

# THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, FEBRUARY 12, 1897.

No. 7

## SELL ONLY THE BEST!

In Competition with the World we have received the

**HIGHEST AWARDS MADE.**

These  
...substantiate  
...our claim that

# COLMAN'S — MUSTARD

**IS THE BEST IN THE WORLD.**

THE ONLY TEN CENT CIGAR

## Fresh Herrings



**MARSHALL & CO.**

Spring Garden Works, ABERDEEN, SCOTLAND.

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

**Kippered Herrings**

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

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

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

**Walter R. Wonham & Sons**

Sole Agents for Canada, MONTREAL.

VARSAITY CIGAR 5c. THE BEST IN THE MARKET

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

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NOBS. YORK

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and East.

# SOUPS

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

**Armour's  
White Label  
Brand**

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

# Batty's

**NABOB PICKLES**  
and...  
**SAUCE**

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

ALL WHOLESALERS  
HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

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

... Montreal

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

McLAREN'S



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

## DON'T FORGET

That in selling Silver Dust Washing Powder you

**MAKE MORE MONEY**

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

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

Something New...



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

# ..TEAS

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

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



**Standard Goods THE Best to Handle**

**FOR  
PURITY**

This brand is  
always reliable.



**FOR  
STRENGTH**

Highest test  
98.00 pure.

"NEW PROCESS" SODA, FINEST ON THE MARKET.

**Lazenby's Jelly Tablets**

These are **ABSOLUTELY PURE** and  
made with Choicest Flavorings only.

THEY STAND AT THE HEAD as the Finest Quality made.

**FLAVORS**

LEMON,  
ORANGE,  
CHERRY,

PUNCH,  
COGNAC,  
RASPBERRY,

VANILLA,  
CHAMPAGNE,  
MADEIRA,

CALVES' FOOT,  
STRAWBERRY,  
PINE APPLE.

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



A RELIABLE

**Castile Soap**

IS

**"LE LION ROUGE"**

AGENTS

A. P. TIPPET & CO.  
MONTREAL and TORONTO

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

# The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,  
Office of Official Analyst,

MONTREAL, April 8th, 1895.

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

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

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

## Do You Sell Crockery?

Then we want  
your business

We manufacture all kinds of

White Enamelled Bristol Stoneware Butter Crock, Churns, Milk Pans, Liquor Jugs, Molasses Jugs, Preserve Jars, Fire-Proof Stew Pans, Bar Spittoons, Cuspidors, Bed Pans, Beer Mugs, Ale Tumblers Ink Bottles and Ginger Beer Bottles, Flower Pots, etc.

We have the largest Stoneware Pottery in Canada, most modern equipment, and can give close prices for any of above lines. Write for our Illustrated Catalogue.

**GLASS BROS. & CO.** POTTERSBURG P.O. **London, Ont.**

As Spring is now close at hand and merchants throughout the Dominion will be replenishing their stock of Shoe Blackings, why not keep the best when it is just as cheap, and will give every satisfaction to the user?

## ENGLISH ARMY BLACKING

For a Quick, Lasting and Bright Polish,  
it is the Best in the World.

Now, that seems to be saying a good deal, but it is not one word too much, for everybody that has used this Blacking has spoken of it in the highest terms.



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



# Pepsin Cream Cheese

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



**R. J. GRAHAM**

519 KING STREET WEST

**Toronto**



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



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

Manufactured by the

**Hamilton Coffee and Spice Co.**

HAMILTON, ONT.

**WE ARE MEETING WITH GREAT SUCCESS**

With our  $\frac{1}{4}$ -lb. packages

# Pure Spices

**GROCCERS** like them. They save trouble, time, and expense. Only 2c. per lb. more than Bulk Goods.



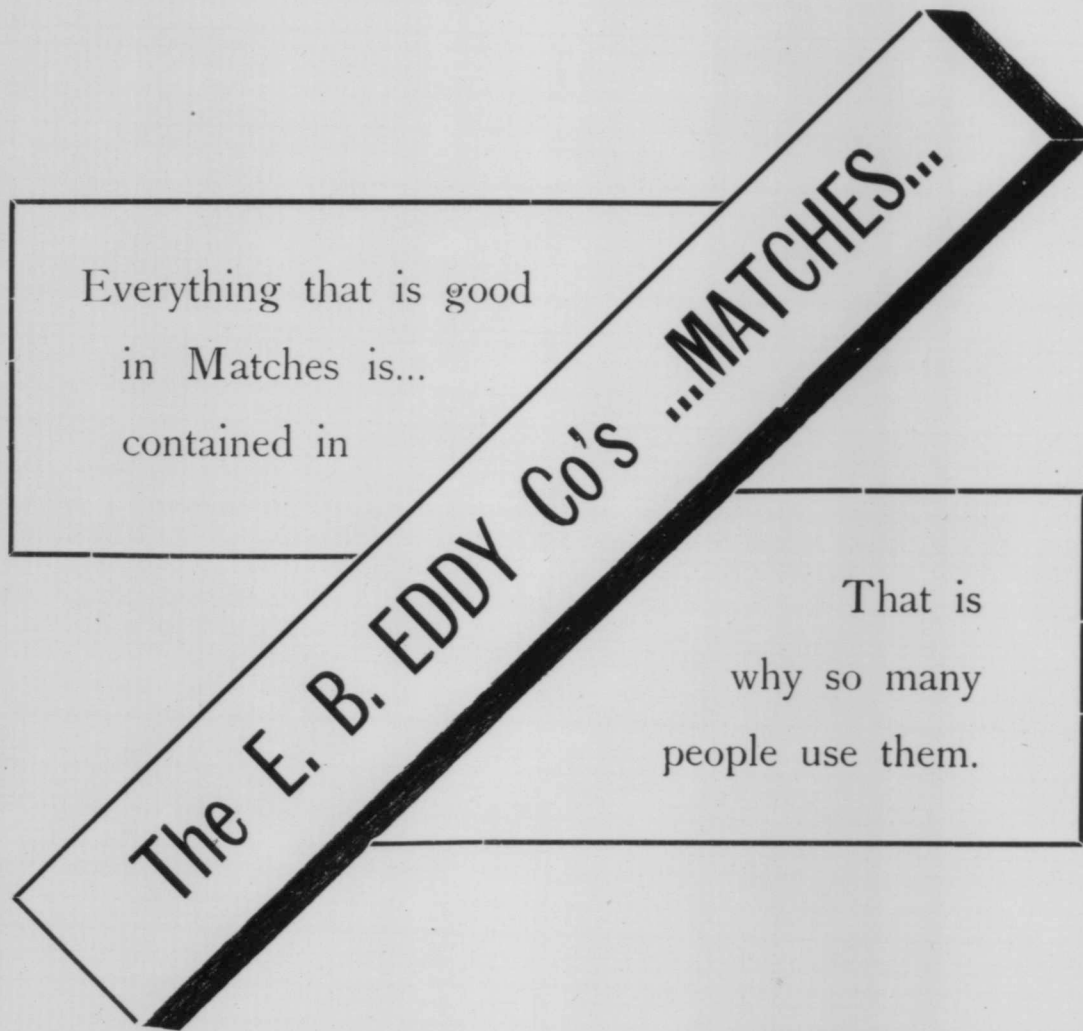
WRITE FOR SAMPLE.

**THE TORONTO COFFEE & SPICE CO. LTD.**

H. H. SUYDAM. PRES.

J. D. ROBERTS. VICE. PRES.

J. A. WATSON. SEC.



Everything that is good  
in Matches is...  
contained in

That is  
why so many  
people use them.

Prices were advanced on 1st February.

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

HULL, QUE.

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

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

BE  
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**BROOMS**

**ROSE, THISTLE**

**PANSY**

Freight paid on 5-doz. lots.

**MATCHES**

**SOVEREIGN**

**MATCHES**

Freight paid on 5-case lots.

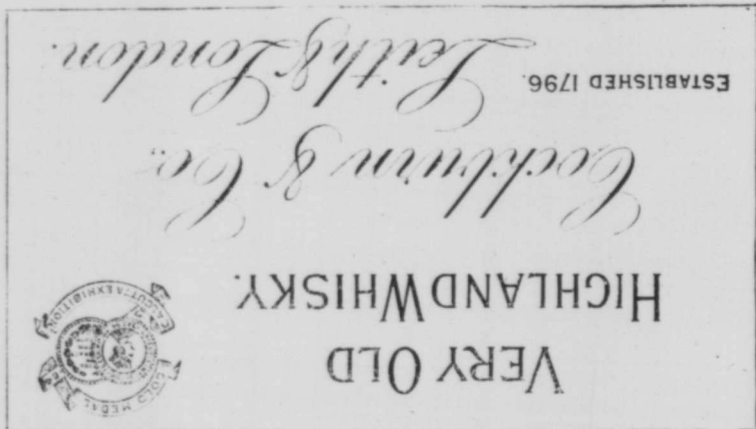
The H. A. NELSON & SONS CO., Ltd., Toronto and Montreal.

**COCKBURN'S**

**SCOTCH**

**WHISKY**

Nothing Finer in the Market



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

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

AGENTS FOR THE DOMINION

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

**GOOD MILK**

at all times

**"Reindeer" Brand Condensed Milk.**

PROFESSOR JAMES W. ROBERTSON, Dominion Dairy Commissioner, says:

"The 'Truro Condensed Milk, 'Reindeer' Brand, has been analyzed by our Chemist, and found superior to the famous Swiss products."



# TEAS ..

That please the consumer and make money for the seller. We have them in all growths and grades—handsome in style and draw, and bought at right prices too. The value to the retailer is unquestionable.

To be retailed at 25c. and upwards—our assortment of **JAPANS** and **YOUNG HYSONS** offers bargains for the keen buyer and judge of value. It is a pleasure at all times to submit samples for comparison and draw. The result we leave with the buyer.

## W. H. GILLARD & CO.

Wholesalers Only

JOHN MOUAT, Northwest representative  
... Winnipeg ...

**HAMILTON**

"Rose Brand"

The real value of anything—the profit, either to you or your customers—lies in the goodness it is possible to extract from it. The best value contains the greatest amount of goodness condensed—purity, or—much in little.

The first profit is only the stepping stone to confidence. Look out for the first profit.

"Rose Brand"  
Hams, Bacon, Lard.

## The Lard that Sells

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

Rose Brand Lard is absolutely free from Acids to make it firm or white.

It leaves no sediment when melted because there is no sediment to leave. Whatever is fried in it won't stick to the frying pan.

It is always fresh because the demand for it keeps us making it all the time.

Packed in 1, 2, 3, 5, 10, 20 and 50 lb. packages.

## FIT FOR THE QUEEN



Our condensed mince meat is a pure, clean and wholesome article fit for the very best tables. It pleases the most fastidious tastes just as it comes from the package, but is improved by the addition of a little cider or wine.

For mince pie, plum pudding, or fruit cake it is most delicious. Easily and quickly prepared.

**J. H. WETHEY, Mfr. ST. CATHARINES, ONT.**



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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. XI. (Published Weekly)

MONTREAL AND TORONTO, FEBRUARY 12, 1897

(\$2.00 per Year) No. 7

## THE DEPARTMENT STORE.

By Samuel Hopkins Adams in Scribner's Magazine.

It is along this line of selecting the best material for the work to be done that the great stores are successfully conducted. There is often an annual "taking of stock" of all the employes as well as of the goods; and that one who has by faithfulness and cleverness earned the good opinion of the floor-walker or superintendent, or perhaps of the buyer, who is likely to be wandering casually about his department seeing how things go, will experience a change of salary for the better at the end of the year. Many stores will not retain clerks who cannot prove themselves of increasing value. Others graduate their employes every year, reducing some while promoting others.

Honesty on the part of the employes must of necessity be taken for granted to a great extent; nevertheless there is in every store a complete system of checks on dishonesty that runs from top to bottom, the buyer alone being beyond its reach. For his actions he is responsible to the firm alone, nor is there any way in which they can tell beyond some easily taken precautions whether he is buying for their advantage or his own. Some years ago the head of a department in a Boston store bought, so the story goes, \$40,000 worth of furniture from a certain manufacturer, where he should have purchased not more than \$7,000. Of course he was instantly discharged. Moreover the store strove to repudiate the debt, but the courts decided against it. It was impossible to prove that the buyer was bribed. Another instance is said to have occurred in New York where a buyer, being sure of his impending discharge, bought 250,000 red plush albums all of one pattern, most of which were subsequently given away as souvenirs, because they could be disposed of in no other manner.

Some houses require all buyers to send to the firm each day a duplicate of any order given—as a rule, too, figured out in dollars and cents—and each order is passed upon a

high authority before it is confirmed; thus the purchases are kept account of as close as the sales. This, of course, does not refer to purchases made by the buyers when traveling, but to purchases made in the offices of the buyers themselves, where the great bulk of buying is done. A large Brooklyn store sends a notice to all houses from whom it buys, that the firm will not be responsible for any order given for future delivery of which a copy is not sent for verification. While this may seem to cast suspicion upon the buyers it makes such dishonest purchases as above described impossible.

In general, two kinds of peculations must be guarded against—thefts of cash and thefts of goods. To illustrate how the barriers to dishonesty are set it may be said that the sales or cash tickets will identify all of the fifteen or more employes described above who handle every article sold. At the conclusion of the transaction, the purchaser has one check giving all the details of the sale in concise form, and the firm has the other, and the books and cash fill out the complete record. For every parcel that goes to the delivery-room or is taken away by the customer, there must be a corresponding amount of cash, or a check indicating either credit or that the goods are to be sent C.O.D.

All records are kept, in case of complaint. Under the system of delivery the percentage of error is about one-hundredth of 1 per cent. It is no uncommon thing for the firm using this system to deliver nearly, if not quite, 20,000 packages in one day, and receive not a single complaint of failure to deliver.

Credit checks are in some stores sent through a special line of tubing to an office separate from the cash desk; in others, to the cash desk and thence to the credit office, where they are marked O. K. if credit is to be allowed, or with a small private mark if not. The authorization clerk, upon whom

rests the responsibility of this marking, can, after a few years' experience, tell at a glance in most cases, whether the name and address given on any slip is that of a regular credit customer in good standing. Considering that the number of credit customers varies from 10,000 to 60,000 in different stores, this is something of a feat.

These credit customers may be a source of enormous loss to the store. To look after them is the business of the credit, or authorization department, consisting of the credit-man, a number of underlings who do a species of detective work, and the authorization clerk, whose work is merely a sort of book-keeping. The credit-man can more quickly ruin a store than any other employe. As a financial authority he is unequalled. Every large customer of the house is known to him by name, reputation, and pecuniary status. He knows the customer's habits, and very likely the number of servants he keeps. If there is a rumor of decline in the customer's business, the credit-man quickly finds out if his bills are promptly paid. It is a grave matter to withdraw credit, however, meaning as it does the loss of a person's trade, so that the credit-man is slow to do it. The New York credit men have a club, of which the members meet weekly to exchange views and information on business matters; for rivalry between the big stores is almost invariably friendly, and they exchange courtesies continually in such matters as information derived regarding the responsibility of prospective credit customers. Each large city has its Retail Protective Association, and the well-managed store, on learning that a customer has become "bad pay," will notify the association, with the result of shutting off his credit at other stores. In this way the "bad pay" buyer is prevented from going to some neighboring establishment, the result being that he will probably continue to buy at the first store and pay cash.

Dishonesty of a professional character is the kind least to be feared by the merchants. Still, it is reckoned on as an element in

## THE RISING SUN STOVE POLISH

AND

## THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

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

profit and loss, one store calculating its loss by shoplifting at \$15,000 a year. To keep this crime within limits the store detective is employed. The keen-eyed mysterious sleuth of fiction, with his disguises and stratagems, couldn't get a place at any price in a department store. The best store detective is the man or woman who looks the least like one. His or her business is to wander around inconspicuously and look uninterested. When one of them appears most moribund it is probable that he has just discovered some woman dropping a lace handkerchief into her unrolled parasol in an informal manner. When he does make an arrest it is done very quietly; and the shoplifter, if she be a woman, as nearly all shoplifters are, is escorted to a cabinet where a woman searcher goes through her clothes, often extracting more things than Mr. Herman gets from a silk hat. Professional shop thieves are provided with what is technically known as a "kick," a long pocket of amazing capacity, extending the length of the skirt. Some of their other wiles are the half-open umbrella, the loose blouse waist, and the infant in arms, who is made an innocent receiver of stolen goods thrust under its long skirts. More dreaded by the detective than the professionals, all of whom he knows, is the kleptomaniac. She will steal anything, and in many cases it is inadvisable to prosecute her, for business reasons. If there is any reason to suppose a woman respectable who is caught stealing, she is never prosecuted for the first offence, but is compelled to write out a confession, which is held over her as a warning. At least five New York stores hold such confessions from a woman reputed to be very wealthy. A Chicago store offers a scale of rewards to employes discovering shoplifters, and this scheme has had excellent results.

To the merchant whose tremendous store machinery is running without friction and turning out what profits it should there still remains one great vital problem: what new thing he shall attempt. Progress, he knows,

is necessary to his success. The methods which were successful ten years ago are antiquated now, just as the most progressive methods of to-day will be outgrown early in the coming century. He knows, too, the disastrous consequences of a false step. To be conservative, yet bold; to branch out in some startling innovation which shall yet be a safe venture, and shall not impair the firm's reputation for soundness; these are his hopes for the future. New styles of business have, in the past, established firmly the stores which first brought them out. A purpose always in the minds of the proprietors is to introduce some new feature which will add to the attractiveness of the store; if original, and to be found nowhere else, so much the better. One Brooklyn store has sent to its thousands of credit customers a little silver tag containing the number of the shopper's account. Upon this being shown and the name given to prove that the proper person is using it, she may carry away such purchases as she may desire, or have cheques cashed. Clerks are trained to know their customer's name and desires, and a thousand and one little attentions are shown to make the purchaser feel at home. One important feature that the stores practically first introduced is that of allowing goods to be returned which are not wanted by the purchasers, even if no fault can be found with them.

The mail-order system, which sprung at once into popularity, gave an enormous impetus to the business of the firm that first tried it. Every other firm copied it, but the pioneers had covered a large field before their imitators followed. The department stores prophesied and probably accelerated the scorching into popular favor of the bicycle, and to-day, almost without exception, the big establishments have a wheel department, while not a few conduct bicycling academies. The progressive store—and all must be progressive—responds instantly to the latest fad; no new thing comes into the market but is quickly pushed into notice, and indeed many ideas are first put

forward in one of the many departments. One original enterprise, which has had a gratifying success to those engaged in it, is a combination of some of the stores in the smaller cities, whereby they exchange goods, and in that way rectify to an extent errors of stock. For instance, that a certain line of novelties would not sell in Rochester is no argument that Denver would not buy it, so the Rochester merchant with an overstock in his hands, sends it to his Denver fellow-merchant and he sells it out for him. In return the Rochester man undertakes a line of silks which the Colorado merchant couldn't dispose of at all, and conducts a highly successful bargain sale therewith. A dozen cities are now represented in this combination. A feature of this combination is syndicate buying. A single experienced buyer purchases goods for a string of a dozen stores in different cities, thus they are all able to get goods at a rate which only the largest consumer could secure, and each bears its proportion of the expense of the buyer's salary and his assistants.

(To be continued in our next issue.)

## LOBSTERS AND PACKERS.

Lobster packers, from all one can learn, are going more largely than ever into the trade next season, and many new men will try their hand at the business. No one doubts now that the ground all round the island is being over-fished, and if some restrictions are not put upon the catchers, the lobster in Newfoundland will soon be as extinct as the auk. The uniform close time system does not apply to the varying coastal conditions of this country, and the sooner it is substituted for a uniform length of time (the starting point to be decided by the packers within their own districts, with defined boundaries, the better. We take this occasion to reply to two or three persons who have written us on this subject to say that we believe that the Government are willing to support any reasonable suggestion that those interested in this fishery will make them.—Trade Review, St. John's, Nfld.



# Distinctiveness

Is what we claim, both in label and package, as well as in the quality, of our

We trade on no person's reputation. Circle Tea is so prepared that it will make a reputation for us — and for you—that shall be long and profitable.

# CIRCLE TEA

LUCAS, STEELE & BRISTOL Wholesale Grocers HAMILTON

## Spring is Coming !

And with it the usual house-cleaning; anticipate your customers' requirements by giving them the

# "Phoenix Scouring ... Soap"

Guaranteed to give as good results as any article in the market and at nearly half the cost.

JAMES TURNER & CO., - HAMILTON



## Leads the World

All competitors acknowledge it. Not the Lowest Price, but the Best. Sales for '96 three times those of any other year. The enormous consumption is the

**PROOF OF THE PUDDING.**

# ELEME FIGS COMADRA FIGS

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

## THOS. KINNEAR & CO.

WHOLESALE GROCERS

## TORONTO

### TRADE CHAT.

THE Woodstock Board of Trade will memorialize the Government to put up a new municipal or other public building in that town.

The produce business carried on by Mr. D. L. Schultz, Guelph, has been purchased by Mr. James Ryan.

The merchants of Tilsonburg are troubled with sneak thieves who purloin articles from the front of their stores.

Winnipeg grain dealers are taking off their buyers from provincial markets, as deliveries have closed almost entirely.

A meeting of the creditors of Bate & Co., Merrickville, insolvents, was held yesterday. The statement showed liabilities about \$5,500, and assets \$400.

Thomas Brady, of Peterboro', grocer, who was committed for trial on a charge of defrauding his creditors, has assigned to Robert B. Rice, of H. P. Eckardt & Co.

The Yokohama Gazette states that "owing to a great rise in the price of timber Japanese timber dealers of Yokohama propose to import pine and other timber from Victoria, B.C."

Store proprietor: "So you want a job as floor walker, do you? Have you any recommendations?" "No, but I'm an experienced hand, sir. I'm the father of nine children."

A report is current that before the rush of spring immigration the headquarters of the Lake Manitoba Railway and Canal Co., generally known as the Dauphin railway, will be located in the city.—Free Press, Winnipeg.

The creditors of Halliday & Co., general merchants, Chesley, met at the Royal Hotel on Friday and accepted an offer of 70c. on the dollar to secured creditors and 50c. to unsecured creditors. The liabilities were stated to be \$10,000.

The business men of Dauphin, Man., have decided on forming a board of trade, and at the initial meeting Messrs. McIntosh,

Barker and Rintoul were appointed a committee to communicate with the Winnipeg board as to constitution, bylaws, etc.

At London the stock of George F. Burns, gentlemen's furnisher, was sold by Auctioneer J. W. Jones to Mr. Boughner, of St. Thomas, at 57c. on the dollar. The stock of Parker & Co., of Woodstock, was purchased by A. E. Pavay & Co., at 39c.

Hibborne Bros., general merchants, Baden are seeking an extension of time spread over two, four, six and eight months, without interest. The assets of the firm, according to the statement, amount to \$12,037, and liabilities to \$7,362, leaving a surplus of \$4,676.

### INCREASED BOUNTY ON SUGAR.

The notable event of the week in connection with sugar, say Willett & Gray, is the discussion in the French Chamber of Deputies of the new French sugar bounty law, which has passed its first reading and is now receiving amendments. After passing the Chamber of Deputies it has still to pass the French Senate, and it will be some time before it becomes law. The bill provides for bounty on exports of  $3\frac{1}{2}$  to  $4\frac{1}{2}$  francs, or, say, equal to  $30\frac{3}{4}$ c. per 100 pounds on raw sugar and  $39\frac{3}{8}$ c. per 100 pounds on refined. These rates are above the German rates, which allow bounty of 27c. per 100 pounds on raws and  $38\frac{1}{4}$ c. per pounds on refined. The bill is retroactive in its application, and will apply to about 100,000 tons sugar remaining in stock in France. It remains to be seen if French granulated will be sent to the United States in competition with German and Dutch granulated, but we presume it is the intention of the law to find export markets for all sugars. At present, in connection with our own remodelling of the sugar tariff, the foreign bounty laws are of the utmost importance, as it is absolutely necessary for the protection of American interests that these foreign bounties should receive careful consideration by our Congress.

### THE BRAZILIAN COFFEE CROP.

THE following calculation regarding coffee receipts, made by a prominent house, will be of interest, says N. Y. Journal of Commerce: The Rio and Santos crops for the 1891-92 season were 7,386,000 bags, the largest on record up to that time. By Feb. 1, 1892, the receipts from these crops were: Rio, 2,532,000 bags; Santos, 2,434,000 bags; total, 4,966,000 bags, practically two-thirds of the total yield. The balance of those crops (Rio, 1,190,000 bags, and Santos, 1,241,000 bags) was received as follows:

|          | Daily average |         | Total daily avg.<br>Rio and Santos. |
|----------|---------------|---------|-------------------------------------|
|          | Rio.          | Santos. |                                     |
| February | 10,000        | 10,000  | 20,000                              |
| March    | 9,675         | 9,193   | 18,868                              |
| April    | 7,833         | 8,666   | 16,499                              |
| May      | 6,130         | 7,580   | 13,710                              |
| June     | 6,666         | 6,600   | 12,665                              |

If such statistics concerning the previous largest crop on record have any comparative value, it is interesting to observe how they might apply on the current Rio and Santos crops, which will prove the largest ever grown:

|  | Rio<br>Bags. | Santos<br>Bags. |
|--|--------------|-----------------|
| Total receipts to Feb. 1, 1892   | 2,456,000    | 3,922,000       |
| If to these are added the quantities received in the five months, February to June, 1892 | 1,190,000    | 1,241,000       |
| The total yield of the current crops could be put down as                                | 3,646,000    | 5,163,000       |
| Total  |              | 8,809,000       |

Given that the current Rio and Santos crops have been marketed more rapidly than usual, the fact remains they are admittedly larger than in 1891-92, and it requires no stretch of imagination to expect that just as much remains in the interior now of the current Rio and Santos crops as there was at the corresponding period of the 1891-92 crops. It is, therefore, quite reasonable to calculate that the average receipts for February, March, April, May and June this year may not be less than in 1892, viz:

|          | Bags per day. |
|----------|---------------|
| February | 20,000        |
| March    | 18,000        |
| April    | 16,500        |
| May      | 13,700        |
| June     | 12,600        |

If the new Rio and Santos crops should be early, the receipts for May and June may be much larger.

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# “KURMA”

**Pure Ceylon Tea.**

Is the finest package Tea in Canada. Its enormously increased sale testifies to its merit and popularity. It will please your customers and give you a profit. **Do You Handle It?** Order from

**The DAVIDSON & HAY, Ltd.**

**WHOLESALE GROCERS, - - - TORONTO.**

Telephones 399 and 1399.

**SOME PRACTICAL ADVICE.**

**P**ERSEVERANCE is the only certain road to success. The man who takes up a business, no matter what it is, and pursues it, and nothing else, almost invariably comes out ahead, while the man who is constantly changing from one thing to another, is equally certain to fail.

This truism has received a fresh illustration in a town within less than a dozen miles of Pittsburgh. About ten years ago two men started in the grocery business on a small scale. They soon received a respectable trade. For a while both prospered. But at length one of them was seized with the get-rich-quick mania, and commenced dabbling in outside interests. Oil was his hobby. He neglected his store, and his business fell off. Finally he sold out. Then he met with losses in oil. A short time ago he secured a situation in a city house.

The other man stuck to his store, leaving outside matters alone. He prospered. He will soon move into a new building—one of the largest in the place—which he has erected at a cost of about \$8,000. His future is secure.

A glance over the list of successful grocers in Pittsburg affords further illustrations of the value of perseverance. They have not achieved prominence in a year or two. Success has not been thrust upon them. They have won it by hard, persistent work and singleness of purpose. They have let other things alone. Instead of aspiring to sudden wealth, they have been content with the slow but certain gains of their legitimate calling.

The beginning of a new year is a good time to consider this matter and lay it to heart. In taking stock grocers should consider their purposes and methods as well as their goods. To begin well is to end well. “Too many irons in the fire” is the cause

of many failures. The grocery business is so complicated as to demand undivided attention. Nothing less will assure success.

A country grocer not long ago called on a wholesaler, and, in the course of the conversation that ensued, remarked, “I am thinking of going into an outside speculation.” “Don’t do it,” replied the wholesaler. “It will involve you in difficulty, weaken your credit, and may lead to disaster. You are making money in your present business. Let well enough alone.”

This advice is worth heeding. It is sensible, and those who accept it will find that it will lead to success. Let well enough alone is a good motto for the year that has just been rung in.—Mercantile Journal.

“And you will never forget me?” asked the girl of her lover, a grocer’s assistant. “Never,” he said absently. “Is there anything more to-day?”

## The Hull In the Throat

It is impossible to clear the hulls from Rolled Oats as they are commonly prepared. Hulls have no virtue anyway—by themselves. Consumers don’t want them. But the trouble is they usually get ’em, hurt digestion, so they’re bad either way. We think we clear 99 per cent. of the hulls from our “Pan Dried” (REGISTERED) Rolled Oats by a new process. We do not believe in “good enough”—neither do your customers. The hull in the throat is almost as bad as the sand in the sugar, but—hulls make their presence unpleasantly noticeable at once.

From Manufacturer to  
Retailer Direct.

The Tillson Company, Ltd.  
Tilsonburg, Ont.

**NEWFOUNDLAND COD FISHERIES.**

THE Newfoundland correspondent of The N. Y. Fishing Gazette has the following in a recent issue of that journal :

"The beginning of the year 1897 has suggested a review of the exports of fish and fish products from this country during the year just ended, and also to compare these exports with those of the previous year.

"Of codfish, 333,417 quintals were shipped from St. John's, against 389,538 quintals in 1895, a difference of 56,121 quintals in favor of 1895. In seal oil, 471 tuns were exported, against 571 tuns for 1895. Cod oil, 2,496 tuns for 1896 and 3,189 tuns for 1895. Many were of opinion that the heavy shipments between July and December would result in a larger quantity going out of the country than was exported the preceding year; but a difference of 693 tuns favors 1865. Salmon, 2,273 tierces for 1896, against 1,784 tierces in 1895. Herring, 1,385 barrels for 1896, against 2,572 barrels in 1895. Lobsters, 31,519 cases for 1896, against 23,910 cases for 1895.

"When the French fish merchants reported that in a few years the Newfoundland and Labrador fisheries would be things of the past, they evidently had good grounds for such an alarming statement. We observe that St. Pierre exported in five years—1891 to 1895—123,101,707 kilogrammes, or 2,198,244 quintals, of codfish. In 1891 the quantity exported was 373,764 quintals, while in 1895 there was exported from the same island 532,681 quintals—an increase of 158,917 quintals, or over 4 per cent. Ten francs per quintal is the bounty on French fish, and a franc being worth about 20 cents, we find that the immense sum of \$4,000,000 has been paid those who fit out the fleet of fishing vessels which sail from France and make St. Pierre their headquarters. Is it any wonder that the exports from our markets in Europe are so discouraging?

"At the present writing a fish exporting firm of this city has 100,000 quintals of dried cod in its stores, with no promise of their immediate disposal. It is also stated that there are 60,000 quintals more in the Oporto market than it can absorb. It really looks as though Newfoundland would shortly see another financial cloud in her commercial horizon. Let us hope not!"

**AS TO PEPPER.**

"It has always amused me," remarked a botanical expert to a contemporary, "to hear people talking of their preference for black pepper over white and the various explanations they give for the same. Little

do they know that both black and white pepper grow upon the one shrub. Over the pepper seed grows a black covering. The seed itself is white, or nearly so. To make black pepper the seed and its external covering are ground up, while the white pepper is the seed alone ground up. White pepper is milder than black, the greater part of the pungency being in the covering. A pepper made of the covering alone would be such, to use a slang term, hot stuff that it would burn the mouth. The black covering of the pepper seed contains the oil."

**CALIFORNIA RAISIN POSITION.**

In its issue of January 30 The California Fruit Grower says regarding the position of raisins on the Coast: "There is no lack of confidence in the raisin situation, and Fresno

**The Canadian Grocer  
The Dry Goods Review  
The Hardware and  
Metal Merchant**

are the only papers that have had their shorthand reporters with the Tariff Commission constantly. They have taken down every word of the evidence. They have published the most complete reports—fuller than any of the dailies.

MORAL.—If you want all the news of interest to business men in Canada you must subscribe for

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each

MONTREAL  
TORONTO

holders are firm in their views as to price for sound, well graded stock. We are informed that several orders for carload lots of layers have been turned down, as buyers would not meet holders' views. One order for 1,000 boxes was rejected on a firm offer of 97½c., when the asking price was \$1, f.o.b. One large house purchased a whole crop of fine raisins on the basis of 3¼c. less 5 per cent. commission, and we learn that some of these goods are being sold a shade below the present asking prices, or at 2¼, 3¼ and 5¼c. for 2, 3 and 4-crown respectively. Estimates place the stock on hand at primary points at less than 400 cars. Several Fresno packers have purchased choice stock on the 3¼c. basis for 2-crown, hence cannot sell for less than 3½c. The entire output of the San Joaquin valley for 1896 is now estimated at about 3,000 cars."

**A HINT TO WINDOW DRESSERS.**

MAX BEERBOHM, the English artist, has been expressing his views on window dressing and other things in The London Daily Mail. He tells the British retailers that their windows are "quite repulsive." Addressing the jeweler as an example: "You fill your windows," he says, "with a garish and unseemly chaos of all you have—bracelets, sleeve links, penknives, tiaras—toute la boutique. Your rival in Paris, even in New York, is much wiser. He understands the value of a reticent symbolism. Very little puts he into his window. What he puts in is good. Men and women beholding praise it. But their imagination has been stirred, their appetite whetted for the things that are withheld and they long to enter in at the door."

The grocer will find a good suggestion in the above, remarks Chicago Grocer. The majority of windows are usually chock-full of everything and the display, if it may be called such, remains for weeks. In window dressing, as in business, the old adage holds good, "Do one thing and do it well." Few merchants have the advantage of the grocer in material for display. The purveyor of delicacies can obtain beautiful effects and at the same time tempt the appetite. Window dressing is an advertisement that pays, no matter whether the store is located in the city, town or country.

**CLERKS AND WINDOW DRESSING.**

Three points of vital interest to the grocer who would be successful are good clerks, attractive show windows and perfect system.

Very few grocers get the assistance and co-operation of their clerks to the fullest possible extent. The proprietor who does not consult with and take advantage of the suggestions made by his clerks is not alive to his best interests. To every grocer who

will send his name and address to the National Cash Register Co., of Dayton, O., they will be glad to send a copy of their booklet "Hints to Clerks." The value of attractively dressed show windows is more appreciated every year. The National Cash Register Co., has for those who are interested in this subject, a booklet called "How to Dress Show Windows."

But most important of all is the matter of having a perfect system for handling the money which comes in and goes out over the counter in the course of a day's business. A letter to the company mentioned above, giving your name, address, number of clerks employed, percentage of business on credit, and stating whether or not you employ a cashier, will bring a handsomely printed description of a system used in stores like yours.



# FISH

We have fine Fall Caught Lake Trout and Fresh Water Herrings, (heads off) in Midland. Specially low prices to close out before Lent.

# RAISINS

Malaga Loose Muscatels, in 22-lb. boxes—fine fruit— $6\frac{3}{4}$ c. in 5 to 10-box lots.

# PRUNES

Fine large fruit, cases 55-lbs. at  $4\frac{1}{2}$ c. lb. Also Griffin & Ske'ley's California Prunes

40's to 50's }  
50's to 60's } At special prices.  
60's to 70's }  
In 25-lb. boxes.

# APPLES

Very fine quality, in Gal-

lon tins. . . . .  
Specially low prices.  
Write for figures.



# THE EBY, BLAIN COMPANY LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - CANADA



# In TEAS

... Tickle the palates of your customers with rich, healthful, delightful beverages. It is a satisfaction to them and you alike, and your business and profits show a substantial gain.

## OUR STANDARD BLACKS

Are blends comprising nothing but the choicest pickings from the best known gardens of Ceylon and India---combining delicious, aromatic and stimulating properties, **together with Absolute Purity.**

THE 400 SELECT      MORNING LUXURY  
 THE GLOBE  
 IMPERIAL CONGOU      RUSSIAN CONGOU

The first three lines are put up in 1-lb. and ½-lb. German Glazed Parchment Cartoons, foil lined, absolutely air-tight and moist-proof. These are handsome shelf goods and will prove rapid sellers. **NO EXTRA CHARGE FOR CARTOONS.**

It is a pleasure at all times to submit samples for comparison and test.

## W. H. Gillard & Co.

WHOLESALE  
 ONLY...

JOHN MOUAT

Northwest Rep.

WINNIPEG.

HAMILTON.





# THE CANADIAN GROCER

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

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## INDEPENDENT OF THE STATES.

THE two members of the Canadian Government who are in Washington, on a reciprocity tariff mission, according to press despatches, do not appear to be meeting with much encouragement.

This may have more foundation in the imagination of the United States newspaper men than in fact, but still, in view of the utterances of public men and newspapers over there THE CANADIAN GROCER fears that the allegations are only too true.

It is a pity that Canada and the United States cannot live more peaceably with each other in a commercial sense. Our parentage is the same. Our language is the same. But in trade matters it appears that we are at daggers drawn.

There is, no doubt, fault on both sides. But ours is the lesser, and theirs the greater fault.

Canada has more than once gone more than half way with a view to bringing about a better trade relationship. But her propositions fell upon deaf ears. And it appears that they are likely to do so for some time to come.

If a fair, businesslike, reciprocal treaty with the United States can be obtained, Canada will be only too glad to accept it. But we are not disposed to importune till our knees get threadbare. Life is too short, let alone the quantity of dignity that would be sacrificed if we were disposed to do so.

Canada is ready and willing to reason, to discuss the question with the United States; but not to importune her. All we want is "yes" or "no." If it is the latter, we'll to our business. We have other and more friendly customers to which we must attend.

Next to Great Britain the United States is the best market for our products, but it has not been one which we have been able to develop satisfactorily. Away back in

1873 we sent more goods than we did in 1895.

Taking our export trade with the various foreign countries during the five years ending June 30, 1895, we find the percentage of increase to be as follows: Great Britain, 24.40; United States, .308; France, 32.40; Germany, 17.60; Holland, 178; Belgium, 248.60; Newfoundland, 58; West Indies, 19; China and Japan, 39; South America, 22.58.

Of course our export trade to all the other countries outside Great Britain is not to be compared in volume with that to the United States; but still, to know that our trade with them and the Motherland is increasing substantially, while that with the United States is practically at a standstill, should increase our independence of the latter's markets and stimulate us to push our products all the harder in those countries which have a kindlier feeling towards them.

## CIVIL SERVANT'S SACRED SALARY.

FRESH interest in the movement having for its object the abrogation of the law which shields dishonest civil servants from their creditors has been created by the decision of the merchants of Ottawa to seek an amendment to the law whereby the garnishing of civil servants' salaries may be permitted.

Civil servants, as a class, may be no more dishonest than any other class of citizens. Neither do they appear to be more richly blessed with the quality of honesty than the butcher the baker or the candle-stick maker. There are a lot of them that do not pay their debts. And the fact that various communities of business men in the country have time and again urged the removal of the special privileges which the Ottawa merchants are now seeking to have removed is evidence of that.

Morally, the man who scribbles in a Government office has no more right to be made the special ward of the law than has the man who hoes corn.

The reason forsooth that he is the special ward is born of a notion long ago exploded.

Being the servant of the Crown it was conceived in a "moment of weakness" that his person, like that of the king he served, was sacred. At any rate, if the doctrine was never asserted it was at least implied. And his purse was made as sacred as his person, for it was enacted that no creditor should attach it.

No matter how orthodox this view might have been in the long ago it is not so to-day. To-day it is heterodox. The civil servant is not now the servant of the Crown; he is the servant of the people. And it is full time that, like other mortals, he should be made pay his debts.

## A GOVERNMENT MISTAKE.

IT is becoming more evident every day that the Government made a mistake in not delegating to a commission of business men the duty of gathering data for revising the tariff, as suggested six months ago by THE CANADIAN GROCER.

The work was too great for three or four Ministers to circumnavigate it in the time allotted them. These Ministers, as heads of Departments, had their work cut out for them without being compelled to travel from one end of the country to the other in quest of material for tariff making.

It is obvious that either the Department which they manage or the tariff which they are enquiring into must suffer. And it is most likely that both have suffered to a more or less extent notwithstanding that the three members of the Commission have been working like Trojans since they set out upon the present task.

No blame can be attached to the Commissioners. It is only the principle which heaps double duties upon their head which is at fault.

The result of this faulty system is to be seen in the condition of affairs to-day.

Here we are into the middle of February. By the time the House meets we shall be practically into the middle of March. And it is quite reasonable to expect that another two or three weeks will have elapsed before the new tariff can be brought down. This will bring us into April.

Had the Government done as this paper suggested the tariff could have been brought down two months earlier at least than it now possibly can be.

And because the tariff was not brought down as early as it might have been the trade of the country is suffering, and that unnecessarily.

The tariff needs revision, and THE CANADIAN GROCER pressed this upon the attention of the late as well as the present Government. But we have also urged that it should be done as expeditiously as possible and in a manner that would cause the least trouble to the trade and commerce of the country.

Now, however, the commercial interests of the country have been on the tenterhooks for several months. They are still hanging there. And the longer they hang there the more uncomfortable does their position become.

To-day the trade of the country is almost at a standstill. In a few lines, upon which it is thought possible that the Government may increase the duty, there is a little speculative buying, but in other lines the manufacturers will neither make nor the merchants buy any more than is necessary for their immediate and pressing wants.

### TO FIX THE PRICE OF PAPER BAGS.

**A** MOVEMENT is on foot having for its object the fixing of a uniform price on paper bags. Whether it will be successful remains to be seen.

But whether it will or not, one thing seems about certain. Prices can scarcely go lower than they are to-day.

And in view of this fact merchants throughout the country would do well to keep their supply of paper bags complete.

The paper bag industry of Canada has not been a satisfactory one to the manufacturers for some time as far as prices are concerned, they claiming that at the present figures they are losing money. If, therefore, the movement to fix prices is consummated a sharp advance in values may naturally be expected.

It was not always, by any means, that low prices obtained in the paper bag industry. Only a few years ago, when the industry was practically monopolized by one manufacturer in the west, the prices he obtained yielded him a handsome profit. But by-and-bye a new and extensive concern, with new and improved machinery, sprang up in the east, and the result is the cheap paper bags of to-day.

When this new paper bag factory in the east started operations the discount for large quantities was about 25 to 30 per cent. Today 50 per cent. is a common discount, while 50 and 10 to 50, 10 and 5 per cent., with 3 per cent off for cash, is obtained by some.

When a man grasps the situation he has obtained the under hold that will enable him to throw the difficulties.

### THE CANNED GOODS PACK.

At the last meeting of the Canadian Packers' Association the Executive Committee was instructed to devise ways and means for endeavoring to curtail the coming season's pack of vegetables and fruits. In pursuance of these instructions the committee met at the Walker House, Toronto, on Tuesday. Little, however, was done beyond collating figures as to the pack of 1896.

The total pack of vegetables and fruits in the country, both factories inside and outside the association, was estimated at about 600,000 cases, or nearly 14½ million cans. About nine-tenths of the pack was by factories in the association, and the figures regarding that portion were sworn to.

A meeting of the association will be held on Wednesday next to receive the Executive Committee's report.

Exports of canned goods during the past

season have been larger than ever before, and it is estimated that, besides what has already been consumed by the home market, something like 150,000 cases have been exported, leaving stocks now in packers' hands light.

A convention of snuff manufacturers was held in Philadelphia the other day. It was a sneezer.

### FREIGHT DISCRIMINATION.

**T**HE complaint is general among jobbers in green fruit in Montreal that business is abnormally dull this winter.

Traders who ought to know state that instead of eight or ten carloads of fruit leaving Montreal each week, as was the case last winter, there is hardly one carload this year.

This is an abnormal condition of affairs, and it is due to new conditions which did not rule last winter. Chief among these are the high freights to Montreal owing to the advance in ocean and railway carriage on all bulky freight this fall and winter, the difference being 25 per cent. greater than the rates prevailing last year. For instance, lemons and oranges can be bought at Liverpool this winter and laid down in New York at a freight cost of 40c. per box.

To lay them down in Montreal costs \$1. Accordingly, the green fruit jobbers are only bringing to Montreal what they want for local consumption in its immediate vicinity.

All other orders for points in Ontario, up the Ottawa Valley, and in Quebec, are imported direct via New York on a through rate, which means a saving of 25 to 50c. per box in freights.

As a result of this unusual state of affairs Montreal has almost ceased to be a distributing centre for European green fruit, and if the same conditions prevail next year, will lose still more of this trade. During the summer season of course the circumstances will be different.

The Lamp Chimney Trust in the United States has collapsed. Competition evidently got too hot.

### ANOTHER ADVANCE IN GINGER.

Cables received on the Toronto market this week announce another advance of equal to ½c. per pound in the price of Cochin ginger.

Canada's supply of ginger now comes nearly altogether from China, the Cochin variety, on account of its lower price, having to a large extent replaced that of Jamaica growth. The latter costs about 6 to 7c. per pound more than the former, hence grinders give the Cochin article the preference.

### GROCCERS' SMOKING CONCERT.

**T**HERE was a pleasant gathering of retail grocers, wholesalers and commercial travelers in St. George's Hall, Elm street, Toronto, on Monday night last. It was on the occasion of a smoking concert under the auspices of the Toronto Retail Grocers' Association.

The affair was a success from every standpoint: There were about 200 present; there was an abundance of "the weed" in its various forms; there was an ample supply of refreshments; there were a couple of score of card tables and there was an excellent and varied programme.

The president of the association, Mr. J. S. Bond, was chairman and master of ceremonies. In a neat little speech, with which he introduced the programme, he expressed his pleasure in seeing so many present, and took occasion to notice the diversity of interests represented. This latter feature led him to animadvert upon the advantages to be derived from retailers, wholesalers and travelers meeting in the social circle occasionally. To the retailers present who were not members of the association he extended a warm welcome and urged them to join the organization and help solve the problems which from time to time confronted the trade. "It is not, however, our purpose," he remarked amid laughter, "to solve the problem how to sell at 35c. per dozen canned goods bought at 50c. per dozen. At any rate, the school I was raised in taught us to try and make a profit on everything we sold."

Those who contributed to the programme were: W. E. Dunn, piano soloist; Sam Wilson, humorist; — Kettles, mouth organ soloist; — Wallbridge, impersonator; W. J. Moody, vocal soloist; M. Yorill, reader; — Fletcher, instrumental soloist.

### MR. LEGENDRE TAKES THE CANE.

At a monthly meeting of the Grocers' Clerks' Society, held at St. Joseph's Hall, February 7th inst., the treasurer's report was read and found satisfactory. The secretary's report shows an increase of 47 members since last report. The president presented Mr. O. Legendre with a fine cane, he being the winner of the competition open to members of the society bringing the largest number of bona fide members during the year. The following officers were elected for the year:

President, J. P. Beauvais, (re-elected).  
1st Vice-president, E. A. Barsalou.  
2nd Vice-president, P. J. Wayland.  
Secretary, H. A. Sirois.  
Treasurer, G. N. Robert.

A pleasant afternoon was spent by the members.



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## CONVENTION OF MANITOBA MERCHANTS.



TWO days' session of Manitoba and Northwest merchants was held in Winnipeg on Thursday and Friday, the 4th and 5th inst. Among those present were: Alex.

Acheson, Rosenfeld; W. C. Bond, Gladstone; J. F. Boyd, Minnedosa; J. J. Bargaen, Plum Coulee; R. E. Bradford, Macdonald; E. J. Coade, Carievale; E. O. Denison, Minnedosa; W. A. Donald, Pilot Mound; J. F. Fumerton, F. Frederickson, Glenboro, W; W. Fraser, Emerson; J. H. Fargey, Lakeview; T. S. Gray, Beausejour; F. Graham and R. M. Graham, Melita; J. J. Heaslip, Alameda; G. H. Healy, Virden; J. F. Knight, Gleichen; Jos. G. King, Port Arthur; F. G. Lewis, Birtle; C. Landry, Mariapolis; Isaac Loewen, M. Long, Gretna; G. W. Morfitt, Gladstone; T. B. Mickle, J. D. H. Mickle, Carman; J. Murray, Brandon; D. A. Macdonald, Regina; Joseph McLean, Hamiota; D. McIntosh, Dauphin; R. G. McLaren, Souris; John McKinnon, Dauphin; R. J. Noble, Oxbow; J. E. Parrott, Saltcoats; G. Peacock, Emerson; C. Pieper, Gretna; H. S. Paterson, Portage la Prairie; N. K. Reed, Strathclair; J. H. Standing, Belmont; Edi Shilson, Snowflake; A. G. Williams, Gladstone; J. W. Whitman, Emerson; James White, Rapid City; J. O. Johnstone, Birtle; John Lane, Birtle; Thos. Lane, Birtle; J. A. Merrick, Virden; E. A. Ramsay, Virden; J. M. Stewart, Virden; W. J. Stinson, Austin; T. J. Agnew, Prince Albert; O. J. Abraham, Deleau; W. W. Bole, Moose Jaw; Wm. Dickson, Alexander; John S. Dawson, Regina; Jas. Dowswell, Emerson; Chas. A. Flower, Birtle; Octavius Field, Hugh Ferguson, A. Hitchcock, J. A. Healey, Moose Jaw; J. A. Johnson, John Law, Thos. Leese, Birtle; Jas. A. Merrick, Virden; G. Michaelis, Regina; G. W. Mahon, Douglas; M. J. MacLeod, Moose Jaw; John McGurl, Moosomin; H. McDougall, Moose Jaw; J. R. McPhail, Prince Albert; E. A. Ramsay, Virden; R. Rolston, Killarney; J. M. Stewart, Birtle; W. J. Stinson, Austin; J. J. Story, Wawanesa; W. C. Thorburn, Broadview; Wm. Trant, Regina; R. S. Thompson, Glenboro; A. Whitelaw, Brandon; R. H. Williams, Regina.

The proceedings of the convention were opened on Thursday evening in City Council Chamber.

Mr. D. W. Bole, president of the Winnipeg Board of Trade, called the meeting to order. He extended a hearty welcome to the delegates. He then briefly related the steps that had been taken. About three

months ago a business men's convention had been suggested. The Board of Trade had sent out some 600 postal cards of inquiry all over Manitoba and the western territories. These had been very extensively answered, and a unanimous wish had been expressed that a business men's convention should be held. There were throughout the country a great many very successful business men, and their success indicated that they had good methods. He was sure they would be patriotic enough to discuss these methods.

Mayor McCreary was called upon to welcome the delegates. He said it afforded him a great deal of pleasure, indeed, to do so on behalf of the city. The object was very important, namely, to discuss the best manner of conducting the business matters throughout the province. The delegates were untrammelled by political ties; they had no constituents to whom they were responsible, but were here to do what they wished in the best interests of the province. He spoke of the effect upon trade of departmental stores; also of the desirability of having a bankruptcy Act passed as soon as possible. Such an Act should extend, not only to the merchants, but to the farming community. After having given up all his assets a man should get a discharge from his liabilities. The Dominion Government should be urged to let some other matters go and pass this necessary legislation.

The chairman declared the convention opened, and stated that 19 resolutions had been handed in for consideration. He suggested the appointment of a small committee on organization, and on motion of Mr. Denison, seconded by Mr. Acheson, it was resolved that a committee of 10 be appointed to nominate officers.

The chairman, being requested to do so, nominated the following as the Organization Committee, and the nominations were approved: Messrs. Denison, Acheson, R. T. Riley, Fraser, R. M. Graham, King, Lewis, Mickle, McIntosh, A. Strang, with R. T. Riley as convenor.

## BUSINESS MEN'S ASSOCIATIONS.

It was moved by W. G. McLaren, seconded by J. W. Whitman, and resolved:

Whereas, it would be of great advantage to the business men of Western Canada if some means existed that would enable those in one town or village to meet together for the consideration of matters of common interest and to communicate with those in other towns and villages; and whereas boards of trade may be incorporated only in places having a population of 2,500, making it impossible to establish such boards in small places; and whereas this convention considers that some form of trade councils with a simple form of constitution and bylaws, might be inaugurated and made workable: Be it resolved, that this convention ap-

point a committee (to be named by the chairman), to draft such form of constitution and bylaws as may be deemed necessary, and further, that members of this convention agree to take steps to give a fair trial to the attempt to establish such trade councils, in the towns and villages where they reside.

Short speeches were made by Messrs. C. N. Bell, R. J. Whitla, Francis Graham and G. Pocock.

The Organization Committee then reported, Mr. R. T. Riley reading the recommendations, which were, that the officers consist of one chairman, two vice-chairmen, one secretary and an assistant secretary; that a committee on resolutions be appointed, to consist of eight members, who shall have a meeting previous to each session of the convention, to which shall be submitted all resolutions which shall decide as to the order, and whose decision shall stand absolute unless overruled by a majority vote; that the meetings of the convention shall be called to order at 10 a.m., adjourn at 12.30; assemble at 2 p.m., adjourn at 6; assemble at 8 and adjourn at 11; that, before the final adjournment of the convention, a committee of not less than seven shall be appointed, whose special duty it shall be to see that all recommendations and resolutions of the convention are brought to the notice of the proper authorities; that the following be the permanent officers of the convention:

J. G. King, Port Arthur, chairman.  
H. S. Paterson, Portage la Prairie, 1st vice-president.  
E. O. Denison, Minnedosa, 2nd vice-president.  
C. N. Bell, Winnipeg, secretary.  
Committee on Resolutions—Alex. Acheson, Rosenfeld; J. F. Boyd, Minnedosa; D. McIntosh, Dauphin; J. W. Whitman, Emerson; F. W. Adams, Brandon; Geo. H. Healey, Virden; D. A. Macdonald, Regina; James E. Steen, Winnipeg.

The report was adopted.

The president-elect, on taking the chair, referred to the fact that he did not belong to this province, and added that it was a great misfortune Manitoba did not extend down to the head of the lakes, as all the interests and desires of the people there were with this western country, of which they were really a portion. He hoped that out of this meeting would come a business association, a western Board of Trade, or something of the kind, in which business men might meet and discuss business questions on business principles. He accepted the presidency of the convention as a great honor.

The resolutions in the hands of the secretary were referred to the Committee on Resolutions, and the convention adjourned.

The convention resumed on Friday morning.

## TWO-CENT POSTAL RATE.

The Committee on Resolutions reported having sanctioned the submission to the convention of resolutions re the following subjects: A uniform rate of two cents post-

age, appointment for Northern Europe of commercial agents who would assist immigration, the needs of manufacturers, Crow's Nest Pass railway, handling of dairy goods, fire insurance rates, early closing of stores in rural districts, the credit system and laws relating thereto, the grain standards and who should make them, immigration and express and local freight rates.

The first resolution taken up was that in regard to the two-cent letter rate for Canada. The resolution submitted was in the form of a memorial and read as follows :

To His Excellency, the Right Honorable the Earl of Aberdeen, etc., etc., Governor-General of the Dominion of Canada, in Council.

The petition of the business men's convention humbly sheweth.

That this convention is of the opinion that a revision of the postal rates and classification of mail matter should be made that would provide for a uniform rate of two cents per ounce on letters for carriage within Canada, and from Canada to Newfoundland and the United States.

Wherefore, your petitioners do pray that Your Excellency in Council will sanction legislation providing for a uniform rate of two cents per ounce on letters posted in Canada for delivery in Canada, Newfoundland and the United States.

And your petitioners, as in duty bound, will ever pray.

Signed on behalf of the business men's convention.

The memorial was unanimously adopted.

#### CONSULAR AGENTS.

The next resolution was in regard to the appointment of consular agents in Northern Europe. It was proposed by Mr. Steen, and seconded by Mr. F. H. Mathewson, ex-president of the Winnipeg Board of Trade, and urged the appointing by the Dominion Government of a regular staff of commercial agents general, one to each of the countries in Northern Europe, who could each have numerous deputies in leading points of each country; and that one leading duty of such agents and their deputies should be to furnish to applicants in search of a home in the new world, the fullest information regarding the resources of the Dominion and its advantages as a new land to settle in. "This convention," concluded the resolution, "sees also, in this arrangement, a valuable power in furthering the trade interests of both importers and exporters in the Dominion, enabling importers to deal direct with foreign manufacturers instead of through British middlemen, and also enabling exporters of grain and other Canadian products to deal direct with continental European purchasers, instead of through the commission houses of London, Liverpool and New York, as has been the general rule heretofore."

Mr. Thomas Gilroy, who was one of the framers of the resolution, spoke very earnestly in its favor.

The resolution was carried unanimously.

On motion of Mr. Mathewson, seconded by Mr. Macdonald, it was decided to limit the speeches of movers and seconders to fifteen minutes, and of all others to five minutes.

On motion of Mr. Steen, seconded by Mr. D. A. Macdonald, of Regina, it was resolved to impress upon all good citizens of the country that every encouragement should be given to the establishment of manufacturing industries in the Canadian Northwest, to supply local demands, where that only is possible, and to export where that is possible; and especially should attention be given to building up industries which would utilize the immense amount of raw material now allowed to go to waste in that part of the Dominion.

Secretary Bell then submitted the following resolution :

That the present rates of fire insurance on town and village property where there is no fire protection are unfairly apportioned and that the Manitoba Board of Underwriters should be petitioned to appoint an inspector who will rate every risk according to its construction, occupation and exposures.

This resolution was moved by Mr. C. Shilson (Snowflake) and seconded by Mr. M. Long (Gretna). Mr. R. T. Riley, Winnipeg; Mr. R. S. Thompson, Glenboro; Wm. Dickson, Alexander; Mr. Murray, Brandon; J. H. Brock, Winnipeg; T. B. Mickle, Carberry; J. A. Merrick, Virden; J. A. Teissman, Winnipeg; T. Gilroy, Winnipeg, and other gentlemen, discussed the resolution. Mr. Brock, a member of the Board of Underwriters, assured the convention that their resolution would receive greatest respect and most careful consideration. The resolution was adopted.

#### EARLY CLOSING.

A resolution on deep waterways, and one on the construction of the Hudson Bay Railway were received and referred to the Committee on Resolutions.

The chairman nominated as a committee to draft a constitution and bylaws for boards of trade or trades committees for smaller towns in different portions of the province, Messrs, D. W. Bole, F. H. Mathewson and C. N. Bell, of Winnipeg.

The following motion re early closing of stores in rural districts was moved by Mr. A. Strang, seconded by Mr. Williams :

Whereas it is the custom of the business people of many of our towns and villages to continue their establishments open to a very late hour of the night; and whereas, such does not in any manner increase the amount of business to be done, does not give time for reasonable recreation, and is detrimental to health and spirits alike of proprietors and employes; therefore be it resolved that, in the opinion of this convention, it is desirable that merchants in every business community should have an understanding to close their places of business at a reasonable hour in the evening, 6 o'clock, and that an under-

standing having been come to among the merchants of any given community that they should then communicate with neighboring towns and villages to endeavor to have a similar arrangement made, with a view of its universal adoption.

Messrs. J. W. Whitman, Emerson; Graham, Melita; G. H. Healey, Virden, and others, stated the experience in their several towns, and favored the hour of six o'clock instead of seven in summer and eight in winter, as suggested in the resolution, in the form in which it was moved. The change was made and the resolution passed unanimously.

#### BUTTER MAKING.

Mr. R. M. Graham, of Melita, moved, seconded by Mr. J. J. Shorey, of Wawanesa, a resolution in reference to the making and handling of butter.

Mr. Whitman pointed out the difficulties of merchants in the butter trade. There was no market for the old-fashioned roll butter; and it was not found profitable to buy at 15c. and sell at 13c. down to 4c. He suggested that it would be well to have an understanding that the roll butter would not be taken, but that it must be worked up into one or two-pound prints. The farmers, he complained, did not back up the merchants in their efforts to improve the state of things.

Mr. J. J. Storey said that not 10 per cent. of the farmers have a fit place to make butter in.

Mr. J. A. Merrick, of Virden, spoke in favor of using fibre butter tubs. At Virden an inspector had been appointed and paid so much a pound for inspecting. Grades 1, 2, 3 and rejected had been fixed, with a difference of 2c. a pound. The first year a great deal had been rejected; but the second year the quality was improved.

Mr. D. W. Buchanan, of Winnipeg, spoke in favor of establishing creameries wherever possible, and encouraging the farmers to support them where established.

Mr. R. M. Graham thought it impossible to establish creameries everywhere, and held that farmers should be urged to take greater care in making.

Mr. T. B. Baker found that the use of separators would do much to overcome the difficulty. He approved of the recommendations that butter never be repacked in the same tubs, and that care should be taken in making. In answer to Chairman King as to the superior quality of imported Liverpool dairy salt, he said that Canadian salt was quite capable of filling the bill.

Mr. A. Whitehall, Brandon, regarded the creamery system as the perfect system. His experience was that farmers would not bring in butter until three or four months after it was made. He had been in the butter business 14 years in this country, and two

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or three years in the east. He held that spruce packages were as good as fibre packages. Efforts should be made to keep the creamery business in operation the year round. A difficulty now was that as soon as the retail price of butter goes up a little they cease to supply milk.

Mr. S. Barre emphasized the importance of discouraging the manufacture of dairy butter, and encouraging its manufacture in creameries.

Vice-President E. O. Denison, of Minnedosa, suggested that merchants agree to stop buying dairy butter where creameries exist.

The motion was then carried in the following form, the mover and seconder accepting some amendments proposed by Mr. Whitelaw, of Brandon.

Resolved: That owing to the changed condition in the dairy trade, owing to the introduction of the factory system, and to other causes, it is more necessary than ever that dairy grades of butter should be marketed promptly, while it is fresh and sweet, in order to enable it to compete at all with the fine factory butter. When butter factories have been established it is urged that the merchants and farmers should encourage and support in every way possible the factories in their respective districts in preference to home-made dairy butter, as the demand for dairy grades of butter is limited, and in many cases cannot be exported to advantage in competition with factory-made goods. Merchants who handle butter are further advised to urge their patrons to use a good quality of dairy salt in making butter and to use uniform packages of desirable size and style.

On motion of Mr. Steen, seconded by Mr. Barre, a resolution was adopted recognizing the fact "that a system of cold storage linked with an efficient refrigerator system of transportation is necessary for Canada as a whole," and urging the Government to extend liberal aid to the project.

#### EXEMPTION LAWS.

The following motion was then moved by Mr. E. Shilson, of Snowflake, seconded by Mr. Wm. Cousers, of Medicine Hat:

Resolved, that any legislation, whether in the form of exemption laws or otherwise, which places the debtor possessed of means beyond the power of the creditor to collect just debts from him, is a deliberate abuse of the powers placed in the hands of legislators and places a premium upon dishonesty; and furthermore, even the economic advantages alleged to be gained by exemption legislation cannot possibly be attained by any law or laws which enable a man to evade payment for the food, clothing and other necessary household supplies of his home. Therefore, this convention appeals to the Legislature of Manitoba and the Northwest Assembly to amend the exemption provisions of such laws so as to give powers of seizure within the limits now exempt to creditors who have supplied such household goods.

The resolution was supported by R. Rolston, of Killarney; W. Trant, of Regina, and R. L. Richardson, M.P., and adopted unanimously.

A resolution favoring the establishing of grain standards similar in quality and value

to those with which Manitoba and Northwest wheat came into competition, was moved by S. Nairn, seconded by R. McGurl, of Moosomin, and unanimously adopted.

#### WATERWAYS AND RAILWAYS.

It was moved by Mr. A. Strang, and seconded by Mr. Steen;

That this convention, composed of business men of Manitoba and the Territories, learn with satisfaction that the Dominion Government is now taking steps looking toward the construction of a canal at the St. Andrew's Rapids, recognizing as they do that the construction of this work would form one of the most important links in the development of our great western waterways. This convention would urge the early completion of this important work, and would further urge upon the Dominion Government that during the coming summer survey work be undertaken, of a preliminary nature at least, to determine the following: First, the feasibility and approximate cost of securing an unbroken water route from the Upper North Saskatchewan to Winnipeg and other Manitoba points, via the Lake Winnipeg route; and also by the alternate route via Lakes Manitoba and Winnipegosis and the connecting rivers. Secondly, the feasibility of securing a water route from the Red River to the Lake of the Woods, and thence easterly to Lake Superior. Thirdly, the feasibility of opening a water route from Lake Winnipeg to Hudson Bay. This convention would further urge upon the Dominion Government the advisability of considering the usefulness of the navigable waterways of the Peace-Mackenzie River basin, in improving communication on that great river. The business men of Manitoba and the Territories assembled at this convention would further desire to place themselves on record as opposed to the granting of control over any of our waterways to private individuals or incorporations.

It was moved by Mr. A. Strang, seconded by Mr. R. Rolston, Killarney, and resolved "that this convention desires to impress upon the Dominion Government the extreme desirability of having a railroad built to connect the province of Manitoba and the Northwest Territories with the Hudson Bay, and that substantial aid should be given to any bona fide company undertaking the construction of such a railroad."

#### COLLECTION OF SMALL DEBTS.

Mr. W. Trant, of Regina, introduced the following resolution:

Whereas, a large volume of business is done under the credit system, and it is desirable that the seller should be protected against the dishonest purchaser;

Resolved:

First—That the existing law should be modified so that the cost of collecting small debts be reduced.

Second—That the amount exempt from garnishee order should be reduced to \$10, and that the assignment of unearned salaries be made illegal.

Third—That so far as the collection of debts is concerned Government employes should be placed on the same footing as other citizens.

Mr. Trant complained that the collection

of small debts is expensive, dilatory and uncertain, whereas the action of the law should be cheap, rapid and certain. He proposed as a remedy for existing evils that a debtor having against him a judgment and costs of less than \$100, and not having the means to pay, be permitted to pay in instalments of say \$10 a month. He explained the working of the plan in the Old Country. He suggested the establishment of a small costs court, for the cheap disposal of small debts.

The motion was seconded by Capt. D. McIntosh, of Dauphin.

The president gave some of his experience as an employer of labor, of the hardships resulting from the garnishee law. He found that credit was granted too freely by merchants to extravagant families of men known to be getting good salaries.

Mr. Steen proposed that only a certain portion of a man's salary be made subject to garnishee, leaving a married man a certain amount for the support of his family, and a single man a certain proportion for board.

The motion was unanimously passed.

A resolution favoring the reduction of freight rates and improving communication between the prairie districts and British Columbia was carried without discussion.

Mr. T. J. Agnew, of Prince Albert, moved and Mr. J. R. McPhail seconded a resolution expressing the opinion that substantial aid should be given by the Dominion Government to the Manitoba and Northwestern Railway to enable the company to extend its line to the town of Prince Albert.

The mover and seconder and Mr. H. S. Paterson, of Portage la Prairie, and Mr. R. S. McPhail, of Prince Albert, spoke in support of this motion, and it was passed without opposition.

Mr. R. J. Noble moved, "that this convention desires to impress upon the Canadian Pacific Railway managers, the necessity for the extension of the Pipestone branch of their road into the Moose Mountain district, seeing there is a well settled country there, containing hundreds of settlers, who have been located there from 12 to 15 years who have still to haul their marketable products from 20 to 70 miles to the nearest railway point."

The resolution was carried.

#### EXPRESS CHARGES.

Mr. J. H. Ashton moved that:

Whereas the express charges on goods from point to point over the western division of the Canadian Pacific Railway are based upon an advance over rates charged by the same company in the eastern provinces of from 33½ to 125 per cent. and over, and whereas such excessive rates are very detrimental to the interest of the business community of this country, and whereas the reducing of the express charges on the western division would

result in a very material increase of business done, therefore be it resolved that the Dominion Express Co. be memorialized and requested to reduce the rates on the western division to a point but little, if any, in excess of those charged in the eastern provinces.

In speaking to the motion, Mr. Ashdown made a comparison of eastern with western express charges, showing that the latter are greater for similar distances by  $33\frac{1}{3}$ , 50,  $66\frac{2}{3}$ , and even 100 per cent. The rates, he said, were such that comparatively little stuff was carried by express; a reduction, he held, would increase the traffic.

Mr. J. Agnew seconded the motion, Mr. Thorburn, of Broadview, supported it, and it was adopted without further discussion.

#### C. P. R. FREIGHT RATES.

A motion was introduced by Mr. J. H. Ashdown, and after discussion was amended and adopted in the following form:

Whereas it is advisable that trade between the different points within the province of Manitoba and the Territories to the west of us should increase to the greatest possible degree, and whereas the rates charged on the various lines of communication have much to do with the increase or otherwise of the said traffic, and whereas the rates of freight charged on the Canadian Pacific Railway from point to point within Manitoba and the Northwest Territories are very greatly in excess of the rates charged for similar service in the eastern provinces on that road, Therefore be it resolved that the Dominion Government be memorialized and asked that in any arrangement with the Canadian Pacific Railway Co. looking to the construction of the Crow's Nest Pass railway, the purchasing of lands or other dealings, that the matters of rates of freight on the western division be taken into consideration and such arrangement made as will bring them down to but little, if any, over the rates prevailing in the eastern provinces.

Mr. Ashdown claimed that the progress of the country had been retarded by the railroad freight rates. The C. P. R. was built for the country; a large amount of land was given to the company and held for an increase of value. There was no reason why the rates through the wheat lands should be so much in excess of those to the east. The traffic, he held, would have been double what it is if there had been a more liberal policy in regard to land and freight rates. There should be lower rates of freight on produce going out. If the policy outlined by Mr. Van Horne had been carried out, and grain had been carried at a little over cost, fuel at cost and building material at a little over cost, instead of the adoption of a policy of taking as much as the traffic would bear, great advantage would have resulted to the country. The company had had representations made, without effect; there was no hope that it would do anything; hence it was necessary to ask the Government to intervene. The policy of charging a certain percentage over eastern rates had been adopted. On all classes of merchandise the increase was at least 50 per cent.

Mr. R. A. Williams, of Regina, seconded

the motion. He gave several instances. He had shipped from Regina to Golden, B.C., produce which cost \$150 and the charge was \$189.

President King wished for a reconstruction of the preamble. He said the through rates were less on all railroads than local rates.

In the discussion that followed those taking part were Messrs. Geo. Pocock, Emerson, McPhail, Johnston, H. S. Paterson, J. H. Brock, A. Macdonald, Wm. Trant and G. F. Carruthers, after which the motion was carried without opposition in the form in which it appears above.

#### ASSESSMENT OF MERCHANTS' STOCKS.

Mr. R. T. Riley moved and Mr. G. F. Carruthers seconded the following resolution:

That the assessment of stocks of merchandise for municipal taxation, as at present, should be abolished—a system of taxation based on rental value or income being considered fairer. The mover pronounced the present system of assessment of stocks a farce as now carried out; and he said that if carried out it would be found so unjust that there would be a general outcry against it. He gave examples of inequalities. In one case stock and fixtures, worth \$41,000, had been assessed at \$3,600; three stocks worth respectively \$30,000, \$120,000 and \$66,000, had been assessed in one year at \$20,000 each. A stock of \$8,000 to \$12,000 had been assessed at \$2,000 only. This system of taxation was wrong. The merchandise in one's possession does not represent his ability to pay taxes. He favored a system of rental, or income tax.

The resolution was unanimously passed.

Mr. Thos. Gilroy moved and Mr. A. Strang seconded a resolution pointing out the need of increased population in Manitoba and the Northwest and making the following recommendations as a means of securing that end:

1. That far more effort be used than has yet been made. 2. That much larger appropriations be set aside for immigration in accordance with its importance as necessary and profitable public expenditure. 3. That united effort be used and strictly business-like methods, free from party influence. 4. That wise selection be exercised and thoughtful attention be given to the needs and facilities of incoming home-seekers in order as far as possible to encourage and help them to attain the comfort and ultimate success so readily within the reach of men of the right kind. This convention is also deeply impressed with the great value and need of individual exertion, and would pledge the members thereof, and urge on each and every one of the community to try and do something to help along the common good, and thus secure the rapid and substantial progress which the advantages and attractions of Canada should unquestionably command.

The resolution was adopted.

On motion of Mr. Paterson, seconded by Mr. Denison, it was referred to the Winnipeg Board of Trade to appoint a committee to carry into effect the resolutions of the convention and forward them to their proper destinations.

Mr. Ashdown said that he had fallen in

heartily with the idea of a convention; and he hoped that it would be only the beginning of meetings of this sort. If other questions of importance to the country were considered they would perhaps be able to accomplish, 12 months hence, more than had now been done. He was glad to see so many of his friends from the country present, and hoped they had had a pleasant time.

On motion of Mr. Thos. Gilroy, seconded by Mr. D. W. Bole, a vote of thanks was tendered to Mr. King, president, and Messrs. Paterson and Denison, vice-presidents. Mr. C. N. Bell, secretary, was also thanked for his services.

On motion of Messrs. Bole and Paterson, thanks were voted to the Mayor and City Council of Winnipeg for their kindness; on motion of Messrs. McGurl and Noble, to the Winnipeg Board of Trade, and on motion of Messrs. Ashdown and Gilroy, to the railroad companies for reduced rates.

The convention was closed shortly after 11 o'clock on Friday night.

#### STRASSBERG TRUFFLE AND GOOSE LIVER SAUSAGE.

For this sausage, which should be made frequently in small quantities, in order to keep it juicy, make batches of about 10 lbs. Use 2 lbs. white calf's liver, cut into thin slices, broiled a little in hot water, chop up a little; then add 8 lbs. pork of young solid hogs from the belly and neck, half fat, half lean, and chop the pork very fine.

Then roast to a light yellow in fresh butter, 4 pieces shalots, rub them fine with a pinch of salt, and add same to the mass.

Then take  $5\frac{1}{4}$  oz. salt,  $\frac{1}{2}$  oz. finely ground white pepper, 76 grains best white ginger, 76 grains mace, finely ground.

Mix well with the mass and taste; this sausage, which is regarded as a fashionable delicacy, should not be too sharp.

Then cut 7-oz. nice, red salted boiled tongues into fine dice, about half-grain size, add  $1\frac{1}{4}$  oz. Perigord truffle in dice about the same size, and mix it to the mass.

When all is well distributed, throw firmly into the stuffing machine and stuff lightly into very wide fresh hog guts. The sausage should not be longer than one foot; if it is made longer there is danger of its being dry and parboiled at the thin ends.

Boil the sausage from three-quarters of an hour to an hour, according to thickness; on being pricked, the fat which exudes should be perfectly clear and white. Boil in clear broth; never boil with blood sausage. When finished, put into cold water which is frequently changed, until sausage is perfectly cold. This procedure keeps the juice nice and white.—National Provisioner.



## COST MARKS FOR GOODS.

A WRITER in an exchange, who has evidently devoted some time and study to the subject, has recently been compiling for the use of long-suffering business men, a list of keys for cost marks on goods, and below is given the result of his labor.

Ever since the shopkeepers bought at wholesale and sold at retail it has been a time-honored custom to mark the cost and selling price upon articles for sale. That these marks, or at least the cost mark, may be clear and enlightening to the merchant and his employes, while baffling and untranslatable to the rest of the world, considerable ingenuity is sometimes employed, but the average man is content to take some easily rememberable word having ten letters to represent the ten Arabic numerals.

The choice of a cost mark is an easy matter. The most common one is the first ten letters of the alphabet. Next to that, the last ten. But these are quickly guessed. Better than these are words (one or more) which have ten letters. All that is necessary is to be careful to choose a word or phrase in which there are no duplicate letters. For instance :

1 2 3 4 5 6 7 8 9 0  
B R I S K T R A D E

will not do, because 2 and 7 are represented by the letter R. Substitute "Quick" for "Brisk" and the cost mark will be all right.

If you are leaning toward the prohibition party this might suit you :

1 2 3 4 5 6 7 8 9 0  
B A D W H I S K E Y

Here are a few words or phrases which are used for this purpose. A merchant must be very particular if he cannot be suited in such a list.

You might get a "Snug Profit" or a "Cash Profit." If you keep a "Gainful Job," you must stick to the "Big Factory." If you are a "Big Scholar," you would be an "Elucidator" of what is "Profitable." Keep in mind the "importance" of attending to your own business. Keep away from the law. Don't be so "Friendly" with the disciples of "Blackstone" as to get upon the wrong side of the "Prison Gate."

More than one firm uses the name "Jane Bishop" or "Bishop Jane." The writer knows a David Wilson who uses "Wilson Dave," and also another whose name, "John Bagley," is his cost mark.

Better than any of these, however, is a lot of letters which will not spell anything. Such a cost mark is a little more difficult to memorise, but, once learned, it is better,

as it lessens the chances of guessing or making it out. I have heard of "Wig But Kymp" being used for this purpose.

Another way is as follows : If an article cost 3s. 6d., the cost is made by adding one to each of the numerals, and placing 1 each side of it, thus :

3 6  
1 4 7 1

This is quickly legible to the initiated, but baffling to the guesser.

A very good plan is to draw two upright lines, with two across them, thus making spaces for the nine numerals, thus :

|   |   |   |
|---|---|---|
| 2 | 4 | 6 |
| 8 | 9 | 1 |
| 3 | 5 | 7 |

The figures can be arranged to suit. The symbol which surrounds the figure is used to represent that figure. For instance, a figure like a U with square shoulders would represent 4, and one like an L would mean 6. The square would stand for 9. Either an O or an X could be used for a cipher.

This scheme may be modified by turning the figure cornerways, in which case the hieroglyphics would resemble V or A or portions of a diamond.

Such a list should satisfy the demand of any reasonable person in need of a cost mark. There are thousands of others, but enough have been given to show what can be used. If there are none there which suit the reader, he is invited to hunt one up, or make one to suit himself.

## IMPROVEMENT IN THE PACKAGE SYSTEM.

THE retail grocer who can look back over years of experience in the business of filling orders behind the counter has had more than one occasion to speculate on the improvements that are to come with the steady advance in methods and appliances for doing business. It would seem only a comparatively short time since every article of food came in bulk. Huge boxes and bins contained the different kinds of groceries, and from these receptacles the grocer was obliged to scoop out the desired quantity, weight it, throw back the surplus, and then wrap the purchase in an unwieldy piece of brown paper. This took considerable time and demanded a knack acquired by long experience. These parcels were awkward to carry and frequently caused the customer no little annoyance through breakage or coming untied. The first improvement of note was the paper bag, but this did not do away with the bins and trouble of weighing. It was not until manufac-

turers generally adopted the system of putting up many of the leading staples in paper boxes that grocers began to appreciate what had been done for them.

Oatmeal and the other cereals were probably the first substances upon which the new plan was tried, and the form in which they now come, in pasteboard boxes, has been familiar for several years. Later, all kinds of dried fruits—apples, peaches, raisins, currants, figs, dates, etc.—were likewise put up in weighed packages in the same manner, instead of being kept, as formerly, loose in large receptacles. Tea is frequently sold now in packages, though that is a more recent development, and has not yet become as common as the others. Coffee is also sold in the same way, though many people will not buy it so, for fear that it has lost some of its aroma. It is quite true that this loss does take place easily, and to prevent such deterioration the grocers have the packages put up freshly each day from the air-tight bin in which the bulk of the coffee is kept.

The package system now extends to almost every staple—not only in the line of "dry," but wet goods, including even soups.

This custom not only saves time, but a more important advantage is that it maintains a better quality of each article. When articles of food are kept in bins or barrels they are exposed more or less to the effects of the climate and dust, to say nothing of the sampler. It is also much easier for the grocer to take stock and prevent dishonesty.

When staples were first introduced in package form they cost a trifle more on account of the additional cost of the box, but competition has about done away with this, as factories are operated on an extensive scale. In many of the larger plants manufacturers own and control special machinery for making and filling boxes, which reduces the cost to a minimum. This is especially true of the great coffee roasters and baking powder manufacturers. Cracker bakers are now extending their business in this direction with good results, and more recently sugar refiners have taken up the package system, although they were forced into it by the competition of the Arbuckles, who have for some time made it a feature of their business.

Looked at from an advertising point of view, the opportunities for the grocer to keep his name before his customers are not so good with ready-made packages, as the space is entirely taken up by the manufacturer. The shrewd grocer will not get left, however. It is a simple matter to have neat strips printed, bearing the name and card of the retailer.—Chicago Grocer.

# Your Customers are getting tired of Apples

Give them something for a change. We have a large assortment of DRIED PEACHES, APRICOTS, EGG PLUMS, Etc., at low prices. Send along your orders.

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

## HAMILTON CASH REGISTER

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Before buying a Cash Register, write to the Hamilton Brass Mfg. Co., and we will guarantee to save money for you in the price you pay for a Cash Register and in the handling of your business.

The Hamilton Cash Register is a duplicate of the National Cash Register, and is of the highest class. You can make no mistake in buying the Hamilton Cash Register, as the National Cash Register Co. will pay you in cash the full amount you pay for a Hamilton Cash Register. This they advertise to do, and give their agents instructions to carry it out, and in some cases the agent has offered \$35 more for a Hamilton machine than what was paid for it. This should satisfy you that the Hamilton Cash Register, if not the best, is equal to the National in every respect.

We have a number of the National Cash Registers on hand, both new and second-hand, which we have taken out and replaced with the Hamilton Cash Register. We now have those machines for sale for about one-half the price which was paid the National Cash Register Co.

Write for catalogue and particulars of Cash Registers, Cash Carriers, and Store Fixtures of all kinds.



# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

### GROCERIES.

**T**RADE conditions locally are much about the same as a week ago. They evidently are no better at any rate. The volume of business during January was larger than the corresponding month a year ago. All wholesalers appear to be agreed on that point. They also agree that February has so far been disappointing, and they all ascribe it to the proposed revision of the tariff. The only line in which there is any activity is tea, and while the wholesalers are buying less freely than they were, the retailers, on the other hand, are buying more freely. A further advance has taken place in currants, and ginger and tapioca are both cabled dearer. Payments are moderate only.

### CANNED GOODS.

The feeling in regard to canned tomatoes and peas continues strong, notwithstanding the fact that business is almost at a standstill. Some of the wholesale houses have advanced their ideas in regard to tomatoes from 2½ to 5c. per dozen. There are no features to note in other lines. We quote standard brands as follows: Tomatoes, 70 to 75c.; corn, 50 to 75c.; peas, 60 to 75c. for ordinary; sifted select, 80 to 95c.; extra sifted, \$1.15 to \$1.30; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.70 to

\$1.90; cherries, \$2 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.65 to \$2.25; salmon, "Horseshoe," \$1.37½ to \$1.40; "Maple Leaf," \$1.37½ to \$1.40; Lowe Inlet, \$1.30 to \$1.35, in tall tins; cohoes, \$1.10 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.20 to \$2.40 for tall tins; flats, \$2.85 to \$2.90; Canadian canned beef, 1's, \$1.20 to \$1.35; 2's, \$2.30 to \$2.50; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

### COFFEES.

The outside coffee markets rule dull. Locally there is a fair demand, although the volume of business is not as large as it was a week or two ago. We quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

### SYRUPS.

There are not many offering, and there are not many wanted. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

### MOLASSES.

The market is dull. With the falling off in receipts in New Orleans higher prices in that description of molasses are looked for. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

### SUGAR.

Refiners' agents report that while the de-

mand from wholesalers is a little better than it was a week ago, business on the whole is decidedly dull. Deliveries are reported by some refineries to be a little better. The raw market has touched the lowest point ever known. The outside markets are dull. Wholesalers report only a hand-to-mouth demand. The ruling wholesalers' quotations for granulated are 4 1-16 to 4.10c. per lb. and for yellows, 3.35c. upwards.

### SPICES.

The general tone of the spice market is still strong. Ginger is cabled ½c. per lb. dearer. On Monday last London advised a rise of 3¼c. in Singapore pepper. Advices received in New York quote cloves ¼c. dearer and China cassia a trifle dearer. We quote: Pure Singapore black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 12 to 15c. for China and 18 to 20c. for Bateria.

### NUTS.

Beyond an upward tendency in shelled almonds there is no feature in the nut market worthy of note. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bor-

## BUTTER Best White Spruce TUBS

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

Write us

**WALTER WOODS & CO.**  
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We will mail you a valuable little book on

**BUYING  
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HANDLING OF TEA**

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

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26 Front St. West, Toronto.

## INCREASE . . .

## 117 PER CENT.

OVER LAST YEAR.

## "SALADA"

CEYLON TEA

has had the above phenomenal increase during 1896. We propose that it will increase **200** per cent. during **1897.**

**DO YOU** want to sail with us?  
If so, drop us a line at

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318 St. Paul St. - - MONTREAL  
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We have put forth every effort to make the best Soap that can be made.

There is the best material in it.  
There is brains used in its make-up.

That people are satisfied is the best guarantee of its worth. Surprise is known and used over all Canada—not in a small way, but universally used.

## THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

### BRANCHES—

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

deux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.; hickory nuts, \$1.50 to \$2 per bushel; Canadian walnuts, \$1 per bushel.

### RICE, TAPIOCA, ETC.

The rice market continues strong, mainly on account of the large purchases of this article for distribution in India. Tapioca is firm with prices 1s. 3d. higher than it was the beginning of the month. We quote: Rice, Standard "B," 3¾ to 3½c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

### TEAS.

The retail trade appears to be paying a little more attention to the purchasing of teas, but wholesalers are buying less than they were a week ago, partly owing to the fact that their stocks are now getting heavy, and partly due to the danger that teas bought now in London might not reach this country until after the new tariff is brought down, when a duty may be placed on this commodity. On Thursday and Friday of last week some of the London houses cabled their agents in Toronto to the effect that, in view of the nearness of the time when the new tariff will be brought down by the Canadian Government, they would not undertake to deliver teas bought after Tuesday, the 9th inst. In teas on spot a good

business is still being done. This applies to Indian, Ceylon and China teas. There is little or nothing doing in Japan teas, principally due to the fact that there are but few offerings from first hands. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

### FOREIGN DRIED FRUITS.

The advance of 6d. noted last week in the price of currants has been followed by another similar advance. Some of the local wholesale houses have advanced their ideas on Filiatras and Amalias ½ to ¼c. per lb. The demand is moderate. We quote: Provincials, 4¾ to 4¼c. in bbls.; fine Filiatras, in bbls., 4¼ to 4½c.; do, half-bbls., 4¼ to 4½c.; Patras, 5 to 5½c. in bbls., 5 to 5½c. in half-bbls., and 5 to 5½c. in cases; Vostizzas, cases, 7 to 8½c.

Valencia raisins are still quiet. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¾ to 6c.; selected, 6¾ to 7c.; layers, 7 to 7½c.

In Malaga raisins a few orders are being received. We quote: Dehesa clusters,

\$3 to \$4; Non Plus Ultra, \$5 to \$5.50; Imperial bunches, \$4.50 to \$5; Imperial Russian clusters, \$4.50 to \$5.

A few orders are being received for loose muscatels, but they are only for small quantities. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Figs are dull and wholesalers are marking down figures in order to effect sales. Wholesale quotations are: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¾ to 4½c.; natural, 4½c. in bags, and 7c. in boxes.

Dates are quiet, as before. We quote: 5½ to 6c. for Halloween and 5 to 5¼c. for Kadrowee, net figures.

California evaporated fruits are receiving a little more attention this week, both from wholesalers and retailers. We quote: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

Prunes of California growth are receiving a little more attention, but it is scarcely worth noting. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 11½ to 12½c.

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*Quick Sales and Prompt Returns*

**Graham, McLean & Co.**

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77 Golborne St. TORONTO.

**VINEGARS**

Made under Government Supervision. Absolutely pure.

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79 and 81  
JARVIS ST.  
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**WANTED**

A First-Class Agency for

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

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Wholesale Commission Merchants

ESTABLISHED 1882

**J. F. ROGERS**

16, 18 and 20 FRANCIS STREET **TORONTO**

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

Importer and dealer in best brands of

**English Sheeps' Casings**

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**American Hogs' Casings**

MANUFACTURER OF

**BOLOGNAS, ETC., ETC.**

Kettle-rendered Lard of best quality.

..Preservatives and Seasonings a specialty..

**SAY!**

HAVE YOU  
TRIED OUR

"DATE PALM"

**NAVEL ORANGES?**

THEY BRING AND HOLD  
CUSTOMERS

**CLEMES BROS., - Toronto**

**GREEN FRUIT.**

The orange trade has been decidedly quiet, but the demand is beginning to improve a little. Lemons are in fair demand, but prices are low. The banana trade is moderate. The apple market is a little better in England. Locally there is not much doing. We quote: Oranges—Valencias, ordinary, 420's, \$3.50 to \$3.75 per case; 714's, \$4 to \$4.25 per case. California navels, \$3.50 to \$4. Lemons—Messinas, \$2 to \$2.25 per box for fancy, and \$1.75 to \$2 for choice; cocoanuts, \$3.75 a sack and 60c. per doz.; apples, \$1 per bbl. for greenings and Baldwins, and \$1.50 for spies; onions, \$1.25 per 80 lb. bag for Danvers; cranberries, Cape Cod, \$5 to \$7 per bbl. and \$2.50 per case; Canadian cranberries, \$4 to \$5 per bbl.; bananas, \$1.25 to \$1.75; grape fruit, \$5.50 to \$6 per box.

**BUTTER AND CHEESE.**

**BUTTER** — Receipts are not as large as they were, although there is still too much of poor quality coming forward to allow the trade to feel comfortable. Prices are much about as before. We quote: Dairy butter—Tubs, 11 to 12c. for good to choice; low-grade to medium, 7 to 8c.; pails and crocks, 11 to 12c.; large rolls, 11 to 12c. for choice, and 8 to 9c. for low-grade to medium; pound prints, 13 to 14c. Creamery—Tubs, 19 to 20c.; 1-lb., blocks, 20 to 21c., according to make.

**CHEESE**—The English market is higher and the local market is firmer in consequence. Prices are firm at 11 to 11½c.

**COUNTRY PRODUCE.**

**BEANS**—Still dull. We quote 50 to 60c. for ordinary and 70 to 75c. per bushel for hand-picked.

**DRIED APPLES**—There is a little doing in an export way, but it appears to be only in the choicest fruit, for which 2½c. f.o.b. is being paid. Jobbers report business dull at 2 to 2½c. per lb. for choice.

**EVAPORATED APPLES**—There is no demand. Jobbers are quoting 3½ to 4c.

**EGGS**—Eggs are weaker on account of liberal supplies. The demand is good for new-laid. We quote: New-laid, 14 to 14½c.; limed, 10 to 11c.

**POULTRY** — Receipts are light and all offering is taken. We quote: Chickens, 35 to 50c. per pair; turkeys, 7 to 8c.; geese, 6½ to 7½c.; ducks, 50 to 70c.

**POTATOES**—There have been transactions on track at 23c., and 25c. is the very out-

The Following Brands  
Manufactured by

**The American Tobacco Co.**

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

**CUT TOBACCOS . . . .**

**OLD CHUM.**

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**CIGARETTES** —

**RICHMOND STRAIGHT CUT.**

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Wholesale Fruit Importers and Commission Merchants.

Consignments  
Solicited. . .

140 Princess St.  
Market Square  
**WINNIPEG**

**MORROW & EWING**

General Commission Merchants

13 St. John St., MONTREAL

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

**Rio, Santos, Maracaibo  
and Mocha Coffees**

also have on hand full lines of

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

Samples and particulars on application.  
Wholesale supplied only.

**"SHIPPERS ATTENTION"**

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

**Rutherford, Marshall & Co.**

General Produce and  
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62 FRONT ST. EAST

TORONTO.

JAPAN MOUNT ROYAL JAVA  
**RICE**  
MILLS BRAND  
PATNA BURMAH  
D. W. Ross Co., Agents.

**G.F. & J. GALT**

PACKERS  
OF THE

**BLUE RIBBON TEAS**

42 SCOTT ST. TORONTO. CELEBRATED

We make the **Best Biscuits**

**Jas. McLauchlan & Sons**

*Biscuit  
Manufacturers*

**Owen Sound.**

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

side figure. For lots out of store 30 to 35c. is the idea.

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

**GRAIN, FLOUR, BREAKFAST FOODS.**

**GRAIN**—Receipts are small and prices are a little higher than they were a week ago. We quote: Wheat, 81 to 82c. for white and 79 to 80c. for red, and 63 to 64½c. for goose; oats, 22 to 23½c.; peas, 41 to 42c.

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

**BREAKFAST FOODS**—Quiet and unchanged. We quote: Standard oatmeal and rolled oats, \$3.00 in bags and \$3.15 in bbls.; rolled wheat, \$2.60 in 100-lb. bbls.; cornmeal, \$2.40 to \$2.50; split peas, \$3 to \$3.25; pot barley, \$3 to \$3.25.

**FISH AND OYSTERS.**

There is a fairly good demand for fresh water herrings, Labrador herrings, and white fish and trout in kegs. White fish in kegs are scarce. We quote: White fish 6c.; ditto in kegs, \$5 to \$5.50; trout, 6c.; ditto in kegs, \$4.50; pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, \$4.50 to \$5 per bbl. and \$2.25 to \$2.75 per half-bbl.; split herring, \$4.50 per bbl. and \$2.50 per half-bbl.; boneless cod, 3½c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, \$1.25 per 100; haddock, 5c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; frozen white fish and trout, 6½ to 7c.; sea herring, \$1 per 100; fresh water herring (heads off), \$2.50 per keg; smelts, 6 to 9c. Oysters are quoted at \$1.25 for standards, and \$1.65 for New York counts.

**PROVISIONS AND DRESSED HOGS.**

The provision trade keeps quiet and prices unchanged. Dressed \$4.25 to \$5.

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

**SMOKED MEATS**—Breakfast bacon, 10c.; rolls, 7c.; hams, large, 22 lbs. and over, 9 to 9½c.; medium, 15 to 20 lbs., 10c.; small hams, 10½c.; backs, 9½c.; shoulder hams, 6¾c.; all meats out of pickle, 1c. less than above.

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

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

**SALT.**

The improvement noted last week has been maintained. We quote at Toronto: In carload lots, \$1 per bbl. and 60c. per sack; in less than carload lots, \$1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

**SEEDS.**

Trade remains quiet and prices unchanged. We quote: Red clover, \$3 to \$4.50; alsike, \$3 to \$4.25; timothy, \$1.10 to \$1.50.

**HIDES, SKINS AND WOOL.**

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

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

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

**PETROLEUM.**

A fair trade is still being done. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 19c. in bulk.

**MARKET NOTES.**

California oranges are again a trifle dearer on the Coast.

Tapioca has advanced 1s. 3d. per cwt. since February 1.

A cable received in Toronto on Monday noted an advance of equal to ½c. per lb. in ginger.

Another advance of 6d. has taken place in currants according to cables received from Patras.

**QUEBEC MARKETS.**

MONTREAL, FEB. 11, 1897.

**GROCERIES.**

THE grocery market exhibits no improvement whatever, and business in all lines is confined strictly to actual wants owing to the tariff uncertainty. In fact, the only line that presents the slightest appearance of life is tea, in which there has been further speculative trading this week. Sugar continues dull and shading is reported in some cases in the effort to court demand. Syrups are the same way, and the enquiry for molasses that traders expected after the first of the month has failed to put in an appearance. Dried fruit, canned goods, nuts, etc., only furnish a small scattering sort of trade.

**SUGAR.**

There has been no improvement in the sugar market here during the week, and buying is confined to a small hand-to-mouth business. The outside situation, which has fluctuated quite frequently lately, has absolutely no influence on local prices. Some tendency to shade these is noted in the efforts to induce demand, but not of a nature to call for any alteration in the range as quoted last week. At the refineries car lots of granulated are offering at 3¾ to 4c., and yellows, 3¾ to 3¾c., net. In a jobbing way prices are as follows: Granulated, 4 to 4½c., and yellows, 3¾ to 3¾c., as to grade.

**WE ARE  
PAYING  
CASH  
FOR**

**DRIED  
APPLES**



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

46 FRONT ST. E. **Toronto**



## What We Say

in our advertisements is simply what we know about our goods. We tell you these facts hoping to convince you to give us a trial order. That your customers will appreciate the good qualities of our goods we are sure. We are perfectly willing to abide by

## What They Say

knowing that the favorable verdicts we have received from such trials in other districts will be upheld by your customers. Now this advertisement also solicits a trial order. We are waiting to hear

## What You Say

### Crown Brand Flavoring Extracts

We realize the impossibility of conveying to the consumer in words any idea of the difference between so-called "flavoring extracts" and Crown Brand. But these words should bring a trial order from you by next mail.

"YOUR MONEY BACK IF YOU WANT IT."

### Crown Brand Club House Cheese

An absolutely pure full-cream cheese. Before we placed our "Crown Brand" on it we were sure of its purity and excellence. All who have tried it are satisfied to look no further.

PACKED IN 5 OUNCE AND  
8 OUNCE JARS.

ROBERT GREIG & CO.  
MONTREAL.

SYRUPS.

The syrup market is positively lifeless. Sales for the week have been confined to a few scattered transactions at 1 3/8 to 1 7/8 c. per pound.

MOLASSES.

The traders who expected a demand for molasses to set in with the opening of the present month have been completely disappointed. A few car lots of Barbadoes have changed hands at 28c. In round lots we quote Barbadoes at 29c., mixed 27c., Porto Rico 27 1/2 c., Antigua 23c. and St. Kitts 24c., while in a jobbing way the basis ranges from 29 to 31c., according to grade. Cables state that the market at Barbadoes has opened at 11c., but the figure is a nominal one, as no business has been reported yet in new crop.

RICE.

Business in rice continues very quiet with no change in prices. We quote: Crystal Japan, \$5 to \$5.25; standard B., \$3.50; Patna, \$4.50 to \$5.25; Carolina, \$6.75 to \$7.75, and Java, \$4 to \$4.25.

SPICES.

There has been no change in the spice market. Demand is light while values in pepper are firmly held. We quote: Pure black pepper, 8 to 10c.; pure white, 12 to 15c.; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 50 to 85c.

COFFEE.

Demand for coffee is confined to small lots, business, on the whole, being inactive. Prices generally are steady, Maracaibo to arrive being quoted at 17 1/2 to 18c. We quote: Rio, 15 1/2 to 17c.; Santos, 16 1/2 to 17c.; Maracaibo, 18c.; Java, 24 to 26c., and Mocha, 24 to 26c.

TEAS.

The activity noticed in the tea market lately continues in a speculative sense, but otherwise the jobbing and distributing demand is exceptionally dull. Values generally are firm, round lots of Japans selling up to 16c. for mediums. We quote as follows: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16 1/2 to 20c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

Valencia raisins have moved in a small jobbing way at firm prices. We quote: Ordinary off-stalk, 5 1/4 to 5 1/2 c.; fine, 5 3/4 to 6c.; and selected, 6 1/4 to 6 1/2 c., with layers, 6 3/4 to 7c.

Advices from the Coast are very firm on California raisins and stocks here are light.

Prices range as follows: 2-crown, 6 1/2 to 6 3/4 c.; 3-crown, 7 to 7 1/2 c., and 4-crown, 8 to 8 1/2 c.

Loose Malaga raisins move along quietly at 7 to 7 1/2 c. for medium and 8 to 8 1/2 c. for high grades. Sultanas are unchanged at 7 to 12c., as to quality.

Currants are without feature. We quote: Provincials, bbls., 4c.; half-bbls., 4 1/4 c.; cases, 4 3/8 c.; half-cases, 4 1/2 c.; Filiatras, ditto; Patras, 5 1/2 to 6c., and Vostizzas, 6 1/2 to 8c.

There is a fair local demand for prunes, but it is confined to immediate wants. We quote: French, 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's.; 7 to 8c. for 70 to 80's., and 6 1/2 c. for 90 to 100's.

Figs are quiet and rather easier for the inside figure at 7 1/2 to 10c.

There is a moderate enquiry for dates at 5 1/2 to 6c.

Evaporated California fruits are quiet and steady. We quote: Evaporated peaches, 11 to 12c.; pears, 9 1/2 to 12c.; apricots, 14 to 17c., and prunes, 3 to 12c., as to brand.

NUTS.

There is no change in nuts, business ruling

quiet. We quote: Valencia shelled almonds, 18 to 19c.; Tarragona almonds, 10 to 10 1/2 c.; filberts, 9 to 9 1/2 c.; pecans, 8 to 12c.; peanuts, 7 to 9c.; Grenoble walnuts, 11 to 12 1/2 c.; shelled walnuts, 18 to 20c.; shelled peanuts, 9 to 10c.; cocoa nuts, \$5 per 100.

CANNED GOODS.

Business in canned goods continues quiet. Stocks are not excessive in the case of vegetables, which are held firm, but in other lines traders are supplied for some time ahead. We quote as follows: Tomatoes, 75 to 85c.; corn, 75 to 90c.; peas, 80 to 90c.; beans, 70c. up; peaches, \$2.75 to \$3 for 3's, \$1.75 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.55 to \$1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37 1/2 to \$1.40; Lowe Inlet, \$1.30, in tall tins; cohoes, \$1.20; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.25; 6's, \$6.75 to \$7; 14's, \$14 to \$15; lobsters, \$10 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

LEONARD BROS.'

Montreal House

Are offering their usual large variety of

Fresh Frozen Fish

FRESH AND SALT WATER

Ask for Quotation

24 and 26 Foundling Street

MONTREAL

A Pertinent Enquiry

HAVE YOU USED

Golden Haddies?

Without a doubt the most DELICIOUS Canned Fish put up.

The fish used in GOLDEN HADDIES are cured, smoked and canned immediately after being caught, thereby retaining their Delicate flavor and bright Golden color. In full pound cans. Every can guaranteed.

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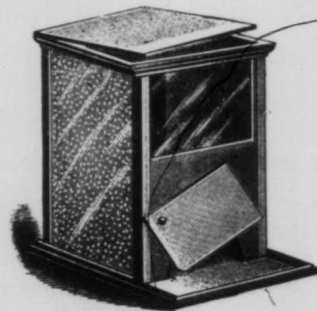
NORTHROP & CO.

St. John, N.B.

GRIMBLE'S English Malt

Six GOLD Medals VINEGAR

GRIMBLE & CO., Ltd., LONDON, N. W. ENG.



MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.

Manufactured by . . .

JOHN E. MARSHALL  
118 Commercial St.,  
Boston.

D. H. RENNOLDSON,  
Agent in Montreal.



Ready for the No Soaking.

The World's Best selling product is so popular.

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We are Greatly enabled by money

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**TRADE  
BEARDSLEY'S SHREDDED CODFISH  
MARK**

Ready for the table in 10 minutes.  
No Soaking. No Boiling. No Odor.

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

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

**APPLES**

**FOR EXPORT.**

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

**DAWSON & CO.**  
32 WEST MARKET STREET  
TORONTO.

Correspondence Solicited.

GEORGE McWILLIAM. FRANK EVERIST.

TELEPHONE 645.

**McWILLIAM & EVERIST**  
GENERAL . . . **FRUIT**  
Commission Merchants  
25 and 27 Church street,  
TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.

All orders will receive our best attention.

**CHEESE.**

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

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

Write for quotations.

**F. W. Fearman**  
HAMILTON  
HAMS, BACON, LARD.

**FISH.**

Pickled and salted fish continue much as they were last week. Demand is quiet. We quote, in a jobbing way: No. 1 green cod, \$4.50; No. 1 large, \$5.25; No. 2, \$3.40; No. 1 green haddock, \$3.40 to \$3.50; No. 1 B.C. salmon, \$12.50 to \$13 per barrel; Labrador, \$13 to \$13.50 per barrel; genuine Labrador herrings, \$1.75; No. 1 N.S., \$4; No. 1 lake trout, \$3.60 to \$3.75.

In fresh fish the only change is in fresh herrings, which rule lower at 65 to 90c. We quote: Haddock and cod at 2¾ to 3¼c.; steak cod, 3½ to 4c.; smelts, 3 to 5c.; salmon, 11 to 12c.; Manitoba pike, 3½ to 4c.; dore, 5 to 5½c.; white fish, 6c.; fresh herrings, 65c. to 90c. per 100.

Smoked fish continue quiet and steady. Haddies range from 6 to 7c. Yarmouth and bay bloaters, 85c. to \$1 per box; kippered herrings, \$1.25 to \$1.50; ciscoes 50c. per basket, and smoked herrings 10c. per box.

Dried and boneless fish were quiet and steady. We quote: Cod, \$3.75 to \$4 per cwt.; pollock, \$1.65 to \$1.75 per 100 lbs.; skinless cod, \$5.10 to \$5.25 per 100 lbs.; boneless cod, 5½c. per lb., and fish, 3c. per lb.

**GREEN FRUIT.**

The green fruit market is quiet with business of a hand-to-mouth character. Lemons are unchanged while Jamaica oranges rule firm. Valencia oranges are easy. We quote as follows: California oranges, \$4 to \$4.25 per box; Florida oranges, \$5 to \$5.50 per box; Valencia oranges, \$3.50 to \$4 per box; lemons, \$1.75 to \$2.75 per box, and \$5 per chest; cranberries, \$1 to \$4.50 per bbl.; Spanish onions, 85c. per crate; Malaga grapes, \$7.50 to \$8.

**APPLES.**

There has been no improvement in the apple market. Values are unchanged at 90c. to \$1.40 for No. 1, and 40 to 85c. for No. 2.

**DRIED APPLES.**

These show no improvement. Offers are freely made of 2½ to 3c. laid down in Montreal, and we quote 3 to 3½c., and evaporated, 3¾ to 4¼c.

**COUNTRY PRODUCE.**

EGGS—Free receipts of new laid eggs dur-

**It Has No Equal**

**BROCK'S BIRD SEED**



We know it because  
The Wholesaler sells more. The Retailer sells more  
The Customer buys more.

It pays to handle such goods.

**NICHOLSON & BROCK - TORONTO**

**BUTTER**

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

References, Bradstreet's Mercantile Agency.

**H. P. GOULD & CO.**

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

**LARD**

Special prices for this week. It will pay you to order now.

**The WM. RYAN CO. Ltd.**

70 & 72 Front St., East  
TORONTO

**S. K. MOYER,**

COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST.,  
TORONTO, ONT.

**HAM AND EGGS**

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

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

**D. GUNN, BROS. & CO.**

PORK PACKERS,  
TORONTO

**ORANGES**

Special Fancy California Washington Navels. Fancy New Valencias.

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

**HUGH WALKER & SON**

GUELPH, ONT.

ing the past week have resulted in a slump in prices. We quote: New laid, 17 to 18c.; Montreal limed, 12½ to 13c.; Western limed, 11 to 11½c., and cold storage, 11 to 12c. per dozen.

**POULTRY**—There was no change in the situation of the poultry market. The receipts continue small, and buyers have some difficulty in filling their wants with fresh stock. Turkeys, 8½ to 9c.; spring chickens, 6½ to 7c.; frozen stock, 3 to 5½c.; geese, choice, 6 to 7c.; frozen, old, 5 to 5½c., and ducks, 7½ to 8c. per lb.

**BEANS**—The demand for beans continues slow, and prices are easy at 70 to 75c. in car lots and at 80 to 85c. in a jobbing way.

**POTATOES**—There was no change in potatoes, sales being slow at 35 to 40c. per bag in car lots, and at 45 to 50c. in a small way.

**ONIONS**—Have continued in good demand at \$1.75 for red and \$2 to \$2.25 for yellow.

**HONEY**—There is no change in honey which is dull at 11 to 12c. for fancy comb stick in small cases and 8 to 10c. in large.

#### PROVISIONS.

There was no improvement in the local provision market. The demand continues of a hand-to-mouth character and prices rule easy. We quote as follows: New packed Canadian pork, \$11 to \$12; old at \$10 to \$10.50 per bbl.; pure Canadian lard, in pails, at 6 to 6½c., and compound refined at 5c. per lb.; hams, 9 to 10c., and bacon 8½ to 9½c. per lb.

The feature in the dressed hog market continues to be the easy feeling for heavy-weights and prices show a decline of 5 to 10c. per 100 lbs., with recent sales of car lots at \$4.35 to \$4.40 per 100 lbs. and in a jobbing way at \$4.75. Light hogs ruled steady and met with a fair sale at \$5 to \$5.15 in car lots, and at \$5.25 to \$5.75 in a small way.

#### FLOUR, MEAL AND FEED.

There has been little change in the flour market, though demand has been somewhat better this week, and some export business on Belfast and London account, amounting to 5,000 sacks, was put through. We quote: Winter wheat patents at \$4.45 to \$4.70; straight rollers, \$4.20 to \$4.30; and in bags, \$2.10 to \$2.15. Manitoba spring wheat, patents, \$4.90 to \$5.05; and strong bakers', \$4.25 to \$4.75.

Business in oatmeal continues very quiet and the market is dull and easy at \$3.20 to \$3.30 for rolled oats in wood, and at \$1.60 to \$1.65 per bag.

In feed Manitoba millers in some cases advanced prices for bran \$1 per ton at all western points, which makes the price now \$11, including bags, and state they are not offering any in this market. Ontario dealers, however, are selling at \$9.50 to \$10, including bags, and Ontario at \$9 to \$9.25 in bulk.

#### HAY.

The large receipts of baled hay continue to have a depressing effect on the market, and prices have scored another decline of

25c. per ton, recent sales of No. 1 having been made at \$9.50 to \$9.75, and at \$8.25 to \$8.50 for No. 2 per ton in car lots.

#### CHEESE AND BUTTER.

The cheese market is without interest. It is now claimed that some of the recent high-priced purchases were made on speculation, and that about 1,000 boxes are still held for sale here.

The butter market was unchanged. Local demand is of a fair character at steady prices, viz., 19 to 20c. for creamery. Exporters have been doing a little also within this range, but the difficulty is to obtain the right kind of stock for the English market. Roll dairy continues at 12 to 13c.

#### MONTREAL NOTES.

The Barbadoes molasses market has opened at the Islands at 11c.

It is reported that prices have been shaded in some cases on sugar in an effort to induce demand.

Speculative transactions in all kinds of tea are again noted this week, but otherwise the market is lifeless.

Fully ten cars of Canadian onions have been taken from this market by American buyers during the past fortnight.

Traders who expected that enquiry for molasses would pick up after the opening of the present month have been disappointed.

Heavy-weight dressed hogs continue to glut the market, receipts increasing this week. As a result, prices have slumped off another 10c. or so.

#### NEW BRUNSWICK MARKETS.

##### OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Feb. 11, 1897.

**T**HE week has been an active one. The export business has been large, besides the regular English steamer one clearing for Bermuda. Tea bought to arrive before the House meets has begun to arrive in large quantities, both by C. P. R. direct shipments and from England. The quantity bought is large, a number having from one to upwards of 5,000 chests. In spice there is some enquiry for spring stock. Prices show little change. As a rule at present New York quotations are lower than those from London. While cream of tartar remains low, it is rather higher than last week. Collections are rather better since the first of the month. Molasses, pork and oatmeal have been sold at cut prices during the week.

**OIL**—There continues to be a light movement in burning oil, the trade in lubricating occupying the attention of the dealers. Owing to the large lumber interests of this province and Nova Scotia there are a great many large mills to be supplied. There is also a large quantity used by other manufacturers and machine men, making the

lubricating business a valuable one. We quote: Best American burning oil, 19½ to 20c.; Canadian, 18¼ to 19c.; prime, 16 to 17c.

**SALT**—The demand is dull. The Bay fishermen do not begin to use any large quantity till summer, and they are already well supplied with what they will then need. Quite a quantity of both fine and coarse English salt is daily expected. Not only is coarse salt brought by the Liverpool steamers for Western Canada, but also quite a large quantity of fine, some of it being of the finest grade. We quote: Coarse, 45 to 50c.; Liverpool factory-filled, 90c. to \$1; Canadian fine, 90c. to \$1 per bag; 5-lb. bags, in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.60 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.

**CANNED GOODS.**—Packers hold such stock as they still have on hand firmly, particularly peas, tomatoes and peaches. In oysters there is a better inquiry from the trade. Prices show no change. The best grades are chiefly sold here, there being practically no demand whatever for light-weights. We quote as follows: Corn, 65 to 70c.; peas, 75 to 90c.; tomatoes, 80 to 90c.; gallon apples, \$1.80 to \$2; corned beef, Canadian, \$2.25 to \$2.35; American, 2-lb tins, \$2.40 to \$2.50; 1-lb tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.20; 1's, \$1.45 to \$1.65; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.90 to \$2; pineapple, \$2.25 to \$3; salmon, \$1.30 to \$1.40; lobsters, \$2.20 to \$3; haddies, \$1.25 to \$1.30; clams, \$5 for 4 doz; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

**DRIED FRUIT**—In prunes, while there is still little demand, the market begins to be firmer, and prices must go higher. But for the light demand this would have happened before. Quite a few Bosnias are daily expected. Onions remain firm at the advance of last week, and show a fair demand. Evaporated apples begin to occupy the attention of wholesale dealers. California raisins are daily expected. Owing to advanced cost they will have to bring higher price than those here. At present the market is almost bare. Some Valencia layers and Malaga loose muscatels are to hand from New York. Two small shipments of dates are to hand this week. The stock is light and prices held firm. We quote: Valencias, 5 to 6c.; California L.M. 3-crown, 7½ to 7¾c.; London layers, \$1.75 to \$2; currants, cases, 4¾ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7¼ to 7½c.; bulk, cleaned, 6¼ to 6½c.; prunes, boxes, 5 to 10c.; dates, 3 to 5c.; dried

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## OUR STANDPOINT

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

## Jamieson's Biscuits

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

The Manufacturer, R. E. Jamieson, Ottawa

# Heinz's Pickles.

The Germans have taught us some things. One is how to make Sauer Kraut, and the English and French speaking people are rapidly learning to like this substantial winter food. Heinz's Sauer Kraut is made of large, solid cabbage, carefully trimmed. It is fine cut, entirely free from lumps. By our method packages contain from 20 to 40 per cent. more Kraut than those packed in the ordinary way. . . .

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

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

MEDALS--  
PARIS  
CHICAGO  
ANTWERP  
ATLANTA, Etc.

The GENUINE  
always bear this  
Keystone trade-mark.



apples, 3 to 3½c.; evaporated apples, 5 to 5½c.; onions, \$3; cocoanuts, \$4 to \$4.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 6½ to 7c.; Valencias, layers, 7 to 7½c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 8½ to 9c.

GREEN FRUIT—Business during the week has been better. A large trade continues to be done in oranges. Prices remain low, particularly Valencias. Apples, though dull, are in rather better demand, and best grades of sound fruit bring rather higher prices. The advanced English market has helped the position. A few bananas are yet being received, and within a few weeks a much larger trade is expected. Cranberries are still dull and low. Pineapples are high, very few being brought here. We quote: Messina lemons, \$3 to \$3.50; oranges, Valencia, \$3 to \$4; California oranges, \$4.25 to \$5.25; Florida oranges, \$5 to \$5.50; bananas, \$1.75 to \$2.25; apples, \$1 to \$1.75 per bbl.; cranberries, Cape Cod, \$4 to \$5.50 per bbl.; bog cranberries, native, \$3 to \$4.

SUGAR—Yellows seem rather firmer than granulated. The price of granulated is being cut. The expected increase in the duty by some is aiding the refineries in making quite a few sales. We quote: Granulated, 4 to 4½c.; yellows, 3¾ to 3¾c.; Paris lump, 5¾ to 6c.; powdered, 5½ to 6c.

MOLASSES—The market is easier, particularly in Barbadoes kinds. The quality in some cases is only fair. Some was offered here by St. Stephen importers this week at low prices. New Orleans is held firm.

There is a good, steady demand. Outside towns, such as Moncton and Fredericton, report large stock of West India molasses for the season. New Barbadoes is expected about the last of March. We quote: Barbadoes, 25 to 28c.; Porto Rico, 28 to 32c.; New Orleans, bbls., 26 to 28c.; Antigua, 25 to 26c.; syrup, 36 to 38c.; Nevis, 25 to 26c.

DAIRY SUPPLIES—Cheese here, in spite of outside advances, is dull and prices unchanged. Perhaps the fact that stock is not large has something to do with it. Butter is dull and plentiful. We quote: Dairy tubs, 16 to 18c.; creamery, 20 to 21c.; prints, 21 to 22c.; eggs, 17 to 18c.; cheese, 10½ to 11c.

FISH—There is still little movement. Frozen herring business is pretty well over. Those now caught are not so good. Smelt have been quite scarce during the week, the first time since the opening of the season. A few lobsters are arriving. Only the small sizes have been coming at best, and the factories are now taking them. Smoked are in lighter supply here and at the moment rather higher, but market price can hardly be said to have advanced. Quite a few dry hake have been shipped south. We quote: Large cod, \$3.25 to \$3.50; medium, \$2.75 to \$3; pollock, \$1.15 to \$1.25; bay herring, \$1.30 to \$1.35 per half-bbl.; smoked, new, 6 to 7c.; shad, half-bbl, \$4.50 to \$5.50; boneless, 2½ to 8c.; bloaters, 50 to 65c. per box; kippered, \$1 per box; Barrington, \$3.25 per bbl.; Shelburne, \$3.50 per bbl.; frozen herring, 65 to 70 per 100; smelt, 4 to 5c.; frozen cod, 2 to 2½c. per lb.; lobsters, 4 to 6c. each; smoked

haddies, 5c. per lb.; frozen pollock, 1¼ to 1½c.

PROVISIONS—The price of clear pork was cut low this week. There is more attention being given to smoked meats, but the trade cannot be called active. We quote as follows: Clear pork, \$12.50 to \$14; mess pork, \$12.50 to \$13.50; plate beef, \$12 to \$13; hams, 10 to 12c.; rolls, 7 to 7½c.; pure lard, 7¾ to 8c.; compound, 6½ to 7½c.

FLOUR, FEED AND MEAL—Flour is easier, but particularly Manitoba. This market has been rather over-stocked in this grade at very low prices, and dealers have competed with the millers to the latter's loss of profit. Oatmeal, of which quite a stock is held here, bought low, was cut rather below millers' prices this week. It is said a car of hand-picked beans was sold this week at the lowest price yet touched. We quote as follows: Manitoba flour, \$5.40 to \$5.50; best Ontario, \$4.90 to \$5; medium, \$4.70 to \$4.80; oatmeal, \$3.25 to \$3.30; cornmeal, \$1.85 to \$1.95; middlings, car lots, in bulk, \$14 to \$15; bran, do, do., \$12.50 to \$13.50; hand-picked beans, 90c. to \$1; prime, 80 to 90c.; oats, 30 to 32c.; hay, \$11 to \$12; barley, \$3; round peas, \$1.15; split peas, \$3.10 to \$3.25; yellow eye beans, \$1.50; buckwheat meal, \$1.20 to \$1.25; grey, \$1.75 to \$2.00.

ST. JOHN NOTES.

Business in biscuit lines must be good. Where a few years ago we had but one large factory we now have three, and it is said

one is to be built in Fredericton. And still large quantities are imported from England, the United States, and outside points in Canada.

The shareholders of Hall & Fairweather, Ltd., have elected S. S. Hall president and S. S. de Forest manager.

St. John is now shipping cigarettes to Japan. Over a million have so far gone forward. They were shipped by the Imperial Cigarette Co.

Barbadoes molasses has opened at the island at about 16c. f.o.b., rather below the opening price of last season, but much higher than it afterwards sold at.

THE GROCER regrets to report the death of David H. Hall, grocery appraiser at St. John. By all having business relations with him he will be missed as a most obliging official.

Upward of half the western goods exported via St. John, are from the United States, amounting this season to upwards of 2,000 carloads valued at nearly \$500,000. Hams, bacon and flour form about half the entire value. Wheat bran, steel rods, lard and cattle also form a large proportion of the shipments.

The value of the small lobsters, compared with the larger sizes, can be noted from the following, and shows that every effort should be made to prevent the taking of those under-sized: In a small cargo shipped from Musquash, of 8,300 lobsters, 7,500 were valued at 10c. each, while 800 at only 2c. There was but an inch and a half difference in the size. This interest in the Lower Province is a large one, amounting, in Nova Scotia, to a million and a half dollars.

#### SUGARS HIGHER IN NEW YORK.

Despatches Tuesday from New York say: "The market is strong, with a large demand for refined. Refiners and speculators are also in the market for raws, and Muscavados advanced 1-16c." A later despatch says granulated and all other hard sugars and the brighter grades of yellows have advanced 1/8c. per lb.

#### MR. LAPORTE AN ALDERMAN.

The business community of Montreal expressed general gratification on Wednesday at the election by acclamation for the Centre Ward of Mr. H. Laporte. This ward is, in the strictest sense of the word, a business ward and it is time for it to have a business man like Mr. Laporte for its representative. In this connection the factions opposed to that gentleman showed themselves in their true colors. They knew that their candidate, Mr. Cadieux, had no chance against Mr. Laporte, but hung on curiously enough

until the new civic committees of the Council had been struck. Had Mr. Cadieux withdrawn before Wednesday Mr. Laporte would have had a vote at last Monday's Council meeting on the question of the Finance Committee's membership. That the new alderman will prove a valuable acquisition to the Council is certain. His record as a business man, and the high standing of his firm, Laporte, Martin & Cie., assures this.

#### PAT AND HIS RECEIPT.

SOME time ago, while I was trading in a village store, says a correspondent of an exchange, one of the clerks came to the junior partner, who was waiting on me, and said:

"Please step to the desk. Pat Flynn wants to settle his account and wants a receipt."

The merchant was evidently annoyed.

"Why, what does he want of a receipt?" he said. "We never give one. Simply cross his account off the book. That is receipt enough."

"So I told him," answered the clerk, "but he is not satisfied. You had better see him."

So the proprietor stepped to the desk, and, after greeting Pat with a "Good morning," said:

"You want to settle your bill, do you?"

Pat replied in the affirmative.

"Well," said the merchant, "there is no need of my giving you a receipt. See, I will cross your account off the book," and suiting the action to the word, he drew his pencil diagonally across the account. "That is a good receipt."

"And do you mane that that settles it?" exclaimed Pat.

"That settles it," said the merchant.

"And you're sure you'll never be askin' me for it again?"

"We'll never ask you for it again," said the merchant, decidedly.

"Faith, thin," said Pat, "I'll be after kapin' me money in me pocket, for I haven't paid it."

"Oh, well, I can rub that out."

"Faith, now, and I thought the same," said Pat.

It is needless to say that Pat got his receipt.

#### PERSONAL MENTION.

Mr. George Stanway has been elected to the honorable position of president of the St. George's Society. Mr. Stanway is evidently as popular in society circles as he is in trade circles.

Mr. Anderson, representing Morrow & Ewing, Montreal, was in Toronto this week looking up business.

#### HALIFAX TRADE GOSSIP.

FEBRUARY has not opened with any indication of a revival of business, though merchants hope the year will prove better than last and thus even up matters. The outlook is favorable.

Ontario beef is quoted at 6 1/2c. for extra good, and 5 1/2c. for fair. The supply is large. Native beef is worth 7c., dressed. Frozen lamb is worth 6c., and mutton, 5 1/2c. Dressed hogs are quoted at 5 to 5 1/2c. No Canadian dressed pork is offering.

P.E.I. mess pork is quoted at \$12 to \$12.50, though sales are reported at lower figures.

The sugar market is dull. Only a limited business is being done. Granulated is quoted at 4 1/8c. in a jobbing way.

Fresh eggs sell at from 18 to 22c., and case stocks 2c. lower.

Poultry is fairly plentiful, Ontario geese and turkeys particularly. Large geese sell at 9c. per lb., and turkeys at 10 1/2c. for Canadian, while native bring 1/2c. per lb. more.

Fish dealers complain that business is not up to the general average for the month.

P. E. Island produce is showing firmness. Since the closing of the island ports potatoes have advanced from 5 to 10c. per bushel in this market. Oats are still quoted at 28 to 30c. No further change is looked for in the near future.

The flour market is weaker, prices showing a decline of 10 and 15c. below those of last report. Ogilvie's Hungarian patents and Five Roses are quoted at \$5.50; Goldie's People's and Walzen at \$4.90; Tillson's Obelisk, Kent, Sunbeam and Beaver at \$4.65 to \$4.90; Silver Star and other like patents at \$4.50; straight grades, \$4.40; low grades, \$4 to \$4.20.

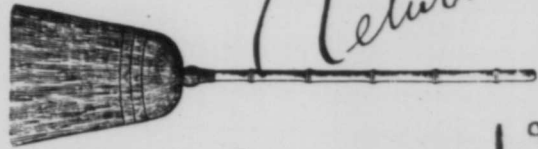
There is a firm outlook for cheese at 11c. Stocks are low and dealers look for an advance.

Canned goods are slow. Retailers are cutting on several lines. Corn, peas and beans are quoted at 70c.; tomatoes, 78c.; peaches, 2's, \$1.80; do., 3's, \$2.65; pears, \$2.25; oysters, 1's, \$1.50; do., 2's, \$2.25; lobsters, 1's, \$2.25.

Butter is slow. Fresh creamery in prints is a little higher, being quoted at 22c. and tub at 20c. Canadian dairy rolls are selling at 14 to 15c.

The market is fairly well supplied with green fruit. Lemons are quoted at \$2.25 to \$3. California navel oranges are selling at \$4.60 to \$4.75, and Messinas at \$1.80 for 200 count. Malaga grapes are quoted at \$8. Apples are higher, selling from \$1 to \$2.





*Returned.*

*Jul 30/97*

## Money in Bamboo Handle Brooms



They sell easily and quickly—they sell almost at sight. They are novelties that appeal to the woman who has health and strength and doesn't mind the extra weight of a wooden handle—because it makes her work easier. And because the weak, nervous, sickly woman wants to save what strength she has, she buys it without question. You don't have to exert yourself much to convince her.

Bamboo is strong—light—durable. We are the sole manufacturers of Bamboo Handle Brooms. We buy only the best corn brush and buy it in large quantities, because we have ample capital. For the same reason we get the lowest prices. So you share in the extra profit that smaller dealers couldn't afford to give you. The brooms are well sewed. The stock is fresh, clean, flexible. Five grades of the brooms. Let us send you prices—to-day.

### Chas. Boeckh & Sons, Mfrs.

Brooms, Brushes, Woodenware.  
Montreal Branch: 1 and 3 De Bresoles Street.

80 York Street, Toronto  
Established 1856.

### THE TARIFF ENQUIRY.

THE Tariff Commission sat in Winnipeg on Monday. Hon. Mr. Fielding, Minister of Finance, and Hon. Mr. Paterson, Controller of Customs were present.

The wholesale fruit dealers of Winnipeg were represented by M. W. Rublee, K. J. Johnson and R. R. Scott.

Mr. R. R. Scott spoke particularly of peaches, plums, strawberries and grapes, on which he contended the duties were outrageously high, in instances as high as 100 per cent. He opposed very earnestly the proposition of eastern fruit growers to put a duty on bananas, which were now free.

Mr. Rublee gave statistics to show the almost utter impossibility of this country importing its fruit either from Ontario or British Columbia. The fruit, or greater bulk of it, of necessity had to be brought from the States; the duties, therefore, did not aid Canadian fruit growers, but imposed an unnecessary burden on the people of this country.

Mr. K. J. Johnson emphasized the assertion that it was impossible to profitably import Canadian fruit.

Mr. J. A. Mitchell, representing the Northern Elevator Co., submitted a carefully prepared statement, asking that the tariff on gasoline be materially reduced. The elevator companies had found gasoline plants much cheaper and much safer than steam plants. But the gasoline duties were so high that gasoline could not now be purchased. With gasoline at reasonable rates, the elevators of this country could operate at an expense of a cent a bushel, compared with a cent and a half or two cents with steam. The duty on gasoline was now 6½c. a gallon. The elevator men wanted it reduced to 3c.

#### TRADE AND NAVIGATION RETURNS.

Mr. J. H. Ashdown discussed the question of trade and navigation returns, pointing out that the blue books of the Dominion do not give true representation of facts as to exports from Manitoba, Alberta and other portions of the Northwest, the returns crediting the exports to Quebec instead. He suggested that the products of Manitoba, Alberta, etc., should be classed as such, and not as the "products of Canada." He complained of the exercise of arbitrary power by the Customs authorities in fixing values for Customs purposes, and suggested the appointment of a Board of Appraisers to correct or sustain the decisions of the local appraisers. The Customs officials, he submitted, should not gain, as they do now, largely from seizures. He held also that where arbitrary values are set for duty purposes information should always be ac-

cessible to the importer. He asked that where the prices for the home trade are abnormally high the export value should be taken as a fair value of the goods. It was not his experience that Canada is made a slaughter market by United States manufacturers. Prices there are so reduced that they cannot afford to sell lower for export than for the home trade. He submitted that if the manufactured goods are admitted free the raw material should be admitted free also. He wanted all specific duties abolished, or at least the great bulk of them, and the duties levied on an ad valorem basis. The specific duties he found to be levied almost entirely on articles of general consumption. Protective duties, he held, prevent the obtaining of a revenue.

#### THE MILLING INTERESTS.

Mr. F. W. Thompson, manager of the Ogilvie Milling Co., made a statement on behalf of the milling interests. He urged that the duty on wheat and flour be not reduced. As a result of the development of the milling industry farmers greatly benefited in the sale of their products. It has enhanced competition in buying, all of which would be completely removed and destroyed should the American millers be in any way encouraged to make a slaughter market of Canada in consequence of any reduction in the duty upon flour. Up to the present the farmers of Manitoba have averaged a higher price for their wheat than the American farmer on equal freights and quality. The flour trade of British Columbia has also been of great value to the producers in this country. Formerly this business was entirely supplied by the American Pacific Coast states, their product coming at low-water freights, not exceeding 20c. per barrel, as against \$1.10 to \$1.20 per barrel paid by the millers of this country to the Canadian Pacific Coast. Even with the present duty of only 75c. a barrel the millers of this country are still handicapped to the extent of the difference. About three years ago the best wheat in Washington and Oregon sold down as low as 18 to 20c. per bushel, all of which comes in competition with the farmers of this country, and would remove that market entirely from the benefit the farmers of Manitoba, the Northwest and British Columbia at present enjoy. The milling industry in this country has steadily increased from less than 300 barrels per 24 hours in 1880 to over 12,000 barrels per 24 hours at the present time, and this does not take into consideration the large and steadily increasing milling capacity throughout the whole Dominion. A large quantity of Manitoba wheat is ground by Eastern Canadian millers. The large number of flour mills in Canada to-day, numbering some 2,500, is the greatest possible

guarantee to the consumer that the price he pays for the flour is only such as ensures a fair and minimum profit.

#### DUTY ON STAPLE FARM PRODUCTS.

Mr. D. McEwen, of Brandon, handed in a petition signed by 2,400 farmers, and stated that if the time had not been so short 1,000 more signatures would have been obtained. He said he had supported the Reform party for the last 30 years. He would like all possible reforms in the tariff, but if any class of manufacturers was to be protected the farmers should also have the benefit. He thought it would be disastrous if the duty were taken off the staple products of the country at present. The best friends of the farmers at present, he held, were the millers; through them the farmers had got 3 to 15c. per bushel above the export prices on account of the competition. A market was opening for farm produce in the ranching districts of British Columbia and would continue to develop if the duty were not taken off. A market could hardly be found for our coarse grains now, but when white oats sold here for 10c. he was informed they had sold for 5c. at Neche. Instances were told of oats being bought there, and, after the duty was paid, sold on this side cheaper than the price paid here. While wheat was 40c. here, it was sold on the other side for 17 to 18c., and it was impossible to compete with these prices. We want to retain the home market. It would be deplorable if this should be made a dumping ground for products from across the line. We want to get raw material as cheap as possible. The policy of the present Government, he understood, was not revolution, but reform, the object being to make the farmers contented. The best thing for farmers was to have the wheat ground in this country.

M. Ralph McRae, of Oak Lake, supported the petition. He said if the duty were taken off the staple articles, wheat, oats and barley, it would be a very serious matter. He had been here fifteen years and had sold grain 5 to 7c. higher than the export prices. He would like the duty off some articles we consume, machinery, etc., but he did not think we were prepared to give what we have in exchange for that.

Mr. James Howie, of High Bluff, had been here 28 years. He considered that it would be a great detriment to take the duty off wheat, oats, beef, pork, etc. Formerly \$440 was paid for a binder; now one could be got for \$125. He did not see why they could not live now. He would favor a certain reduction on binders and certain manufactured goods, at the same time he had rather it should remain as it is than have the duty taken off the products of the country.



# The Watchful Care

Exercised in selecting "KENT" Tomatoes is what gives them the fine color and delicious flavor. Only perfectly ripe Tomatoes are put in the cans. Nearly all the juice is extracted, thus making the Cans absolutely solid with tomatoes.

In selling "KENT" brand you are giving the fullest measure possible. The largest measure of the best goods is sure to win and keep trade. It will pay you to sell always "KENT" Tomatoes.

Agents . . .

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

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



## The Club Coffee

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

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

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

# TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. + Once Tried Always Used.

**BALFOUR & CO., HAMILTON**



## Good Pickles

ALWAYS FIND  
READY SALE

If freshest vegetables, purest vinegar, first-class recipe and careful preparation can produce good pickles—ours are good. Bottle or bulk. Write for quotations.

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

Vinegar Manufacturers

TORONTO

Choice

EVAPORATED

Nectarines  
Apricots  
Peaches  
Apples

And Turkey Prunes  
at lowest prices.

**WARREN BROS. & CO.**

85 and 87 Front St. East, Toronto.

## FINEST FORMOSA OOLONG

We have a line of this TEA which is particularly fine in flavor.

**JOHN SLOAN & CO.**

Wholesale Grocers

TORONTO

SPECIAL VALUE . . .

# TEAS

YOUNG HYSONS ASSAMS  
CONGOUS DARJEELINGS  
JAPANS KANGRA VALLEY  
CEYLONS SYLHET

**PERKINS, INCE & Co.**

TORONTO.

**Holds the Record**

## "Excelsior Coffee"

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

**Todhunter, Mitchell & Co.**

Coffee Importers and Roasters

TORONTO

BUY

# Ivory Bar Soap

THE BEST MADE

### HINTS TO BUYERS.

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

**H.** P. ECKARDT & CO. are offering a fine line of Griffin & Skelley's Ruby prunes.

Laporte, Martin & Cie. are quoting their fish for Lenten time at a low figure.

T. Kinnear & Co. have in stock California prunes—40 to 50's, 50 to 60's, and 60 to 70's.

Marmalade made from a tested and tried Scotch recipe is a specialty with T. A. Lytle & Co.

The Davidson & Hay, Ltd., quote No. 1 lake herring, heads off, in kegs, at low figures.

The Eby, Blain Co., Ltd. are offering fine evaporated apricots in sacks at special prices this week.

T. B. Escott & Co. have a lot of California dried peaches, in bags, which they are offering at low prices.

W. H. Gillard & Co. state they have snaps in figs in 56-lb. bags and 28-lb. boxes, choice family natural.

The Eby, Blain Co., Ltd. are offering fall-caught trout and fresh water herrings in kegs at low prices f.o.b. Midland.

A line of golden-tipped Assam Pekoe, showing good value in the cup, arrived this week for the Davidson & Hay, Ltd.

T. B. Escott & Co. advise that they are overstocked in some lines of teas and are in consequence offering good values.

The Eby, Blain Co., Ltd., report the arrival of a large shipment of fine Filiatra currants in barrels, half-barrels and cases.

The Davidson & Hay, Ltd., report a large number of orders during the past 10 days for their "Special" syrup in 2-gallon pails.

"Circle" tea orders are now all filled," write Lucas, Steele & Bristol. "In future we hope there will be no more annoying delays."

The sale of the H. J. Heinz Co.'s products is rapidly increasing. H. P. Eckardt & Co. received a shipment of two cars last week.

The Eby, Blain Co., Ltd. are making a special drive this month on French prunes in cases 55 lbs. and Griffin & Skelley's California prunes in 25-lb. boxes. See their ad.

W. H. Gillard & Co. are meeting with an active sale for their standard blacks, put up in 1 and 1/2-lb. German glazed parchment cartoons, foil lined. These packages, be-

sides being attractive, are air-tight and moist-proof, and no extra charge above the price of their blends loose has been made.

Laporte, Martin & Cie., of Montreal, have recently replenished their stock of "Golden" haddies, and are now prepared to supply the retail trade. They report increasing sales.

A large shipment of choice Patras currants is arriving this week for the Davidson & Hay, Ltd. This fruit is opening up exceptionally fine in color and is being quoted at a low figure.

"We advertise in THE CANADIAN GROCER," say Lucas, Steele & Bristol, "because we know we reach the up-to-date merchant. He reaches us in turn, and it is profitable to both of us."

### LATE ADVERTISEMENTS.

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

T. Kinnear & Co.: "We are offering special bargains in Indian and Ceylon teas."

Lucas, Steele & Bristol: "Our 4 and 5 Bar 'Circle' teas will be packed assorted in future."

"We have to reduce our stock of dried fruits and are selling at very low prices," write Laporte, Martin & Cie.

Lucas, Steele & Bristol: "We never had finer values in Assam teas than we have today—all bought at rock-bottom figures."

T. B. Escott & Co.: "Majava coffee in 25-pound cake tins has met with a good sale. It is a fine flavored coffee which can be retailed at 35c. a pound."

"Black Bird" and "Silver Bird" tea in handsome one-pound tins are selling well with T. B. Escott & Co. "Every person buys a tin on sight," writes the firm.

The Eby, Blain Co., Ltd. report large sales and repeat orders for "Kolona" Ceylon tea which is an indication of the very general favor it is receiving everywhere.

### A LARGE TEA FAILURE.

**T**HE news that the wholesale tea firm of Thos. Doherty & Co., Montreal, were in difficulties and that a meeting of their creditors had been called was a surprise to the trade. Notices were sent out to the creditors that the firm had placed its affairs in the hands of Riddell & Common, and that pending a statement payment would be suspended.

The creditors held a meeting at the accountants' offices last Monday, and a committee composed of John Gordon, representing Carter, Massey & Co., New York; John Magor, A. H. Ewing, of Morrow & Ewing, J. Ramsay, of the Merchants Bank, and P.

H. Doyle, of P. H. Doyle & Co., were appointed to look into the affairs of the firm and report to a general meeting to be held next week. Until this report is forthcoming no definite statement is available, but the liabilities are placed in the vicinity of \$56,000.

The creditors include the Merchants Bank; Carter, Massey & Co., New York; Warren Cakebrand & Co., London, Eng; Hunt & Co., Marcotte Bros., R. W. Forrester, P. H. Doyle & Co., W. D. Stroud & Co., Montreal; W. C. Meakin & Co., London, and S. B. Heward.

With the exception of Carter, Massey & Co. and Warren Cakebrand & Co., the amounts due the creditors are small.

Mr. Thos. Doherty, the sole owner of the business, is at present ill in the Montreal General Hospital, and the suspension is due to the fact that ill health has prevented his personal attention to the details of the business.

The firm has been in existence 16 years, the late Mr. Thos. Kearney being at one time a partner.

### CHANGE IN A FIRM.

The partnership between Mr. J. L. Caverhill and Mr. Fred. Hughes, as wholesale grocers, has been dissolved. Mr. Caverhill is retiring from the business, and Mr. Hughes has taken his share in the business. The business will be carried on by the latter under the old style of Caverhill, Hughes & Co.

### HANDY BUSINESS LIST OF CANADIAN PAPERS

Sent free of charge to any advertiser who will send his address with two 3c. stamps to pay postage.



### E. T. STURDEE

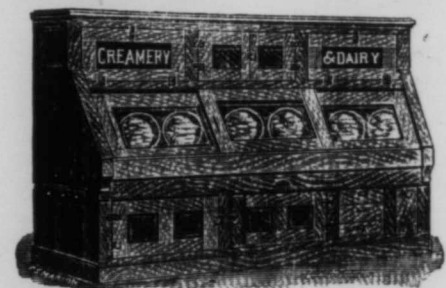
Mercantile Broker,  
Manufacturers' Agent,

ST. JOHN, N.B.

Etc., Etc.

Wholesale trade only.

### Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.

Send for Catalogue and Price List.

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



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

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

The Grocer who pushes cheap goods is hardly ever successful.

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

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

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

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

**GIVES AWAY HIS GOODS.**

**A**N enterprising merchant has adopted a novel way of advertising his business, says an exchange. He gives away, absolutely without any expense to the recipient, all goods in his store the retail cost of which is under five cents each. It does not make any difference whether or not the party receiving the gift is a regular customer. If a box of matches is wanted, it is given without money and without price, and a polite request to call again is made. One naturally supposes that the store would be overrun with people wanting the traditional something for nothing—for this world is full of such characters, more's the pity—but, strange to say, he claims not to be bothered with this class of unprofitable customers and actually claims that he is making money by this seemingly hazardous scheme of attracting trade. He figures out that the 5c. articles cost him but very little money, that his proven liberality brings him in orders on the supposition that if he is fair in one matter he is equally so in all, and that people who come to the store for small gifts are

generally inclined to purchase other goods that they see and may want. As proof that this scheme is working satisfactorily, he points to the fact that his business has made a material increase, and that of his competitor has dwindled in almost an equal degree, merely because he gives away cheap goods in order to sell other varieties costing more money.

**HEIROGLYPHIC BOOK-KEEPING.**

The attorney who attempted to wrestle with accounts of an Eastport, Me., grocer decided that he would forego his fee if the client would spend the money in a business college. It was disheartening to look over the pages and find such charges as "goods delivered to the red-headed lady with Mrs. —," and another to "the slim man from Campobello;" and again to the "cross-eyed man who works in — factory." This method recalls the mistake of the unlettered merchant of olden days, who made his charges in hieroglyphics, and once presented a bill against John Smith for a grindstone, whereas what Smith had bought was a cheese.

**A MEEK MAN.**

A demure-looking little man approached the haughty assistant in a grocer's shop, and meekly asked if he had any coffee to sell.

"We have ground coffee," said the young man.

"No other kind?"

"None. This is the best ground coffee on the market."

"But I don't want it," the little man braced up. "I got some sugar here the other day with sand in it, and I don't want coffee with ground in it. You must think I want the earth."

**NEW PICKLE FACTORY.**

H. J. Heinz Co., of Pittsburg, one of the largest, if not the largest, pickle and preserve manufacturers in the United States, is likely to establish a branch factory in Canada. THE CANADIAN GROCER'S informant is the company itself.

The company is looking for a suitable site, and localities which possess natural advantages for a factory such as that carried on by H. J. Heinz Co. should correspond with it.

for Ontario and Quebec for...  
**We**  
**are**  
**Agents**

**MACONCHIE BROS.**  
**LONDON, ENG.**

Their name the world over is famous for excellence in...

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

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

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

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



## THESE TEAS

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



## Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.  
SOLD IN LEAD PACKETS



*Spring Picked !!!*  
*Skilfully Blended !!*  
*Attractively Packed !*

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

## We offer this week

AT EXCEPTIONALLY  
LOW PRICES . . . .

Fine Off-Stalk "SAPENA" Valencia Raisins

" " "MERLES" " "

" " "GRUSTAU" " "

ALSO

"GUARDOLIA'S" 4-Crown Layers

"MORAND'S" " "

"ROGERS'" " "

"CALIFORNIA" Loose Muscatels, etc.

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

Write for prices.

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





THE  
OLD FLAG

flies o'er the lands whence  
come the purest **TEAS**  
the world has yet produced.

# India and Ceylon

The old flag commands  
respect where'er it floats

and the teas of India and Ceylon  
command respect and admiration  
wherever sold

**And make Money for Dealers.**

### WINNIPEG BOARD OF TRADE.

THE annual meeting of the Winnipeg Board of Trade was held on February 3. President F. H. Mathewson was in the chair.

The president's address was an able and comprehensive one. Referring to the milling industry, he said:

"During the past season we have had a striking instance of the advantages derived from having large flour mills in this country. The crop was short, and the mills, in order to secure the necessary quantity of wheat for their season's operations, were obliged to pay more for it than the ordinary buyers could afford to give, so that the demand for local grinding actually resulted in our farmers realizing several cents per bushel more for their wheat than they would have got if they had been obliged to sell it for export. It would certainly be to the interests of our farmers if the bulk of our wheat crop could be converted into flour before it is exported. Besides the increased price which a home milling market would bring, much indirect benefit would result from the establishment of additional mills. The grinding capacity of our mills continues to increase, and now amounts to 11,415 barrels per day, an increase of 1,125 barrels since last year. As all the railways in the Northwest lead into Winnipeg, it might well be taken as indicating that this city offers great advantages as a suitable place for the erection and operation of flour mills. Our mills of late have been finding markets for their flour in places formerly unthought of. A few years ago nobody would have dreamt that Manitoba would be shipping large quantities of flour to China, Australia and the Islands of the Pacific, but such is the case, and indeed I am informed that one of our large concerns has recently had enquiries for our flour from Johannesburg, South Africa, and also from Calcutta. While the bulk of the trade which has been developed is no doubt due to the failure of crops in the countries referred to, at the same time some of it will be permanent, and at present shipments would be much larger if more ocean tonnage was available at Vancouver."

Alluding to the railway interests of the country Mr. Mathewson said:

"The extension of our railway system by the building of 100 miles into the Dauphin country, during the past season, has been the means of opening up a fine country, especially well adapted to mixed farming. The building of this line now gives the province a total railway mileage of 1,676 miles. I hope the board during the coming year will press upon the Government the importance of providing aid towards the construction of a line through the south-eastern part of the province. Such a line, besides open-

ing up an excellent tract of country, would bring us nearer to the source from which we obtain our supply of lumber and fuel, and, besides this, if connected with a line to Duluth, would place this country 100 miles nearer to Lake Superior. Recently the board passed a resolution favoring the construction of a road through the Crow's Nest Pass. There appears to be a general feeling everywhere through this western country that the early construction of this road is an urgent necessity, in order that the growing trade of the Kootenay country may be developed and kept in the hands of Canadians, and it must be a satisfaction to know that recent utterances of members of the Government lead us to hope that steps will shortly be taken to have the proposed road built. As this northwestern country is the natural market from which the people of Kootenay will obtain their food and other supplies, the opening up of this route will be of immense advantage to our farmers and business men.

"Recent remarks made by some of our public men, and newspaper articles in Government organs, would lead us to suppose that some arrangement is likely to be consummated in the near future, whereby a large block of land will be acquired by the Dominion Government from the railway companies, and thrown open for free settlement. While such a measure would, no doubt, materially aid in attracting new settlers to the Northwest, I express the hope that the board will use all its influence to prevent such an arrangement being carried out, or, in fact, the granting of any further Government aid to railways, until the demands of the people of the Northwest for a reduction in the present burdensome freight rates have been given the consideration to which they are entitled."

When the election of officers was reached Mr. D. W. Bole nominated last year's vice-president, Mr. T. A. Anderson. Ex-Mayor Gilroy seconded the nomination.

Mr. Anderson declined nomination, giving his reasons in a neat speech.

Mr. Whitla and Mr. R. D. Richardson urged Mr. Anderson to accept, but that gentleman could not see his way clear to accept.

Under the circumstances Mr. A. Strang then nominated Mr. D. W. Bole for president. This was seconded by Mr. Whitla, and the nomination was made unanimous.

Mr. Mathewson then resigned the chair in favor of Mr. Bole. In taking charge of the meeting Mr. Bole returned his thanks for the honor, an honor he said altogether unexpected, but one which he thoroughly appreciated.

Mr. A. M. Nanton was unanimously chosen vice-president on motion of J. H.

## Money for Words.

We will pay cash 25c. per 100 for the words SUNLIGHT SOAP, cut from top of Sunlight Soap wrappers.

### 10,000 WANTED.

It will pay to send for samples of our . . .

### New Patent Counter Check Books and Trade Due Bills

That are equal to money and save time and annoyance.

James K. Cranston, - Galt, Ont.

Brock, seconded by S. A. McGaw. Mr. Nanton returned his thanks briefly.

Mr. A. Strang was unanimously chosen treasurer on motion of R. D. Richardson, seconded by G. F. Carruthers.

Mr. Mathewson, in nominating Mr. C. N. Bell as secretary, spoke in very high terms of that gentleman, and congratulated the board on having a secretary so efficient. Mr. Carruthers seconded the motion, which was carried amid applause.

In the selection of the council for the year it was resolved to give all trades and callings representation. A committee was appointed to select a representative council, this committee being composed of Messrs. Mathewson, Nanton, Strang, McKenzie and Anderson. Their report named the following gentlemen on the council, and was adopted:

Messrs. F. H. Mathewson, D. E. Sprague, R. H. Agur, John Galt, J. A. Mitchell, F. W. Thompson, J. H. Ashdown, T. A. Anderson, John Russell, A. C. Archibald, D. K. Elliott, E. L. Drewry, M. Bull, W. R. Baker, D. S. Johnson, J. Y. Griffin.

Mr. J. H. Brock moved, seconded by Mr. Whitla, the following resolution:

That, in the opinion of this board, the question of immigration is the most important one that engages the attention of the people and of the Governments of the province and the Dominion; that we therefore desire to express the satisfaction we feel in learning that those in authority are preparing to take vigorous steps to promote the settlement of this country, and in this connection to again affirm the opinion of the board that the most important factor in the settlement of the country is the securing of low rates of transportation for the products of the country to the markets of the world, and that in the opinion of this board an immediate announcement of a reduction in the rate on grain from a central point in Manitoba, say Portage la Prairie, to Lake Superior points, from 17 cents per 100 pounds to a maximum of 12½ cents per 100 pounds, and proportionately from other points in Manitoba and the Northwest Territories, would do more to encourage the farmers and promote immigration to the country than the annual expenditure of the amount of such a sum as this reduction would give if expended in any other manner.

The resolution was adopted.

The statement of Treasurer Andrew Strang for the year ending Dec. 31st shows receipts of \$2,163.87 and expenses of \$1,460.23. The balance in the bank is now \$703.64, with no liabilities.



# Teas...

We wanted your Tea trade and you have given us a large share of it.

We have given you extraordinary values before, but we want to do better still.

We have added considerably to our stock of low-price Japans (not poor teas, but cheap teas), and in these we cannot be matched.

Of green and black, we have as usual a very large and one of the best assorted stocks.

...TRY OUR SPECIAL BRANDS...



OWL CHOP.

The sales of our

## Ceylon

In sack packets, have proved what we said of it

“It is the best.”

## Japan

CHOICEST MAY PICKINGS . . .



BEAVER.

If you have not

## Tried It

do so

It pleases everybody.

Ask for Samples.

See what we have to offer before placing your orders.

**L. CHAPUT, FILS & CIE.**  
MONTREAL.

**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**A.** W. MULLEN, general merchant, Hudson, Que., is offering to compromise at 50c. on the dollar cash.

N. Lemire, grocer, Montreal, has assigned.

C. Steinle, pork packer, Toronto, has suspended.

J. P. Kearsy, fruits, Toronto, has assigned to A. E. Plummer.

E. Lacroix, grocer, Montreal, has assigned to Kent & Turcotte.

The Tiger Tea Co. Montreal, will meet its creditors on Saturday.

Thos. Doherty & Co., teas, Montreal, have suspended payment.

J. J. Coughlin, liquors, Elmvalle, has assigned to W. T. W. Lent.

Teas, Hubley & Co., grocers, Halifax, have suspended payment.

W. J. Melrose, general merchant, Georgeville, Quebec, has assigned.

John Gaffney, general merchant, Summerside, P.E.I., has assigned.

S. Beaudoin, general merchant, St. Isadore la Prairie, Que., has assigned.

Flynn & Smith, general merchants, Port Hood, N.S., are asking an extension.

The Huyck Mercantile Co., Colborne, is offering to compromise at 55c. on the dollar.

Thos. Brady, groceries, flour and feed, Peterboro', has assigned to R. B. Rice, Toronto.

H. F. Stewart & Co., general merchants, Mount Stewart, P.E.I., are offering to compromise.

S. Beaudoin, general merchant, St. Philippe la Prairie, is offering to compromise at 40c. on the dollar.

The offer of 25c. on the dollar made by O'Meara & Howe, general merchants, Pembroke, has been refused.

H. & S. Desmarais, general merchants, Richmond, Que., are offering to compromise at 45c. on the dollar.

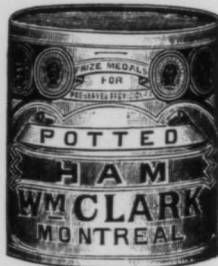
J. & J. Straitch, general merchants, Teeswater, are offering to compromise at 80c. on the dollar. A meeting of creditors was held on Monday when the statement showed assets of \$4,200 and liabilities of \$2,000. The offer was accepted.

PARTNERSHIPS FORMED AND DISSOLVED.

Hodgson & Bedard, grocers, St. Louis de Mile End, have dissolved.

Blanchfield & Co., grocers, Vancouver, have dissolved; McNeely retires.

C. B. Hume & Co., general merchants, Revelstoke, have dissolved; Mr. Smith retires.



## CLARK'S Potted Meats

Are nice goods inside and outside. You should have them on your shelves.

J. Creighton & Son, grocers, Halifax, have dissolved. Isaac Creighton retires and Campbell Creighton is admitted a partner.

T. R. Paige and G. W. Paige have formed a partnership to carry on business in Coaticook, Que., as general merchants under the style of T. R. Paige & Son.

SALES MADE AND PENDING

The general stock of Belanger and Neven, Lachine, has been sold.

The stock of G. Lahance, grocer, Quebec, has been sold at 49c. on the dollar.

The stock of Chas. Kuffman, grocer, Nelson, B.C., has been sold to C. Jiszowitz.

The stock of the estate of C. C. Lee, general merchant, Alliston, has been sold.

The stock of the estate of E. Zeller, general merchant, has been sold to Mrs. Zeller.

The stock of Joseph Hamil, grocer, Quebec, has been sold at 61c. on the dollar.

The stock of the estate of S. W. Reynold, general merchant, Algoma Mills, has been sold.

The assets of the estate of P. W. Bates & Co., general merchants, Merrickville, are to be sold at auction 16th inst.

CHANGES.

Smith & Orton, grocers, Coldwater, have been succeeded.

A. R. Biron, grocer, Montreal, is removing to St. Telephore.

Clifford Grant, grocer, Halifax, has sold out to Lawson Smith.

R. E. Holyoke has opened a grocery store in Woodstock, N.B.

F. P. Carey, general merchant, Trail, has removed to Kamloops.

B. F. Fox, general merchant, Forest Mills, has removed to Roslin.

The Brownsville Cheese Manufacturing Co., Brownsville, Ont., has sold out.

R. & W. Milligan, grocers, Wallaceburg, have sold out to M. J. Fernald & Co.

A. C. Buchanan & Co., grocers, Nelson, B.C., have opened branch at Salmo.

S. Jamieson, general merchant, Battersea, has sold out and retired from business.

Drien & Letourneaux is the style of a new grocery firm in St. Henri de Montreal.

A. Brissette & Fils., importers of liquors, etc., Montreal, are retiring from business.

J. A. Charron, general store, Richmond, is advertising that he intends to leave that place.

C. Harper & Co., general merchants, Port Elgin, N.B., have sold out to C. Writton.

Belle Wiswell, general merchant, South Farmington, N.S., is advertising going out of business.

The estate of W. Park, general merchant, Newcastle, N.B., has been succeeded by Chas. Park.

W. B. Bowers, grocer, Guelph, has sold out to Wesley Fielding, who takes possession April 1.

L. C. Hughes, general merchant and publisher, Tottenham, has given up the general store business.

Caverhill, Hughes & Co., wholesale grocers, Montreal, have dissolved, and Henry F. Hughes has been registered sole proprietor.

FIRES.

Mary Russell, grocer, etc., Ridgeway, has been burned out.

H. W. Waddell, general merchant, Port Lambton, has suffered loss from fire.

DEATHS.

P. J. Jukes, grocer, Springhill, N.S., is dead.

P. McArthur, general merchant, Dalesville, Que., is dead.

### A HUMAN FACE IN AN OYSTER SHELL.

That this is so is indicated by an oyster shell sent to The Baltimore Sun office by Mr. R. M. Jobe, recently. On the flat surface of the shell, against which the heart of the oyster had rested, is a remarkable representation of a human face. Held at a little distance it looks not unlike a portrait in miniature, and though the countenance is not a handsome or a pleasing one, and the features are somewhat drawn and distorted, it is strikingly lifelike. Whose was the face that the oyster saw at its window and painted upon its shell will probably be never known any more than the name of the oyster artist itself, whose identity was unfortunately undisclosed before it was committed to the soup. The portrait of the unknown remains, however, as a curious illustration of subaqueous art, wrought almost as delicately and cleverly as a Japanese painting on china.

Sub  
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by our  
GROC

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Special

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

**The Hilliard House, Rat Portage**

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

**EPPS'S COCOA**

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

**EPPS'S COCOAINE**

or COCOA-NIB EXTRACT.

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

Special Agent, O. E. COLSON, MONTREAL

**Smoked Hams**

**Smoked Rolls**

**Pure Lard**

UNSURPASSED IN QUALITY  
SAMPLE ORDER SOLICITED

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

Wholesale Pork Packers  
TORONTO

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

All grades; Goose, Hen, Duck and Turkey; give the highest market price  
**AND PAY CASH**

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

**ALASKA FEATHER & DOWN CO.**  
290 Guy St., Montreal.



"BUILD TO-DAY THEN,  
STRONG AND SURE.  
WITH A FIRM AND  
AMPLE BASE."  
— Longfellow.

**DO YOU?**

WISH THUS TO BUILD  
an  
advertisement  
in the  
CONTRACT-  
RECORD.

TORONTO  
will bring you  
tenders from the  
best contractors

WE... **SALT** exclusively.  
HANDLE

Write us when you  
want it. . . . .

**VERRET, STEWART & CO. - MONTREAL**

TRY A PACKAGE OF OUR "CLUB HOUSE"

A Perfect blend of the finest

**INDIA and CEYLON TEAS**

For which we are sole agents in America.

It will please your customers.

**J. F. RAMSAY & CO.**

Wholesale Importers

14 and 16 Mincing Lane

TORONTO



AN AUTOMATIC SELLING MACHINE . . .

To sell \_\_\_\_\_

**Adams' Tutti Frutti**

For full particulars, apply . .

**Globe Automatic Selling Co.**

13 Jarvis Street, - TORONTO, ONT.

**Other Firms...**

**Meadow Sweet**



**CHEESE**

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

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

Write to—

**MEADOW SWEET CHEESE CO.**

P. O. Box 2321, MONTREAL

For Price List.

RETURNED

Feb. 19  
W. J. Wilkinson





# Starch is Starch

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

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

EDWARDSBURG STARCH CO.

Cardinal, Ont.

## EDWARDSBURG STARCH.

**BLUE.**

KEEN'S OXFORD. per lb.

|                                   |        |
|-----------------------------------|--------|
| 1 lb. packets                     | \$0 17 |
| 1/4 lb.                           | 0 17   |
| Reckitt's Square Blue, 12-lb. box | 0 17   |
| Reckitt's Square Blue, 5 box lots | 0 16   |

**CANNED GOODS.** per doz.

|   |          |          |
|---|----------|----------|
| Apples, 3's   | \$0 70   | \$0 95   |
| gallons   | 1 65     | 2 25     |
| Blackberries, 2's                                       | 1 70     | 1 90     |
| Blueberries, 2  | 0 75     | 0 85     |
| Beans, 2  | 0 50     | 0 75     |
| Corn, 2's   | 0 50     | 0 75     |
| Cherries, red pitted, 2's                               | 2 00     | 2 25     |
| Peas, 2's   | 0 60     | 0 75     |
| Sifted select   | 0 80     | 0 95     |
| Extra sifted  | 1 15     | 1 30     |
| Pears, Bartlett, 2's                                    | 1 65     | 1 75     |
| 3's   | 1 75     | 2 40     |
| Pineapple, 2's  | 1 75     | 2 40     |
| 3's   | 2 40     | 2 50     |
| Peaches, 2's  | 1 65     | 2 00     |
| 3's   | 2 50     | 3 00     |
| Plums, Green Gages, 2's                                 | 1 60     | 1 80     |
| Lombard   | 1 50     | 1 70     |
| Damson Blue   | 1 15     | 1 40     |
| Pumpkins, 3's   | 0 70     | 0 90     |
| gallons   | 2 10     | 2 25     |
| Raspberries, 2's  | 1 50     | 1 80     |
| Strawberries, 2's                                       | 1 65     | 1 95     |
| Succotash, 2's  | 1 15     | 1 15     |
| Tomatoes, 3's   | 0 70     | 0 75     |
| Lobster, talls  | 2 20     | 2 40     |
| flats   | 2 85     | 2 90     |
| Mackerel  | 1 20     | 1 30     |
| Salmon, Sockeye, talls                                  | 1 35     | 1 45     |
| flats   | 1 40     | 1 75     |
| Cohoos  | 1 15     | 1 20     |
| Sardines, Albert, 1/2's tins                            | 0 15     | 0 13     |
| 1/2's tins  | 0 20     | 0 21     |
| Sportsmen, 1/4's genu-ine French high grade, key opener | 0 19 1/2 | 0 21     |
| Sardines, Sportsmen, 1/2's                              | 0 16     | 0 18 1/2 |
| Sardines, key opener, 1/2's                             | 0 10 1/2 | 0 11     |
| " " " " " "   | 0 18 1/2 | 0 19     |
| Sardines, other brands 9 1/4 11                         | 0 16     | 0 17     |
| P. & C., 1/2's tins                                     | 0 33     | 0 35     |
| " " " " " "   | 0 33     | 0 32     |
| Sardines, Amer., 1/2's                                  | 0 04 1/2 | 0 09     |
| " " " " " "   | 0 09     | 0 11     |
| Mustard, 1/4 size, cases                                | 10 00    | 11 00    |
| 50 tins per 100   |          |          |

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

**CANNED MEATS.**

(CANADIAN.)

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

|                                       |       |       |
|---------------------------------------|-------|-------|
| Roast Beef, 1 lb.                     | 1 40  | 1 50  |
| 2 lb.                                 | 2 60  | 2 75  |
| Luncheon Beef, 1 lb.                  | 2 75  | 2 85  |
| 2 lb.                                 | 1 30  | 1 40  |
| Brawn 1 lb.                           | 2 35  | 2 50  |
| 2 lb.                                 | 6 60  | 6 80  |
| 6 lb.                                 | 14 50 | 15 00 |
| 14 lb.                                | 7 00  | 7 20  |
| Ox Tongue, 1 1/2 lb.                  | 8 50  | 8 80  |
| 2 lb.                                 | 10 75 | 11 00 |
| " " 2 1/2 lb.                         | 3 35  | 3 50  |
| Lunch Tongue, 1 lb.                   | 6 50  | 6 80  |
| Chipped Beef, 1/2 lb.                 | 1 60  | 1 70  |
| 1 lb.                                 | 2 65  | 2 80  |
| Pigs' Feet, 1 lb.                     | 1 65  | 1 75  |
| 2 lb.                                 | 2 45  | 2 60  |
| Potted Meats, Tongue or Ham, 1/4 lb.  | 70    | 75    |
| Potted Meats, Tongue or Ham, 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  |

Variety Gum (with book in each box)

|   |      |
|---|------|
| 150 lc pieces   | 1 00 |
| Banner Gum (English or French wrappers) 115 lc pieces     | 0 75 |
| Filtration Gum (English or French wrappers) 115 lc pieces | 0 65 |
| Mexican Fruit, 36 5c bars                                 | 1 20 |
| Sappota, 150 lc pieces                                    | 0 90 |
| Orange Sappota, 150 lc pieces                             | 0 75 |
| Black Jack, 115 lc pieces                                 | 0 75 |
| Red Rose, 115 lc pieces                                   | 0 75 |
| Magic Trick, (English or French wrappers) 115 lc pieces   | 0 75 |

**CHOCOLATES & COCOAS.**

Cocoa—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 |
|-------------------------------|--------|

per lb.

|  |          |
|--|----------|
| Mexican chocolate, 1/4 and 1/2 lb. pkgs. | 0 40     |
| Rock Chocolate, loose                    | 0 40     |
| " " 1-lb. tins                           | 0 42 1/2 |
| Cocoa Nibs, 11-lb. tins                  | 0 35     |

TODHUNTER, MITCHELL & CO.'S.

Chocolate—per lb

|                              |      |
|------------------------------|------|
| French, 1/4's—6 and 12 lbs.  | 0 30 |
| Caracas, 1/4's—6 and 12 lbs. | 0 35 |
| Premium, 1/4's—6 and 12 lbs. | 0 30 |
| Sante, 1/4's—6 and 12 lbs.   | 0 26 |
| Diamond, 1/4's—6 and 12 lbs. | 0 22 |
| Sticks, gross boxes, each    | 1 00 |

Cocoa—

|                                   |      |
|-----------------------------------|------|
| Homeopathic, 1/4's, 8 and 14 lbs. | 0 30 |
| Pearl, " " " "                    | 0 25 |
| London Pearl, 12 and 18 " " "     | 0 22 |
| Rock " " " "                      | 0 30 |
| Bulk, in boxes                    | 0 18 |

Royal Cocoa Essence, packages. per doz

|  |      |
|--|------|
|  | 1 40 |
|--|------|

**CHOCOLAT MENIER.**

|                                |         |
|--------------------------------|---------|
| Cases of In 12                 |         |
| 10x12 lb lb bxs                |         |
| bxs                            |         |
| Vanilla—Yellow wrapper, p. lb. | \$ 0 34 |
| Triple Vanilla—White " "       | 0 73    |
| Unsweetened—Blue Premium " "   | 0 38    |
| Cases of Lee-34 lbs than case  | 0 42    |
| Pastilles—1/2 lb. boxes " "    | 0 19    |
| 1/2 lb. boxes " "              | 0 20    |

**Acme Sliced Beef.**

No. 1 tins, key, 2 doz., per doz. \$2.75.

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




**ARMOUR PACKING CO.—HELMET BRAND**

|                    |      |      |
|--------------------|------|------|
| Corned Beef, 1 lb. | 1 40 | 1 50 |
| " " 2 lb.          | 2 60 | 2 75 |
| " " 4 lb.          | 5 50 | 5 80 |




**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, Hambo, Tomato and Rice, 2 lb. | 3 00 | 3 10 |
| Plover Roast   | 5 00 | 5 00 |
| Sliced Gold Band Bacon   | 3 00 | 3 00 |

**Codfish.** per doz.

|                                    |      |
|------------------------------------|------|
| Beardsley's Shredded, 2 doz. pkgs. | 0 90 |
|------------------------------------|------|

**CHEWING GUM.**

ADAMS & SONS CO. per box

|  |        |
|--|--------|
| Tutti Frutti, 36 5c bars                           | \$1 20 |
| " " (in cream pitcher) 36 5c bars                  | 1 30   |
| " " (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   | 5 50   |

**RECKITT'S Blue and Black Lead (ALWAYS GIVE YOUR CUSTOMERS SATISFACTION)**

**CANADIAN TOMATO CHUTNEE**

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

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

**FRESH SEEDS for 1897**  
**WILLIAM EWING & CO.**

Catalogue mailed free on application.  
Pleased to quote Clover, Timothy, and Farm and Garden Seeds of all varieties. **Montreal**

**THE "DIAMOND" OIL BLACKING**

TRADE MARK  
**OIL**



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

**W. BERRY, - MANCHESTER.**

Send for samples and quotations to

**R. E. Boyd & Co. St. James Street Montreal**

**DRINK :::**

**:: Chocolate for Breakfast**

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



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

VANILLA . .  
CHOCOLATES

**CHOCOLAT MENIER**

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

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

**Salt**

**Salt**

**Salt**

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

**TORONTO SALT WORKS**

TORONTO, ONT.

Every up-to-date Grocer should keep

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

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



**ASK FOR MOTT'S**



**Here It Is**

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

**Chard, Jackson & Co.**

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

| FRY'S                                |              |
|--------------------------------------|--------------|
| (A. P. Tippet & Co., Agents.)        |              |
| Chocolate—                           | per lb.      |
| Caracas, 1/4's, 6-lb. boxes          | 0 42         |
| Vanilla, 1/4's                       | 0 42         |
| "Gold Medal" Sweet, 6 lb. bxs.       | 0 29         |
| Pure, unsweetened, 1/2's, 6 lb. bxs. | 0 42         |
| Fry's "Diamond", 1/4's, 6 lb. bxs.   | 0 24         |
| Fry's "Monogram", 1/4's, 6 lb. bxs.  | 0 24         |
| Cocoa—                               | per doz      |
| Concentrated, 1/4's, 1 doz. in box.  | 2 40         |
| " " 1/2's, " " " "                   | "            |
| " " 1 lb. " " " "                    | "            |
| Homeopathic, 1/4's, 14 lb. boxes     | 0 33         |
| " " 1/2 lbs. 12 lb. boxe             | 33           |
| JOHN P. MOTT & CO.'S                 |              |
| (R. S. McIndoe, Agent, Toronto.)     |              |
| Mott's Broma                         | per lb. 0 30 |
| Mott's Prepared Cocoa                | 0 28         |
| Mott's Homeopathic Cocoa (1/4's)     | 0 32         |
| Mott's Breakfast Cocoa (in tins)     | 0 45         |
| Mott's No. 1 Chocolate               | 0 30         |
| Mott's Caracas Chocolate             | 0 28         |
| Mott's Diamond Chocolate             | 0 40         |
| Mott's French-Can. Chocolate         | 0 22         |
| Mott's Navy or Cooking Chocolate     | 0 18         |
| Mott's Cocoa Nibs                    | 0 27         |
| Mott's Cocoa Shells                  | 0 35         |
| Mott's Cocoa Shells                  | 0 05         |

|  |           |
|--|-----------|
| Vanilla Sticks, per gross                                    | 0 90      |
| Mott's Confectionery Chocolate                               | 0 21 0 43 |
| Mott's Sweet Chocolate Liqueurs                              | 0 19 0 30 |
| COWAN COCOA AND CHOCOLATE CO.                                |           |
| Hygienic Cocoa, 1/2 lb. tins, per doz.                       | \$3 75    |
| Cocoa Essence, 1/2 lb. tins, per doz.                        | 2 25      |
| Soluble Cocoa, No. 1 bulk, per lb.                           | 0 20      |
| Diamond Chocolate, 12 lb. boxes,                             |           |
| 1/4 lb. cake, per lb.  | 0 22 1/2  |
| Royal Navy Chocolate, 12 lb. boxes,                          |           |
| 1/2 lb. cake, per lb.  | 0 30      |
| Mexican Vanilla Chocolate, 12 lb. boxes,                     |           |
| 1/4 lb. cake, per lb.  | 0 35      |
| WALTER BAKER & CO.'S   |           |
| Chocolate—   |           |
| Premium No. 1, boxes, 12 lbs. each                           | 0 46      |
| Baker's Vanilla in boxes, 12 lbs. each                       | 50        |
| Caracas Sweet, in boxes, 6 lbs. each                         | 38        |
| Vanilla Tablets, 416 in box, 24 boxes in case, per box, net. | 4 20      |
| German Sweet Chocolate—                                      |           |
| Grocers' Style, in boxes, 12 lbs. each                       | 0 28      |
| Grocers' Style, in boxes, 6 lbs. each                        | 0 25      |
| Eight cakes to the lb., in bxs, 6 lbs. e.                    | 0 25      |
| Soluble Chocolate  |           |
| In canisters, 1 lb., 4 lb. and 10 lb.                        | 0 50      |
| Breakfast Cocoa—   |           |
| In bxs, 6 and 12 lbs. each, 1/2 lb., tins.                   | 0 50      |

**COCOANUT.**

|                                       |             |
|---------------------------------------|-------------|
| CANADIAN COCOANUT CO.                 |             |
| White Moss Brand—                     |             |
| Pkgs. 1 lb., 15 or 30 lb. cs.         | 0 27        |
| " 1/2 " " " "                         | 0 28        |
| " 1/4 " " " "                         | 0 19        |
| " 1/2 " 5 or 10 " "                   | 0 50        |
| Bulk—                                 |             |
| White Moss, 1c, 15 or 20 lb. Pails    | 0 20        |
| Feather Strip, " " " "                | 0 22        |
| Special Shred, " " " "                | 0 18        |
| Macaroon, " " " "                     | 0 18        |
| Crown Desic., 12, 20 or 25 lb.        | 0 18        |
| Special, " " " "                      | 0 17        |
| Barrels, 2c. per lb. less.            |             |
| Terms, 3 p.c., off 30 days.           |             |
| SCHEPP'S                              |             |
| Improved in packages—                 | per lb.     |
| 1 lb. package, 15 and 30 lb. cases    | 0 27        |
| 1/2 lb. package, 15 and 30 lb. cases  | 0 28        |
| 1/4 lb. " 15 " 30 lb. " "             | 0 29        |
| 5c. package, 4 doz. in case, per doz. | 0 45        |
| Bulk—                                 | Brls. Pails |
| Edelweiss (thin strip) per lb.        | 0 20 0 22   |
| Improved Shredded, " " "              | 0 18 0 20   |
| Beaver " " " "                        | 0 18 0 18   |
| Macaroon " " " "                      | 0 18 0 18   |
| Desiccated " " " "                    | 0 15 0 17   |
| Terms, 3 per cent. off 30 days.       |             |

**COFFEE.**

|                             |          |           |
|-----------------------------|----------|-----------|
| Green.                      |          | per lb    |
| Mocha                       | 0 27 1/2 | 0 30      |
| Old Government Java         | 0 30     | 0 33      |
| Rio                         | 0 14     | 0 16      |
| Plantation Ceylon           | 0 29     | 0 31      |
| Porto Rico                  | 0 24     | 0 28      |
| Guatemala                   | 0 24     | 0 26      |
| Jamaica                     | 0 19     | 0 22      |
| Maracaibo                   | 0 18     | 0 20      |
| TODHUNTER, MITCHELL & CO.'S |          |           |
| Excelsior Blend             | 0 34     |           |
| Our Own " "                 | 0 32     |           |
| Jersey " "                  | 0 30     |           |
| Laguaya " "                 | 0 27     |           |
| Mocha and Java              | 0 32     | 0 35      |
| Old Government Java         | 0 30     | 0 32 0 36 |
| Arabian Mocha               | 0 32     | 0 34      |
| Maracaibo                   | 0 24     | 0 28      |
| Santos                      | 0 22     | 0 26      |
| Crushed East India          | 0 20     |           |

**EXTRACTS.**

|  |        |
|--|--------|
| per doz.   |        |
| Dalley's Pure Fruit Extracts, 2 1/2 oz. bottles, all flavors | \$2 00 |
| Dalley's Tropical Extracts, 2 oz. bottles all flavors        | 0 75   |
| Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors      | 1 25   |



# MAPLE SYRUP

In Bottles  
In Quart Tins  
In Half-Gallon Tins  
In Gallon Tins  
In 5-Gallon Tins

You can always include a case of T. B. & C. Co.'s . .

# CREAM SODAS

When you are ordering goods. They are the original brand.

## Toronto Biscuit & Confectionery Co.

A. W. PORTE.

7 FRONT STREET EAST

TORONTO.

S. R. PARSONS.

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

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

|                             |          |
|-----------------------------|----------|
| <b>FRUITS.</b>              |          |
| FOREIGN.                    |          |
| per lb.                     |          |
| Currants—Provincials, bbls  | 0 04 1/2 |
| " " " "                     | 0 04 1/2 |
| " " " "                     | 0 04 1/2 |
| " " " "                     | 0 04 1/2 |
| " " " "                     | 0 05     |
| " " " "                     | 0 05     |
| " " " "                     | 0 05     |
| " " " "                     | 0 05     |
| " " " "                     | 0 07     |
| " " " "                     | 0 08     |
| Dates, Hallowee boxes (new) | 0 06 1/2 |
| Figs—Eleme, 10 oz.          | 0 07 1/2 |
| " " " "                     | 0 09     |
| " " " "                     | 0 11     |
| " " " "                     | 0 13     |
| " " " "                     | 0 13     |
| " " " "                     | 0 16     |
| " " " "                     | 0 03 1/2 |
| " " " "                     | 0 07     |
| " " " "                     | 0 04 1/2 |
| " " " "                     | 0 06     |
| " " " "                     | 0 04 1/2 |
| " " " "                     | 0 05     |
| " " " "                     | 0 06 1/2 |
| " " " "                     | 0 07 1/2 |
| " " " "                     | 0 07     |
| " " " "                     | 0 10     |
| " " " "                     | 0 07 1/2 |
| " " " "                     | 0 08 1/2 |
| " " " "                     | per box. |
| " " " "                     | 1 60     |
| " " " "                     | 2 20     |
| " " " "                     | 2 25     |
| " " " "                     | 2 25     |
| " " " "                     | 3 50     |
| " " " "                     | 4 00     |
| " " " "                     | 5 75     |
| " " " "                     | 5 00     |

|                        |          |
|------------------------|----------|
| <b>DOMESTIC.</b>       |          |
| Apples, dried, per lb. | 0 02 1/2 |
| evaporated.            | 0 23     |

|                                |      |
|--------------------------------|------|
| <b>FOOD.</b>                   |      |
| Split Peas                     | 3 25 |
| Pot Barley                     | 3 25 |
| Pearl Barley, XXX, 49-lb. pkt. | 2 00 |

|                                      |      |
|--------------------------------------|------|
| <b>ROBINSON'S BARLEY AND GROATS.</b> |      |
| Patent Barley, 1/2 lb. tins          | 1 25 |
| " " " "                              | 2 25 |
| " " " "                              | 1 25 |
| " " " "                              | 2 25 |

|  |      |
|--|------|
| <b>DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.</b>   |      |
| Buckwheat Flour, 2 1/2 lb. packages, 3 doz. in case. | 1 20 |
| Pancake Flour, 2 lb. packages, 3 doz. in case.       | 1 20 |
| Tea Biscuit Flour, 2 lb. packages, 3 doz. in case.   | 1 20 |
| Graham Flour, 2 lb. packages, 3 doz. in case.        | 20   |

|  |      |
|--|------|
| Bread and Pastry Flour, 2 lb. packages, 3 doz. cases | 1 20 |
|--|------|

|                              |      |
|------------------------------|------|
| <b>GELATINES.</b>            |      |
| KNOX'S                       |      |
| Sparkling calves foot        | 1 20 |
| Crystallized Fruit, flavored | 1 65 |
| Acidulated                   | 1 50 |

|                                  |       |
|----------------------------------|-------|
| <b>KEOPFF'S FAMILY GELATINE.</b> |       |
| Robert Greig & Co., Agents.      |       |
| 1 oz. Packages, White, per doz.  | 85 90 |
| 1 " " " " Red, " "               | 90 95 |

|                       |      |
|-----------------------|------|
| <b>COXS</b>           |      |
| 1 Quart size, per doz | 1 15 |
| 2 Quart size, " "     | 2 30 |

|                                   |      |
|-----------------------------------|------|
| <b>HARDWARE, PAINTS AND OILS.</b> |      |
| CUT NAILS—From Toronto—           |      |
| 50 to 60 dy basis                 | 2 30 |
| 40 dy                             | 2 35 |
| 30 dy                             | 2 40 |
| 20 16 and 12 dy                   | 2 45 |
| 10 dy                             | 2 50 |
| 8 and 9 dy                        | 2 55 |
| 6 and 7 dy                        | 2 70 |
| 4 dy A P                          | 2 90 |
| 3 dy A P                          | 3 30 |
| 4 dy C P                          | 2 70 |
| 3 dy C P                          | 3 90 |

|   |          |
|---|----------|
| <b>HORSE NAILS—</b>   |          |
| Canadian, dia. 50 per cent.   |          |
| <b>HORSE SHOES—</b>   |          |
| From Toronto, per keg   | 3 60     |
| <b>SCREWS—Wood—</b>   |          |
| Flat-head iron, 80, 10 and 10 p. c. dia.  |          |
| Round-head iron, 75, 10 and 10 p. c. dia.   |          |
| Flat-head brass, 77 1/2, 10 and 10 p. c. dia.   |          |
| Round-head brass, 79 1/2, 10 and 10 p. c. dia.  |          |
| WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.] |          |
| 1st break (25 in. and under)  | 1 35     |
| ROPE—Manilla  | 0 09     |
| Sisal   | 0 06 1/2 |
| AXES—Per box  | 5 25     |
| SHOT—Canadian, dia. 17 1/2 per cent.  |          |
| <b>HINGES—</b>  |          |
| Heavy T and strap   | 0 04 1/2 |
| Screw, hook and strap   | 0 03 1/2 |
| <b>WHITE LEAD—Pure Association guarantee, ground in oil</b>   |          |
| per 100 lbs.  |          |
| 25 lb. irons  | 5 15     |
| No. 1   | 4 77 1/2 |
| No. 2   | 4 35     |
| No. 3   | 4 02     |

|                             |          |
|-----------------------------|----------|
| <b>TURPENTINE—</b>          |          |
| Selected packages, per gal. | 0 40     |
| 2c. extra outside points.   | 0 41     |
| <b>LINSEED OIL—</b>         |          |
| Raw, per gal                | 0 44     |
| Boiled, " "                 | 0 47     |
| 2c. extra outside points.   | 0 48     |
| GLUE—Common per lb          | 0 07 1/2 |

### INDURATED FIBRE WARE.

|                                  |        |
|----------------------------------|--------|
| <b>THE E. B. EDDY CO.</b>        |        |
| 1/2 pail, 6 qt.                  | \$3 35 |
| Star Standard, 12 qt.            | 3 80   |
| Milk, 14 qt.                     | 4 75   |
| Round-bottomed fire pail, 14 qt. | 4 75   |
| Tubs, No. 1.                     | 13 30  |
| " " 2.                           | 11 40  |
| " " 3.                           | 9 50   |
| Fibre Butter Tubs (30 lbs.)      | 3 80   |
| Nests of 3.                      | 2 85   |
| Keelers No. 4                    | 8 00   |
| " " 5                            | 7 00   |
| " " 6                            | 6 00   |
| " " 7                            | 5 00   |
| Milk Pans                        | 2 65   |
| Wash Basins, flat bottoms        | 2 65   |
| " " round bottoms                | 2 50   |
| Handy Dish                       | 2 25   |
| Water Closet Tanks               | 17 00  |
| Dish Pan, No. 1.                 | 7 60   |
| " " 2.                           | 6 20   |
| Barrel Covers and Trays          | 4 75   |
| Railroad or Factory Pails        | 4 75   |

### JAMS AND JELLIES.

|   |      |
|---|------|
| <b>SOUTHWELL'S GOODS.</b>                 |      |
| per doz.                                  |      |
| Orange Marmalade                          | 1 50 |
| Clear Jelly Marmalade                     | 1 80 |
| Strawberry W. F. Jam                      | 2 00 |
| Raspberry " "                             | 2 00 |
| Apricot " "                               | 1 75 |
| Black Currant " "                         | 1 85 |
| Other Jams " "                            | 1 55 |
| Red Currant Jelly                         | 2 75 |
| (All the above in 1 lb. clear glass pots. |      |

|  |        |
|--|--------|
| <b>LICORICE.</b>                       |        |
| YOUNG & SMYLLIE'S LIST.                |        |
| 5-lb. boxes, wood or paper, per lb.    | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box. | 1 25   |
| " " " " " "                            | 2 00   |
| " " " " " "                            | 0 40   |
| " " " " " "                            | 2 00   |
| " " " " " "                            | 1 50   |
| " " " " " "                            | 1 45   |
| " " " " " "                            | 0 73   |
| Dulce, large cent sticks, 100 in box   | 0 75   |

### MINCE MEAT.

|   |  |
|---|--|
| <b>WETHEY'S CONDENSED PORK, NET \$12 00</b> |  |
| <b>WINE, LIQUORS AND MINERAL WATERS.</b>    |  |

|  |               |
|--|---------------|
| <b>CHARD, JACKSON &amp; CO., MONTREAL, AGENTS.</b> |               |
| Watson's Scotch—                                   |               |
| 1 Star Glenlivet, in cases                         | \$8 50 \$9 00 |
| 3 " " " "  | 9 50 10 00    |
| Old Liqueur " "                                    | 13 00 15 50   |
| Old Glenlivet, in wood, p. gal.                    | 4 25 6 00     |
| Watson's Irish—                                    |               |
| Old Irish  | 7 50 8        |
| Banagher   | 9 50 10 00    |
| " " in wood, per gal.                              | 4 25 5 25     |
| Geo. Sayer & Co. Cognac—                           |               |
| 1 Star, in cases                                   | 11 50 12 00   |
| V.S.O.P  | 16 50 17 00   |
| In wood, per gal                                   | 4 50 6 50     |
| Warter & May, Oporto—                              |               |
| Ports  | 2 10 6 50     |
| Wisdom & Warter—                                   |               |
| Sherries   | 2 00 6 00     |

|                                     |             |
|-------------------------------------|-------------|
| <b>J. &amp; R. M'LEA, MONTREAL.</b> |             |
| Cockburn very old Highland          | 8 75 9 25   |
| " " Special Scotch                  | 9 50 10 00  |
| " " Special Liqueur, 14 years old   | 15 50 16 50 |
| In wood—Fine old Scotch             | 4 40        |
| Special old Scotch                  | 5 00        |

|                      |          |
|----------------------|----------|
| <b>MUSTARD.</b>      |          |
| COLMAN'S OR KEEN'S.  |          |
| per lb.              |          |
| Square Tins—         |          |
| D. S. F., 1 lb. tins | \$0 40   |
| " " " "              | 0 42     |
| " " " "              | 0 45     |
| Round Tins—          |          |
| F. D., 1/2 lb. tins  | 0 25     |
| " " " "              | 0 27 1/2 |
| " " " "              | 0 75     |
| " " " "              | 0 25     |
| " " " "              | 0 80     |

|                                  |                  |
|----------------------------------|------------------|
| <b>FRENCH MUSTARD</b>            |                  |
| Crown Brand—(Robert Greig & Co.) |                  |
| per gross.                       |                  |
| Pony size, \$7 50                | Beer Mug—18 20   |
| Small Med. 7 50                  | Tumbler—11 50    |
| Medium—10 80                     | Cream Jug—21 00  |
| Large—12 00                      | Sugar Bowl—22 00 |
| Spoon—18 00                      | Caddy—28 00      |

|  |      |
|--|------|
| <b>THE F. F. DALLEY CO.</b>                              |      |
| Dalley's Mustard, bulk, pure, per lb.                    | 0 25 |
| Dalley's Mustard, 1/2 lb. tins, 2 doz. in case, per doz. | 2 00 |
| Dalley's Mustard, 1/4 lb. tins, 4 doz. in case, per doz. | 1 00 |
| Dalley's Superfine Durham Mustard, bulk, per lb.         | 0 12 |
| 1/2 lb. tins, 4 doz. in case, per doz.                   | 0 65 |
| 1 lb. tins, 2 " "  | 1 20 |
| 1 lb. jars, per doz                                      | 2 40 |
| 4 lb. " "  | 7 80 |
| 1/2 lb. glass tumblers                                   | 0 75 |
| Jersey Butter Color, 2 oz. bottles, per doz              | 1 25 |
| 1 gallon tins, per gal.                                  | 2 00 |

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

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

### STARCH.

|  |          |
|--|----------|
| <b>EDWARDSBURG STARCH CO., LTD.</b>            |          |
| Laundry Starches—                              |          |
| No. 1 White or Blue, cartoons                  | 0 05 1/2 |
| Canada Laundry                                 | 0 04 1/2 |
| Silver Gloss, 6-lb. draw-lid boxes             | 0 07     |
| Silver Gloss, 6-lb. tin cannisters             | 0 07     |
| Edwardsburg Silver Gloss, 1-lb. chromo package | 0 07     |
| Silver Gloss, large crystals                   | 0 06 1/2 |
| Benson's Salina, 1-lb. cartoons                | 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 1/2 |
| Canada Pure Corn                               | 0 05 1/2 |
| Rice Starch—                                   |          |
| Edwardsburg No. 1 white, 1-lb. cart.           | 0 09     |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps   | 0 07 1/2 |
| KINGSFORD'S OSWEGO STARCH                      |          |



|              |   |          |
|--------------|---|----------|
| SILVER GLOSS | 40-lb. boxes, 1-lb. pkgs.                             | 0 08     |
| GLOSS        | 6-lb. boxes, sliding covers (12-lb. boxes each crate) | 0 08 1/2 |
| PURE         | 16-lb. boxes  | 0 07     |
| OSWEGO       | 40-lb. boxes, 1-lb. packages                          | 0 07 1/2 |
| CORN STARCH  | For puddings, custards, etc.                          |          |
| ONTARIO      | 38-lb. to 45-lb. boxes                                | 0 06     |
| STARCH IN    | 6 bundles   | 0 07 1/2 |
| STARCH IN    | Silver Gloss  | 0 07 1/2 |
| BARRELS      | Pure  | 0 06 1/2 |

### THE BRANTFORD STARCH CO., LTD.

|   |          |
|---|----------|
| <b>Laundry Starches—</b>                          |          |
| Canada Laundry, boxes of 40 lbs.                  | 0 04 1/2 |
| Finest Quality White Laundry—                     |          |
| 3 lb. cartoons, cases 36 lbs.                     | 0 05 1/2 |
| Bbls, 175 lbs.                                    | 0 04 1/2 |
| Kegs, 100 lbs.                                    | 0 04 1/2 |
| Lily White Gloss—                                 |          |
| Kegs, extralarge crystals, 100 lbs.               | 0 06 1/2 |
| 1 lb. fancy cartoons, cases 36 lbs.               | 0 07     |
| 6 lb. draw-lid bx. 8 in crate, 48 lb.             | 0 07     |
| 6 lb. tin enamelled cannisters, 8 in crate 48 lbs | 0 07     |
| Brantford Gloss—                                  |          |
| 1 lb. fancy boxes, cases 36 lbs.                  | 0 07 1/2 |
| Brantford Cold Water Rice Starch—                 |          |
| 1 lb. fancy boxes, cases 28 lbs.                  | 0 09     |
| Canadian Electric Starch—                         |          |
| 40 packages in case                               | 3 00     |
| Culinary Starch—Challenge Prep. Corn—             |          |
| 1 lb. pkgs., boxes 40 lbs.                        | 0 06 1/2 |
| No. 1 Pure Prepared Corn—                         |          |
| 1 lb. pkgs., boxes 40 lbs.                        | 0 06 1/2 |

|                                     |                |
|-------------------------------------|----------------|
| <b>SUGAR.</b>                       |                |
| per lb.                             |                |
| Granulated                          | 4 1-16 to 4 10 |
| Paris Lump, bbls. and 100-lb. boxes | 0 05 1/2       |
| " " in 50 lb. boxes                 | 0 05 1/2       |
| Extra Ground, bbls. Icing           | 0 05 1/2       |
| Powdered, bbls                      | 0 05           |
| Very bright refined                 | 0 03 1/2       |
| Bright Yellow                       | 0 03 1/2       |
| Dark Yellow                         | 3 30           |
| Demerars                            | 3 50           |





# BRANTFORD STARCH

"NEVER TURN A WHEEL" WITHOUT IT  
CAN'T YOU BELIEVE?

## PEERLESS MACHINE OIL

Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you, send for samples and prices.

**The QUEEN CITY OIL CO., Ltd.**  
Samuel Rogers, President. Sole proprietors, Toronto, Ont.  
30 Front Street East.

## DURABLE PAILS AND TUBS.



TRY THEM

The Wm. CANE & SONS MANUFACTURING Co  
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. **BEST GOODS MADE.**

Represented by  
Chas. Roeckh & Sons, Toronto,  
H. A. Nelson & Sons, Montreal.

## THE Oakville Basket Co.,

MANUFACTURERS OF



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

For sale by all Woodware Dealers

Oakville, Ont.

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