them.

They are prepared and put up in convenient form for handling by

T. A. LYTLE & CO.
Vinegar Manufacturers. **TORONTO**

CANNED GOODS

FRUITS
VEGETABLES
MEATS
FISH, ETC.

Special quotations for round lots.

Warren Bros. & Co.
TORONTO.

BRANTFORD SOAP WORKS CO.



"Ivory Bar" is put up in 1-lb., 2½-lb. and 3-lb. bars, 60 lbs. to the box; and in 10 and 12-oz. cakes, 100 cakes in the box. All wrapped with a paraffin waxed wrapper.

Quotations for "Ivory Bar" and other brands of soap furnished on application. See our list of attractions in Premium Circulars offered in exchange for Ivory Bar Soap Wrappers.

**Extra Choice
Hams Bacon
Pure Lard
Mess Pork**

PARK, BLACKWELL & CO., Limited
Pork and Beef Packers,
TORONTO

**RICE
PATNA**

Special Value.

Shipments now in store.

PERKINS, INCE & Co.
TORONTO.

"ONE OF THE FINEST"
Coffee of Quality.

RETURNED JUN 2 1904

OUR OWN BLEND
The Grocers' Favorite Coffee
Deservingly one of the most popular combinations of High Grade Coffee offered.
TODHUNTER, MITCHELL & CO.
Coffee Importers and Dealers, Toronto.

With a Quarter Century Reputation.
Look out for
Spurious Imitations.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

CALIFORNIA FRUIT SITUATION.

THE reported development in the California fruit situation is that in most districts a hot wave, accompanied by scorching winds, has completed the destruction of fruit crops that was begun by the freeze of a month ago, and increased by the subsequent light rainfall. The sections that have heretofore depended for sufficient moisture for the feeding of the orchards on the natural precipitation during the rainy season, or upon the rivers that were supplied by the melting of the snows on the mountains, are now said to be forced to turn to irrigation from artesian wells, which are being sunken in sections which had previously felt no necessity of resorting to such means. But this method of irrigation, it is held, has been adopted too late to help the current crops. Advices from San Jose say that extremely high prices are being paid by orchardists for the water privileges for irrigation purposes. The snow on the mountains feeding the streams, from which water has heretofore been drawn for irrigation purposes in several sections, is reported to be only a few inches in depth, as compared with some 30 or 35 feet on the average, and streams that are ordinarily bank full at this season from melting snow are said now to be practically dry, or merely trickling brooks.

In spite of the reports that frost, drought, and unusual hot weather have virtually ruined the California crops, the trade here seems to be skeptical and are making no provision for the future in case that the accounts received should prove to be true. Speculative interest is absolutely wanting, such business as is reported being based upon the immediate or probable early wants of consumption. In other words, handlers of California dried or canned fruits here seem to believe, as a result of past experience, that the reports of damage to the California fruit crops have been considerably exaggerated.

Spot supplies of dried apricots have been closely cleaned up, and for this reason the reports that the coming crop will be short have had more influence than have had similar reports concerning other fruits. The interest recently developed in spot raisins, prunes and peaches has, we understand, been created by the fact that on account of the low prices prevailing during the winter stocks in distributors' hands have gone out more freely than usual and buyers are now compelled to come in to replenish their supplies, but the fact that they are buying only in a hand-to-mouth manner is taken as an indication that they are influenced only by

consuming requirements and that the reports of short crops from the Coast do not stir them. In California canned fruits, notably apricots, lemon cling peaches and cherries, the feeling is stronger, but little or no speculative interest is shown.—N.Y. Journal of Commerce.

SALMON CANNING IN THE U.S.

In its issue of April 8, The San Francisco Herald of Trade and Finance says of canned salmon: "There is a fair demand for spot. The movement in new season Columbia river has been larger than at the corresponding time in 1897. The low opening price of \$1.05 for Chinook talls seems to be an incentive. So far as we can learn, a few contracts have been signed for Puget Sound sockeye at 80c. for talls, but operators are slow to take hold, preferring to see how Alaska will open. It is the belief that the price will be below last year's opening; indeed, we know of some being contracted at less money. Last year they were packing on the Sacramento river, but this year the run is so small that marketmen, it is said, pay 5c. on the fishing ground. The opening season begins on the Columbia river next Monday."

THE SUGAR COFFEE FIGHT.

The Woolson Spice Co. has, according to a New York paper, announced an advance of ½c. per pound in the price of bulk coffee, the price of its "Lion" brand package coffee, however, remaining unchanged at 8c., but it was reported that the company is not disposed to accept orders for the latter of over 50 cases each. This is understood to signify that the company purposes to supply the ordinary jobbing demand at current quotations, but does not care to fill speculative orders at these figures. Arbuckle Bros. on the previous day advanced their price for the "Ariosa" brand of coffee ½ to 9c. per pound, and it was stated that it was followed by other large roasters, except the Woolson Spice Co. The action of the latter company apparently indicates that the fight on package coffee is on as bitterly as ever.

BARBADOES MOLASSES SITUATION.

James A. Lynch & Co., writing from Barbadoes April 2, say: "The weather continues very dry, and the yield of the canes is unsatisfactory; it is therefore gratifying to note an improvement in the rate offered, viz., \$1.65 per 100 pounds, and \$5 for hhds. and \$1.75 per 100 for bags. The supply of molasses has not been equal to the demand

at 7c. per gallon, and 8c. is now being offered. The shipments to date amount to 3,232 hhds. sugar and 5,260 puns. molasses; at same time last year, 7,449 hhds. sugar and 5,493 puns. molasses."

CANNED TOMATOES IN U.S.

Tomato packers of Indiana, Ohio, Kentucky, Illinois, Michigan and Missouri met in Indianapolis recently to discuss prospects for the crop this year, prices and plans for disposing of the year's pack. There were present about 35 packers of the Indiana association and 15 representatives from the other States named. At the January meetings of the State associations it was decided that a minimum price of 70c. per dozen cans be fixed, and no member of the associations is allowed to sell for less than this figure. The State associations have a mutual understanding, and the prices agree in the several States. The average price at which sales have been made, so far, is 72½c. per dozen, or \$1.45 per case. Some sales have been made as high as 80c., and one sale is reported at 85c. These prices, however, are regarded as exceptional. The packers say they have no trust, and no penalty can be inflicted upon those who sell for less than the minimum price, but nevertheless the canners are now making it hot for a few Ohio canners who have persisted in making advance sales at less than 70c. The Indiana crop is figured this year at 725,000 cases, which is an increase over last year, when the pack was 594,000 cases. Of the estimated 725,000 cases there were represented at the meeting 550,000 cases. It was found that 280,000 cases, or 51 per cent. of the outside estimates on the pack this year have already been sold on future contracts to brokers. Half of the packers of all the States have sold up to their limit of future contracts; that is, about 60 per cent. of the estimated pack. In order to extend the territory of the Indiana pack 100,000 cases will be packed and shipped into southern Texas and to the States of the Northwest, a territory which Baltimore has been heretofore supplying. To insure the quality of these goods that the market may be steady for Indiana tomatoes the pack will be under strict supervision, and will bear the association label. It is believed that this will open for Indiana a new and extensive field, which will make a large addition to the market for Indiana tomatoes after the year. Of this 100,000 cases of association goods 30,000 cases were subscribed yesterday at 72½c.—N.Y. Journal of Commerce April 16.



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SOLE
AGENTS



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GRAND MOGUL TEA

is a Quick Seller.

It is superior in quality to many other packet teas in the market. Test and try it. Coupons in every packet, entitling holder to Silverware.

T. B. Escott & Co.,
London, Ont.

SOLE AGENTS

Your Customers

Would buy Cigars from you if you kept them.

Why don't you?

J. BRUCE PAYNE'S CIGARS

are profitable trade winners.



"PHARAOH" the 10c. Seller.

"PEBBLE" the 5c. Seller.

and a host of other popular brands. Write for particulars.

J. BRUCE PAYNE
GRANBY, QUE.



A Few Facts About

GILLARD'S NEW PICKLE

5,000 leading hotels in Great Britain use them daily.

12 gold medals have been awarded for their superior quality in competition with other leading makes.

Nothing but the Finest English Pickling Vegetables and Eastern Spices used in its composition.

The Best—Beyond a doubt.

Packed 2 dozen in case; single case lots \$3.40; 5 case lots \$3.30.

GILLARD'S NEW SAUCE

A table relish of superior merits.

Barrel lots of 12 dozen \$1.75; single dozen lots \$1.90.

SOLD BY ALL WHOLESALE GROCERS IN CANADA.

GILLARD & CO., Sole Manufacturers, London, England

MANITOBA MARKETS.

WINNIPEG, April 16, 1898.

MANITOBA has jumped from winter right into summer. The watering carts are busy in Winnipeg, and the streets thronged with wheels.

There has been great excitement in wheat circles during the week, and as high as \$1.05 has been paid, afloat, Fort William. Though various theories are given for this sudden and large advance, there is little doubt it has been caused by the local millers, who anticipate putting up the price of flour in the east in the near future, and also to the fact that all at once they realized there was practically no more wheat in the country than was needed for seeding and to last until next harvest. Seeding is general throughout the province, and will be complete on the Portage plains and some other points in the course of the week.

In all lines of groceries and produce the volume of trade is good, with prices firm.

The failure is announced of F. Cloutier, groceries and boots and shoes. Little is known beyond the fact that the manager of the Bank of Hochalega is in possession under chattel mortgage. Extent of liabilities will not be obtainable until next week.

EVAPORATED FRUITS—Market is much stronger on all lines of these fruits, but particularly apricots. Everything in this line is being bought up in anticipation of a shortage in next season's crop. Price to-day is 11c. The market is firm for peaches at present prices; unpeeled, 10c.; peeled, 16c. Prices are expected to advance shortly. Pears are also firm, and show an advance of ½c. over last quotation, and are now selling at 12c. for fancy halves. Dried apples seem to be offering a little more freely, but prices remain at last week's figure. Evaporated apples appear to be getting short, and consequently are very firm at 11c., with prospect of higher figures. Dried are quoted at 6¼c. Prunes are also firm, and still higher prices are looked for in small sizes.

CANNED GOODS—Tomatoes have been offering, in small quantities, rather more freely this past week, but price has not moved from former quotations. Corn and peas are firm indeed, and there is no likelihood of any change until new packs come in, which will not be until the end of June for peas and still later for corn. In canned fruits the supply is fully equal to the demand, so that there is little to report, and there is no change in the prices with the exception of galled apples, which are now worth \$3.

COFFEE—Rios are stronger with an upward tendency, No. 5 is now worth 10½c. Fancy Aden Mocha, 28c.; fancy Preanger Java, 28c.

MAPLE SYRUP—This product is now offering freely in this market at prices rang-

ing from \$1 to \$1.10 per gallon for 5-gallon cases. Quality of course governing price. Maple syrup is one of those things that you never can be sure about. Many dealers claim they have new syrup, but whether it is syrup made from new sap, or syrup newly made from old sugar is a mystery.

RICE—Very firm and advancing, owing to the short crop in India, Japan and China, and from present appearances there is little likelihood of lower prices.

CURED MEATS—Market is stiff, some southern houses being out of clear side bacon. The indications are that meat will go no lower for some months. There is no actual change in price from last week.

LARD—Lard is firm. Last week's figure of \$1.85 still obtains, but it looks as if there would be an advance before this week is out.

CHEESE—Manitoba stocks are all cleaned up, and considerable cheese is coming in from the east. This has been bought at lower prices than prevailed for the home product last fall. For No. 1, 10c. is quoted, while small cheese of prime quality are practically out of the market, none being obtainable in either Ontario or Manitoba.

BUTTER—Supply is limited, though it is coming in more freely than last week. Price remains about the same, being 17 to 20c. according to quality.

EGGS—This product is very high considering the season. Before Easter they dropped to 12c., during Easter week they shot up to 15c. and seem to stick there. It is likely, however, that prices will drop sharply before the end of the current week.

CEREALS—Market at the present time is firm and bare. Considerable quantities are being brought in from both Ontario and the United States, and will reach here in a few days. Prices are: Rolled oats, \$2; granulated and standard, \$2.20 per sack. Split peas, \$2.30.

SUGAR—In the early part of the week two advances took place of 1-16c. each, making a total advance of ⅓c., but later there was a decline of 1-16c. Present price is: Granulated, 5 3-16c.; bright yellow, 4 7-16c. There is, however, no anticipation of any great change in this market for the next few weeks. "Cereal Postum" has become a household word in Winnipeg, and very considerable quantities are now being handled by retail dealers.

FISH—Now that the smoked and salted fish season is over, new lines of canned fish are constantly being put up and offered for approval. To lovers of fish the new dainty in the form of uncooked finnan haddie, now being put up at Aberdeen, will be a welcome change. The tins contain from two to six haddies, according to size. The price of this new dainty is 60c. for the

small boxes and \$1.40 for those containing six fish. Of course, these goods are more expensive than the smoked fish, but there is absolutely no waste, so that this somewhat counterbalances the price. Digby chicks or scaled herrings, are 18c. per box; pure cod, 7c., in bricks or 5-lb. boxes.

GREEN FRUIT—Warm weather being now on, all fruit for the future will come through under ice. Fresh asparagus is the only new line showing this week, and this in limited quantities. Oranges firm with indications of advance. Prices here, \$4 for navels and \$3.25 for seedlings, but these prices will very likely be 25c. higher before this is in print. Lemons remain at old figure of \$4 with no indications of change. The apple market is in bad shape, many thousands of barrels of doubtful stock being still on hand. Really good apples are scarce, price \$4. War scare has scared the bananas and they are again scarce, price \$2.50 to \$3.50. Limited market for fine Havana pines at \$6 per dozen.

N.B. All prices given from Manitoba are the jobbers' price to the retailer.

BRITISH CHEESE IMPORTS.

THE CANADIAN GROCER is indebted to Mr. W. A. McKnight, cheese importer, Liverpool, for the following:

SHIPMENTS OF CHEESE FROM CANADA AND THE UNITED STATES DURING THE PAST THREE MONTHS.

To all ports in the U.K.		To Liverpool.	
1898.	Boxes.	1898.	Boxes.
January.....	197,000	January 31.....	78,800
February.....	129,700	February 28.....	59,400
March.....	122,500	March 31.....	45,900

Cheese landed in Liverpool, Jan.-March.		Stocks of cheese in Liverpool, Jan.-March.	
1898.	Boxes.	1898.	Boxes.
January.....	69,422	January 31.....	130,825
February.....	54,113	February 28.....	132,104
March.....	58,191	March 31.....	101,566

THE E. B. EDDY CALENDAR.

There is an old saying that "a good thing is not made in a day." That there is much truth in this statement will be admitted by those who have been waiting for some weeks for the issuance of the calendar of the E. B. Eddy Co., Limited, Hull, P.Q., and have been fortunate enough to receive one. The calendar has twenty-one leaflets, one for each of the remaining months in the present century. On each leaflet, besides the calendar, is a two color heading, each one containing a fine view of the Eddy works at Hull and four half-tone views of the twelve largest cities in Canada, in each of which this firm has branch offices. The calendar is, indeed, "a thing of beauty" and will be appreciated by the trade and others receiving one.

A Kingston hotel keeper has been compelled to pay \$15 for a traveler's valise stolen from his premises.

We Guarantee we can give

entire satisfaction to all buyers of our Canned Goods. We have a full assortment of the best known brands, and our prices, as usual, are low.

The same guarantee applies

to our stock of Evaporated California Fruits, such as Apricots, Pears, Peaches, Prunes, etc., in 25-lb. boxes. We offer the best brands, and our prices are right.

HAVE YOU ANY IDEA

of the profit you can realize in handling our "P. RICHARD'S" Brandies? If not, write for prices and samples.

The firm "PHILIPPE RICHARD" was established over a century ago, and their products are favorites on European markets.

Although having been introduced into Canada but a short time, those Brandies are taking the lead and are highly esteemed by connoisseurs.

The best proof of this is found in the great demand we have for them.

WE ARE EXPECTING

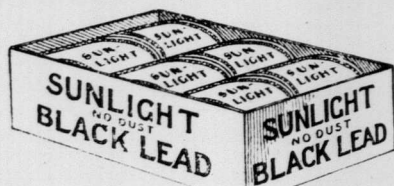
very shortly a part of our spring order, consisting of "1,075 PACKAGES, CASES, AND BULK." We guarantee the quality of our Brandies to be second to none, and prices are such as to give you a fair profit.

Price of Barbadoes

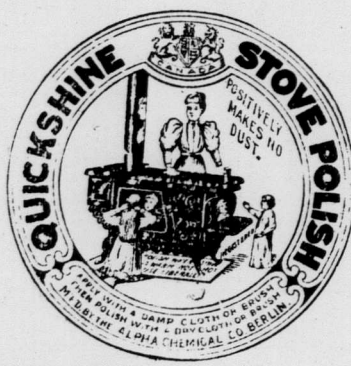
Molasses is getting higher every day, but we will continue booking orders at same price, for delivery during June, at "**price guaranteed until delivery.**" You should book your orders immediately, and secure the benefit of the low price.

WRITE FOR QUOTATIONS—we do not publish them.

Importe, Martin & Cie. Wholesale Grocers Montreal



DEALERS purchase and sell the above brands of goods, all made in Canada and not surpassed in quality by any made in the world. This may seem loud talk, but nevertheless it's true. Try these goods and be convinced. Sold by the wholesale trade throughout Canada.



Manufactured by **The ALPHA CHEMICAL CO., - Berlin, Canada.**

HALIFAX DEMANDS.

THE delegates from Halifax, consisting of Mayor Stephens and others, whose visit to Ottawa has already been recorded, waited upon the Montreal Board of Trade, Monday afternoon, to secure their support in the movement to have Halifax recognized by the Government as an important entreport in the trade of Canada.

The principal object of the Halifax representatives, according to the reports of their delegates, in their visit to Ottawa, was to secure from the Government an immediate acquiescence in the view that the facilities, some time ago destroyed by fire, for handling trade at Halifax, should be reestablished. So far as could be gathered from members of the delegation, these facilities consisted of the long wharf, or deep water terminus, the grain elevator and the freight sheds at Richmond, some time ago destroyed by fire.

Halifax claimed that, in a large measure, their outlay for shipping facilities had been governed by a national Canadian spirit. For instance, said Mr. J. M. Geldert, one of the Halifax representatives, the Halifax dry dock, an institution which figured in a commercial and national way in Canadian commerce, had been subsidized by the city of Halifax to the extent of \$200,000. They looked for a reciprocal spirit on the part of the Canadian Government. They asked the Dominion Government to reconstruct, without delay, the facilities for handling trade that it had previously enjoyed.

"From the Hon. Sir Charles Tupper," so Mr. Geldert said, "the delegation had received a most sympathetic and intelligent hearing. He (Sir Charles) had expressed the view that the Government should not delay a day or an hour in starting the work to replace the elevator and deep water terminus and other facilities which Halifax previously had."

"Since the elevator and wharves at the deep water terminus and Richmond were

burned away," said Mr. Geldert, "the Government had done practically nothing in Halifax. It was as much to the benefit of Montreal and Upper Canada, as to Halifax, that that port should be placed upon a reasonable footing to handle Canadian business. It was this idea that led to the interview with the Board of Trade. The delegation asked their countenance and co-operation in their movement to obtain for a Canadian port, which (especially in view of the possibility of an Hispano-American war) would be largely looked to for the handling of ocean-going traffic."

Mayor Stephens, who was also spoken to by The Gazette, said that their interview with the Montreal Board of Trade had been an encouraging one. Although no definite resolution was passed, an intimation was given that the Board of Trade would be prepared to co-operate with Halifax in securing that measure of business which belonged to it.

THE WINDOW DRESSING ART.

One of the developments of the window dressing art is shown in the use of flowers for the purpose of decoration. The idea, while not a new one among such trade as millinery and undertaking, is, so far as its adoption by grocers is concerned, quite novel, and when we reflect upon the pleasant effect made by the presence of flowers in show windows it is surprising that more places of business do not use them as adjuncts to the other modes of decorating. Several of the larger retail grocers in Connecticut now have flowers in their windows as a general thing, and they certainly add much to the beauty and attractiveness of the windows. This matter of using flowers for decorative purposes in show windows only goes to emphasize the great advancement which is being made in this kind of work. To-day, much greater interest is shown in the arrangement of windows than there was five years ago. Everything now tends to the artistic and tasty, and in many stores it

has become one of the most important functions of the business. Experience has shown that such efforts are appreciated by an observing public and that an attractive show window draws business.—N. E. Grocer.

AN ENTHUSIASTIC TRAVELER.

THE CANADIAN GROCER, last week, met an old friend in Quebec City in the person of Mr. D. P. Urquhart, who represents Gowans, Kent & Co., of Toronto, in the Province of Quebec. While renewing old acquaintance the conversation finally turned into a business one. Mr. Urquhart informed his old-time comrade that he now represents the leading house in his line in Canada; in fact, he grew eloquent when speaking of its magnificent showrooms in Toronto, which, no doubt, are a credit to the Dominion.

Mr. Urquhart is somewhat of a linguist, speaking French as fluently as English, which is necessary on his ground, as many of his customers speak French only. His present trip, although a sorting one, has been very successful, as a bundle of orders he is just sending in to his firm fully proved.

WOODSTOCK, N.B., BOARD OF TRADE.

At the annual meeting of the Woodstock, N.B., Board of Trade the following officers were elected:

President—Geo. Balmain.
Vice-President—A. Henderson.
Secretary-Treasurer—T. C. L. Ketchum.

The Board has now forty members. The following resolution was passed: "That the Dominion Government be memorialized to see that freight rates be regulated according to mileage, by the appointment of commission."

The Kent Canning Co., Limited, has been incorporated to dry, evaporate, pickle and preserve fruits, vegetables and meats with a capital stock of \$49,000.

FOR SALE. Choice Prime Beans.
Evaporated Apples.
Apply JAS. R. SHIELDS & CO.
Board of Trade, TORONTO

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



—A
**Ton of Cocoanut
for Klondyke.**

Against the competition
of all brands..

WHITE MOSS

desiccated, was chosen (on account of its quality) as the
Pioneer Cocoanut of the Yukon, we having just received
an order for a ton to be put up in tins made specially
for this order.

Are you carrying our goods? If not, write us for
samples.

**CANADIAN COCOANUT CO.
MONTREAL.**

**Star
Brand**

**COTTON
CLOTHES
LINES**

All lengths, both in Twisted and
Braided

3 and 4-PLY COTTON TWINE.

Lamp and Candle WICK.

Sold by all Wholesale Dealers.

HIGHEST

**PAILS
TUBS**

And Wood Packages

FOR
**Lard, Candy, Spices,
Pickles, Syrup, etc.**

Manufactured by
**The Wm. Cane &
Sons Co., Limited**
Newmarket, Ont.

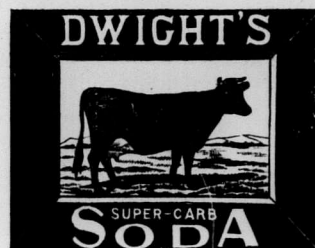
CHAS. BOECKH & SONS
Sole Agents, Toronto

QUALITY

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

NO TROUBLE TO SELL

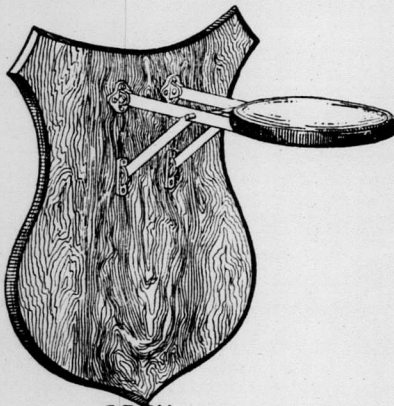
Cow



Brand

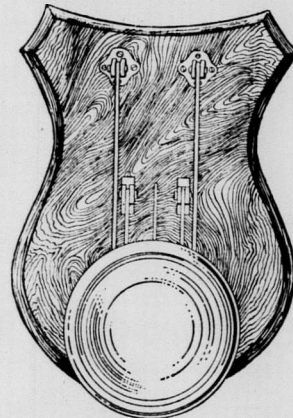
The best advertised piece of goods on the market.

Gem Folding Counter Stool with the Globe Fruit and
Globe Pepsin Chewing Gum,



OPEN.

You make a
good profit on
the Gum and you
get this high-
class patented
Stool **FREE.**
Get one from
your wholesaler,
or write for cir-
cular to



CLOSED.

GLOBE AUTOMATIC SELLING CO., - Toronto, Ont.

**GIVE THE PEOPLE
WHAT THEY WANT.**

Make your store popular and increase
your business by offering the REGENT
CAMERA free with a specified quantity
of purchases.

There isn't a Camera in the market that compares
with the REGENT.

Takes a 2½ x 2½ photo on glass
plates. The price includes a com-
plete outfit for taking and finishing
6 pictures. And we sell

50, complete, for \$25 00
100, " " 45.00

F.O.B. CHICAGO



The Regent Manufacturing Co.

72 Bay Street, Toronto, Ont.
Chas. Edwards, Manager.

182 - 184 Wabash Ave.
CHICAGO.

FRESH STOCKS.

HOW often is that when a failure occurs in any line of business it is discovered that a large amount of the stock on hand is old, obsolete and unsalable? It would seem that this very condition of affairs would justify a careful search for the cause and the application of the proper remedy. Is not the whole situation explained by this one fact, that when a new supply of goods is received by the average merchant it is piled or dumped upon the old, thus leaving the original supply as a perpetual corner stone for successive pyramids of fresh goods? Under these conditions it is not surprising that a certain amount of goods should become shopworn, faded, stale and useless. By reason of this very system a large number of retail merchants, in making a statement of their affairs, should in all justice classify about 25 per cent. of their stock as "fixtures."

No matter what the kind of goods, when a new lot arrives that which is on hand should be carefully removed and the fresh supply put in the place assigned to it. The old lot should either be placed on top or otherwise arranged as to be the first that is sold. This rule should be applied to every class of goods, whether sold by the yard, pound or piece. This method, properly observed, guarantees a continuous rotation of stock and will keep everything neat, fresh and attractive. Old stock should not be tolerated by any merchant who desires to keep abreast of the times and effectively meet his competition. When new stock of a certain character is received it is the general custom to mark it with both the cost and selling prices. Equal care should be taken to mark, along with the other figures, the date of its receipt. When the annual or semi-annual inventory is taken every article in the store should be itemized, and opposite in parallel columns there should be noted the cost price, the selling price and the date it was placed in stock. After the inventory has been completed it should be carefully analyzed and separated into sections. Every article over six months old should be at once moved, even at a sacrifice, if necessary. Of course, the character of the goods will determine the length of time that their retention on the shelves will be safe. Fresh, clean and attractive-looking stock is a merchant's best advertisement. It indicates his enterprise and judgment as nothing else can, and it is certain to attract the attention of his patrons and command trade.—Interstate Grocer.

Mr. Thos. Steel, Ridgetown, Ont., shipped over 12,000 bushels of hand-picked beans last month. Four thousand bushels were shipped to Cuba and France.

The Class Acting

up to the belief that it does "Not Pay" to be noticeably "Unlike" all others, continues to dwindle.



Ceylon Tea has gained its name and earned its fame, solely through its being noticeably "Unlike" all competitors, inasmuch as it is of incomparable Quality and Deliciousness—captivating and holding in everlasting captivity "all tastes." Don't you think, in view of the wide-spread agitation for the suppression of the notoriously adulterated Teas of China and Japan, that it would be good business policy for you to handle "Salada" Ceylon Tea?

Others are doing so with the utmost satisfaction and profit.

Montreal Wholesale Depot, 318 St. Paul St.

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

Evaporated
Vegetables

FOR SOUP

Always Ready
Always Delicious

Specially adapted for **Miners'** and **Sailors'** use.
Samples sent on application.

Kerr Vegetable Evaporating Co.
Limited
KENTVILLE, NOVA SCOTIA



Dewar's Famous Scotch

Can be had from

Geo. J. Foy
Perkins, Ince & Co.

R. H. Howard & Co.
Adams & Burns

Toronto.

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

THE PRESS CLIPPING
DEPARTMENT

Reads every paper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers of 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 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 year's contract will be found the most satisfactory.

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

The Press Clipping Department, Board of Trade, Montreal

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

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

"GOLDEN LEAF"
BRAND JAPAN TEA

"Udarella" Ceylon Blend
"Atlas" Blend

All of extra cup quality.
Samples on application.

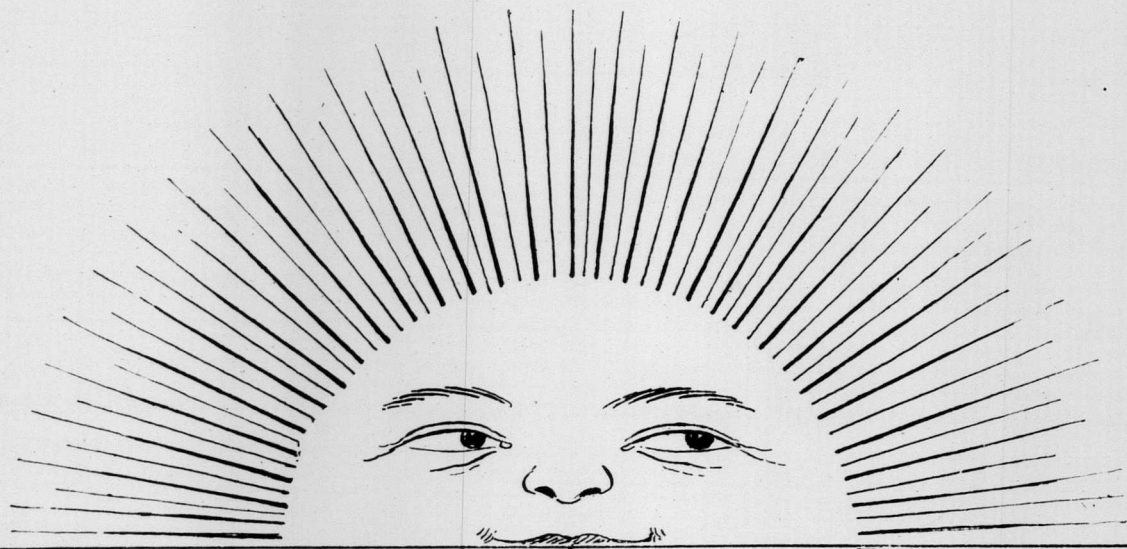
Sole Agents:

George Foster & Sons
BRANTFORD, ONT.



ASK FOR

MOTT'S



The glory of Ceylon and Indian Teas is spreading over the entire world.

There are no teas so entirely and so completely satisfactory in every respect as the pure, clean, healthy, teas of Ceylon and India.

The sunlight of prosperity is with all handlers of these teas.

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BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

C. T. HUNTER, general merchant, Painswick, Ont., has assigned to Alexander Brownlee.

Neil MacDonald, grocer, Baddeck, N.S., has assigned.

A. G. Munro, general merchant, Stockton, Man., has assigned.

Kealy Bros., confectioners, Ottawa, Ont., have assigned to W. A. Cole.

S. K. Moyer, wholesale fish dealer, Toronto, is financially embarrassed.

A. Lavoie, general merchant, The Brook, Ont., has assigned to Albert Hagar.

H. F. McDougall, general merchant, Christmas Island, N.S., has assigned.

Thomas J. McGee, general merchant, Harrisburg, Ont., has assigned to Chas. S. Scott.

J. A. Bernier, general merchant, Edmuntson, N.B., has compromised at 50c. on the dollar.

Lefavire & Taseleveau have been appointed curators of W. C. Ross, sr., Hope-town, Que.

Paradis & Jobin have been appointed curators of J. A. Pelletier & Co., general merchants, Matane, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

G. Lachance & Co., manufacturers of prepared flour, Quebec, have dissolved.

John Wilson & Co., produce merchants, Victoria, have dissolved, John Wilson continuing.

Johnson & Foss, intend entering into partnership as grocers in Sherbrooke, Que., on May 1.

Street & Co., wholesale liquors, St. John, N.B., have dissolved, C. N. Beal & Co. continuing.

McCormack Bros., general merchants, Sydney Mines, N.S., have dissolved, John McCormack continuing.

Chas. H. Nutter and Wm. H. Fuller have registered as proprietors of the firm of Nutter & Fuller, wholesale grocers, etc., Sherbrooke, Que.

Co-partnership has been registered between Clarence H. and E. Norman Dimock, under the style Dimock Bros., general merchants, Windsor, N.S.

Chas. Boeckh & Sons, manufacturers and importers of brooms and woodenware, Toronto, have dissolved, Chas. Boeckh, sr., retiring, and Emil Boeckh and Chas. Boeckh, jr., continuing under the style of Boeckh Bros. & Co.

SALES MADE AND PENDING.

W. A. Ostrander, confectioner, Dutton, Ont., has sold out to W. A. Cavers.

V. Robinet, general merchant, Tecumseh, Ont., has sold out to La Bouef & Janisse.

J. H. Townsend, general merchant, Tangier, N.S., has sold out to J. J. Mason.

GROCERS!**A BID**

for your trade.

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

L. N. Minguy, grocer, Quebec, is closing out by auction.

G. B. Hearn, grocer, Guelph, Ont., has sold out to A. C. Willets.

Elie Vigneux, grocer, Windsor, Ont., has sold out to Wm. Whalen.

The stock of Dame L. A. Carrier, Montreal, has been sold at 35c. on the dollar.

The assets of A. J. Landrian, general merchant, L'Original, Ont., have been sold.

The stock of Wm. Hickey, general merchant, Deux Rivieres, Ont., has been sold.

The stock of the estate of G. G. Johnston, general merchant, Exeter, Ont., has been sold.

E. J. Malone, general merchant, Inglewood, Ont., has sold out to John McEachren.

The assets of A. Therriault & Co., general merchants, Fraserville, Que., have been sold.

Robert McAfee, general merchant and sawmiller, Hanfordbrook, N.B., has sold out to the G. & G. Flewelling Manufacturing Co., Limited.

CHANGES.

T. J. O'Neil is starting business as grocer in Montreal.

John McLaughlin is starting business as grocer in Montreal.

Henry Coleman, pork packer, Paisley, Ont., is moving to Kincardine.

John M. Johnston, grocer, Invermay, Ont., is closing up his business.

J. J. Mason has opened out in business as general merchant in Tangier, N.S.

Chas. Lebreton has opened out in business as general merchant in Tracadie, N.B.

Rotz & Co., grocers, dry goods, etc., Blenheim, Ont., have removed to Wheatley, Ont.

Amedee Asselin is about commencing business as general merchant in Coteau Station, Que.

Dame Aurebella Filteau, wife of Joseph E. Michaud, has registered as proprietress

If you use Canned Meats
it's well worth asking your
Wholesale
House for **Clark's**

of the firm of J. E. Michaud & Cie, La-prairie, Que.

W. P. Kinsella is commencing business as grocer in Cornwall, Ont.

F. W. Ashdown, general merchant, Ashdown, Ont., is giving up business.

P. H. Alder, general merchant, Mount Lehman, B.C., is removing to Vancouver.

John O'Halloran has registered as proprietor of the Electric Grocery Co., Montreal.

Application has been made for the incorporation of the Nova Scotia Pork Packing Co., Limited, Middleton, N.S.

EIRES.

John Fay, grocer, Almonte, Ont., has been burned out; partially insured.

The stock of P. L. Turgeon, grocer, etc., has been partially damaged by water; insured.

F. A. Olmstead & Co., general merchant; E. R. Sheppard, grocer; Solomon Sweet, general merchant, Sutton, Ont., have been burned out.

VALUE OF COURTESY IN THE STORE.

A lady of the writer's acquaintance, who has had extensive experience as a shopper says that the scarcest commodity in the department stores is courtesy. She says also that in the smaller grocery stores the uncouthness of some of the clerks is almost as repellent as the open insolence of the sales lady of the bazars. It is evident, she remarks, that these young men mean well but they are sadly lacking in polish. Many good customers, she finds, are driven to the smaller stores by the inattention of the department store assistants. Not every lady, perhaps, not any real lady, can stand the rushes to the bargain counters, the pushing and struggling, and this circumstance, too, like the discourtesy of the salespeople, makes trade for the small stores.—Merchants' Review.



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SUCH A STIFF



finish and fine gloss can be got with BENSON'S Enamel Starch that very few use anything else for Shirt Bosoms, Collars, Cuffs, etc., when they want to make a really first-class job. It is a perfect cold water starch, and its equal for household or laundry use has yet to be found.

ORDER AT ONCE.

The Edwardsburg Starch Co., Limited, Cardinal, Ont.

THE F. F. DALLEY CO. Per gros

Gem Stove Polish, 1/4 gross cases \$9 00 per doz

Stovepipe Varnish, 4 oz. bottles 1 00

6 oz. bottles 1 25

Boston Brunswick Black, 8 oz. bottles 1 7

Enameline.

No. 4-3 dozen in case \$4 50
No. 6-3 dozen in case 7 50

BIRD SEEDS

BART. COTTAM & CO.

"Cottams," with Patent Bird Bread. 0 07

Warbler, with Song Restorer. 0 05 1/2

Belgian, with Bird Improver. 0 05 1/2

International, with Bird Treat. 0 05 1/2

German X, with Cuttlefish Bone. 0 04 1/2

German, with Cuttlefish Bone. 0 04 1/2

London Bird Seed, bulk 25 lb. cases. 0 04 1/2

Bird Gravel, 10c. pkts., 24 in case. 0 06

Bird Gravel, 5c. pkts., 48 in case. 0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases 0 06

Dalley's Bird Seed, 40 lb. cases. 0 06 1/2

NICHOLSON & BROCK.

Brock's Bird Seed 0 07

Norwich Bird Seed. 0 06

Maple Leaf Bird Seed. 0 05

Bird sea-gravel, 10c. pkts., 24 in case 0 06

" " " " 5c. " 48 " 03

CORN BROOMS

CHAS. BOECKH & SONS. per doz. net.

Carpet Brooms—

"Imperial," extra fine, 8, 4 strings.. \$3 65

" " " " 7, 4 strings.. 3 45

" " " " 6, 3 strings.. 3 25

"Victoria," fine, No. 8, 4 strings.. 3 30

" " " " 7, 4 strings.. 3 10

" " " " 6, 3 strings.. 2 90

"Standard," select, 8, 4 strings.. 2 90

" " " " 7, 4 strings.. 2 75

" " " " 6, 3 strings.. 2 60

" " " " 5, 3 strings.. 2 40

BLUE.

KEEN'S OXFORD. per lb.

1 lb. packets \$0 17

1/4 lb. " 0 17

Reckitt's Square Blue, 12-lb. box 0 17

Reckitt's Square Blue, 5 box lots 0 16

CANNED MEATS.

ARMOUR PACKING CO.—HELMET BRAND

Corn Beef 1 lb. 1 65 1 70

2 lb. 2 65 2 75

4 lb. 5 50 5 80

6 lb. 8 50 8 80

14 lb. 18 50 19 00

Roast Beef, 1 lb. 1 40 1 50

2 lb. 2 75 2 90

Luncheon Beef, 1 lb. 1 60 1 90

2 lb. 2 75 2 85

Brawn 1 lb. 1 30 1 40

2 lb. 2 50 2 75

6 lb. 6 60 6 80

14 lb. 14 50 15 00

Ox Tongue, 1 1/2 lb. 7 00 7 20

" " 2 lb. 8 50 8 80

" " 2 1/2 lb. 10 75 11 00

Lunch Tongue, 1 lb. 3 35 3 50

2 lb. 6 50 6 80

Chipped Beef, 1/4 lb. 1 75

1 lb. 3 50

Pigs' Feet 1 lb. 1 65 1 75

2 lb. 2 75

Potted Meats, Tongue or Ham 1/4 lb. 70 75

1/2 lb. 1 20 1 25

Potted Deviled Ham or Tongue, 1/4 lb. 70 75

Potted Deviled Ham or Tongue, 1/2 lb. 1 20 1 25

WHITE LABEL.

Soups Assorted, 1 qt. 3 00 3 15

1 pt. 2 00 2 10

Gelatine of Boar's Head, 2 lb. 3 00 3 20

Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb. 3 00 3 10

Plover Roast 5 00

Sliced Gold Band Bacon 3 00

CHEWING GUM.

ADAMS & SONS CO. per box

Tutti Frutti, 36 5c. bars. \$1 20

" " (in cream pitcher) 36 5c. bars 1 20

" " (in sugar bowl) 36 5c. bars 1 25

" " (in glass jar) 115 5c. pkgs. 3 75

Pepsin Tutti Frutti (in glass jar) 115 5c. packages 3 75

Pepsin Tutti Frutti, 23 5c. packages 0 75

Round Pepsin, 30 5c. packages 1 00

Cash Register, 390 5c. bars and pkgs. 15 00

Cash Box, 160 5c. bars. 6 00

Tutti Frutti Show Case, 180 5c. bars and packages. 6 00

Variety Gum (with book in each box) 150 1c. pieces 1 00

Banner Gum (English or French wrappers) 115 1c. pieces 1 20

Flirtation Gum (English or French wrappers) 115 1c. pieces 1 20

Sappota, 150 1c. pieces. 0 90

Orange Sappota, 150 1c. pieces. 0 75

Black Jack, 115 1c. pieces. 0 75

Red Rose, 115 1c. pieces. 0 75

Magic Trick, (English or French wrappers) 115 1c. pieces. 0 75

CHEESE.

MACLAREN'S IMPERIAL. Per doz.

Large Size, cases 1 doz. \$8 00

Medium Size, cases 1 doz. 4 50

Small Size, cases 2 doz. 2 40

Individual, cases 2 doz. 1 00

CHOCOLATES & COCOAS.

Cocoa— EPPS'S. per lb.

Case of 14 lbs. each 0 35

Smaller quantities. 0 37 1/2

CADBURY'S.

Frank Magor & Co., Agents. per doz

Cocoa essence, 3 oz. packages. \$1 65

Mexican chocolate, 1/4 and 1/2 lb. pkgs. 0 40

Rock Chocolate, loose. 0 40

" " 1-lb. tins. 0 42 1/2

Cocoa Nibs, 11-lb. tins. 0 35

TODHUNTER, MITCHELL & CO'S.

Chocolate— per lb.

French, 1/4's-6 and 12 lbs. 0 30

Caraccas, 1/4's-6 and 12 lbs. 0 35

Premium, 1/4's-6 and 12 lbs. 0 30

Sante, 1/4's-6 and 12 lbs. 0 26

Diamond, 1/4's-6 and 12 lbs. 0 22

Bulk, gross boxes, each 1 00

Cocoa—

Homeopathic, 1/4's, 8 and 14 lbs. 0 30

Pearl. 0 25

London Pearl, 12 and 18 " 0 22

Rock " " " 0 30

Bulk, in boxes. 0 18

Royal Cocoa Essence, packages. per doz. 1 40

BENDORP'S ROYAL DUTCH COCOA.

1/4 lb. tins, boxes 4 doz. 2 40

1/2 " " " 1 " 4 50

8 50

Ralston Health Club boxes 6 lbs. per lb. 45

CHOCOLAT MENIER.

In Cases of In 10

5 case 10x12 lb lb bx

lot. bxs.

Vanilla—per lb. \$ 0 32 \$ 0 34 \$ 0 30

Yellow wrapper, Unsweetened— Blue Premium C 35 0 37 0 30

Per case. Less than case

Pastilles— Yellow wrapper, 108 bxs. to the case. \$20 00 0 20

Croquettes— Yellow wrapper, 9 bxs. of 12 packages. \$20 00 0

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Special,
barrels,

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.

PICKLES---STEPHENS'

A. P. TIPPET & CO., AGENTS.
 Patent stoppers (pints) 2 3/4
 Corked (pints) 1 90

SODA.

COW BRAND



Case of 1 lbs. (containing 60 pkgs) 3 00
 " " 1/2 lbs. (" 12) " 3 00
 " " 1/2 lbs. and 1/4 lbs. (containing 33 1/2 lbs. and 60 1/2 lb. packages) 3 00
 Case of 5c. pkgs. (containing 96 pkgs.) 3 00

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, 1 1/2 in box; Twin Cake, 1 1/4 oz. each, 100 in box.
 Quotations for "Ivory Bar" and other brands of soap furnished on application.

A. P. TIPPET & CO., AGENTS.

Maypole Soap, colorf. 12 00
 " " black 18 00
 10 per cent. discount on gross lots.

STARCH.

EDWARDSBURG STARCH CO., LTD.

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

KINGSFORD'S OSWEGO STARCH.



(40-lb. boxes, 1-lb. pkgs.) 0 08
 SILVE GLOSS (12-lb. boxes each crate) 0 08 1/2
 PURE—40-lb. boxes, 1-lb. pack.... 0 07
 " " 48-lb. " 16 3-lb. boxes.. 0 07
 For puddings, custards, etc.
 OSWEGO (40-lb. boxes, 1-lb. packages) 0 07 1/2
 CORN STARCH }
 ONTARIO } 38-lb. to 45-lb. boxes, STARCH } 6 bundles 0 06
 STARCH IN } Silver Gloss..... 0 07 1/2
 BARRELS } Pure 0 06 1/2
 THE BRANTFORD STARCH CO., LTD.
 Laundry Starches—
 Canada Laundry, boxes of 40 lbs.. 0 04 1/2

Finest Quality White Laundry—
 3 lb. cartons, cases 36 lbs.... 0 05
 Bbls., 175 lbs. 0 04 1/2
 Kegs, 100 lbs. 0 04 1/2

Lily White Gloss—
 Kegs, extralarge crystals, 100 lbs. 0 06
 1 lb. fancy cartons, cases 36 lbs. 0 07
 6 lb. draw-lid bx. 8 in crate, 48 lb. 0 07
 6 lb. tin enamelled canisters, 8 in crate 48 lbs 0 07

Brantford Gloss—
 1 lb. fancy boxes, cases 36 lbs. 0 07 1/2

Brantford Cold Water Rice Starch—
 1 lb. fancy boxes, cases 28 lbs.... 0 09

Canadian Electric Starch—
 40 packages in case..... 3 00

Culinary Starch—Challenge Prep. Corn—
 1 lb. pkgs., boxes 40 lbs..... 0 05
 No. 1 Pure Prepared Corn—
 1 lb. pkgs., boxes 40 lbs..... 0 06

TEAS.

"SALADA" CEYLON.



	Wholesale	Retail
Brown Label, 1s and 1/2s	0 20	0 25
Green Label, 1s and 1/2s	0 22	0 30
Blue Label, 1s and 1/2s and 1/4s	0 30	0 40
Red Label, 1s and 1/2s	0 36	0 50
Gold Label, 1/2s	0 44	0 60

Terms, 30 days net.

RAM LAL'S (lead packages)



Cases, each 60 1-lb.	0 35
" " 60 1/2-lb.	0 35
" " 30 1-lb.	0 35
" " 120 1/2-lb.	0 36

"KOLONA"



Ceylon Tea, in 1-lb. and 1/2-lb. lead packets, black or mixed.

Black Label, 1-lb., retail at 25c	0 19
" " 1/2-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 1/2s	0 35	0 50
Blue Label, 1-lb. and 1/2s	0 28	0 40
Green Label, 1-lb.	0 18	0 25
Green Label, 1/2s	0 19	0 25
Japan, 1s	0 19	0 25

WOODENWARE.

THE E. B. EDDY CO. per doz

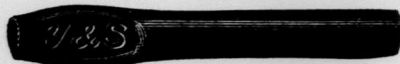
Washboards, Planet	1 60
" " XX	1 40
" " X	1 25
" " Special Globe	1 50

Matches—	5-Case Lots,	Single 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.

YOUR CUSTOMERS WANT IT ...



because they know it. They like it, and they have awakened to the fact that it is just as good as, and better than, "home made."

Always keep it in stock, for you can sell it any time—at all seasons of the year.

J. H. WETHEY

Sole Manufacturer St. Catharines, Ont.

EXTENDED INSURANCE.

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

Confederation Life Association,

HEAD OFFICE--TORONTO,

is the provision for Extended Insurance. After 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.

W. C. Macdonald,
Actuary.

J. K. MACDONALD,
Managing Director.

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.

The Dry Goods Review



CLUBBING RATES

The Dry Goods Review and The Canadian Grocer

\$3.00

Send for Samples.

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least **Two Dollars**. Twelve copies, or one year, should net you **Twenty-four Dollars**. This is a fact, and the reason we have subscribers.

THE DRY GOODS REVIEW

TORONTO

. . . . MONTREAL

McLAREN'S



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

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

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

THE SAUCIEST OF SAUCES.

PATERSON'S

ossesses a
eculiar
iquancy, and is more

generally used than other

SAUCES.

*Paterson's Wor'ster Sauce
is the best value on
the Market.*



PREPARED BY—

R. PATERSON & SONS, GLASGOW.

*Manufacturers of the celebrated
"PATERSON'S CAMP COFFEE ESSENCE,"
and "PATERSON'S 'EUREKA' PICKLES."*

Agents:—

ROSE & LAFLAMME, MONTREAL.

WESTERN

Incorporated
1861.

ASSURANCE COMPANY

Fire and Marine

Capital, subscribed	\$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,320,000.00
Annual Income -	2,300,000.00

Head Office: TORONTO, ONT.

Hon. Gen. A. Cox, President. J. J. Kenny, Vice-President
C. C. Foster, Secretary.

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 applica-
tion.

MacLean Publishing Co. Limited

Montreal : : Toronto

BOOKS FOR THE RETAILER

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

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