

THE CANADIAN GROCER

VOL. XIII. TORONTO AND MONTREAL, APRIL 14, 1899. NO. 15.

**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

Peek, Frean & Co.'s

ZELLER WAFERS

**Chas. Gyde, Canadian Agent,
Montreal, Que.**

Are just the thing
for particular people.

THE CANADIAN GROCER

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

And all Grocers' Sundries

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

Sample room

...MONTREAL, QUE.

56 and 58 Front West, TORONTO.

Sold and highly recommended by all leading grocers.

Sovereign
 Matches

An American Congressman

in Congress assembled, said :

"One factory in Pittsburg sells enough pickles annually to give one to every man, woman and child on earth."

He referred to



How many Canadians are receiving their share ?

THERE ARE 57 VARIETIES.

Order through . . .

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

What's Mine
 Is my Own.

Then why don't you keep it? Don't give away a large percentage of your profits every time a customer comes into your store to make a purchase. You say you don't give away a large amount? Well, then, call it a small amount, if you like, but it's just as certain to eat the very heart out of your business as if you gave it all away at once. Stop this leak before it stops you. Write to us about the Money-Weight System, and remember that our scales are sold on easy monthly payments.

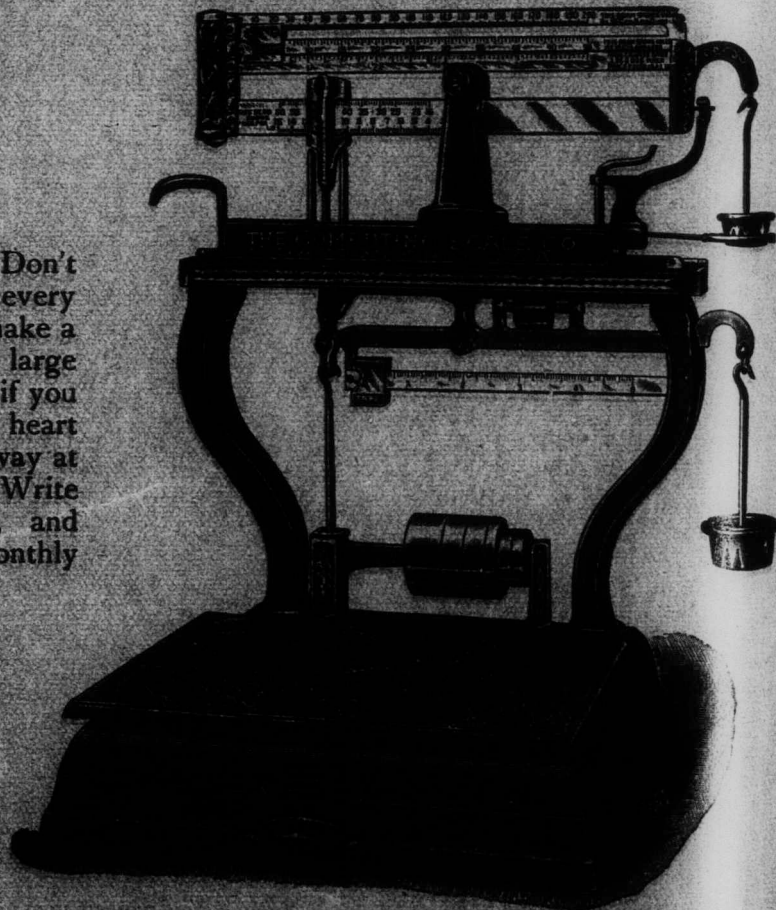
Address :

THE COMPUTING SCALE CO.

DAYTON, OHIO.

OR MONEY-WEIGHT SCALE CO., Sole Distributors,
 47 State St., Masonic Temple, Chicago, Ill.

OR L. A. DAVIDSON,
 Canada Life Building, Toronto



No argument is needed to sell Lazenby's Goods, Codou's Macaroni and Stephens' Pickles---their names are silent arguments themselves. That is what a **name** will do.

Lazenby's.

A name familiar to England's Nobility for over **100 years**—"E. Lazenby & Son."

Lazenby's Jelly Tablets are made from absolutely pure materials. The fruit, flower, wine and spice flavors are Nature's own. Thirteen different varieties—each one of the very highest quality. "Profitable to use—profitable to handle."

**Jelly
Tablets.**

P. Codou's.

Another name that stands for **all that's good** in Macaroni—P. Codou. With that

name on the package no argument is needed to sell it. Made only from real Russian wheat. Delicate, tender Macaroni.

Macaroni.

Stephens'.

Are you quite sure of the **name** when you buy Pickles in bulk? You **may** get them packed in something else besides Pure Malt Vinegar—unless you look for the name "Stephens." When you see **that** you get absolutely safe packing. The pickles are sound, crisp, piquant, always.

Pickles.

All of the above are sold by leading wholesalers.

AGENTS:

A. P. TIPPET & CO.,

Montreal and Toronto.

F. H. TIPPET & CO.,

St. John, N.B.

DUNN'S PURE MUSTARDS

are made from selected seeds ; all shell is extracted. Sold in 10c., 1/2-lb. and 1-lb. tins. It will pay to write us at Hamilton, Ont.

In 25-lb. Jute Packages.

package is neatly printed, making it a very attractive shelf ornament for the store.

We pack our Split Peas, Pot Barley, Wheatlets and Wheat Farina in this way now—to meet the popular demand. And the demand increases right along, particularly among the smaller grocers. We believe in being "up to the times."

THE TILLSON COMPANY, Limited,
From Manufacturer to Retailer direct. TILSONBURG, ONT

The Jute we use in our 25-pound packages (to meet the popular demand of the Trade) must be strong, soft and silky to the touch, and closely woven to assure its contents protection from dirt and leakage. But that is not all—each

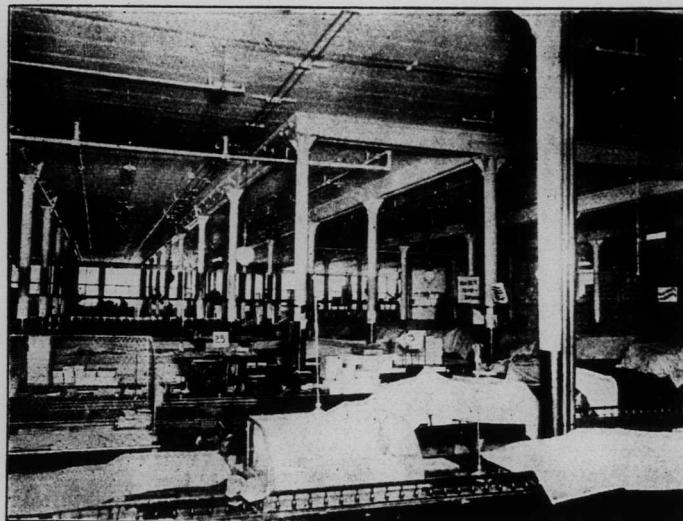
Tillsons'
Pot Barley, Wheatlets
Split Peas, Wheat Farina

LUXFER PRISMS

CARRY DAYLIGHT with wonderful success.

All progressive business men recognize their value.

"The most useful, and the most profitable improvement you can put into commercial premises."



EATON'S—WITH PRISMS



EATON'S—WITHOUT PRISMS

Send for Descriptive Booklet to

The Luxfer Prism Company
Limited
58 Yonge Street
Toronto.

Installation at premises of } A STORY WITHOUT WORDS.
The T. Eaton Co., Limited

Cigars that sell

a second time must of necessity please the grocer and his customers too—that is exactly what my "Pharaoh" 10c. cigar and my "Pebble" 5c. cigar are doing. There is a steady increase in my sales to grocers right along on these two brands. I believe that one reason why this is so is because I give my own personal attention to the selection of the tobacco I use in both of these brands.

No tobacco leaf of a second rate grade can possibly get into the hands of my workmen—I have one high standard of quality, and I live up to it conscientiously. It is for my interest to do so. My steadily increasing business proves that I am right in the stand that I take, namely, of maintaining quality first, last, and always. Let me send you samples of the "Pharaoh" and the "Pebble."

J. Bruce Payne, Mfr.
Granby, Que.

BE UP-TO-DATE

and always have on hand a stock of

Crown Flavoring Extracts

They will give your customer the best of satisfaction every time.

Write for Prices.

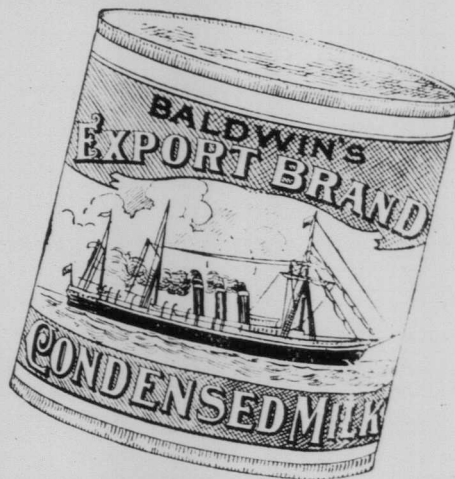
The Greig Manufacturing Co.
MONTREAL.

The Dominion Analyst places Baldwin's

EXPORT

Brand Condensed Milk at the head of the list in competition with all other brands on the market.

ROSE & LAFLAMME, Selling Agents, **MONTREAL.**



English Army Blacking



**STANDS
ALONE**

It has no equal for a lasting polish.
It is a trade winner.

SOLD BY ALL WHOLESALE DEALERS AND

The F. F. DALLEY CO., Limited
HAMILTON, CANADA.



OUR COFFEE TRADE HAS GROWN ENORMOUSLY OF LATE MONTHS, THE RESULT OF **FIRST-CLASS** SELECTIONS, AND CAREFUL PREPARATION FOR THE MARKET. YOU MAY DEPEND ON ANY OF OUR BLENDS. THE NEW PACKAGE WILL BE READY IMMEDIATELY.



LICORICE..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, all sizes; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In **PLIABLE LICORICE**, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks. All our Pliable goods packed 100 to box. Write for illustrated catalogue.

YOUNG & SMYLIE
BROOKLYN, N.Y.

Established 1845.

J.Y. GRIFFIN & CO.

Wholesale Produce

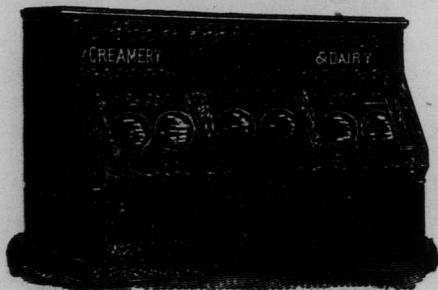
Griffin Brand Hams, Bacon and Lard.

LARGEST HANDLERS ON PACIFIC COAST OF CREAMERY AND DAIRY BUTTER, EGGS AND CHEESE.

CORRESPONDENCE SOLICITED.

121 and 123 Water Street, Vancouver.
P. O. BOX 28.

Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite

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

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

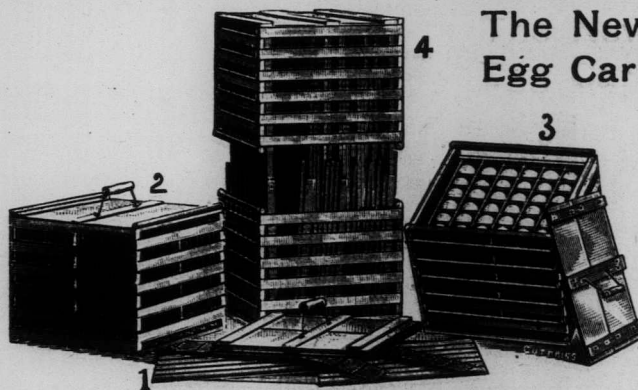


Fig. 1. Folded Flat. Fig. 2. Set up, closed.
Fig. 3. Set up, open. Fig. 4. Shows 1/2-do. crates packed for shipment.

The Newest and Best Egg Carrier Out.

The Humpty-Dumpty

Has no equal for Farmers' use. Light and durable. Breakages and miscounts out of the question. Handy for carrying anything with fillers removed.

Made exclusively by The Dowsell Manufacturing Co., Limited, HAMILTON, CANADA.



PACKING HOUSE, QUEENS WHARF.

THE PARK, BLACKWELL CO., LIMITED,

Pork and Beef Packers,

TORONTO

Mild Cured Hams
Boneless B. Bacon
Roll Bacon
Pure Lard
Plate Beef
Mess Pork
Dairy Butter
Cheese, D. Apples

Good Tea.

Good tea is the vital spark of a grocer's business. If your tea isn't good you are wasting time and labor.

The best trade in the world can be spoiled by a poor tea, or a poor trade can be greatly bettered by an extremely fine tea such as comes from Ceylon and India.

These teas, grown under the British flag, and manufactured and packed entirely by machinery, are the purest, cleanest and healthiest in existence.

It takes a long time to convince some merchants of the superiority of them, but once convinced always convinced.

Buy them. Try them.

OWN
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ss B. Bacon

Bacon

Lard

Beef

Pork

Butte:

se, D. Apples

TORONTO



New York Ginger Ale

Manufactured by the most modern and improved machinery—on strictly scientific principles—
from only the purest ingredients.

THE RESULT—

A DELIGHTFUL—
REFRESHING—
INVIGORATING—
HEALTHFUL—

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Packed one dozen in case—5-case lots delivered as far East as Belleville, and as far North as Sundridge—8octs. per dozen. Points beyond these are 1octs. per dozen higher.

WE ARE WHOLESALE AGENTS FOR ONTARIO.

W. H. Gillard & Co., Wholesale Grocers and Tea Importers, **Hamilton**

Costs You

\$2.40 per doz.

Cases 2 doz. each.

Retails
for a
Quarter.



Rose & Laflamme
Agents MONTREAL



Batty & Co.

ESTABLISHED 1824.

LONDON.



OLIVES
AND
PURE
OLIVE
OILS.



INDIAN
CURRIES
AND
CHUTNIES.

Makers of High-class

PICKLES
OF
ALL KINDS.



SAUCES
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ALL KINDS.

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

THE CANADIAN GROCER

VOL. XIII.

TORONTO AND MONTREAL, APRIL 14, 1899.

NO. 15

CAN RETAILERS DO A CASH TRADE?

THE VIEWS OF THREE RETAILERS.

A FEW weeks ago, a communication regarding the possibility of doing a cash trade, together with an editorial dealing with the same, appeared in the columns of **THE CANADIAN GROCER**. The writer of the communication questioned whether a strictly cash trade was possible. A few letters have been received at this office in reply to this communication. Three of these are herewith reproduced:

THE CASH SYSTEM FAILED.

Editor **CANADIAN GROCER**,—Your article in last week's issue, "Who Does a Strictly Cash Business?" was noted with much interest, a response to which I look forward to with even greater. It is a matter which I believe has kept me thinking fully as much as the inquirer of this question, considering the time I am in business; and I have also finally come to the same conclusion, that it is an impossibility in the grocery business.

I started in groceries and crockery in 1886, and, during said time, I have also attempted repeatedly to do a strictly cash business, but failed to succeed. As far as the crockery department is concerned, I find it would be an easy matter for me to carry it out to the letter, but, as the grocery business is so different, owing to most peculiar circumstances popping up from time to time, that it very often appeared to me to be poor policy to refuse to grant credit.

One of the worst obstacles in the way of a successful cash grocery business is the telephone, notwithstanding that the delivery man was furnished every morning with a certain amount of change to meet all emergencies; yet what was policy to do when goods were delivered, when it happened that the lady of the house was entertaining company upstairs with the family, this o-

that. You certainly should not refuse leaving the goods there and disappoint a good customer of one thing or another in said order which perhaps they most particularly needed for the coming meal. In fact, there were scores of objections to telephone orders, so much so that, in course of another year, when another attempt at cash was made, I had my telephone taken out, but only to have it put in again in course of about six months, customers complaining of the inconvenience. Yet, I had thought what I might lose in the sale of goods which would be furnished by my brother grocer (who had telephone connection) when an order was needed in a hurry, convenience or otherwise, I would fully be able to make up by selling them more goods at any time when said customers would come to the store, by being able to show them specialties, new lines, etc., which one finds impossible to do by telephone. But there, again, it proved to me that I was giving a steadfast customer an opportunity of going where the telephone proved such a convenience, that, in calling to pay for the goods received, the customer could hardly be expected to avoid showing appreciation by making more or less further purchases.

Then there is the fruit season when you have daily shipments coming forward. I have no doubt all merchants have seen themselves overstocked, who handle the same extensively; most particularly grocers in smaller towns. The smaller the town the worse it is owing to the traffic being limited; while in the city you generally have an opportunity of clearing out the old stock at some price or other for cash, while in the country it is impossible at times, no matter how cheap you offer. It is then policy to sell whether on cash or credit, even if the latter is far from gilt-edge, in

order to have a chance to realize something. Then you find many customers who are quite willing to pay monthly or weekly as their pay may be forthcoming, who could not be induced to adopt the strictly cash business, owing to inability or otherwise, which seemed poor policy to see their accounts go elsewhere.

After failing to succeed in the cash I made another attempt, by giving credit in cases of emergency or convenience only until the following fourteenth, as our factories, who pay only once a month, pay on said date. Every bill that went out was stamped thus: Immediately after the fourteenth

This bill is due on the following 14th, when kindly remit for same, and oblige,
Respectfully yours,
GEO. HASENFLUG.

statements were rendered to parties not having complied with our terms thus: This is positively the nearest I have suggested to coming to a cash business, notwithstanding that many statements require to be rendered many times, and perhaps finally fail even at that in bringing them too; yet, on the whole, I find it answers my business better than strictly cash, or pay up by New Years, as most of our general stores in our vicinity are doing.

G. HASENFLUG.

Waterloo, Ont.

NOT PRACTICABLE IN HIS TOWN.

Editor **CANADIAN GROCER**,—The question, "Can a merchant do a strictly cash business?" interests me intensely. I am afraid not here. Our people are conservative. It is an exclusively agricultural section. They depend on their, say August to October, sale of butter and cattle to pay their bills. We usually get the former at 2 to 3c. a lb. above what we can net out of it, to pay store accounts that have been running a year, often longer. If a customer

This small amount no doubt has escaped your notice, as it was due on the 14th inst. Kindly remit.
GEO. HASENFLUG.

orth as

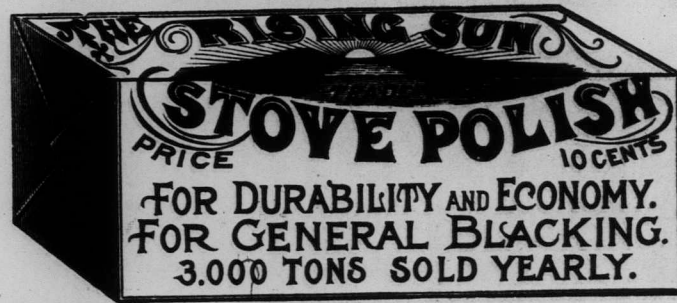
on



INDIAN CURRIES AND HUTNIES.

JCES OF KINDS.

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

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

can't pay any or all of his account, he would feel hurt if asked to sign a note for the balance. Some have told me they never gave a note in their life.

The cattle sold usually go to pay taxes, and some of it, it is true, to the departmental stores—it would be interesting to know how much.

We cannot buy their butter for cash, sell it and live. It is dairy.

What are we to do? If we do not buy their produce someone else will get the trade. Our credit—if we must give it—is for too long. I am afraid the volume of business for cash is not sufficient, but then there are no losses.

S. STEVENSON, JR.

Kinnear's Mills, Que.

In answer to "Subscriber," who asks, "Who does a strictly cash business?" I, as a subscriber to THE CANADIAN GROCER, take the opportunity to throw some light on the subject of the cash basis of business in a general store in a country village. I have been doing business on the cash basis for two and a half years. The first two years I did fairly well, but there was always someone who had forgotten his pocketbook and six miles from home. Are we as business men going to let him go home without his goods, he being a responsible farmer, perhaps worth \$6,000 or \$7,000? No. I say give him the goods by all means, for if you don't your competitor will sell to him ever after. "Well," says one, "that is a very rare case." But it is not so rare as you would imagine.

For instance, a customer wants a pair of boots for his little boy and does not know the size. Wants to take two pairs and return one. What are you going to do, as possibly the price of the two pairs of boots differs 50c. per pair? Why, you must enter them on your book, providing he or she does pay for one pair and also enter price paid for other pair.

Then a good farmer wants some goods, and he has not the money to advance till,

probably, the cheese factory starts. Again, you cannot afford to let him go across the street and get credit, and then buy ever after.

I am doing a cash business, but have to put some names on my book every day. Some pay every day. If they don't pay in one month I ask them, and this is the way I have to deal. I sold \$14,000 in two years and only had \$40 on my book when the end of the year came. Possibly I will lose it. I had about \$1,000 on my books in the whole two years, but claim that the \$40, if lost, is not really lost, for, if I had not sold the goods, that is \$1,000 worth, I would have been minus of profits on same, and besides holding my customer, so that when he has the cash he would leave it with me.

In some places I believe a purely cash business would be all right, but not here. I think a merchant should study his customers, and he, only, knows whether a cash business would flourish or not.

I would advise to keep it before the people's minds that you are doing a cash business and work away till you are rich, then drop out and live a retired life and give some one else a chance.

Lansdowne, Ont. A SUBSCRIBER,

[It is to be hoped other retailers will express their views.—THE EDITOR.]

A SPECIAL OFFER.

W. P. Downey, the Canadian agent for Hires & Co., manufacturers of rootbeer, etc., has just returned from a business trip to New York, in the interest of his several firms. Mr. Downey says they were well satisfied with their business last year, but think the market for this summer beverage could be considerably extended, and, to thoroughly introduce their goods among the retailers, are now prepared to make the following offer: They will give one case of Hires' carbonated rootbeer containing twenty-four bottles, to anyone ordering one gross of Hires' rootbeer. These goods are

kept by all wholesalers, and anyone sending an order as above will be supplied by them with the extra case.

HE PAYS THE RENT.

We hear of one of the greatest retail grocery concerns in this city as doing exactly what their less extensive brethren are sometimes criticized for doing, viz., keeping out of a conspicuous place such goods as give no profit, owing to the negligence of the makers thereof.

Well, why not? The grocer's store, big or little, is his place, and, as he pays the rent, wherefore should he not use its best places for such displays as will best help him pay that rent?

It is reasonable and just that he should strive for his own well-being, and that of those dependent on him. He knows, also, that goods always bear good margins for those who make them, and as he has to bear the results of injudicious selling to those whose sole ability to get business lies in cutting prices, whom should he look to but to the man who does this injudicious selling?

And he pays the rent, helps the poor, and besides stands all the losses which ignorance or vice bring upon families.—Grocers' Advocate.

CANED BY HIS FRIENDS.

A pleasing event took place at the ware-rooms of T. Kinnear & Co., 49 Front street east, Toronto, on Saturday afternoon, when Mr. Charles Patterson, who has been connected with the firm for a number of years, was presented with a handsome gold-headed cane, on the occasion of his severing his connection with the firm to join the firm of West & Patterson, importers and manufacturers' agents. The presentation was made by Messrs. A. E. Cutler and F. B. Mason, who, in a few well-chosen words, expressed their sorrow at his retirement, and wished him success in his new enterprise. The recipient feelingly responded.

Teas Dearer . . .

Months ago we "anticipated" an advance in **Indian** and **Ceylon** Teas and bought heavily. Our "anticipations" are, to-day, **facts**, the market on some grades being 4 to 5 cents dearer. Our stock being large, we can cater to any buyer. We believe that **Indian, Ceylon** and **Young Hyson** Teas will be higher for next six months. If you are going to buy within that time, **buy now, don't wait.** Our samples are bringing orders every day.

Circle Tea }
AT OLD PRICES.

Lucas, Steele & Bristol

Wholesale Grocers

HAMILTON

Be prepared for the House-cleaning Trade by buying our Hand-Made Brooms. (No sloppy stock), but every broom carefully made and examined before being packed up.

Standard Brand Brooms.
Signal Brand Brooms.
Bamboo (Light Handled) Brooms.

Here are the best lines for polishing stoves, etc. :

James Dome Lead.

Nixey's Dome Lead.

Royal Dome Lead.

Reckitt's 5 and 10c.

Rising Sun 5 and 10c.

Enameline 5 and 10c.

Climax Liquid Stove Polish.

JAMES TURNER & CO.,

WHOLESALE GROCERS,

... HAMILTON

Spring Shipments

"REINDEER" BRAND

**Condensed Milk, Condensed Coffees, Condensed Cocoa,
Evaporated Cream.**

There is always an active demand at this Season.

It will pay you to keep a well assorted stock of "Reindeer" Goods.

Crown Brand Baking Powder.

Please your customers and increase your profits by handling this powder.
Put up in

1-lb. Round Tins to retail at . . . 15 cts.
 $\frac{1}{2}$ -lb. " " " . . . 10 cts.
 $\frac{1}{4}$ -lb. " " " . . . 5 cts.

Since placing this powder on the market we have with difficulty been able to supply the demand.
Our guarantee goes with every tin.

T. KINNEAR & CO.

49 Front Street E.

Toronto.

TRAVELED 40 YEARS WITH BISCUITS.

FORTY-ONE years is a large part of one's life to be spent as a commercial traveler, but to spend all that time in the interests of one firm is perhaps a record-breaker and speaks volumes for both house and traveler.

To Mr. Edward Petter, the general agent for Peek, Frean & Co., biscuit manufacturers, who is now in Montreal on his annual visit, belongs the credit of traveling for this long time in the interests of one firm, and in that time he has covered the whole world with the exception of the continent of Europe.

Asia, Africa, Australia, America, and "The Isles of the Sea," have all been visited by him, and needless to say, in all these places he has done business, so that no matter where you go to-day, if you find Europeans there, you will find Peek, Frean's biscuits also.

In speaking of the world-wide trade and the many markets they now have, he thought Africa was perhaps the best. "South Africa has always been a large buyer of our goods," he said, "but the opening up of the Soudan has thrown open a large market, and we are getting our full share. In fact, so great is our trade there, particularly in one line, 'Metropolitan Mixed,' that we are experiencing great difficulty in getting casks in which to pack them. Australia and India are, and have always been good markets, as well as China and Japan.

"The United States, too, is a good market, much better than you would imagine. Our trade is growing very rapidly there, especially in high-grade goods, so great, indeed, that a few years ago we were compelled to open a depot in New York, through which to supply our American customers.

"Our Canadian trade is very satisfactory, but if your Government would grant us free entry we would do an enormous business here. As it is, the demand for our higher quality of goods is constantly increasing. Especially is this the case with such fine goods as 'Zeller' wafers. These goods are made from the very best materials and are the highest standard it is possible to attain, and we are pleased to see you Canadians appreciate the pains we are taking in this matter. We are also doing a good trade in the cheaper lines, in fact, much more than we expected, all of which goes to show that good goods, rightly put up and properly put before customers, are bound to sell."

Mr. Petter will spend a day or two in Montreal, when he goes to Toronto, London, and Hamilton. He then crosses over to United States territory, and visits some of the larger centres between here and San Francisco. He there takes steamer for New Zealand and Australia, visiting by the way Honolulu and Samoa. After leaving Australia, he visits Tasmania and other islands. Thence he goes to South Africa and other African centres, and from there on home. The round trip will occupy about twelve months.

Mr. Petter says the secret of his success has been that in all his life he has been an enthusiast in his work, and always put the welfare of his employers before everything else. "Another thing," he said, "is, I never allow anything to discourage me. No matter how hard a blow I receive, I always come up smiling. I am on the road to do business. I like my work and have always been used like a prince by my firm. This is the reason why, at my age, I am leaving home and friends to take this long journey. My ambition is to serve my firm to the last—to die in harness."

DOWN BY THE SEA.

The Annapolis valley has grown famous for its apples and their splendid qualities, which obtain better figures after all other crops have been disposed of, especially on the English market. The Western apple dealers recognize this fact and send their representatives on a buying expedition.

The stores are handsomely fitted-up in this district, and one of special mention is that of G. E. Corbett, Annapolis town, who has all the latest improvements in store fittings and fixtures. A number of "Boeckh's" adjustable show tables are used for displaying goods on, and add greatly to the general appearance of this handsome store, which would be a credit to any street in Toronto or Montreal.

Leading brands of Valencia raisins, f.o.s., selected and layer, are quoted at low prices by The Eby, Blain Co., Limited.



THE PUSH that carried IMPERIAL CHEESE

to the front has not slackened. It is still pushing forward with increasing energy, and the merchant who seeks to reach the best trade and best results, must include Imperial in his stock, as every housewife knows it to be the best that science can produce; and every epicure, as the most palatable that the world possesses.

PRUNES

California and Austrian Fruit

SIZES :

30/40

110/120

We can sell you.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers

TORONTO

HINTS TO BUYERS.

THE travelers of T. A. Lytle & Co. report a large demand for their "Sterling" brand pickles in all parts of the Dominion. Very special attention is being given to the manufacture of this particular brand of pickles.

Gallon apples are being offered by H. P. Eckardt & Co.

The Eby, Blain Co., Limited, offer French red kidney beans at close prices.

Very fine values in all lines of teas are being offered by W. H. Gillard & Co.

The T. & P. pickles, in bulk and glass, may be purchased from Lucas, Steele & Bristol, sole agents in Hamilton.

T. B. Escott & Co. report that they are offering splendid value in prunes, Califor-

nian, of the different sizes, Bosnia and French plums.

A complete range of canned fruits is in store with The Eby, Blain Co., Limited.

THE LATE JOHN MAGOR.

Following upon the death of his son, which took place within the last month, THE CANADIAN GROCER is now called upon to record the death of Mr. John Magor, which took place at his residence, Lachine, on Sunday last. Mr. Magor had an attack of pneumonia in February, but recovered sufficiently to move about the house, though he was not well enough to go down to business. On Sunday he was suddenly attacked with heart failure, and died about midnight after only an hour's suffering. Mr. Magor was born

in 1835, at Newton Abbot, Devonshire, England, and emigrated to Newfoundland when about 15 years of age. He came to Quebec in 1862 in connection with the firm of James Ross & Co., and to Montreal in 1865, as a member of the firm of James Lord & Co., doing business almost entirely with Newfoundland and in Newfoundland products. In 1880 the firm of Magor Bros. & Co. was formed, and in 1891 the same business was continued under the style of John Magor & Son. Mr. Magor was married in Newfoundland, and leaves a widow and nine children, four sons and five daughters. The family will have the sympathy of a large circle of friends, whose respect and admiration were secured by Mr. Magor's high character and affable disposition.

PICKLES AND RELISHES

Manufactured by WILLIAMS BROS. & CHARBONNEAU, DETROIT

Combine HIGH QUALITY
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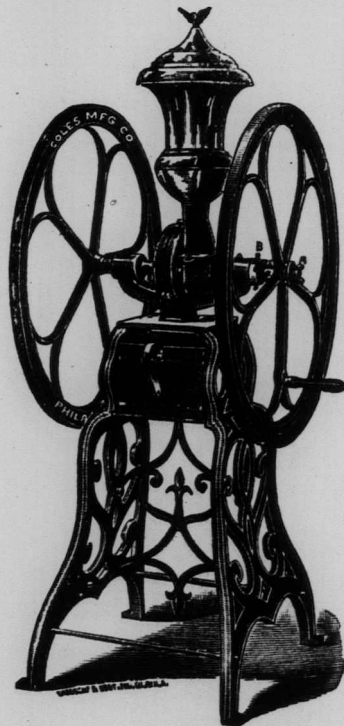
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You must please The Public

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always pleases, once tried is wanted again. It has quality, excellent flavor, and is sure to increase your Business.

Lead Packages — 25, 30, 40, 50 and 60c.

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Having introduced ourselves, we now wish to make a few claims.

Your first consideration naturally is—to buy the best mill at the lowest price.

We Claim to have the easiest and quickest Grinders.

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

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

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

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

AN EXAMPLE OF UNSELFISHNESS.

IN practically every dispute between capital and labor, selfishness is at the root of it. If it is not the employer who is selfish it is the employe, and vice versa.

Through the death of Mr. Richard Cadbury, the senior member of the well-known English cocoa manufacturing firm of Cadbury Bros., the world has learned that there is at least one firm in whom there is no appearance of the quality in question.

For the convenience of its nearly two thousand employes, Cadbury Bros. erected buildings for use as cooking, recreation and dining-rooms, while in the gardens which surrounded the works were placed pretty little arbors where the girls connected with the works could retire in their spare moments to read or gossip.

Not only, however, does the firm take an interest in the present welfare of its employes, but it proposes to look after their future when old age and incapacity for work are upon them, having, with that end in view, in the course of erection 38 dwellings

or almshouses, which, exclusive of the site, will cost about \$350,000.

The practice of assembling the employes every morning after their arrival at the works at 9 o'clock and reading to them a portion of Scripture may be accounted sentimental nonsense by certain people, but, whether we look at it in that way or not, the motive is obviously the welfare of the working people, while, what is equally obvious, the firm does not begrudge the time which its factory is kept idle in the meantime.

As might be expected harmony prevails among employer and employe, and it is the proud boast of the firm that a labor dispute of any kind has never developed in its works. This, in a land where strikes and labor disputes abound, is significant.

Manufacturers in Canada and the United States often boast of the superior equipment of their factories compared with those of their confreres in Great Britain, but in treatment of their employes they have, as a rule, much to learn from such British firms as that of Cadbury Bros. and others, for there are others.

MILLIONS OF DOLLARS LOST.

When ships go out to sea they not only risk the lives of those on board but the dollars as well of the marine insurance companies.

So far this year the losses have been heavy. Inside of two months the wrecks of the Labrador, the Castilian, the Moravia, and the Scottish King alone have entailed a loss to the insurance people of at least \$3,000,000.

Then, there sailed from this side of the Atlantic between January 25 and 29, such vessels as the Arona, Croft, and Port Melbourne, besides others, which must have met with and foundered in the storms which swept the Atlantic after they sailed, for they have not been heard of since.

The loss of the Arona, Croft, and Port Melbourne, meant the loss of another \$3,000,000, besides about 300 lives. Taking the several vessels named it is estimated there was a total loss of about \$6,000,000 to the marine insurance companies, and there are many many vessels besides these that either foundered or went to pieces upon the rocks.

JAPAN TEA FOR A YEAR.

THE Japan tea market during the past year has been an interesting one on account of its peculiarities.

It was a year ago, all but two weeks, since it opened. The actual date of the opening was April 28. Until May 8, a steady business was done, although at gradually declining prices. On that date, however, heavy buying commenced, with the result that all grades below "finest" advanced.

A month later, cable advices to the effect that the United States intended putting a duty of 10c. per lb. on tea caused a falling off in business and a depreciation in values. And when it was known that the duty was an accomplished fact, the prices suddenly dropped 4 to 5 yen per picul. A yen, it may be noted, is equal to 49 8-10c. in gold, and a picul is equal to 133.3 lb. With the drop in prices, however, came a good demand, especially for the low grades, but this continued only for a few days, as buyers were eager to secure the early second crop leaf, and prices advanced to what they were before the duty excitement developed. For some days the prices paid were higher than those paid for first leaf.

The end of July saw the market again taking a "bearish" turn, and it continued to decline until the third crop began to arrive, and this being particularly good quality, both in leaf and liquor, prices again appreciated. In October, the market became slightly easier, sellers being more willing to meet the views of buyers, but, since then, the market there has ruled steady, and, it is worthy of note, most of the purchases since then have been on Canadian account. The total amount of settlements in Japan up to March 24 last was 214,000 piculs, against 218,000 the same time last year.

Up to December 15 last, according to a statement published in THE CANADIAN GROCER some weeks ago, the quantity of tea shipped from Japan to Canada was 11,283,948 lb., against 8,334,693 lb. to the same date in 1897.

In spite of the ups and downs of the market the range of values in Japan the past season has been considerably higher than it was the previous season. The quality of the leaf and crop has also been better, particularly the third crop, which is said to be the finest ever known in Japan.

IMPORT BUSINESS IN MOLASSES.

IMPORT business in new crop molasses this spring has been exceedingly light so far, and the tenor of recent advices from primary sources is calculated to confuse rather than induce buyers to hurry.

As is customary every year, the early advices, which were rather bullish in their character, have been considerably modified. The earlier reports stated that the quantity of stock being marketed in Barbadoes was very small, that all that was offered was being taken to fill up Newfoundland vessels that were waiting for cargo at the Islands, and that if the price was 15c. no more could come forward. It was also said that the production would fall far short of what was anticipated, that the first canes ground up yielded only about half what was expected, and that rains had retarded the grinding.

All this was three weeks or a month ago, during which period the asking price, first cost at the Islands, was firmly held at 12c.

Apparently, however, the gentlemen who circulated these views did so without careful investigation. This, at least, is the inference to be drawn from the fact that prices have suddenly declined 1c. at primary points, and that, lately, there have been firm offers to importers, both in the Maritime Provinces and in Montreal, at 11c.

It is understood that business has been placed at this figure, but not for any large quantity of stock as yet.

Based on this price, the early importations this spring will cost a good deal more laid down in Montreal than the first purchases last year. These latter were made at 8c., so that prices this year are fully 3c. higher than last season, and this difference in cost will naturally mean considerable to the consumer if the same ratio of increase in cost is maintained between the two years throughout the current season.

CURRANTS VERY BULLISH.

D. Pasqua's letter from Patras in regard to currants states: "Market has been exceedingly active for the last 8 to 10 days, and prices have advanced 1 to 2s., according to quality. Fine grades for the English markets have been in great demand, and fully 2s. more have been obtained. The lower grades of provincials have advanced 1s.

"The reason for this advance is the ex-

traordinary consumption of fruit this year in the United Kingdom and colonies. Although our shipments this season to England to the end of February have attained the quantity shipped last season until the end of August, the stocks in England, on March 1, were lighter than ever, over 10,000 tons will be required for the supply to the new season. On the other hand, the continued drought in Greece puts the condition of the new crop in a most unsafe position, and should this dry weather continue for another fortnight, one-third the crop may be safely considered as lost.

"Besides, actual prices are so low that speculation is certain to be tempted, and those who can hold do not even think of bringing their fruit on the market."

A GRATUITOUS INSULT.

THE member for North Ontario in the Ontario Legislature, Mr. W. H. Hoyle, is a business man, and as such he has seen enough to convince him that the division courts of the Province are not conducted, as a rule, in a business-like way. In his own county, for example, he held that one judge was sufficient, and accordingly brought in a bill providing for such.

Among those opposed to the bill was the Premier, and, during a speech thereon, he suggested that Mr. Hoyle in future devote himself to funeral reform instead of to law reform. Mr. Hoyle, it may be stated, is a furniture dealer and an undertaker.

This was a gratuitous insult, not only to Mr. Hoyle, but, indirectly, to every business man in the House.

It is the business men of the country who are the greatest sufferers from the effects of defective laws, and particularly those relating to the division courts. Such being the case, who then has a greater right than a business man to try and bring about the desired reforms? No one.

Mr. Hoyle's bill may not have been the best panacea for the particular evil it was designed to remedy, but, whether it was or was not, it was decidedly improper for Mr. Hardy to speak as he did.

As an intelligent man, as a man thoroughly conversant with the defects in the law system of the Province, he should encourage, rather than discourage, business men in the House to lend their aid in remedying these defects.

CHAT WITH A SCOTCH DISTILLER.

ATALL, broad-shouldered gentleman, with a dark, pointed beard and a mellow, pleasant voice, is Mr. Thomas R. Dewar, one of the partners in the celebrated Scotch whiskey firm of John Dewar & Sons, Limited, of Perth.

Mr. Dewar arrived in Montreal last week on his way home to London from a trip around this troubled little sphere of ours. He left London last November, and, during his tour, has visited Ceylon, India, the Straits Settlement, China, Japan, arriving in America via San Francisco, and coming across the continent by way of Vancouver and the Canadian Pacific railway, regarding the accommodations of which road he cannot speak too highly.

Mr. Dewar spoke entertainingly of his tour around the globe, remarking, among other things, that our Yankee cousins were making great strides in the Oriental trade, "but," he added, "old England is still to the fore, as she controls full 50 per cent. of the Chinese foreign trade. The Americans, however, are determined to give her a close run for the money, and British manufacturers cannot afford to ignore the fact."

Discussing the enticing liquid which he and other Scotch distillers tempt the palate with, Mr. Dewar explained that the consumption per capita among Europeans in the Orient, was in his opinion greater than in the more temperate climate. The enervating effects of the climate almost made stimulants of some sort an essential in the tropics, and good pure Scotch whiskey in moderation, of course, answered the purpose far better than other decoctions that were on the market.

The introduction of the firm's famous blend of whiskey had been uphill work at first, but once its merits were recognized, the export business of the firm increased by leaps and bounds. Twelve years ago Mr. Dewar decided to make his headquarters at London; leaving the scientific and technical direction of the distillery to his brother, Mr. John A. Dewar, at Perth.

The Dewar whiskey was comparatively unknown in England when Mr. Dewar first arrived in London, but now, in addition to a large home trade, the firm export to South Africa alone, their best market, no fewer than 50,000 dozen bottles a year, and now

they are doing the largest trade of any whiskey merchant or distiller in the United Kingdom.

This success Mr. Dewar attributes to the attention that his brother in Perth has given to the art and science of blending, so that he has produced one that is second to none in the world. "People frequently ask," said Mr. Dewar, "how it is that, with our increasing business, we can keep up the quality and age. It is very simple. There are now something like 300 distilleries in Scotland; most of them cannot get out their make except through the hands of blenders, so we buy large stocks, keep them for 10 or 12 years, and so are always in a position to supply the public with a high-class article. Although the prominent names known to the public are all large distillers, these are even more interested as blenders, and as such they have the production of 158 distilleries to select from, and will soon have many more, which, indeed, are in course of erection. I may also point out that the reserve stock in Scotland last year was over 89,000,000 gallons, whereas ten years ago it was only 43,000,000 gallons. There are being made in the same country every year 12,500,000 gallons more than are consumed, or 50 per cent. overproduction, equal to 18 months' supply. You will see, therefore, that we can always have our stocks mellow and well matured before we offer them to the public with this large reserve to draw upon."

In addition to being a keen, wide-awake business man, Mr. Dewar takes great interest in all kinds of sport. He has a shooting box in Kent, has about a dozen racers in training at Newmarket, one of them, Fifeshire, being a competitor in this year's Derby, and is an ardent whip, running the "Rocket" coach to Box Hill.

Mr. Dewar is a bachelor, and makes his home at the Hotel Cecil in London, has been a member of the London County Council, High Sheriff of London, and has recently been placed upon the Commission of Lieutenancy of the City of London.

THE FRUIT STEAMERS.

Advices in regard to the direct fruit cargoes for Montreal have been received.

Individual particulars are not given, but it is stated that there are 108,000 boxes of lemons and 29,000 boxes of oranges on the three steamers.

There is another steamer, but it is not expected she will carry much fruit.

TORONTO RETAIL GROCERS' ASSOCIATION.

THE regular meeting of the Toronto Retail Grocers' Association, which was held in St. George's hall, Elm street, on Monday evening, was a record-breaker, both in point of numbers and in the interest taken in the proceedings. F. W. Johnson, the president, was in the chair.

Two new members, R. H. Stewart, corner Gerrard and Sackville streets, and W. J. Beam, 602 Queen street west, were admitted.

A deputation from the Fruit Commission House Association, consisting of Matthew Clemes, of Clemes Bros.; Harry Dawson, of The Dawson Commission Co., Limited; H. W. Thorpe, of McWilliam & Everist; Cameron Husband, of Husband Bros.; W. H. Smith, Thos. Cleghorn, Chas. Kimpton, S. K. Moyer, and Thos. Vance, were received. All of the members of the deputation addressed the meeting, asking the co-operation of the association in their endeavors to have fruit brought to the city on the early morning trains and boats during the coming season.

In past seasons fruit has been brought in by boat and train at all hours of the day. The result has been that the retailers often spent the most of the morning or afternoon on the fruit market in order to buy at the lowest figure. This so delayed sales that the fruitmen did not get their books straightened out until late at night--compelling them to frequently spend 14 to 16 hours out of the 24 on the market or in their warehouses. They state that by having the fruit all brought in on the early morning trains the market price for the day would be readily fixed, and the retailers would be able to make their purchases quickly, and give the commission men an opportunity to straighten up their accounts by six o'clock.

The railroad and steamboat companies are willing to bring the fruit in early if the growers and commission men agree. The magnitude of the fruit trade has for some time made it necessary to generally run two fruit trains a day. This has frequently compelled the growers to send their fruit to the station in the heat of the day, with the result that time is lost from picking, and the heat and hurry of shipping depreciates the value of the fruit.

The fruitmen desire a system by which cars shall wait at the various points of shipment, so that in the evening the growers may take to them the picking of the day, and that these cars shall be collected during the night, and be in Toronto before the market opens at 7 o'clock. The advantages of this are claimed to extend to all parties concerned. The grower need not interrupt his picking to take the fruit to the station

and his fruit will arrive in Toronto in better condition. The railway companies will be enabled to do all the carrying by one train instead of two. The retailer will have a steadier market, of better-looking fruit, and will save time in buying, and the working hours of the commission men will be reduced to a reasonable limit.

Many of the retailers expressed their opinion regarding the matter, all being in favor of the system suggested by the fruitmen. Messrs. Johnson, Kelly, White, Clark and Sykes were appointed a committee to confer with the Fruit Commission House Association and to draft a resolution to be forwarded to the growers.

The report of the early-closing committee was received, showing that the movement is meeting with much success. Fully 100 grocers have commenced closing at 8 o'clock since the association started the agitation in real earnest.

As an invitation had been extended to the grocers of the city to attend this meeting, a number other than the association members took part in the discussion of the report. Among them were Emanuel Cork, Dovercourt road; Alfred Snuggs, Gerrard street east; W. L. Brown, Church street; W. J. McBryen, Parliament street, and John Coutts, Parliament and Gerrard streets, who expressed themselves in sympathy with the work of the association, and promised their support to the work.

It was decided to instruct the committee to continue the agitation and to devise new schemes to persuade all the grocers to adopt early closing. One scheme was suggested by Mr. Benj. Panter, Davenport road, who advised that, where there were a group of competing grocers in one section, an agreement be printed to hang on the door, which would show that the movement was a strong one, and would help each grocer in the section to live up to the agreement.

The report of the trading stamp committee was given. The committee spent considerable time in seeing various members of the Legislature regarding the Trading Stamp Bill, and, from the promises of many of the members and from the fact that the bill had almost unanimously passed its third reading in committee of the whole House, the committee had become confident that the bill would become law. The way in which the bill was killed in the all-night session of the House was thought by the committee to be astonishing, to say the least.

Mr. D. W. Clark gave notice of motion that he would move that the secretary's salary be increased \$100 per annum, because of the faithful and valuable services he has rendered the association. Several members expressed themselves in accord with the motion. It was after eleven when adjournment was reached.

"20 Years Ago" The consumption in England of Ceylon and Indian Teas was 74,401,000 Pounds less than it is to-day.

"SALADA"

CEYLON TEA

IS MAKING EQUALLY WONDERFUL PROGRESS. IT SELLS AND PLEASES EVERYWHERE.

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12-oz., 100 cakes in box.

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

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



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

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

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

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MARKETS AND MARKET NOTES

GROCERY QUOTATIONS BY WIRE.

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

ONTARIO MARKETS.

TORONTO, April 13, 1899.

GROCERIES.

THE most important feature on the local market during the past week was the advance of 10c. per 100 lb. in the price of all refined sugars, making the price of Montreal and Lower Provinces granulated \$4.63 and \$4.58, respectively. The demand for sugar is good. No new features have developed during the past week in regard to canned goods, the volume of business in which is fair. The improved demand noted for canned fruits is still in evidence. Coffees are meeting with a fair demand locally, but the outside markets are, as a rule, quiet, although firm as far as prices are concerned. Syrups and molasses both rule quiet. The tea market has lost none of its strength; on the contrary, it is stronger than it was a week ago. Wholesalers are still doing a good business, but, as their stocks are in a good condition, they are somewhat slow in placing orders at present prices, hoping that the high range of values on low-grade teas now ruling will not be maintained. Cables received here this week show that at the sale in London on Monday last the lowest prices obtained for low-grade Indian and Ceylon teas were $8\frac{1}{4}$ to $8\frac{1}{2}$ d. In foreign dried fruits, business is quiet and without special feature.

CANNED GOODS.

There appears to have been no material change in the situation since last week. Wholesalers are doing a fairly good business in canned vegetables at quotations, namely, 85 to 90c. for tomatoes; 95c. to \$1 for corn, and 75c. up for peas. In sympathy with corn and tomatoes there is a disposition to try and get a little better price for peas, and some houses have advanced their minimum figures to 80c. There are still some tomatoes for future delivery being offered, and we hear of a transaction of a good-sized round lot at 70c. As noted last week, there are still some who are asking 75c. Tomatoes and corn of the last season's pack have been offered during the

week at 85 and 95c. respectively, but we hear of no transactions at these prices.

The demand noted last week for canned fruits shows a further increase, particularly the cheaper kinds, to retail at 10c. per tin. Plums seem to be the kind most in demand, and there is quite a range in the quotations given by the different houses, even for the same brands. For instance, one house quotes as low as 95c., while others quote all the way up to \$1.15, and even higher; \$1.25 to \$1.35 may be taken as a ruling quotation for the best packs of greengages.

For canned salmon and other kinds of canned fish the demand is just moderate and without any special feature.

COFFEES.

The local wholesalers are meeting with a good demand for Rio coffee at from $7\frac{1}{2}$ c. upwards. The outside markets are quiet and steady as to price. European advices, as we go to press, are of an encouraging

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

nature, there being slight advances at the European coffee centres, while the Brazil market is reported to be on a higher basis.

SUGARS.

The price of refined sugar has been advanced 10c. per 100 lb. by the Canadian refineries, and for Montreal granulated the quotation to retailers is now \$4.63 per 100 lb., and for Acadia, \$4.58 per 100 lb. Yellow sugars are from \$4.03 per 100 lb. upwards. This advance is in sympathy with the outside market. On Friday last, beet sugar, to the surprise of everyone, advanced 3d. in Europe, and the refiners in New York on the same day advanced their quotations 1-16 to $\frac{1}{2}$ c. per lb., and on Monday of this week there was another advance of 1-16c. there in refined sugars. The refineries over there have been quite willing during the past week to pay $4\frac{1}{2}$ c. for 96 test centrifugals, but sellers would not accept less than 4 9-16c., and while the Trust has not yet come up to this latter figure, some of the independent refineries on Monday paid the price asked.

SYRUPS AND MOLASSES.

While sugar syrups continue quiet, a fair business is still being done in corn syrups at $2\frac{1}{2}$ c. per lb. in bbls., $2\frac{3}{4}$ c. in $\frac{1}{2}$ -bbls.,

$2\frac{3}{4}$ c. in kegs, \$1.20 each for 3-gallon pails, and 90c. each for 2-gallon pails. Molasses is meeting with a moderate demand. Advices from New Orleans state that the offerings of low-grade molasses are liberal, but that buyers are not willing to pay the price asked. Cable advices from Barbadoes state that the offerings are light and prices unchanged.

TEAS.

Mail advices from London, under date of March 30, state that there was a further rise in the price of Indian teas, anything up to 9d. showing an appreciation of fully $\frac{1}{2}$ d. per lb. upon the previous week's rates. These same advices state, in regard to Ceylon teas, that hardly anything was obtainable in whole leaf under 8d., the market having advanced fully $\frac{1}{2}$ d. on all teas at nearly 10d. per lb. Medium broken were also participating in the improved demand. The average price obtained for the week's sales were 9.66d. for Indian teas, against 7.50d. last year, and for Ceylon tea 9.30d., against 7.15d. same week in 1898. A cable received in Toronto this week states that the lowest price at which low-grade Indian and Ceylon teas were sold on the London market on Monday was $8\frac{1}{4}$ d. to $8\frac{1}{2}$ d. These cable advices immediately imparted a stronger tone to the stocks held on spot. During the past week there has not, however, been as many transactions between brokers and wholesalers as there was from the fact that stocks held by the latter are now fairly large, and in view of this, together with the hope they have that the present high range of values on low-grade teas will not exist for a great while longer, has caused them to be less eager buyers. A letter, however, received from Colombo, states that there are no prospects of a fall in prices for some months to come. "With the prevailing drought," states this letter, "planters find difficulty in making up estimates, and, unless we get some rain, some experts predict another shortage this year." On the local market, there have been, during the past week, transactions in low-grade Indian and Ceylon teas at 16c. which cost $12\frac{1}{2}$ c. within the last month. At the prices prevailing in London it would cost something like 19 to 20c. to lay down the lowest-priced teas which are now selling on that market.

There is very little being done in Japan teas, either from spot stocks or for future delivery. Orders to duplicate business at $16\frac{1}{2}$ c. could not be entertained by shippers in Japan, on account of the latter being un-

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MADE BY

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

able to buy leaf from which to make the tea. Advices from Yokohama, under date of March 24, state that the total settlements from the commencement of the season to date were 214,000 piculs, against 218,000 for the same period last year.

There has been a little business done in China green teas on spot during the past week, but it does not amount to much. Seconds sold at from 14½ to 15c. and thirds at 11½ to 12c.

FOREIGN DRIED FRUITS.

CURRANTS—Advices from the primary market show a continuance of an upward tendency in values. Locally, business is fair and prices unchanged. The New York market is advancing in sympathy with the advices from Greece.

VALENCIA RAISINS—The market is quiet and prices are nominally unchanged.

PRUNES—There is a good demand for this time of the year. Advices from the outside market report a continuance of the firmness which has been noted from time to time during the last few weeks.

GREEN FRUITS.

A general improvement in business is noted. The supply of Californian navels and Valencia oranges is being rapidly diminished, and these varieties are likely to continue scarce, as the navel crop is about exhausted and Valencias are arriving in Liverpool in a very wasty condition. An advance of 50c. is noted in large 420 Valencias. Navels are 25c. dearer. The orange now selling is the Californian Mediterranean sweet, which is arriving freely at

moderate prices. Lemons are firm, and are moving excellently at unchanged prices. Danvers and red Weathersfield onions are practically done. New Egyptians are arriving in liberal quantities at \$3 to \$3.50 per sack. Pineapples are now offering in sufficient quantity to meet the demand at 15 to 20c. each; the quality is very good. Cocoanuts are easy at \$4 to \$4.50. Bananas are coming in abundantly, with prices 25c. lower than last quotation. Stocks of winter apples are being steadily reduced at firm prices. Sweet potatoes are offered liberally. Cranberries are about done, and are in poor demand.

COUNTRY PRODUCE.

EGGS—The bad roads caused a remarkable jump in the price of eggs on Friday and Saturday. Receipts were so light that on Saturday as high as 21c. was received. News of this caused a rush of supplies early this week, and stocks so accumulated that the price fell to 13c., which is the present value.

POTATOES—A firm feeling is still manifested. We quote: 80 to 82c. for cars on track, Toronto. The street market is firm at 90c. to \$1 per bag.

BEANS—Medium grades are steady at 90c. to \$1, and hand-picked are firm at \$1.10 to \$1.15.

DRIED AND EVAPORATED APPLES—There is little doing. Stocks are well cleaned up. Prices for dried are steady at 5c. at outside points. The jobbing price is nominally 5½ to 6c. A quiet jobbing trade in evaporated apples is noted at 9½ to 10c.

VEGETABLES—Spinach is 25c. cheaper. Winter radishes are done. Turnips have advanced 10 to 20c. Stocks of all small vegetables are coming in abundantly. We quote: Rhubarb, \$1 to \$1.25; greenhouse radishes, 40 to 50c. per dozen bunches; spinach, \$1 to \$1.25 per bush.; green onions, 15c. per doz.; celery, 75c. to \$1 per doz.; lettuce, 20 to 30c. doz. bunches; cabbage, per doz; \$1 to \$1.25; parsley, 20 to 25c. per doz. bunches; turnips, 35 to 50c. per bag; beets, 50 to 60c. per bag; parsnips, \$1 to \$1.20 per bag; carrots, 50 to 80c. per bag; onions, Danvers, \$1.25 to \$1.40 per bag; butter squash, \$2 to \$2.25; Hubbard squash, \$2 to \$2.25; red cabbage, 50 to 60c.

BUTTER AND CHEESE.

BUTTER—Receipts of both dairy and creamery are increasing so materially that a decidedly easy feeling is manifested, and the price of all grades has fallen 1 to 2c. Creamery seems to be the most affected.

CHEESE—The market keeps firm at 11 to 11½c. The new cheese which arrived on the market last week was rapidly cleared off at 11c., and further shipments are expected this week. Several factories are already beginning to manufacture, so, receipts of new cheese may be expected to increase steadily from this out.

FISH.

All Manitoba fish, but a few whitefish, are done, as are also flounders. Trout is ½c. dearer. What whitefish come in are selling at 10c., an advance of 1c. We quote as follows: Manitoba fresh whitefish, 10c.; trout,

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are choice eating and cooking Figs. Put up in **1-LB. CAKES**—each wrapped and packed in special Caddies, containing 4-doz. cakes.

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Wholesale Commission Merchants and Brokers.
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POULTRY ROLL BUTTER FRESH EGGS.

Highest prices obtained. Quick returns.

The Wm. Ryan Co. Limited
70 and 72 Front St. East, TORONTO

9c.; black bass, 8 to 9c.; steak cod, 7½c.; fresh herring, 4c. per lb.; St. John herring, \$1.35 to \$1.40 per 100; Labrador herring, \$5.75 per bbl. and \$3.25 per half-bbl.; Digby herring, 9 to 10c. per box; Halifax herring, \$1.50 to \$1.65 per 100; split herring, \$4.50 per bbl. and \$2.25 per half-bbl.; cod, in 1-lb. blocks, 6½ to 7c. per lb.; boneless fish, 4 to 4½c. per lb.; boneless fish in 1-lb. blocks, 5½ to 6c.; fresh-water herring, 60c. per basket; ciscoes, 60c. to \$1.25; haddies, 8 to 9c. per lb.; fresh haddock, 7c. per lb.; oysters, \$1.15 to \$1.25 per gallon, or \$6.75 to \$7 per large pail.

GRAIN. FLOUR. BREAKFAST FOODS.

GRAIN—Wheat is slightly easier, the price of red and white at middle freight stations being 67c. straight. The street market is fairly active, but no rye or buckwheat is offering. We quote: Wheat, white, 70 to 71c.; red, 70 to 71c.; goose, 66½c.; peas, 60 to 70c.; oats, 35 to 36c.; barley, 43c. No. 1 hard Manitoba is now offered at 80c., Toronto and west.

FLOUR—Manitoba and Ontario patents have both declined 10c. We quote as follows: Manitoba patents, \$3.90; Manitoba strong bakers', \$3.70; Ontario patents, \$3.60; straight roller, \$3.10 to \$3.20, Toronto freights.

BREAKFAST FOODS—A moderate movement is reported. Prices are unchanged. We quote: Standard oatmeal and rolled oats, \$3.80 in bags and \$3.90 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$4; pot barley, \$4.

HIDES, SKINS AND WOOL

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CURRENTS from PATRAS just received. Orders solicited. Apply, JAS. R. SHIELDS, Board of Trade, TORONTO.

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Write us for SALT of any kind.
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PORK PACKERS
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Correspondence Invited.

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68 Front Street East, Toronto.

WE ARE OFFERING

All Kinds Seasonable Fruit in Stock.

Fancy November Cut Lemons

For May Delivery

Write for prices.

51 Front St. East.

CLEMES BROS.

We quote cowhides as follows: No. 1, 8¼c.; No. 2, 7¼c.; No. 3, 6¼c.; Steer hides are worth ½c. more. Cured hides are worth 8¾c.

SKINS—Receipts continue heavy. Prices are unchanged. We quote as follows: No. 1 veal, 8-lb. and up, 10c. per lb.; No. 2, 8c.; dekins, from 30 to 35c.; culls, 15 to 20c. Sheepskins and lambskins are steady at 90c. to \$1.

WOOL—The market is easy, with a decline of 1c. in the price of fleece which is now quoted at 13 to 14c. and unwashed at 8 to 8½c.

SEEDS.

Receipts of both red clover and alsike are diminishing. Red clover is steady at \$3 to \$3.50, on board at outside points. Alsike is dull at \$2.50 to \$4. From 15 to 25c. more than these prices is paid for extra choice lots.

SALT

There is no change. We quote at Toronto: Carload lots, \$1.05 per bbl., and 65c. per sack of 200 lb.; less than carload lots, \$1.10 per bbl., and 70c. per sack. At the wells, we quote F.O.B., barrels, 75c.; sacks of 200 lb., 45c. English salt is quoted at 48½c. per sack of 154 lb.

MARKET NOTES.

Canadian refined sugars are 10c. per 100 lb. dearer.

The currant market in Greece continues to appreciate.

All grades of butter have declined 1 to 2c. in the past week.

Eggs sold as high as 21c. on Saturday, but are again down to 13c.

Canadian short cut barrel pork is firm at \$15, an advance of 50c. to \$1.

Ontario and Manitoba patents flour have declined 10c.; No. 1 hard Manitoba wheat is 2c. cheaper.

On the London, England, market on Monday the lowest price at which low-grade Indian and Ceylon teas sold was 8¼ to 8½d.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., April 13, 1899.

THERE is a continued improvement in business. The finer weather was just what was wanted to start things. Markets continue favorable to business, though there are few changes to report. In tea there is an active demand, with cheaper grades scarce. The demand for Oolong is on the increase, and some direct business with Formosa has been done. In general business, blends hold the trade, each retailer having a private brand, which, with the many general brands, make a great and

puzzling variety. Coffees show little change. This is but a fair market, though the imports of green coffees are on the increase. All grades of spice are firmly held. Ginger is, perhaps, a fraction easier. Tapioca is high. The lumber business, which is a most important feature of St. John trade, will soon be in full swing, and a good season is expected.

OIL—With the lumber mills soon to start on their season's work, there is increased activity in lubricating oils. The large bulk of the orders have already been booked, and shipping has begun, but will not be general till after the opening of navigation. Paint oils continue firm with active demand, this being the season of sale. Burning oils show but a quiet business with no change in price.

SALT—There is a steady business doing. Imports of coarse continue behind those of last season up to this time, that is in Liverpool coarse. This leaves stocks in importers' hands quite light. As a rule, shipments have arrived in good condition, but there is a risk, and it, in most cases, is such that insurance will not cover it, and one or two shipments have shown a loss in this way. Receipts of Canadian salt are good. We quote: Liverpool coarse, 38 to 40c.; English factory-filled, 80c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 to \$2.60 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb.

CANNED GOODS—While one or two packers are prepared to quote for fall delivery, the larger number are holding off. They look for a firm market. The stock will be well cleaned up and the far western demand will be large, the buyers being already in the field, so that packers feel they will lose nothing by waiting. In fruits, there is a better demand, as that put up by the housekeepers is getting exhausted. Prices are firm, particularly in peaches. There is an improved sale for meats. Tongues are high, and all lines tend upwards. The best retail trade sell largely American goods. In oysters, the outlook is for high prices, and the advance has tended to create a demand for the 8-oz. tin. In shredded codfish, the tins had begun to take

the place of cartons, but the Customs have increased the duty and in other ways interfered with that style of package, so that the trade has gone back to the carton.

GREEN FRUITS—The sale is active. Oranges are firm, and in increased variety, bloods being added to the list. Valencias still have the big end of the demand. Lemons, owing to large arrivals at receiving points and a rather quiet demand, are somewhat lower. Apples are getting out of season, and while best stock will bring big figures, there is lower-priced fruit to be had. Bananas arrive more freely, but the increased demand keeps the price about even. A few cranberries are still offered. The West India boat brings a few pines and tomatoes.

DRIED FRUITS—The demand for Californian prunes is fair and prices are higher. At western points, figures continue to advance. The popular size, 90-100, are reported scarce. Some nice evaporated apricots and peaches are offered, but at high figures. Evaporated apples are a light stock with fair sale. Stocks in the west are very light and are quoted higher. In raisins, the sale is very dull. There are fair stocks held. Prices are lower than quotations received from holders of Californian raisins in the American cities warrant. Seeded have a fair sale with the demand for best grades. Currants show no change in price, and have but light sale. Figs are dull. Dates are firmly held. New Brazil nuts are quoted, and for first quotations are offered low. In onions, market is now supplied with Egyptian and there have been some arrivals

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Will wash more clothes, and do more work in much less time than any other Soap.

SOAK YOUR CLOTHES
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Used in all the "Happy Homes of England."

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"Sterling" Brand Pickles

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This is no idle statement. They are to be found on the luncheon and dinner table of Canada's best citizens from ocean to ocean. A Canadian-made pickle, made of best selected Canadian vegetables, by Canadian skilled workpeople, bearing the brand of Canada's leading pickle manufacturers. They'll stand comparison with the best pickles made at home or abroad—equalled really by few, and excelled by none.

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NEW CUSTOMERS

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BEST TEA. BEST PROFIT. MOST ATTRACTIVE PACKAGE.

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Wholesale Grocers,
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**STARCH
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in 1-lb., 3-lb. and 5-lb. packages, and 50-lb. boxes, and 200-lb. brls.

A SHIPMENT JUST ARRIVING.

PERKINS, INCE & Co.

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The Why of it.

There has been very little change in the value of genuine high-grade Java and Ceylon Coffees, notwithstanding the fact that there is such a large surplus of cheap, medium and low-grade South Americans offering under different names.

Well posted dealers know this, and that is why so many pay a premium for EXCELSIOR BLEND over other so-called best Brands. They know they are getting value for each cent in EXCELSIOR.

It is a perfect Blend of highest grades. There is

**only one
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Todhunter, Mitchell & Co.

Importers Highest Grade Coffees,
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How is your Stock of Teas?

Now is a good time to stock up. We are offering good values in **Congous, Young Hysons, Japans.**

Write us for quotations and samples if you are interested.

S. H. EWING & SONS, - MONTREAL.

of Bermudas. The latter have a ready sale.

SUGARS—The sale is large, but only in a general way, as market has not favored any big business other than regular trading. While there are both European and American sugars offered, and often at prices under standard grades as offered by local refinery, the latter continue to hold the business. Increased efforts are being made to place imported sugars. But it is uphill work, as everything favors the local product.

MOLASSES—There is a good steady business; market is well supplied with new goods in both Barbadoes and Porto Rico, though prices are still quite high. It is early to tell much about the ruling for the season, but in Porto Rico there is a feeling that values may be low, as the tendency is to increase the receipts in Canada, as Canadian vessels which take fish, etc., to the Island, and which used to take return cargoes to American ports, are not now allowed to do so. This causes them to bring return cargoes to Canadian ports, as they cannot afford to come back light, and the vessel owners, rather than lose the freight, would be satisfied with no other profit. In Barbadoes, prices are expected to hold quite firm. There have been further arrivals of New Orleans during the week. The quality was such that a ready sale was found. There is no sale for syrup.

PRODUCE—Dealers notice that buyers are demanding better butter, and shippers would do well to take note of this. Price is firm, with a little new beginning to be received. For off grades there is no sale. There is continued loss, owing to receipts of poor butter. In eggs, receipts have been light, and prices have held better than was expected. There is a steady sale. In cheese, the market shows no change. Factories are thinking now of the coming season. We are considerably later than those in Ontario.

FISH—This continues a very strong line. It is seldom prices rule as high for so long a time, and now that the season for the largest sale is over, lower values might be expected, but receipts have been so light prices are maintained. The only weak point is smoked herring. Pickled shad do not more than hold their own. It is difficult to push the sale. Fresh fish are scarce. A few halibut are still received. Next to salmon, they are considered the best fish we get. Haddies are high, but, with the warmer weather, there is less sale. But very few lobsters are received. We quote as follows: Large cod, \$3.85 to \$4; medium, \$3.75 to \$3.85; pollock, \$1.90 to \$2; Grand Manan pickled herring, \$1.80 to \$1.90 ½-bbl.; Canso, pickled, \$5 per bbl.; boneless fish, 3½ to 5c.; cod, 7 to 7½c.; finnan haddies, 5½ to 6c.; smoked herring, 6 to 7c.; spring

shad, \$3.75 to \$4 ½-bbl.; fall shad, \$4.75 to \$5 ½-bbl.; Shelburne, \$3.75 per bbl.; Grand Manan herring, \$3.70 to \$3.80 per bbl.; quoddy, \$3.50 per ½-bbl.; gaspereaux, \$2 to \$3 per 100; lobsters, small, 3½ to 4c.; do., large, 10 to 12c.; halibut, 10 to 12c.

PROVISIONS—There is but a fair sale for barrelled meats, and with the warmer weather smoked meats find less sale. Prices show little change. Beef tends higher. Lard keeps low.

FLOUR, FEED AND MEAL—In flour, though there is a stronger feeling, prices as yet show no change; there is but a fair business doing. Feed is high, and but very few millers are offering. In oats and oatmeal, firm prices are held. Local prices have not advanced in proportion to millers' figures. Cornmeal is active sale at even figures. Barley is small stock, dealers being slow to pay the high prices asked by western holders. Split peas and blue peas have a light sale at full figures. Seeds are a fair sale, but as yet demand is less active than last season. We quote: Manitoba flour, \$4.65 to \$4.75; best Ontario, \$3.80 to \$4; medium, \$3.65 to \$3.75; oatmeal, \$3.90 to \$4.00; cornmeal, \$2.15; middlings, \$2.00 to \$2.10; bran, \$1.70 to \$1.80; oats, 38 to 42c.; hand-picked beans, \$1.05 to \$1.10; prime, 90 to 95c.; yellow eye beans, \$1.75; split peas, \$4 to \$4.10; round, \$3.25 to \$3.40; pot

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CUT TOBACCO
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**FRUIT, PRODUCE AND
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Cor. Market and Colborne Sts.,
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We make a specialty of handling
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Consignments personally and promptly attended to.
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Write us for particulars of sales. We are making special
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putting up a pound of Lard out
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this, and let the selling of a
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in our 1-lb. carton be as pleas-
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TARTAN TEA
pays you well, and it satisfies your customers because of
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Can afford to buy MEATS with-
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Collars and Cuffs?

Will not injure finest fabric. Requires no Cooking.

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72 Bars Tutti Frutti	\$ 3 60
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EXTRA FANCY ARLINGTON HEIGHTS CALIFORNIA NAVELS.
EXTRA CHOICE VALENCIA ORANGES, all sizes.
EXTRA FANCY and FANCY MESSINA LEMONS.
CHOICE YELLOW DANVER ONIONS.

Prime Quality, free from frost and Prices Right.

Hugh Walker & Son

Fruit and Commission
Merchants

GUELPH, ONT.

G. F. & J. GALT PACKERS
OF THE
42 SCOTT ST. TORONTO. CELEBRATED

BLUE RIBBON TEAS

barley, \$4.10 to \$4.25; hay, \$7 to \$8; timothy seed, American, \$1.60 to \$1.80; do., Canadian, \$1.80 to \$2.40; mammoth clover, 7 to 7½c.; alsike, 7¼ to 8½c.

ST. JOHN NOTES.

W. C. Godsoe & Co., victuallers, have sold out to Kane & McGrath.

Large shipments of butter have been received in Halifax from Winnipeg.

The wholesale hardware and grocery men received shipments of McDougall's clay pipes via the steamer Alcides from Glasgow this week.

A train of 31 cars of potatoes were shipped from Maine, just a short distance from Woodstock, N.B., to Bangor, during the past week.

The Cape Breton Boot and Shoe Co., of North Sydney, have accepted the bonus of \$5,000 offered by Pictou, N.S., and will locate there.

The "Salada" Tea Company, finding an increased demand here for their goods, have found it necessary to appoint a local agent. W. M. P. McLaughlin is the man.

J. Hunter White, mercantile broker, is visiting Boston and New York, combining business with pleasure. His local interests are being looked after in his absence by his father, H. B. White.

MANITOBA MARKETS.

WINNIPEG, April 10, 1899.

TRADE, both retail and wholesale, continues to improve with continued fine weather. The week shows no startling developments in trade. Produce houses are generally getting their places in shape for the early summer rush of business.

The sudden rise in the price of meat has been a surprise to most householders. Last week, 5, 5½ and even 6c. per lb. was paid for good beef, live weight. This week, the retail price of all dressed meat has gone up from 2 to 3c. per lb. Porterhouse steak is now retailed at 18c. It has not been so high for years. Farmers who have fat stock for sale are in capital spirits. The sudden rise is due to a shortage of supply.

A new starch is now being offered on this market, which, after the manner of new things, claims to be better than all that went before. It is manufactured at Stanstead, Que. Some buyers here pronounce it of fine quality and a satisfactory article.

Sugar has risen about 10c. per hundred during the week, and is now quoted at 5¼c. for granulated.

SYRUP AND MOLASSES—Market steady and firm. No. 1 bright, 2¾c. per lb. Molasses is high and likely to remain so until new shipments are received. No. 1

Barbadoes is quoted at 41 and 48c. per gallon, according to package.

CANNED GOODS—Prices are without change. Market steady and very firm in all lines, and there is little likelihood of any ease in prices, and, in fact, they may go even a shade higher.

DRIED FRUITS—Currants are very cheap and are being offered freely, but there are few buyers. Raisins, on the other hand, are higher with a steady demand. Prunes are very firm and prices range from 4½c. upwards, according to size.

EVAPORATED FRUITS—Market is quite bare, and the stocks of apricots are light. Buyers do not seem at all disposed to speculate, owing to high prices at the Coast. Cooking figs are very cheap, and the market is dull. Fancy table figs are out of the market almost entirely owing to high prices. Evaporated Pennsylvania red raspberries are a little higher. The demand is not large. Price, 18½c. per lb.

NUTS—Tarragona almonds have advanced, and are now quoted at 14c. This is the highest price reached for some time. Valencias and Jordans are about the same. Valencias, 30c.; Jordans, 40c. Peanuts (green), 8c.; large Brazil nuts, 11½c.; Grenoble walnuts, 12½c.; Sicily filberts, 10c.

ROLLED OATS—A few cars of American goods have been offered, but I do not know of any being purchased. The price was slightly lower than that quoted by the Ogilvies. Ogilvies, \$1.90 to \$1.95. Pearl and pot barley and beans are held at last week's figures. Split peas are firm at \$2.45. Potatoes are very scarce. They are worth 45 to 50c. per bushel in carlots on track and unsacked, and the indications are they will go as high as 75c.

BROOMS—The advance quoted on brooms two weeks ago is maintained, and present indications point to a still further advance. This advance is attributed to combination as well as to shortage in the raw material.

RICE—Japan rice is ½c. higher. Crystal Japan is quoted at 5c., Rangoon, 4½c.; No. 1 China, 5½ to 5¾c.; ground rice, 8c.

CANDIED PEELS—Citron, 17½c.; lemon, 12½c.; orange, 13½c.

CURED MEATS—Hams are plentiful, but sides and breakfast bacon are short. Hams, medium, 10¾c.; breakfast bellies, 11c.; backs, 10½c.; California hams, 8½c.; short clear, 7½ to 8c.

LARD—Pure lard, \$1.50; compound, \$1.35.

HONEY—Market is almost bare of comb honey, and the anticipations are higher prices than last year.

TOBACCO—There is considerable speculation as to the future price of tobacco, and

the budget is being anxiously looked for by those interested.

BUTTER—Practically all stocks of creamery butter are cleared up. There is a good demand for separator-made dairy butter, which is quoted, jobbers to retailers, at 22c. For choice fresh dairy, in rolls, tubs and crocks, jobbers get from 15 to 17c., but there is no demand for medium qualities. The British Columbia market is glutted, and shipments are going east to Montreal and are netting very low figures indeed. The demand for dairy butter decreases, while the demand for creamery constantly increases. The outlook is that dairy butter will run as low as 6 and 7c. this season.

CHEESE—Market very quiet, stocks are small, prices are 9½c. for large, 10c. for small. The outlook would indicate an increased production of cheese in the Province this season.

GREEN FRUITS—This market is quite active. Navel oranges are now \$4.50. Lemons remain unchanged at \$4. Apples, with the exception of Washingtons in boxes, are almost out of the market. Very small lots of picked-over stock sell for \$5.50 and \$6 per barrel. Boxes are quoted at \$2. Strawberries are in and are quoted at \$7 per case of 2 doz. boxes; the consumption is limited. Fresh radishes, onions, lettuce and cress are in constant supply and the demand is good.

A small stock of new maple sugar has arrived from Ohio and is quoted at 12c.

PILOT MOUND OATMEAL MILLS.

THE Manitoba correspondent of THE GROCER had the pleasure of visiting the Pilot Mound oatmeal mills last week. They have a capacity of 100 barrels in 24 hours, and turn out a remarkably fine quality of meal. The strictest attention is paid to every detail. In order to insure a full supply of choice oats the owners of these mills; Dow & Curry, have lately brought from Edmonton, Alberta, three carloads of a very fine "White Banner" oats which they are supplying to the farmers of the neighborhood for seed, at the retail price of 45c. per bushel. The mill is operated by a 40 horse-power engine, the firing being done entirely with oat hulls. The kiln is also run in the same way, and the hulls prove very satisfactory fuel.

In addition to rolled oats, standard and granulated oatmeal, this firm manufacture pearl and pot barley, and are now trying to induce the farmers about Pilot Mound to pay more attention to the growing of pure barley for this purpose.

The miller, Mr. Russell, told your correspondent that there was a greatly increased demand for standard oatmeal during the past year. This meal is being used for biscuits and gems, not for porridge.

PURVEYORS BY APPOINTMENT



To H.R.H. The PRINCE OF WALES.

MUSTARD MANUFACTURERS
by Special Warrant



To Her Majesty The QUEEN.

PURVEYORS BY APPOINTMENT



To H.R.H. The PRINCE OF WALES.

COLMAN'S



MUSTARD

In the High Court of Justice.

J. & J. COLMAN, LIMITED

AND

GORMAN, ECKERT & CO.

Plaintiffs.

Defendants.

TO THE PUBLIC.

TAKE NOTICE that in an Action, entitled as above, pending in the High Court of Justice for Ontario, Canada, the Honorable Mr. Justice Meredith on the 2nd day of June, 1898, directed that a Judgment should issue containing a **PERPETUAL INJUNCTION** restraining the above named Defendants, their Servants, Workmen or Agents, from infringing the Plaintiffs' Trade Marks registered in pursuance of the Trade Marks Act of 1868, or from selling any Mustard not manufactured by the Plaintiffs in any tin, package, or wrapper (label), having printed thereon any imitation or colourable imitation of the Plaintiffs' Trade Marks or any word or words so contrived as to represent or lead to the belief that the Mustard contained in such tin, package, or wrapper, was the manufacture of the Plaintiffs. **AND FURTHER TAKE NOTICE** that by the said Judgment the said Defendants were enjoined to destroy or deliver up to the Plaintiffs all labels, wrappers, blocks, dies, or plates which offend against the said Injunction; and to pay certain damages therein fixed together with the costs of the Action.

CAUTION.

Similar goods to those manufactured by J. & J. Colman, Limited, of 108 Cannon Street, London (England), occasionally make their appearance on the Market, displaying a Trade Mark liable to be confounded by the Public with their well-known Trade Mark of a Bull's Head and also closely resembling J. & J. Colman's goods in get up, presumably with the intention to deceive the buyer and consumer. Such goods are generally of an inferior quality. J. & J. Colman, Limited, would be grateful to members of the trade having any goods brought to their notice which appear to them to be infringements on J. & J. Colman's rights if they would at once communicate with them. Traders may rely upon their communications being treated in the strictest confidence.

EPICURES SAY
Blue Label
 Tomato
..Ketchup

adds zest and enjoyment to any meal of which it forms a part. Incomparable for use on oysters. Try it and be convinced.



Prepared by . . .

Curtice Brothers Co.

ROCHESTER, N.Y.

Proprietors of

The largest Canned Goods Packing Establishment in the world.

Manufacturers of Canned Fruits, Vegetables, Preserves, Jams, Jellies, Soups, Meat Delicacies, etc.

WRITE FOR QUOTATIONS.

Good Profits are What You're After.

TAKE . . .

PURE GOLD BAKING POWDER

4 oz. costs 95c. per doz., and sells for 10c.

8 oz. " \$1.80 " " " 20c.

16 oz. " 3.60 " " " 40c.

IT'S CANADIAN.
IT'S THE BEST and highest grade.
IT'S SATISFYING to the customer.
AND IS LOWER IN PRICE than any other powder of the high-grade class.

A FORTUNE IN GOOD MANNERS.

A POOR curate saw a crowd of rough boys and men laughing and making fun of two aged spinsters dressed in antiquated costume. The ladies were embarrassed and did not dare enter the church. The curate pushed through the crowd, conducted them up the central aisle, and gave them choice seats, amid the titter of the congregation. These old ladies at their death left the gentle curate a large fortune, although strangers to him.

"Why did our friend never succeed in business?" asked a man returning to New York after years of absence. "He had sufficient capital, a thorough knowledge of his business, and exceptional shrewdness and sagacity." "He was sour and morose," was the reply. "He always suspected his employes of cheating him, and was discourteous to his customers. Hence, no man ever put good will or energy into work done for him, and his patrons went to shops where they were sure of civility."

Bad manners often neutralize even honesty, industry, and the greatest energy; while agreeable manners win in spite of other defects. Take two men, possessing equal advantages in every other respect; but let one be gentlemanly, kind, obliging, and conciliating, the other disobliging, rude,

harsh, and insolent, and the one will become rich while the other will starve.

"Thank you, my dear; please call again," spoken to a little beggar-girl, who bought a pennyworth of snuff, proved a profitable advertisement and made Lundy Foote a millionaire.

Practice on the stage or lecture platform does not always eradicate shyness. David Garrick, the great actor, was once summoned to testify in court; and, though he had acted for thirty years with marked self-possession, he was so confused and embarrassed that the judge dismissed him. John B. Gough said that he could not rid himself of his early diffidence and shrinking from public notice. He said that he never went on the platform without fear and trembling, and would often be covered with cold perspiration.

There are many worthy people who are brave on the street, and would walk up to a cannon's mouth in battle, but who are cowards in the drawing-room, and dare not express an opinion in the social circle,—
 Pushing to the Front.

THINKS SUGAR CAN BE IMPROVED

Though the meeting of the Toronto Retail Grocers' Association on Monday evening did not adjourn till after eleven, the

members remained for ten minutes or so after adjournment to shake hands and have a friendly talk. Among other topics of interest discussed was the letter which appeared in the last issue of THE CANADIAN GROCER, regarding the quality of low-grade soft sugar. The general consensus of opinion was aptly expressed by one member, an ex-president of the association: "That letter, and a few more like it would do a lot of good. It would have the same effect on the refiners of the sugar that those pickle articles had on some of the pickle men." And that low-grade sugar we are asked to sell can stand a great deal of improving.

NEW FIRMS COMMENCING.

Zenon Robillard is starting up as grocer in Montreal.

Alex. Laporge is opening a grocery store in Windsor.

Wolfe Seidon, general merchant, Rigaud, Que., has opened a branch at Hawkesbury, Ont.

Osias Tardif is starting a general store in Adstock, Que.

Geo. Whiting is commencing as cigar manufacturer in St. Thomas, Ont.

Some choice and extra choice Darjeeling teas are to hand this week, direct from Calcutta, for Lucas, Steele & Bristol.

CURRENT MARKET QUOTATIONS

April 13, 1899.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, Hamilton, London, St. John, N.B., Halifax, Winnipeg, Vancouver and Victoria. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations for staple products are under the direct control of the Editors who call daily upon all the leading houses in the principal centres.

BUTTER AND CHEESE

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Dairy, choice, large rolls, per lb	13	14	12	14
" " pound prints.....	14	16	17	18
" " tubs, best.....	12	13	16	18
" " tubs, second grade.....	10	11	14	16
Creamery, tubs and boxes.....	18	18 1/2	19	20
" " prints and squares.....	19 1/2	19	20	22
Cheese.....	11	11	9 1/2	10

CANNED GOODS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Apples, 3's.....	\$ 90	\$ 85	\$ 1 00	\$ 1 10
" " gallons.....	2 40	2 00	2 20	2 40
Blackberries, 2's.....	1 40	1 70	1 70	1 80
Blueberries, 2's.....	80	80	85	85
Beans, 2's.....	70	75	85	90
Corn, 2's.....	90	95	1 00	85
Cherries, red, pitted, 2's.....	2 00	2 35	1 85	2 25
Peas, 2's.....	80	85	75	80
" " sifted.....	1 00	1 00	1 10	1 15
" " extra sifted.....	1 00	1 25	1 20	1 25
Pears, Bartlett, 2's.....	1 50	1 75	1 25	1 50
" " 3's.....	2 25	2 40	2 40	2 40
Pineapple, 2's.....	2 10	2 40	2 40	2 50
" " 3's.....	2 50	2 80	2 80	2 80
Peaches, 2's.....	1 75	1 80	1 80	1 80
" " 3's.....	2 50	2 75	2 40	2 80
Plums, green gages, 2's.....	1 50	1 55	1 25	1 35
" " Lombard.....	1 30	1 50	1 10	1 30
" " Damson, blue.....	1 10	1 30	1 00	1 30
Pumpkins, 3's.....	75	85	70	80
" " gallon.....	2 10	2 25	2 10	2 25
Raspberries, 2's.....	1 50	1 45	1 65	1 75
Strawberries, 2's.....	1 50	1 25	1 50	1 75
Succotash, 2's.....	1 10	1 15	1 15	1 15
Tomatoes, 2's.....	90	95	95	1 00
Lobster, tails.....	2 50	2 95	2 50	2 80
" " 1-lb. flats.....	2 75	3 00	3 00	3 25
" " 1/2-lb. flats.....	1 85	1 85	1 85	1 85
Mackerel.....	1 30	1 35	1 30	1 35
Salmon, sockeye, tails.....	1 30	1 35	1 40	1 50
" " flats.....	1 50	1 60	1 30	1 35
" " Horseshoe.....	1 40	1 45	1 50	1 60
" " Clover } tails.....	1 55	1 60	1 60	1 60
" " Leaf } flats.....	1 80	1 15	1 25	1 25
Sardines, Albert, 1/2's.....	1 00	1 10	1 15	95
" " 3/4's.....	12	13	14	15
" " Sportsman, 1/2's.....	20	21	20	21
" " 3/4's.....	12 1/2	12 1/2	12	12
" " key opener, 1/2's.....	10	11	10 1/2	11
" " 3/4's.....	18	18 1/2	23	10
" " other brands.....	16	17	16	17
" " P. & C., 1/2's.....	23	25	23	25
" " 3/4's.....	33	36	33	36
" " American, 1/2's.....	5	4	5	5
" " 3/4's.....	11	10	11	11
Mustard, 1/2 size, cases.....	9 50	11 00	10 00	11 00
50 tins, per 100.....	4 25	4 50	4 25	4 50
Fruit in glass jars.....	1 00	1 10	1 10	1 10
Haddies.....	1 20	1 15	1 60	1 15
Kipper Herrings.....	1 20	1 50	1 15	1 25
Herring in Tomato Sauce.....	1 80	1 45	1 20	1 60

GREEN FRUITS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Oranges, Valencias, 714's.....	\$ 5 00	\$ 6 50	8 00	6 00
" " 420's, large.....	6 00	6 50	5 00	6 50
" " ordinary.....	6 00	6 50	5 00	6 50
Jamaica, per bbl.....	4 00	4 25	3 75	4 00
California Navels.....	3 25	3 50	3 50	4 25
Cal. Med. Sweets.....	3 00	3 25	3 25	3 50
Marmalade.....	2 50	3 00	3 00	3 50
Lemons, Messina, new, p. box.....	1 25	2 00	1 50	2 25
Bananas, per bunch.....	3 50	5 00	2 50	4 50
Apples, per bbl.....	7 00	8 00	6 50	7 00
Cranberries, per bbl.....	3 50	4 00	4 00	4 00
Sweet Potatoes, bbl.....	9 00	10 00	6 00	7 00
Almeria Grapes, per keg.....	3 00	3 25	2 25	2 50
Danvers onions, per bbl.....	3 00	3 25	3 25	3 50
Red Weathersfield onions, bbl.....	3 25	4 00	4 00	4 50
Cocoanuts, per 100.....	4 50	5 00	5 00	5 50

SUGAR

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Granulated (St. Lawrence, Redpath).....	\$ 4 45	\$ 4 50	4 63	4 75
Granulated, Acadia.....	4 45	4 58	4 58	4 75
Paris lump, bbls. and 100-lb. bxs.....	5 55	5 73	5 73	6 00
" " in 50-lb. boxes.....	5 65	5 83	5 83	6 00
Extra Ground Icing, bbls.....	5 15	5 50	5 50	6 00
Phoenix, bbls.....	5 00	5 12 1/2	5 40	5 75
Crown.....	4 50	4 43	4 43	4 75
Extra bright.....	4 30	4 33	4 33	4 75
Bright coffee.....	4 20	4 23	4 23	4 75
No. 2 yellow.....	4 00	4 13	4 13	4 50
No. 2 yellow.....	3 90	4 03	4 03	4 50
Andalucia.....	3 75	3 88	3 88	4 25

SYRUPS AND MOLASSES

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Syrups.....	1 1/2	30	32	3 3/4
Dark.....	2 1/2	35	37	3 3/4
Medium.....	40	40	40	40
Bright.....	90	1 00	1 00	1 00
Honey.....	1 20	1 40	1 40	1 40
" " 25-lb. pails.....				
" " 38-lb. pails.....				
Molasses.....	29	30	32	34
New Orleans.....	26	45	28	35
Barbadoes.....	38	42	32	34
Porto Rico.....	25	28	25	28
Antigua.....	27	28	27	28
St. Croix.....				

CANNED MEATS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Comp. corn beef, 1-lb. cans.....	\$ 1 50	\$ 1 40	\$ 1 50	\$ 1 65
" " 2-lb. cans.....	2 65	2 50	2 60	2 65
" " 4-lb. cans.....	5 10	5 00	5 10	5 10
" " 6-lb. cans.....	8 60	8 00	8 75	9 25
" " 14-lb. cans.....	18 55	18 00	20 00	21 00
Minced callops, 2-lb. can.....	2 80	2 60	2 75	2 80
Lunch tongue, 1-lb. can.....	3 50	3 20	3 25	3 00
" " 2-lb. can.....	6 70	6 75	7 00	6 00
English brawn, 2-lb. can.....	2 30	2 60	2 80	2 75
Camp sausage, 1-lb. can.....	2 50	2 50	2 50	2 50
" " 2-lb. can.....	4 00	4 00	4 00	4 00
Soups, assorted, 1-lb. can.....	2 00	1 50	1 40	1 50
" " 2-lb. can.....	3 00	2 20	2 25	2 30
Soups and Bouill., 2-lb. can.....	2 00	1 80	1 75	1 80
" " 6-lb. can.....	4 50	4 25	4 50	4 50
Sliced smoked beef, 1/2's.....	1 70	1 65	1 70	2 00
" " 1's.....	2 25	2 80	2 95	3 25

COUNTRY PRODUCE

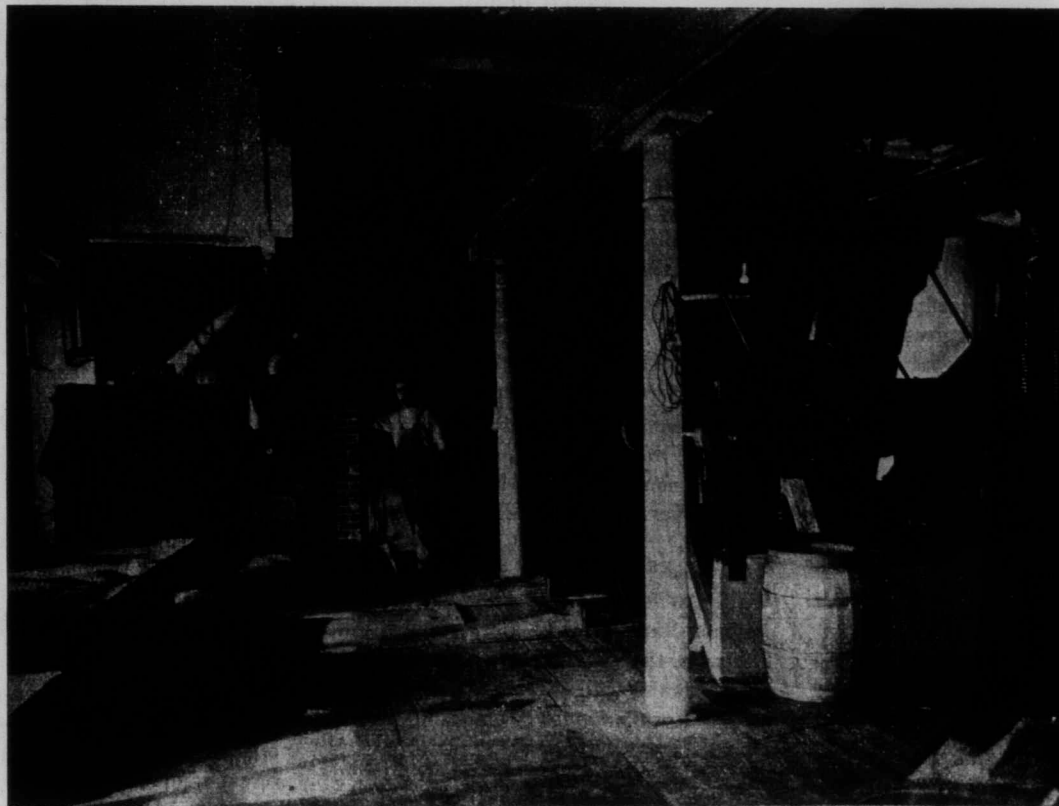
	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Eggs, new laid.....	20	22	13	14
" " held or cold stored.....			10	12
Poultry—chickens, dressed.....	60	80	45	70
Geese, per lb.....	7	8	50	70
Ducks, per pair.....	75	1 00	50	60
Turkeys, per lb.....	10	14	10	14
Honey, comb, per doz.....	80	1 35	1 50	1 75
" " light color, 60-lb. tins.....	8	9	6 1/2	7
" " 5 and 10-lb. tins.....	7	8	7	8
" " buckwheat.....	6 1/2	7	4	5

FRUITS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Foreign—				
Currants, Provincials, bbls.....	4 1/2	4 1/4	4 1/4	4 1/2
" " 1/2-bbls.....	4 1/4	4 1/4	4 1/4	4 1/4
" " Filigras, bbls.....	4 1/4	4 1/4	4 1/4	4 1/4
" " 1/2-bbls.....	4 1/4	4 1/4	4 1/4	4 1/4
" " cases.....	4 1/4	4 1/4	4 1/4	4 1/4
" " 1/2-cases.....	4 1/4	4 1/4	4 1/4	4 1/4
" " Patras, bbls.....	6	6	6	6
" " 1/2-bbls.....	6	6	6	6
" " cases.....	5	6	7	7 1/2
" " 1/2-cases.....	5 1/2	6 1/2	6	6 1/2
Vostizzas, cases.....	5 1/2	6 1/2	6	6 1/2
Dates, boxes.....	5 1/2	6	5 1/2	6
Figs, 10-lb. boxes, per lb.....	20	18	20	14
" " 28-lb. boxes.....	28	28	28	28
" " Mats, per lb.....	3 1/2	3 1/4	3 1/4	3 1/4
" " Naturals, per lb.....	8	8 1/2	8 1/2	8 1/2
" " Naturals, boxes.....	11	10	11	10
Prunes, California, 40's.....	9 1/4	8 1/2	9 1/4	8 1/2
" " 50's.....	8	8	8 1/2	8 1/2
" " 70's.....	7 1/2	7 1/4	7 1/4	7 1/4
" " 80's.....	7	6 3/4	7	7 1/2
" " 90's.....	6 1/4	6	6 1/2	6 1/2
" " Bosnia, B.....	6	6	6	6
" " C.....	6 1/2	6 1/2	6 1/2	6 1/2
" " D.....	6 1/2	6 1/2	6 1/2	6 1/2
" " U.....	4 1/2	4 1/2	4 1/2	4 1/2
Raisins, Valencia, off stalk.....	4 1/2	4	4 1/2	5
" " Fine off stalk.....	4 1/2	4 1/2	4 1/2	5 1/2
" " Selected.....	5 1/2	5	5 1/2	6
" " Layers.....	5 1/2	5 1/2	6 1/4	5 1/2
" " Sultanas.....	11	16	10	15
" " California 3-crown.....	6 3/4	7	7 1/2	7
" " 4-crown.....	7 1/4	7 3/4	8 1/2	8
Domestic—Apples, dried.....	6	6 1/2	6 1/2	6 1/2
" " evaporated.....	9	9 1/2	10 1/2	9 1/2
Cal. Evaporated Fruits.....	19	20	16	18
Apricots, 25-lb. boxes.....	12	15	12	15
Peaches.....				

PROVISIONS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Dry Salted Meats—				
Long clear bacon.....	6 1/4	7	6 1/4	7 1/4
Smoked Meats—				
Breakfast bacon.....	10 1/2	11	10 1/2	11
Rolls.....	9	8	9 1/4	9 1/2
Hams.....	10 1/2	10	10 1/4	10 1/2
Shoulder hams.....	10	7 1/2	7 3/4	8
Backs.....	10	10	8	9 1/4
All meats out of pickle 1c. less.				
Barrel Pork—				
Canadian heavy mess.....	15 00	15 50	13 50	14 00
" " short cut.....	15 00	15 00	14 75	15 50
Clear shoulder mess.....	12 50	13 00	13 00	13 50
Plate beef.....	11 00	12 00	12 00	13 00
Lard, tierces, per lb.....	6 1/2	6 3/4	6 3/4	6 3/4
Tubs.....	6 3/4	7	6 3/4	7
Falls.....	5	5 1/2	5 1/2	6 1/2
Compound, Falls.....	7	7 1/4	7	7 1/4
Shortening, in 60-lb. tubs.....	5 00	5 25	5 00	5 30
Dressed Hogs.....				
Hardware, Paints and Oils				
Wire nails, base.....	2 55	2 55	2 55	2 55
Cut nails, base.....	1 95	1 95	1 95	



Where Seal Brand Coffee is Roasted.

WE take it for granted that there is not a retail grocer in Canada but will acknowledge that the present system of roasting coffee by machinery, controlled by skillful workmen, offers superior advantages over the old methods, whether it be the primitive family skillet, or the small portable machines turned by hand, which some retailers use.

Bear in mind this fact, and it is a settled fact, that the most important condition necessary to the securing of a cup of good coffee, is the roasting of the bean properly, as the slightest variation from what is established as the correct roast will completely change the character of the drink.

The latest improved machine consists of a large revolving cylinder (encased in brick work) revolving regularly, and moved by steam power, underneath the cylinder being a coal fire. The entire surface of the cylinder being perforated with small holes allows the smoke and vapor to escape readily. Through the centre runs a right and left sheet-iron screw, which passes the coffee from end to end at same time of revolving.

This is a great improvement over the old-style plain cylinder, as the last improvement renders it impossible to turn out an uneven roast. Affixed to the cylinder is a flue which carries away the smoke and vapor during the roasting process. When sufficiently browned the coffee is immediately run off into a large square sheet-iron box with a wire screen bottom, termed a cooler. At an opening in the end of the cooler is fitted a powerful blower forcing cold air through the heated beans until they assume a condition which allows of their being handled.

The ordinary size of machines used have a holding capacity of 300 lbs., although 200 lbs. is the amount usually roasted at one time in each machine. The entire process of roasting, cooling, and emptying occupies a little less than one hour.

CHASE & SANBORN

Proprietors of "Seal Brand" Coffee,

MONTREAL

Continued on this page in
next issue of THE GROCER.

Manitoba
and B.C.

\$1 50 \$ 60
9 50 14 50
8 50 8 50
6 50 7 00
5 50 6 00

QUEBEC MARKETS.

MONTREAL, April 13, 1899.

GROCERIES.

THE wholesale grocery trade has furnished more interesting features this week, and, on the whole, a seasonable trade is doing, though, of course, the break-up in the country roads is interfering with the movement of trade, especially in this Province, in eastern Ontario and the Ottawa Valley. The most interesting fact of the week is the stronger feeling in sugar, refiners having advanced prices 10c. last week, after THE GROCER went to press. Demand has been fair since the rise. Syrups are unchanged, but cable offers of new Barbadoes molasses for import are 1c. lower than they were last week. Canned goods are much the same, the only sales of any magnitude being a few lots of lobsters. Dried fruit generally is featureless, while rice and spices are firmly held. Coffees and teas are steady.

SUGAR.

More activity is noted in sugar, and, since the advance of 10c. in prices by the local refiners on Friday last, the sugar market has exhibited more life, and a good business has been done, as the competition of United States refined sugar is felt less than it was a fortnight ago. In New York, the refiners marked up prices $\frac{1}{2}$ c. per lb., with the exception of one grade of yellow, while granulated is quoted in that market at \$4.96 per 100 lb. net, and the demand is good. On spot, the inside price at the refineries for granulated is now \$4.45 to \$4.52, and yellows \$3.85 to \$4.25 per 100 lb. as to quality at factory. The raw markets continue firm all round. In London the market is cabled firmer with an increased demand for cane, Java being $\frac{1}{2}$ d. higher, the quoted price being 12s. 3d., and fair refining $\frac{1}{2}$ d. higher at 11s. Beet is active and still advancing, present and next month delivery being quoted at 10s. 7 $\frac{1}{2}$ d. Raw is strong at New York, fair refining, 4 1-16c.; centrifugal 96 test, 4 9-16c., and molasses sugar, 3 5-16c.

SYRUPS.

There has been no change to note in syrups. Business is dull and prices are unaltered at $1\frac{3}{4}$ to $2\frac{1}{4}$ c. per lb. at the refinery.

MOLASSES.

The chief item of news in the molasses market has been the receipt of offers from the Islands at a decline of 1c., firm offers having been made of 11c. first cost at Barbadoes, and at this figure it is understood that some business was put through for import. In this market there seems to be ample stock to fill all requirements, and

values range from 28 to 28 $\frac{1}{2}$ c. in round lots and 29 to 30c. in small quantities.

CANNED GOODS.

This market rules quiet, and no special feature is to report. Corn is quoted at 90 to 95c.; tomatoes, 90c., and peas, 85c. per dozen in good-sized lots. In canned lobsters, some further business is reported at firm prices, talls, \$10 to \$10.50; halves, \$12.25 to \$12.50, and flats, \$10.75 to \$11.35 per case. Salmon is dull and neglected. The only sockeye available here in any quantity are talls, and jobbers still offer them at \$1.30 the dozen, while cohoes range from \$1 to \$1.10.

DRIED FRUITS.

Business is quiet in raisins, and values, as a rule, are unchanged. Supplies of off-stalk in some cases are not well assorted with jobbers, and they are in the market for some.

Advices from Patras in regard to currants are quite firm, and recently values have advanced from 1 to 2s., as to quality. Fine grades for the English market have been in great demand, and fully 2s. more have been obtained, while the lower grades of provincials have advanced 1s.

RICE.

Inquiry for rice is fair for the season, and the market maintains the firm tone already quoted. Prices are steady.

SPICES.

The pepper market continues very firm and most of the staple lines of spices are the same way. Values are firmly held.

COFFEE.

The coffee market continues quiet and without material change in values. Rio and Santos have changed hands, unroasted in round lots at 7 to 10c. as to grade, and inquiry for Maracaibo in 50 bag lots has been noted at 9 $\frac{1}{2}$ to 10c.

TEAS.

All kinds of low-grade teas, especially Ceylons, Pingsueys and Congous are very firm in tone. Shipments of the latter have been made to New York, at prices ranging from 13 to 15c. In Japans trade has been put through at 12 $\frac{1}{2}$ to 15 $\frac{1}{2}$ c. as to grade, while Ceylons have changed hands at 16 to 20c. A recent English report says: "Biddings on Tuesday were very excited, and there was very little in leaf to be bought even at 8d. per lb.; in fact, the advance from the previous week was even more pronounced than in the case of Indians, as lowest leaf was a further good $\frac{3}{4}$ d. per lb. up. Just above common, prices ruled reasonable, and with quality better than usual at this time of the year, some of the 9d. per lb. Pekoes did not look any too dear. Broken Pekoes, too, were fairly reasonable,

although often too thin for general requirements."

GREEN FRUITS.

The green fruit market has ruled quiet lately. Oranges are about the best selling fruit on the market at present, and Valencias have again advanced 50c. per package. The lemon market is a good deal lower, prices having declined over 50c. per box. Bananas are quiet and unchanged, while pineapples are in more liberal supply and rather easier at 15 to 30c. each.

APPLES.

In this market the local trade is quiet, but prices are steady at \$3.50 to \$5 per bbl., as to grade.

COUNTRY PRODUCE.

EGGS—With extremely light receipts the egg market is very firm, and from 4 to 6c. per dozen higher than it was last week, and, unless the supply increases, still higher price are expected. We quote values firm to-day at 20 to 22c.

MAPLE PRODUCT—With larger receipts of new syrup and sugar values have been modified, as they are expected to increase still more, as the weather has been simply perfect lately for a good flow of sap. At present we quote new syrup 60 to 65c., as to grade, and old stock 50 to 55c. Sugar ranges from 7 to 7 $\frac{1}{2}$ c.

HONEY—In honey, business was quiet, and the market featureless. We quote: White clover comb, in 1-lb. sections, 8 to 8 $\frac{1}{2}$ c.; dark, 6 $\frac{1}{2}$ to 7c.; white extracted, 6 to 6 $\frac{1}{2}$ c., and dark, 5 to 5 $\frac{1}{2}$ c.

BEANS—The tone of the market for beans was steady and trade quiet. We quote: Choice hand-picked, 95c. to \$1 per bushel; primes, 85 to 90c.

DRIED APPLES—There is little business doing and prices are unchanged.

HOPS—Trade has been quiet in these, a few lots of Ontario hops selling at 19c.

POTATOES—The firm feeling is retained in these, car lots selling at 72 to 75c. per bag, and smaller quantities at an advance of 2 to 5c. per bag on this range.

TALLOW—There has been some demand for tallow at 5 to 5 $\frac{1}{2}$ c. for refined in a small way.

ONIONS—There is no change in these, good Canadian onions moving at \$2.75 to \$3. New Egyptian onions have been received this week via New York, and they are selling at 2 $\frac{1}{2}$ to 3c. per lb.

DRESSED HOGS—Receipts of these are shrinking. Demand for small lots of frozen stock is fair at \$5 to \$5.25, and fresh-killed, \$5.75 to \$6 per 100 lb.

PROVISIONS.

There was no improvement in the demand for any line of provisions, in consequence the market is quiet and featureless. We



LORD KITCHENER CONQUERED THE SOUDAN and
“THE SIRDAR” Smoking Tobacco

is conquering the tastes of the Canadian public.

GROCERS.—A good Tobacco, a good seller, a good profit. Put up 8's to the lb.; caddies 20 lb. Ask your wholesaler for it. Price, 52c. per lb.

JOLIETTE TOBACCO CO.

F. W. HUDSON & CO., Agents for Ontario, TORONTO, ONT.

quote : Canadian pork, in barrels, \$15 to \$15.50 ; pure Canadian lard, in pails, 6¾ to 7c. per lb., and compound refined at 5 to 5½c. per lb. Hams, 10 to 12c., and bacon, 10½ to 11c. per lb.

FLOUR, GRAIN, ETC.

GRAIN—The local grain market was featureless, on account of the continued slow demand, but the undertone was steady and prices show no change. Oats, ex store, were quoted at 34 to 34½c., and for May, afloat, at 35½ to 36c.; peas, ex store, at 72c., and May, afloat, 75c.; buckwheat, ex store, 57½ to 58c.

FLOUR—There was no change in the flour market. The demand for small lots was fair to fill actual wants. We quote as follows : Winter patents, \$3.75 to \$4; straight rollers, \$3.50 to \$3.60; in bags, \$1.65 to \$1.75; Manitoba patents, \$3.90 to \$4.05 ; strong bakers', \$3.70 to \$3.80.

MEAL—In meal, business was quiet and of a small jobbing character. Rolled oats sold at \$3.60 to \$3.65 per bbl.

FEED—The demand for feed continues fair and prices show no change. Ontario white wheat bran, in bulk, sold at \$16 to \$17, and shorts \$17 to \$19 per ton ; Manitoba bran, \$16 ; shorts, \$18, and mouille, \$18 to \$25 per ton, including bags.

HAY—In baled hay, the feeling is steadier and rather more business is doing. We quote : No. 1, \$6 to \$6.50 ; No. 2 extra, \$5 to \$5.50 ; clover and clover mixture, \$4 to \$4.75 per ton.

CHEESE AND BUTTER.

There was no change in the cheese market, the only sale recently consisting of a few hundred boxes, which realized full figures. For what remains, holders ask firm prices, and buyers have not yet manifested any willingness to meet their views. Nominally, the range is 11¼ to 11½c.

Butter continues heavy, and, with demand slow and receipts increasing, lower prices are predicted. An extreme bid to-day for fresh creamery was 18½c., and prices range down from that to 18c., according to the grade of the lot under negotiation. Dairy butter is neglected.

MONTREAL NOTES.

Refiners have marked up sugars 10c. per 100 lb. all round.

Lemons, under increased receipts, have declined 50c. per box.

Oranges have again advanced 50c. per package on last week's range.

Maple sugar and syrup have been modi-

fied in price, as predicted, under larger receipts.

Advices on currants to hand here this week exhibit a much firmer feeling.

Fresh eggs are very scarce here, and 4 to 6c. higher than last week, with a rising tendency.

PERSONAL MENTION.

Mr. George Morrison, Callendar, Ont., was in Toronto last week.

Mr. R. S. McIndoe, of Toronto, has sailed for Great Britain. He will be back again in about a month.

Mr. P. C. Larkin, of the "Salada" Tea Co., Toronto, sailed from New York on Wednesday for Great Britain. He is accompanied by his family.

Mr. Ernest Hustwitt, who has for some years been with The Eby, Blain Co., Limited, of Toronto, has accepted an engagement with Henry Wright & Co., for whom he will travel, carrying, among others, samples of "Imperial" cheese, Upton's marmalades and jams, and "Surprise" soap.

T. B. Escott & Co. have a good supply of canned vegetables and salmon, and are selling at reasonable prices.



MARMALADE
 that IS **MARMALADE**--not trash.

Upton's Marmalade, Jams and Jellies can be depended upon for purity, richness and flavor. Write for particulars and quotations.

*Marmalade is put up in 7-lb. pails and 1-lb. glass jars.
 Jams and Jellies are put up in 1-lb. glass jars, 5-lb. tins and 7-lb., 14-lb. and 30-lb. pails*

Henry Wright & Co.

No Better Goods at Any Price.

Agents, TORONTO

A decorative border made of repeating leaf motifs surrounds the text on the page. It starts at the top, curves around the title, and then runs vertically down the left and right sides, ending at the bottom.

JAPAN TEAS

Direct from the tea gardens in Japan.
The finest teas the world produces.

They have the largest sale of any teas
in the world, barring none, a sure indication
of their worth and popularity.

Most leading, up-to-date grocers are
selling them, pleasing their old customers
and making many new ones, as every mer-
chant realizes that handling a standard
article such as this, which is so favorably
known in every civilized country on earth,
cannot fail to bring them trade.

**Stick to the Old Reliables
and Win Success.**

PARLORS

“Eagle,” 200's and 100's.

“Victoria,” 65's.

“Little Comet”

SULPHUR

“Telegraph”

“Telephone”

“Tiger”

**Eddy's
Matches.**

THESE MATCHES

are known as the best in Canada,
and are famous for their

CERTAINTY IN PRODUCING A LIGHT.

ABSENCE OF BAD ODORS.

**IMPERVIOUSNESS TO MOISTURE
IN ANY CLIMATE.**

See that you are well stocked with all of EDDY'S BRANDS.
Present prices subject to change without notice.

The E. B. EDDY CO., Limited

HULL.

MONTREAL.

TORONTO.

Hamilton,
Winnipeg,

London,
Vancouver,

Kingston,
Victoria,

St. John, N.B.,
St. John's, Nfld.

Halifax,
Quebec.

Grand Mogul Baking Powder Grand Mogul Tea.

Both these lines are selling very fast. The advertising done by our competitors is greatly assisting the sale of both—for which we return thanks.

WHOLESALE
GROCERS

T. B. ESCOTT & CO. LONDON

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

LEFEVRE & TASCHEREAU have been appointed curators of Eusebe Peltier, general merchant, Etchemin, Que. His assets are to be sold.

Adelard Cusson, grocer, Montreal, has assigned.

Kempton & Canfield, general merchants, Wallace, N.S., have assigned.

George Haley, grocer, Goderich, Ont., has assigned to M. O. Johnston.

Joseph Carbonneau, general merchant, Normandin, Que., has assigned.

Alex. Desmarteau has been appointed curator of M. Scanlon, grocer, Montreal.

Assignment has been demanded of Joseph Carbonneau, general merchant, Normandin, Que.

O. Ricard, general merchant, St. Valere de Bulstrode, Que., is offering 60c. on the dollar.

Temple & Bolton, general merchants, Napinka, Man., have assigned to S. A. D. Bertrand.

C. W. Stone, grocer, Westmount, Que., has assigned, and his assets are to be sold on April, 18.

A meeting of the creditors of estate of John R. Smith, grocer, Oxford, N.S., was held on April 4.

PARTNERSHIPS FORMED AND DISSOLVED.

Straith & Manning, general merchants, Harrow, Ont., have dissolved.

Derousie Bros., grocers, etc., Cornwall, Ont., have dissolved, E. Derousie continuing.

Joseph Leguin & Cie., wholesale and retail produce dealers, Farnham, Que., have dissolved.

Fair & Fife, general merchants, Watson's Corners, Ont., have dissolved, and have been succeeded by Fair & Nairn.

Adelard Fortin and Hyacinthe Gaboury have registered partnership under the style of Fortin & Gaboury, grocers, Que.

Copartnership has been registered by Josephine Johnson only, under the style of

Johnson & Co., general merchants, Port Hastings, N.S.

Copartnership has been registered by J. F. Milberry only, under the style of Stone & Milberry, general merchants, Digby, N.S.

SALES MADE AND PENDING.

J. A. Mackasey, jr., grocer, Halifax, has sold out.

John Greer, grocer, St. John, N.B., has sold out.

R. B. Devlin, grocer, Victoria, is selling out by auction.

The stock of A. E. Currie, dealer in pork, etc., Halifax, has been sold.

A. W. Drysdale, general merchant, Waverley, N.S., has sold out.

W. J. Armitage, grocer, Blue Bonnets, Que., is offering his business for sale.

A. Des Brisay, general merchant, Wolseley, N.W.T., is advertising his business for sale.

The book debts, etc., of the estate of L. E. Hart, general merchant, Guysboro, N.S., are advertised for sale by tender.

The stock of E. F. Gerster, tobacconist, etc., Vancouver, B.C., has been sold by mortgagees to Mrs. E. F. Gerster.

The stock of Oct. Beaudet, general merchant, St. Pierre les Becquets, Que., has been sold at 54 1/4 c. on the dollar.

McArthur & Harper, general merchants, Kamloops and Ashcroft, B.C., are negotiating to sell their Ashcroft business to Dean & Shaw.

Tenders for the business of Emile Leblanc, general merchant, St. Jean L'Evangeliste, Que., have been called for April 15.

CHANGES.

Sadler & Co. have bought out Rose Bros., Grocers, Sarnia.

Mrs. John McKinstry, grocer, Ottawa, has retired from business.

The Greenwood Canning Co., Eburne, B.C., has been incorporated.

The Rock City Tobacco Co., Quebec, have applied for incorporation.

Jos. Lecours, grocer, St. Marie (Beauce), Que., is removing to St. Joseph Que.

Arthur Laframbrise has registered as proprietor of the Tiger Tea Co., Montreal.

Lactame Levesque general merchant, St. Pacome, Que., has closed up his business.

A. & W. Johnston, general merchants, Orangeville, Ont., have sold out to Claxton & Son.

Hartford & Co., general merchants, Neepawa, Man., have been succeeded by R. J. Hooper.

Kirkpatrick & Co., general merchants, Lefroy, Ont., have been succeeded by E. B. Hill & Co.

Smith & Hunt, general merchants, Dorchester Station, have been succeeded by Hicks & Hunt.

Connell Bros. are seeking incorporation as ironfounders and general merchants in Woodstock, N.B.

FIRES.

G. E. Torrie, confectioner, etc., Wolfville, N.S., has been burned out.

Graham Bros., bakers and confectioners, Owen Sound, Ont., have been burned out.

Green, Marshall & Co., general merchants, Orangeville, Ont., has suffered loss by fire and water.

DEATHS.

Wm. M. Forsyth, flour dealer, Bridgetown, N.S., is dead.

Robert M. Levine, of Levine & Co., general merchants, Fox river, Que., is dead.

SUGAR IMPORTS INTO INDIA.

In the British House of Commons on March 23, Lord G. Hamilton, in reply to a question, stated that the quantity of sugar imported into India in 1894-95 was 282,000 cwt., and in 1897-98, 2,182,000 cwt. "I am also," he said, "aware that there was a great decrease in the acreage of sugar cane in India between 1895-96 and 1896-97; the figures of 1897-98 have not yet reached me. Great apprehension has been caused among sugar growers in the Mauritius by the increasing importation into India of bounty-fed sugar, but I do not know that any disastrous results have as yet been produced."

TOBACCO....

**IF YOU WISH TO
MAKE MONEY**

invest in Tobaccos
manufactured by

Empire Tobacco Co.
Limited

THEY cost less and bring
**LARGER RE-
TURNS** than any
other tobacco.

THEY SELL ALL DAY
EVERY DAY.

Something Good }
Royal Oak ... } **Smoking**

Free Trade ... }
Currency } **Chewing**

**EMPIRE
TOBACCO
CO., Limited**

Granby, Que.

See Prices Current.

Royal Snaps

Please ask for
samples and
price of best
Ginger Snap in
Canada.

THE HOME CAKE CO.
QUELPH, ONT.

DON'T PAY FREIGHT ON WATER

**CONCENTRATED GRAPE WINE
VINEGAR**, best and most economical
Vinegar made. One gallon Concentrated
makes 25/27 gallons Standard Vinegar—
Great saving in weight and freight. Write
for sample.

Agents—

W. H. SEYLER & CO.

Room 100, Board of Trade, **TORONTO**

Agents for HEINRICH FRANCK SOHNE & CO.

German Chicory, Coffee, Extracts and Essences

LUDWIGSBURG, GERMANY FLUSHING, N.Y.

COWAN'S

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers.

THE COWAN CO., LIMITED, TORONTO

HORSE HAIR.

Have you any? We buy it.

GEO. ROSSITER & SONS

10-14 Pape Avenue

TORONTO

In Baking Powder

THREE STANDARDS ARE:

WHITE SWAN

1-lb. Tin, 25c.

ROYAL CANADIAN

1-lb. Tin, 15c.

QUEEN'S FAVORITE

1-lb. Tin, 10c.

Supplied through the trade.

SMITH & SCOTT, Mfrs.

TORONTO



ASK FOR
MOTT'S

SLEE, SLEE & CO., Limited

Tower Bridge Works,

London, Eng.

Makers of Pure Malt, Wine and Concentrated Vinegars.
In Bottles and Casks.

Prices and samples on application to

CLARK, RAE & CO.,

49 King Street West,

TORONTO, ONT.



A profit-maker for the retailer.
A HAPPY HOME-MAKER for the user.

SILVERINE PROFITABLE
ATTRACTIVE
GUARANTEED

Should be on your shelves

(It won't stay there long.)

See our quotations.

SILVERINE MFG. CO. - - MONTREAL.



COW BRAND GRANULATED SAL SODA ...

A new grade of Sal Soda, granulated, each
lump in size like marbles. Very convenient to
put up for retailing. Quality superior to the
ordinary. In boxes of 60-lbs. each.

All wholesale merchants handle it. Your
customers will appreciate it.

JOHN DWIGHT & CO.

MONTREAL.

TORONTO.

Enameline

The Modern STOVE POLISH



CAKE.



PASTE.



LIQUID.

We present herewith cuts showing the three different forms of package in which Enameline is put on the market. The enormous amount of advertising being done to familiarize housekeepers with the name enables merchants to make quick sales. Don't load up with unknown brands—that's dead stock.

J. L. PRESCOTT & CO., New York.

THE MERCHANT'S RATING.

By A. O. Kittredge, C.P.A.

THERE are many merchants, both large and small, whose credit ratings are not what they ought to be; at least, they are not what the merchants think they should be. Investigation, however, shows that, in most cases, if not in all, the fault lies with the merchants themselves. One prime cause for the merchant's failure to secure the rating to which he believes he is entitled is the lack of information furnished with reference to his financial condition. Some merchants refuse all information whatever, upon the assumption, apparently, that their resources are so large as to make them independent of credit ratings. Such a position is extremely foolish. The world is prone to accept a man at its own valuation until such time as it has had the opportunity to demonstrate an error. Silence leaves the world to form its own opinion, and at this date it is very apt to conclude that because no statement is made there must be something to conceal. On the other hand, a statement frankly made and demonstrated to be correct carries opinion to the other extreme, and gives the merchant the full measure of credit to which he is justly entitled.

Several points are considered when ratings are established, in addition to capital for present worth. These include the broad questions of business integrity, of general business methods, and of habits with respect to payments. Of two men, equal in all other respects, one discounting his bills and the other habitually paying slowly, the first will have the better rating as to credit, even

though the capital ratings of the two are essentially the same.

Merchants formerly bought their goods in person. They journeyed to the warehouse and factory to make selections, and thus came into direct contact with those of whom they asked credit. Now, purchases are made through intermediaries. The merchant's orders are given to traveling salesmen, or are forwarded by mail or telegraph. The merchant, then, should not overlook the fact that, in the changes which have been made in the methods of conducting business, changes also have necessarily been made in the methods of establishing credit or determining a rating. A signed statement to-day takes the place of the personal interview of a few years ago.

The great commercial agencies that make a business of ratings are only an instrumentality that modern business has found it necessary to employ in order to meet changing conditions. The merchant who does not have the rating to which he thinks he is entitled should commence to remedy the wrong by a careful study of the situation. In the end he will be quite willing to comply with the reasonable requirements of modern jobbers and manufacturers, some of which are here pointed out.

A BUSINESS CHANGE.

Mr. Robt. Kirkwood, of Sudbury, Ont., has recently purchased the stock of Kirkwood & McKinnon. Mr. Robt. Kirkwood is going to give up the dry goods and other branches connected with it and confine himself to wholesale and retail groceries, provisions, flour and feed. His place is well

adapted for it. The warehouse is about 50 x 120 feet. A side track from the railway runs alongside of his storehouse.

INDIA'S SUGAR IMPORTS.

The subjoined facts and figures relating to exports and imports of Indian sugar have an interest of their own at present, in view of the proposed countervailing duty upon bounty-fed sugar entering our eastern dependency. The imports into India of beet-root sugar were quite insignificant up to the year 1889-90. In 1890-1 Germany sent to India 709,195 cwt.; in 1895-6 and in 1896-7 the imports of sugar into India from Germany, after having considerably decreased, were again between 700,000 and 800,000 cwt. From Austria 31,374 cwt. of sugar were imported in 1890-1; the trade was insignificant in 1893-4 and the two following years, but in 1896-7 it rose to 115,514 cwt.

In the next year (1897-8) there was no doubt an immense development of this trade, and Germany and Austria together sent into India nearly 2,150,000 cwt.; but 1897-8 was altogether an abnormal year. It is pointed out in the Trade Report of the Government of India that the Indian production of sugar had been affected by the draught, and that though there were extraordinarily large imports of refined sugar the price of Indian refined sugar rose during the year. Evidently it is impossible to draw any safe conclusions from the figures of an abnormal year like 1897-8, nor can sugar refiners reasonably complain of a competition which merely prevented a rise of refined sugar to a famine price in Commerce.



Good in Any
Climate
Wherever
There Are Flies.

TANGLEFOOT

SEALED
STICKY
FLY
PAPER.

Ask
Your
Jobber.



MUSTARD

You want **KEEN'S**

We sell **KEEN'S**

Every grocer in Canada sells **KEEN'S**

ITS POPULARITY NEVER WANES.

New Show Cards
Just out.
Do You Want One?

Current Market Quotations for Proprietary Articles

April 13, 1899.

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

BAKING POWDER.

PURE GOLD.	
3 oz. cans, 4 and 6 doz. in case	95
4 oz. cans, 4 and 6 doz. in case	95
6 oz. cans, 2 and 4 doz. in case	1 40
8 oz. cans, 2 and 4 doz. in case	1 80
12 oz. cans, 2 and 4 doz. in case	2 70
16 oz. cans, 2 and 4 doz. in case	3 60
2 1/2 lb. cans, 1 and 2 doz. in case	9 70
4 lb. cans, 1 doz. in case	14 40
5 lb. cans, 1 doz. in case	18 00

Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	\$ 2 40
" 2, in 4 doz. boxes	2 10
" 3, in 6 "	30
" 4, in 6 "	70
" 5, in 4 "	45
Posed tins, 3 doz. in case	3 00
do. tins, 3 "	2 40
do. tins, 4 "	1 10
do. tins, 1/2 "	14 00

Diamond—	
1 lb. tins, 2 doz. in case	per doz. 2 00
1/2 lb. tins, 3 "	1 25
1/4 lb. tins, 4 "	0 75

THE F. F. DALLEY CO.	
Silver Cream, 1/4 lb. tins, 4 to 6 doz.	per doz. \$0 75
English Cream, 1/2 lb. tins, 4 to 6 doz.	cases 1 5
1 lb. tins, 2 to 4 doz. cases	2 00
Kitchen Queen, 1/4 lb. tins, 4 to 6 doz. cases	0 55

1/2 lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
1/2 lb. jellies	1 25
1/4 lb. jellies	2 25
1 1/2 lb. Crown sealers	2 25

JERSEY CREAM BAKING POWDER.	
1/2 size, 5 doz. in case	40
3/4 " 4 " "	75
1/2 " 3 " "	1 25
1 " 2 " "	2 25

SNOW DRIFT BAKING POWDER.	
1/4 lb. tins, 4 doz. in case	per doz. \$ 75
1/2 " 3 " "	1 20
3/4 " 2 " "	2 00
1 " 1 " "	6 50
5 " 1/2 " "	10 00
10 lb. boxes	per lb. 16
35 lb. pails	16

WHITE SWAN BAKING POWDER.	
1/4 lb. tins, 3 doz. in case	per doz. 0 80
1/2 " 3 " "	1 20
3/4 " 3 " "	2 00
1 " 1 " "	9 00

CANADA MFG. CO.	
Queen Baking Powder, 1/2 lb. tins	1 20
1-lb. tins	2 15

BLACKING.	
P. G. FRENCH BLACKING	
No. 4, 1/4 grs. lbs.	\$4 00
" 6, 1/4 " "	4 50
" 8, 1/4 " "	7 25
" 10, 1/4 " "	8 25
" 10, Jet Enamel	8 25

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

THE ALPHA CHEMICAL CO.

Stove Polish—	
Quickshine	per gross 9 00
Electric Crown Paste	8 00
Electric Crown Lead Bar	7 80

Patent Stove Polish—	
Sunlight Lead Bar's	per gross \$2 25
Packed in 1/2 gross cases	
unlight Liquid, 1/2 gross cases	10 80
Moody's Black Lead 3's	4 25
Reliable Stove Pipe Varnish	14 40
1/2 gross cases	
6-oz. bottles	12 00

Quickshine Pipe Varnish	12 00
1/2 gross cases pressed top tins	
Alpha Metal Polish No. 2	9 00
Shoe Dressing— in 1/2 gross cases	
French Oil in 3-doz. cases	2 20
Reliable Shoe Dressing	9 00
Eclipse Combination tan	12 00
Moody's Ox Blood	12 00
Chocolate	12 00
Alpha Chemical Co. French Castor Oil	9 00
Alpha Chemical Co. Refined Sweet Oil	9
Alpha Chemical Co. Turpentine	7 80
Moody's Non-Corrosive Inks	4

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

BIRD SEEDS

THE F. F. DALLEY CO.	
Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases	0 06 1/2
NICHOLSON & BROCK.	
Brook's Bird Seed	0 07
Norwich Bird Seed	0 06
Maple Leaf Bird Seed	0 05
Bird sea-gravel, 10c. pkts., 24 in case	0 06
" " 5c. " 48 " "	0 03

BLUE.	
KEEN'S OXFORD.	
Per lb.	per lb. \$0 17
In 10 box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

BLACK LEAD.	
Reckitt's, per box	1 15
Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro., 4 oz.	
CORN BROOMS	
BOECKH BROS. & COMPANY.	
Bamboo Handles, A, 4 strings	3 60
" " B, 4 strings	3 40
" " C, 3 strings	3 70
" " D, 3 strings	3 00
" " E, 3 strings	2 70
" " F, 3 strings	2 40
" " G, 3 strings	2 40
" " I, 3 strings	1 90

CHEWING GUM.	
ADAMS & SONS CO.	
Tutti Frutti, 36 5c. bars	per box \$1 20
" (in cream pitcher) 36 5c. bars	1 20
" (in sugar bowl) 36 5c. bars	1 75
" (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, 300 5c. bars and pkgs.	15 00
Cash Box, 160 5c. bars	6 00
Tutti Frutti Show Case, 180 5c. bars and packages	6 00
Variety Gum (with book in each box) 150 1c. pieces	1 00
Banner Gum (English or French wrappers) 115 1c. pieces	
Flirtation Gum (English or French wrappers) 115 1c. pieces	



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Your
Jobber.

GOOD GOODS

that have stood the test for years. That's the kind every up-to-date grocer wants to handle.

Benson's Canada Prepared Corn

makes a good leader. It's been on the market for years, thousands of packets are sold weekly, and always with the same result. Everyone is perfectly satisfied and comes back for more every time.

Manufactured by

THE EDWARDSBURG STARCH CO., Limited

CARDINAL, ONT.

Mexican Fruit, 36 5c bars.....	1 20
Sappota, 150 1c pieces.....	0 90
Orange Sappota, 150 1c pieces.....	0 75
Black Jack, 115 1c pieces.....	0 75
Red Rose, 115 1c pieces.....	0 75
Magic Trick, (English or French wrappers) 115 1c pieces.....	0 75
CHOCOLATES & COCOAS.	
Cocoa—	EPPS'S. per lb.
Case of 14 lbs. each.....	0 35
Smaller quantities.....	0 37½
CADBURY'S.	
Frank Magor & Co., Agents. per doz	
Cocoa essence, 3 oz. packages.....	\$1 65
per lb	
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose.....	0 40
" " 1-lb. tins.....	0 42½
Nibs, 11-lb. tins.....	0 35
TODHUNTER, MITCHELL & CO.'S.	
Chocolate—	per lb
French, ¼'s—6 and 12 lbs.....	0 30
Caracas, ¼'s—6 and 12 lbs.....	0 35
Premium, ½'s—6 and 12 lbs.....	0 30
Sante, ¼'s—6 and 12 lbs.....	0 26
Diamond, ¼'s—6 and 12 lbs.....	0 22
Sticks, gross boxes, each.....	1 00
Cocoa—	
Homeopathic, ¼'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 40
FRY'S.	
Chocolate—	per lb
Caracas, ¼'s, 6-lb. boxes.....	0 42
Vanilla, ¼'s.....	0 42
"Gold Medal" Sweet, ¼'s, 6 lb. bxs.	0 29
Pure, unsweetened, ¼'s, 6 lb. bxs.	0 42
Fry's "Diamond," ¼'s, 14 lb. bxs.	0 24
Fry's "Monogram," ¼'s, 14lb. bxs.	0 24
Cocoa—	
Concentrated, ¼'s, 1 doz. in box..	per doz 2 40
" " ½'s, " " " "	4 50
" " 1 lbs. " " " "	8 25
Homeopathic, ¼'s, 14lb. boxes.....	
" " ½ lbs. 12 lb. boxes.....	

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 (¼'s).....	0 32
Mott's Breakfast Cocoa (in tins).....	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 23
Mott's French-Can. Chocolate.....	0 18
Mott's Navy or Cooking Chocolate..	0 28
Mott's Cocoa Nibs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 90
Mott's Confectionery Chocolate.....	0 21
Mott's Sweet Chocolate Liquors.....	0 19

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, ¼ lb. tins, per doz..	\$3 75
Cocoa Essence, ½ lb. tins, per doz..	2 25
Soluble Cocoa, No. 1 bulk, per lb.....	0 20
Diamond Chocolate, 12 lb. boxes,	
¼ lb. cake, per lb.....	0 25
Royal Navy Chocolate, 12 lb. boxes,	
¼ lb. cake, per lb.....	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.....	0 35

COCOANUT.


CANADIAN COCOANUT CO.

White Moss Brand—	
¼ lb. Packages, 15 or 30 lb. cases....	0 27
¼ & ½ lb. " " " " " "	0 27½
¼ " " " " " "	0 28
½ " " " " " "	0 29
¾ " " " " " "	0 29
1 lb. " " " " " "	0 30
Bulk—	Brls
White Moss, 10, 15 or 20 lb.	0 18
Feather Strip, " " " " " "	0 20
Ribbon, " " " " " "	0 18
Special Shred, " " " " " "	0 16
Macaroon, " " " " " "	0 16
Crown Desic'd, 12, 20 25 " " " "	0 16
Special, " " " " " "	0 15

STANDARD COCOANUT MILLS.

Feather strips.....	18 21
Cream shredded.....	17 20
Standard.....	15 18
Macaroon.....	15 17
Dessicated.....	14 16
Shavings, in packages.....	16 18
Cream shredded, ¼ lb.	29
" " ½ lbs.	28

CHEESE.



MacLaren's Imperial— Per doz

Large size jars.....	\$8 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial Cheese Silver Holder—	
Large size.....	18 00
Medium size.....	15 00
Small size.....	12 00

COFFEE.

JAMES TURNER & CO. per d

Mecca.....	0 32
Damascus.....	0 28
Cairo.....	0 20
Sirdar.....	0 17
Old Dutch Rio.....	0 13½

TODHUNTER, MITCHELL & CO.'S

Excelsior Blend.....	0 32
Jersey.....	0 29
Rajah.....	0 20
Old Government Java.....	0 28
Maracibo.....	0 18
West India.....	0 16
Rio, choice.....	0 12

CLOTHES PINS.


ROECKH BROS. & CO.

Clothes Pins (full count), 5 gross in case, per case.....	0 65
4 doz. packages (12 to a case).....	0 75
6 doz. packages (12 to a case).....	1 00

EXTRACTS. per doz.

Dalley's Pure Fruit Extracts, 2½ 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
Crown Brand (Greig Mfg. Co.)—	
1 oz. Bottle, per doz.....	0 90
2 " " " " " "	1 50
2½ " " " " " "	2 00
3 " " " " " "	3 00
4 " " " " " "	6 00
4 " " Glass Stop'r " " "	4 00
4 " " " " " "	6 00

P. G. FLAVORING EXTRACTS



8 oz. Glass Stopper bott.....	\$6 00
4 oz. " " " " " "	4 00
8 oz. Plain bottles.....	5 00
4 oz. " " " " " "	3 00
2½ oz. Cabinet bottles.....	2 00
2 oz. Bottles.....	1 80
1 oz. " " " " " "	1 20
Per gallon.....	7 00
Per pound.....	1 00

FOOD.

ROBINSON'S BARLEY AND GROATS.

Patent Barley, ¼ lb. tins.....	per doz. 1 25
" " 1 lb. tins.....	2 25
" " Groats, ¼ lb. tins.....	1 25
" " 1 lb. tins.....	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS. per doz.

Buckwheat, 2½-lb. pkgs. 3 doz. case....	1 20
Pancake, 2 lb. pkgs. 3 doz. case.....	1 20
Tea Biscuit, 2-lb. pkgs. 3 doz case.....	1 20
Graham Flour, 2-lb. pkgs. 3 doz. case....	1 20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases.....	2 20

CANADA MFG. CO.

"Star" Self-Raising Flour, 3-lb. pkgs.....	1 30
" " 6-lb. " " " "	69
Flexman " " 3-lb. " " " "	50
" " 6-lb. " " " "	60

GELATINES.

COO'S

2's.....	10
4's.....	20
8 Quart size,.....	12

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

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

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

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz

Frank Magor & Co., Agents.

Orange Marmalade.	1 50
Clear Jelly Marmalade.	1 80
Strawberry W. F. Jam.	2 00
Raspberry " " "	2 00
Apricot " " "	1 75
Black Currant " " "	1 85
Other Jams, W. F.	1 55
Red Currant Jelly.	2 75

All the above in 1 lb. clear glass pots

P. G. JELLY POWDER.

Raspberry, strawberry orange, lemon, vanilla, pineapple, cherry, calves foot and grape fruit, doz. cases, 90c. per doz.	
Chocolate 2 doz. cases \$1.25 per doz.	
Lemon, white, pink, canary and Kerneline 2 doz. cases, \$1.00 per doz.	

P. G. ICINGS.

Lemon, white, pink, canary and Kerneline 2 doz. cases, \$1.00 per doz.	
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T. UPTON & CO.

Raspberry, Strawberry, Red Currant, Pineapple.	
1-lb. glass jars, 2 doz. in case, per doz	\$1 00
5-lb. tin pails, 8 pails in crate, per lb.	0 66 2/3
7-lb. wood pails, 6	0 66 2/3
14-lb. wood pails, per lb.	0 06 2/3
30-lb.	0 06 2/3

LICORICE.

YOUNG & SMYLLIE'S LIST.

5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks) per box.	1 25
" Ringed" 5 lb. boxes, per lb.	0 40
"Acme" Pellets, 5 lb. cans, per can.	2 00
"Acme" Pellets, fancy boxes (40) per box.	1 50
Tar Licorice and Tolu Waters, 5 lb. cans, per can.	2 00
Licorice Lozenges, 5 lb. glass jars.	1 75
5 lb. cans.	1 50
"Purity" Licorice, 200 sticks.	1 45
100 sticks.	0 73
Dulce, large cent sticks, 100 in box.	0 75

MINCE MEAT.

Wetley's Condensed, per gross, net	\$10 80
" per case of 3 doz., net.	2 70
Nicholson's, per gross.	10 80
" per 1/4 gross case.	2 70

MUSTARD.

COLMAN'S OR KEEN'S.

D. S. F., 1/2 lb. tins, per doz.	\$1 40
" 1/4 lb. tins, " "	2 50
" 1 lb. tins, " "	5 00

In Jars—

Durham, 4 lb. jars, per jar.	0 75
" 1 lb.	0 25

F. D., 1/2 lb. tins. per doz 0 85 |

" 1/4 lb. tins. 1 45 |

FRENCH MUSTARD

Crown Brand—(Greig Mfg. Co.)

per gross.	per gross.
Pony size. \$7 50	Beer Mug. 16 20
Small Med. 7 50	Tumbler. 11 50
Medium. 10 80	Cream Jug. 21 00
Large. 12 00	Sugar Bowl. 22 00
Spoon. 18 00	Caddy. 28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb.	0 25
Dalley's Mustard, 1/2 lb. tins, 2 doz. in case, per doz.	2 00
Dalley's Mustard, 1/4 lb. tins, 4 doz. in case, per doz.	1 00
Dalley's Superfine Durham Mustard bulk, per lb.	0 12
1/2 lb. tins, 4 doz. in case, per doz.	0 65
1/4 lb. tins, 2	1 20
1 lb. jars, per doz.	2 40
4 lb.	7 30
1/4 lb. glass tumblers.	0 75
Jersey Butter Color, 2 oz. btl., per oz.	1 25
1 gallon tins, per gal.	2 50
Celery Salt, 2 oz. btl., sil. tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz.	1 75

ORANGE MARMALADE.

T. UPTON & CO.


1-lb. glass jars, 2 doz. case, per doz.	\$1 00
7-lb. pails, 6 pails in crate, per lb.	0 07 1/2
Silver Pan, 1-lb. fancy glass jars, 2 doz. in case, per doz.	1 30

PICKLES—STEPHENS'

A. P. TIPPET & CO., AGENTS.

Patent stoppers (pints), per doz.	2 30
Corked " (pints), " "	1 90

SODA—COW BRAND.



Case of 1 lbs. (containing 60 pkgs.), per box, \$3.00

Case of 1/2 lbs. (containing 120 pkgs.), per box, \$3.00

Case of lbs. and 1/2 lbs. (containing 30 1 lbs. and 60 1/2 lb packages) per box, \$3.00

Case of 5c. pkgs (containing 96 pkgs), per box, \$3.00

SOAP.

JOHN TAYLOR & CO.

Eclipse (Twin-bar), per box \$4 00

Freight prepaid 5 box lots. Special discount for larger quantities.

BRANTFORD SOAP WORKS CO.



"Ivory Bar" Soap is put up in Twin Cakes, 12 oz. each, and in Bars, 1 lb., 2 1/2-lb. and 1 lb. Quotations furnished for "Ivory Bar" and other grades of soap on application.

"Ivory Bar" Soap is put up in Twin Cakes, 12 oz. each, and in Bars, 1 lb., 2 1/2-lb. and 1 lb. Quotations furnished for "Ivory Bar" and other grades of soap on application.



Maypole Soap, colors 1 box and each than 5 boxes and upward. \$4 00 per gross, \$12.00, black, boxes and upward. 4 00 per gross, \$18.00. 10 per cent. discount on gross lot's

A. P. TIPPET & CO., AGENTS

MAYPOLE SOAP

WASHES & LYES

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—

No. 1 White or Blue, cartons.	0 05 1/2
Canada Laundry	0 04 1/2
Silver Gloss, 6-lb. draw-lid boxes	0 07 1/2
Silver Gloss, 6-lb. tin canisters.	0 07 1/2
Edwardsburg Silver Gloss, 1-lb. chromo package.	0 07 1/2
Silver Gloss, large crystals.	0 08 1/2
Benson's Satins, 1-lb. cartons.	0 07 1/2
No. 1 White, bbls. and kegs.	0 04 1/2
Benson's Enamel, per box.	3 00

Culinary Starch—

W. T. Benson & Co.'s Prep. Corn	0 08 1/2
Canada Pure Corn.	0 05 1/2

Rice Starch—

Edwardsburg No. 1 white, 1-lb. cart.	0 09 1/2
Edwardsburg No. 1 White or Blue, 4-lb. lumps.	7 1/2

THE F. F. DALLEY CO.

Boston—Laundry, 40 pkgs. to box, per package 0 08 |

Culinary Toledo Corn Starch, 40 pkgs. to box, per lb. 6 1/2c. |



KINGSFORD'S OSWEGO STARCH.

SILVER—40-lb. boxes, 1-lb. pkgs.	0 08
GLOSS—6-lb. boxes, sliding covers (12-lb. boxes each crate)	0 08 1/2
PURE—40-lb. boxes 1-lb. pack.	0 07
48-lb. " 16 3-lb. boxes.	0 07

For puddings, custards, etc.

OSWEGO COEN STARCH. 40-lb. boxes, 1-lb. packages. 0 07 1/2 |

ONTARIO } 38-lb. to 45-lb. boxes, STARCH } 6 bundles 0 06 |

STAROH IN } Silver Gloss 0 07 1/2 |

BARRELS } Pure 0 06 1/2 |


THE BRANTFORD STARCH CO., LTD.

Laundry Starches—

Canada Laundry, boxes of 40 lbs.	0 04 1/2
Finest Quality White Laundry—3 lb. cartons, cases 36 lbs.	0 05 1/2
Bbls., 175 lbs.	0 04 1/2
Kegs, 100 lbs.	0 04 1/2

Lily White Gloss—

Kegs, extra large crystals, 100 lbs.	0 06 1/2
1 lb. fancy cartons, cases 36 lbs.	0 07 1/2
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07 1/2
6 lb. tin enamelled canisters, 8 in crate 48 lbs	0 07 1/2



CELLULOID STARCH

A NOVEL INVENTION REQUIRES NO COOKING

BRANTFORD GLOSS—1 lb. fancy boxes cases 36 lbs. 0 07 1/2 |

BRANTFORD Cold Water Rice Starch—1 lb. fancy boxes, cases 36 lbs. 0 09 |


Canadian Electric Starch—40 packages in case 3 30 |

Celluloid Starch—per case. 3 50 |

Culinary Starch—Chal Prep. Corn—1 lb. pkgs., boxes 40 lbs. 0 05 1/2 |

No. 1 Pure Prepared Corn—1 lb. pkgs., boxes 40 lbs. 0 06 1/2 |

STOVE POLISH.



ENAMELINE

No. 4—3 dozen in case (net cash). \$4 50 |

No. 6—3 dozen in case " " " 7 50 |



RIISING SUN STOVE POLISH

For durability and for cheapness this preparation is truly unrivalled.

Per gross

Rising Sun, 6-oz. cakes, 1/2-gross bxs.	\$ 8 50
Rising Sun, 3-oz. cakes, gross bxs	4 50
Sun Paste, 10c. size, 1/4 gross boxes.	10 00
Sun Paste, 5c. size, 1/4 gross boxes.	5 00



DUSTLESS LABOR STOVE POLISH

BEST IN THE WORLD.




TIGER STOVE POLISH

Tiger Stove Polish, 1/2 gross boxes, large, per gross, \$7.20; small, per gross, \$4.50

Stovepipe Varnish, 4 oz. bottles. 1 00 |

" 6 oz. bottles. 1 25 |

Boston Brunswick Black, 8 oz. bot's. 1 75 |



SILVERINE STOVE POLISH

Per gross.

No. 4—5c. size.	\$3 85
No. 6—8c. size.	5 50
No. 8—10c. size.	6 50

SALADA CEYLON.

Wholesale. Retail

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

Terms, 30 days net.

RAM LAL'S lead packages.



RAM LAL'S PURE INDIAN TEA

Cases, each 60 1-lb. 0 35 |

" " 60 1/2-lb. 0 35 |

" " 120 1/4-lb. 0 36 |

KOLONA PURE CEYLON TEA

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

Black Label, 1-lb., retail at 25c.	0 19
" " 1/2-lb.	0 20
Blue Label, retail at 30c.	0 22
Green Label " 40c.	0 28
Red Label " 50c.	0 35
Orange Label, retail at 60c.	0 42
Gold Label, " 80c.	0 55

Terms, 3 per cent. off 30 days.

CROWN BRAND.

(Ceylon in lead packages)

Wholesale	Retail	
Red Label, 1-lb. and 1/2's.	0 35	0 50
Blue Label, 1-lb. and 1/2's.	0 28	0 40
Green Label, 1-lb.	0 18	0 25
Green Label, 1/2's.	0 19	0 25
Japan, 1's.	0 19	0 25

TOBACCOS.

EMPIRE TOBACCO CO.

Foreign—Royal Oak, 2 x 3, Solace, 8s.	0 52
Something Good, rough and ready, 7s	0 53
Louise, 2 x 3, 14s	0 54
Domestic Chewing—Currency 13 1/2 oz. bars, spaced 9s, (10% to the lb.)	0 39
Patriot, 2 x 6, Navy 5s.	0 41
Old Fox, Narrow 12s.	0 41
Free Trade, 8s.	0 44
Snowshoe, 10 1/2 oz. bars, spaced 8s, (12 to the lb.)	0 44
Snowshoe, pound bars, spaced 6s.	0 44
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