

# THE CANADIAN GROCER

VOL. XII

TORONTO AND MONTREAL, JANUARY 14, 1898.

No. 2

## COLMAN'S MUSTARD



**BEST ON EARTH**

### *Why Imperial Cheese Scored 100 Points Perfection*



Absolute cleanliness tells the whole story. You cannot make perfect cheese like "Imperial" if one particle of dirt enters into its composition. Through all the many processes of manufacture, the floors, tables, walls, pans, implements, even to sterilizing the porcelain pots, we have three strict rules in the manufacture of Imperial :

**1st, Cleanliness. 2nd, Cleanliness. 3rd, Cleanliness.**

Little wonder then that Imperial scored 100 points.

**A. F. MacLAREN & CO., Toronto and Stratford, Canada**

**ABOUT CANNED MEATS.**

It is the ambition of the high-class grocer to carry goods just a little bit better than those of his competitors. He well knows that by so doing he builds up a reputation and a trade that cannot be wrested from him as long as he keeps the **best goods**. We are looking for the trade of the fancy grocers of Canada. We have no startling bargains to offer, as far as prices are concerned, but we have the finest and most attractive line of Canned Meats ever put up. Our prices are right, it is true, but we don't make any special merit of that. We have to make right prices or go out of business. But the quality of our goods—that's the consideration.

- |                          |                          |
|--------------------------|--------------------------|
| <b>Ox Tongues</b>        | <b>Corned Beef</b>       |
| <b>Lunch Tongues</b>     | <b>Potted Meats</b>      |
| <b>Luncheon Beef</b>     | <b>Deviled Meats</b>     |
| <b>Roast Beef</b>        | <b>Brawn, etc., etc.</b> |
| <b>White Label Soups</b> |                          |

Agents:

**J. L. Watt & Scott, Toronto.**  
**Watt, Scott & Goodacre, Montreal.**  
**George De Forest & Sons, St. John, N.B.**

Or  
**Armour Packing Co., Kansas City**  
U.S.A.

**DELICATE APPETITES**

Are Stimulated and Fastidious Tastes are Gratified by

**Delicious Biscuits**

Every variety of flavor and shape in Crackers and Biscuit is produced by the **QUEEN BISCUIT CO.** the only authorized manufacturers in Canada of

**The Famous Boss Lunch Milk Biscuit.**

See that each biscuit is stamped BOSS.

**QUEEN BISCUIT CO.**

There are over 500 Lines of Biscuits manufactured by Queen Biscuit Co.

**St. John, N.B.**

How are FIG BARS for one line?

*Purest and Best*

**WINDSOR SALT**

Is not surpassed by any Salt manufactured.  
Try it and you will use no other. . . . .

Packages of best quality.

Prices and samples can be had of your Wholesale Grocer.

**THE WINDSOR SALT CO. LIMITED - WINDSOR, Ont.**

# Selected Dried Fruits in Original Packages

Seeded Raisins  
French Prunes  
Fruits

the owner. See how sure you and your customers are of getting the original quality in all its cleanliness and delicacy and natural flavor in the "Griffin Brand"—the brand of highest quality—the brand your customers know and have confidence in.

Packed right where they are grown—in the owner's vineyard—on the Pacific Coast. Selected carefully by folks who know their business well. No other hands but yours touch the fruit after it leaves the packer and

Griffin & Skelley's  
"Griffin Brand"

## Macaroni.

White, delicate, tender—made from Russian Wheat and from Russian Wheat only.

P. Codu knows how good Macaroni should be made—he ought to—he has made it all his life. His factory is one of the largest of its kind in Marseilles.

This is the name on every package.

P. Codu.

All the above are sold by leading wholesalers.

Agents:

A. P. Tippet & Co.  
Montreal and Toronto

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

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

**Morning Dew**  
10 years old

**Morning Dew Liqueur**  
12 years old

**Royal Gordon**  
10 years old

**Perfection Royal Gordon**  
15 years old

### IN "GENERAL" USE.

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

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

For further information, samples and specimen labels, address—

**S. B. TOWNSEND & CO.**

**BOX 1125**

**MONTREAL**

SOLE AGENTS FOR THE DOMINION OF CANADA.

The \_\_\_\_\_

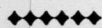


E. B. Eddy  
Co's . . .

**CALENDAR**

❁ ❁ ❁ for **1898**

Will not be issued till March next at the earliest. We have been too busy to find time to get up a bright and attractive calendar for our friends.



If you want a copy in March, send a post card request now to . . . . .

**The E. B. Eddy Co.**

LIMITED.

Hull, Canada.



# TEAS

## FROM CEYLON

The choicest pickings from the best known gardens---rich, full-flavored, heavy liquors. They please the consumer, increase your trade and make a **handsomer profit** for you, and your reputation for fine goods is established. **THE SPECIAL LINES** we are offering at **25 to 30c.** to retail at **35 to 50c.** are unsurpassed by anything offered the consumer at much higher figures.

If your trade is particular, you can delight consumers with the teas we offer.

**W. H. GILLARD & CO. WHOLESALE ONLY HAMILTON**

JOHN MOUAT, Northwest Representative, Winnipeg.



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

And all Grocers' Sundries

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

Sample room

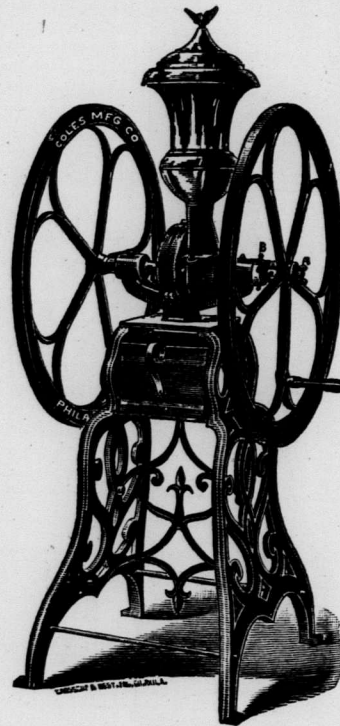
...MONTREAL, QUE.

56 and 58 Front West, TORONTO.

Sold and highly recommended by all leading grocers. . . . .



**Sovereign  
Matches**



No. 18

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

**Coles Manufacturing Co.**

PHILADELPHIA, PENN'A.

## Notice.

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

# THE CANADIAN GROCER

Vol. XII. (Published Weekly)

TORONTO AND MONTREAL, JANUARY 14, 1898

(\$2.00 per Year) No. 2

## TWO OF THE KLONDYKE ROUTES.

THE CANADIAN PACIFIC RAILWAY'S LAND AND WATER LINE—  
A ROAD NORTH FROM KAMLOOPS.

THE route favored by the Canadian Pacific Railway takes the traveler over their own line right out to Vancouver and Victoria on the Pacific coast, and then by their own steamers up to the Alaska coast. The route is via the Stickeen River and Teslin Lake. There is a line of steamships between Victoria and Wrangel, mouth of the Stickeen River, where connection is made with steamers which transport passengers and freight to Telegraph Creek. The journey from Victoria to Telegraph Creek can be made comfortably in six days. There is good land travel between Telegraph Creek and Teslin Lake, 120 miles. The country is open and undulating, and excellent grass abounds for pack animals the entire distance. The Dominion and British Columbia Governments are surveying with a view to locating a line of railway which it is expected will be under construction this year. A steamer is being built on Teslin Lake and will be ready for the opening of lake navigation next May to carry passengers and freight to the Klondyke. The Stickeen-Teslin Lake route via the Hootalinqua River, on which rich diggings have been struck, avoids the dangers and hardships which are experienced on the mountain passes and the White Horse and other rapids, on the routes via Lynn Canal.

The railway authorities also contend that the Stickeen-Teslin Lake route has another very great advantage, as the prospector upon leaving the steamer at Telegraph Creek finds himself in the heart of a gold country practically unexplored. Many miners intend to prospect in the gold districts of Cassiar and Omenica in preference to the Klondyke because they are in British Columbia where there are no royalties collected or reservations made. From Omenica two miners recently

arrived with \$48,000 in gold dust. One official of the line has said: "We consider that the most feasible route into the famous gold region is via the Stickeen River. We have a number of large steamships, being specially fitted up in the Old Country for this traffic, each steamer being about 3,000 tons burden. These vessels will be the finest on the Pacific Coast, and every comfort of the traveler will be well looked after. The steamers will run to Wrangel, at the mouth of the Stickeen River, from there a line of river boats will run to Glenora, 10 miles from Telegraph Creek, up to which point the stream is navigable. It is the intention to run a narrow gauge railway from Glenora to Teslin Lake, but as it takes several months to build a railway 130 miles in length, this part of the route will not be ready till later on in the summer. But we understand the Dominion and British Columbia Governments in the meantime are constructing a trail or wagon road to Teslin Lake, which will facilitate travel. On Teslin Lake two or three boats will be placed on the service; but travelers to Dawson City can build their own bateaux and float easily down the Hootalinqua River to the centre of the Yukon gold discoveries."

### THE HUDSON'S BAY COMPANY.

This ancient corporation has also a direct interest in the movement to the great Canadian gold fields, since its business is done along projected lines of travel. One of the officials said: "If a party went by Calgary and Edmonton, or by Vancouver and Fort Wrangel, Skagway or Chilkoot, the Hudson's Bay Company's long experience in the supplying and packing of inland outfits made it an easy matter to the company to deal with the question.

"The expected rush to Dawson in the spring, via the Fort Wrangel, Stickeen and Teslin Lake route, would probably lead to the establishment of new Hudson's Bay posts at Glenora and Lake Teslin; already the company had a steamer plying on the Stickeen River, which had been utilized in carrying up supplies to the posts in this part of the country, and more steamers of the most approved and suitable kind will be built by the company to meet the demands of the service. It was altogether likely that the company will extend their posts into the heart of the new mining region.

"This done, in connection with the establishment of the Glenora and Lake Teslin posts, would give the company a 'belt line' of establishments around the new gold region."

### A ROUTE NORTH FROM KAMLOOPS.

Kamloops, the flourishing town on the Canadian Pacific Railway, is promoting a land route north to the Cassiar region. Part of this is easily convertible into a wagon road, that is from Little Fort to Bridge Creek on the Cariboo road. An engineer who has surveyed this portion of the route says in an official report: "Commencing at Little Fort on the west side of the North Thompson River, distant 55 miles north of Kamloops, the route of the proposed wagon road will run in a northerly direction along the bench  $2\frac{1}{2}$  miles to the crossing of Nikalliston Creek, where a 25-foot culvert will be required. At this point the ascent commences and winds up the mountain side on uniform grades of one in ten and one in twelve feet until the summit is reached in  $4\frac{1}{2}$  miles. This is the only grade of any consequence on the entire route. The soil on this slope is of a mixed sandy, gravelly clay loam, with some scattered fir, spruce and birch. From the summit the route follows in a northwesterly direction over a high plateau, burnt over some years ago, but now in some places covered with a young growth

## 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.

of pine, and for a distance of eleven miles is broken and undulating with considerable loose rock, and on account of the rough character of the country a considerable amount of grading will be required. At the 18 mile point the route strikes on to an extensive and more or less open country covered with a luxuriant growth of different varieties of wild grasses and pea vine, the former attaining the height of six feet, and borders along a stretch of lakes, creeks and meadows to the forty-two mile point, where the bunch grass slopes and benches are entered upon, and continue for a distance of fifteen miles to Bridge Creek, or where the trail joins the present Cariboo wagon road. On this long stretch of grass-covered country the clearing will be light, consisting of small bull vines and cottonwood. The roadbed will be on a solid foundation, and no grade at any point need exceed one foot to the rod. A Mr. McKinley owns a ranch near Horse Lake, distant seven miles from Bridge Creek, to which he has built a wagon road, which could be utilised or the through route. One culvert requires to be built on this portion over Horse Creek and the approaches graded down. Some 25,000 acres of grazing land (besides the natural hay meadows) are in sight along the route, and a vast extent of similar country I am told exists to the east of the route in the neighborhood of Cassiar Lake.

"About \$4,000 will be required to construct the wagon road from the Indian reservation to the crossing at Little Fort. I consider the route quite feasible and practicable, opening up a good stock, hay and grain country, as well as affording a direct connection to the overland route to the far north. I estimate the proposed wagon road to cost \$23,200, extending from Little Fort to Bridge Creek in 57 miles, chopped out to a width of half a chain and graded 10 feet wide on the benches and 12 feet wide on the steep slopes. Twelve days were occupied in the round trip from Kamloops to Bridge Creek."

### ONE GREAT ADVANTAGE OF ANY CANADIAN ROUTE.

What tells strongly in favor of people going by way of Canada is that all supplies for the Klondyke and British Columbia gold fields are dutiable if purchased out of Canada, or in the United States. All supplies for the miner, prospector and trader can be purchased in Canada at lower prices than elsewhere, besides which the duty, 35 per cent., on most goods is saved.

### WANT CANNED GOODS DATED.

At the last meeting of the St. John, N.B., Board of Trade the report of the special committee on the advisability of securing legislation to compel packers and canners of teas, vegetables, canned goods, etc., to print the weight on each package or can, was read by the secretary. The report recommended that steps be taken to have such legislation enacted.

Mr. Hatheway, the chairman of the committee, said this seemed to be something on which Moncton, Halifax, Fredericton, etc., were of one mind. His attention had first been called to short weight package goods by a customer in the matter of lard, and he had since then made some startling discoveries. Salmon was about the only article that came up to the full weight. Whatever the excuse for such light weight goods may have been in the past, now that Canadian packers control their own market, nothing but standard weight should be tolerated. He moved that the report be accepted and that copies thereof be sent to St. John's two parliamentary representatives.

T. H. Hall seconded the resolution.

J. A. Likely moved in amendment that one date as well be plainly printed on each package or tin.

Capt. Keast seconded this amendment as a step towards protecting the man who wanted to sell a good, fresh article, from the unfair

competition of retailers who bought old goods from the wholesalers.

Mr. Hatheway feared this might increase the opposition of the canners to the proposal of the committee. Personally he favored it.

S. Schofield thought it likely that if both things were asked for the effect might be to at least secure the first named request.

Mayor Robertson endorsed all that Mr. Hatheway and Capt. Keast had said, and thought packers would be strongly in favor of the date being stamped on their products, as it would protect them against the competition of the old article. The date on the package would also protect the consumer to a great degree.

Mr. Hatheway accepted Mr. Likely's amendment, which was then incorporated in the resolution.

The resolution, as amended, was carried.

### A BRIGHT BLONDE GROCER.

A Denver girl, Miss Bessie Collins, who is described as "a pretty blonde of 19 summers," has started a grocery and is said to be meeting with exceptional success. Of course she is. What pretty blonde of 19 summers could keep out of success's way for any length of time in a town where gallantry runs riot as it does in Denver? We shan't be surprised to hear soon that a party of broncho-busting gallants from the boundless plains has ridden into Denver in a high state of exhilaration and compelled every male grocer within a radius of two miles of Bessie's establishment to suspend business, so as to give the little heroine a clear field. Grocers' associations everywhere will do well to note the disastrous consequences of competition from such sources and to take proper steps to discourage all pretty blondes of 19 summers or thereabouts from entering the grocery field.—Chicago Grocer.

A general store is likely to be started in the old Kimmerly store, Dresden, Ont.



**Our Special Brands of Coffee**

**L. S. & B. No. 1 and Empire**

are acknowledged everywhere as *Standards*. "A delicious cup of Coffee at moderate cost." If you haven't tried them kindly order a 25-lb. can of each from our traveller.

*Lucas, Steele & Bristol - Hamilton*

**COFFEES COFFEES COFFEES**

**WE HAVE THE BEST SELECTION**

- The Mecca* . The finest Coffee the world produces. Recommended by connoisseurs.
- Damascus* . A Coffee equal to any on the market, superior to many offered at higher figures.
- Cairo* . . . A rich, smooth Coffee; just the grade for good hotels and boarding houses.
- Old Dutch Rio* A pure Rio, roasted from high grade Coffee.

The Mecca, Damascus and Cairo Coffees are put up in 50 and 25 pound hinge-lid, crated tins; also in cases containing 15 tins, each 2 pounds. The Rio Coffee is sold in 50 and 25 pound tins only.

**James Turner & Co.**

HAMILTON, ONT. (Established 1844.)

**THE MINER'S TIN COW**

Ask your wholesaler for a calendar, and keep an assortment of the goods in stock.

"Reindeer" brand Condensed goods.

# FINE DARJEELINGS

We are offering incomparable values in these fine liquoring Teas. Our last imports are "beauties"—style and draw.

A card will bring you Samples of these Teas.

# GOLDEN TIPPED CEYLONS

**The Davidson & Hay, Limited**

WHOLESALE GROCERS - TORONTO

## AMONG THE RETAILERS.

*Good Business Pointers.*

This week, in conversation with Swan Bros., King street east, Toronto, I asked what they did to keep business active during the dull months of January and February, and was informed that this firm finds its business as good after Christmas as before. The bulk of the business is family trade, and this as active now as before Christmas. Compared with last year, this month has opened out remarkably well. Another feature of the business, they stated, is that payments are much more satisfactory than formerly. This is owing largely to the good times which now prevail, but another factor is seen working by close students of of trade. The collapse of the Toronto boom left many people poor, and many others in such a condition that much of their earnings have been spent in paying mortgages, taxes, etc., while it created a general stringency which made people slow in paying up their bills for current expenses. Time has had its effect. Mortgages have been raised, those holding burdensome property have in many instances sold it, and those left poor at the collapse of the boom have been, to use Mr. Swan's own words, "swept by the current of time and their places taken by others, who are now receiving good wages and have no burdens of the past to bear." This has an undoubted

effect on business generally, as, payments being better, money will naturally move more freely, and, as a large proportion of city people are in the mercantile business themselves, the freer movement of money will enable each of them to pay more promptly and regularly. Messrs. Swan Bros, make it a point to keep a close and thorough watch over the market to be prepared for a rise in prices. By thus keeping a sharp watch on the market, opportunities for making a good profit are continually presenting themselves. In these days of close prices every rise and fall in the market means a great deal.

*January Sale.*

R. Donald, King street east, Toronto, has this week a "January Sale" on, an idea which commends itself immediately as a good move at this season of the year. In each of the windows is displayed an invitation to the passer-by to "Come in and see the January bargains." Inside a large table was loaded with baking powder, pickles, etc., each article labelled showing the present price and the reduction made. Many Christmas goods, candies, etc., were conspicuously marked at a reduced price. This idea should be found to work well in country towns, especially where it is desired to get rid of a lot of stock left over from the Christmas trade.

THE RAMBLER.

## ADVERTISING ST. JOHN, N.B.

The annual meeting of the St. John, N.B., Tourist Association was held last week, with President Skinner in the chair and representative business men present. The Executive Committee's report showed that since the organization of the association much interest had been aroused throughout New Brunswick in the work of advertising St. John as a resort for tourists. Ten thousand copies of the association's guide book and about 20,000 folders have been distributed over Canada and the United States. Many folders had been distributed in Great Britain through the Canadian High Commissioner. One thousand copies of the special edition of Gripsack had been distributed. Articles, illustrated and otherwise, had appeared in many papers and periodicals in Canada and the United States. A large number of large framed photographs of St. John have been distributed and many others promised. The C.P.R. had promised to have large photographs of St. John framed and hundreds distributed. The treasurer's report showed receipts amounting to \$1,191 and disbursements, \$1,072, leaving a balance on hand of \$118.

Eight carloads of dressed hogs were shipped from Chatham to Montreal one day last week. J. B. Stringer & Co. shipped three, J. L. Scott three, and O'Keeffe & Drew two.

Merchants should sell popular goods; goods that their customers know all about; goods that their clerks don't have to spend precious time talking up.

THAT IS WHAT

# Enameline

The Modern STOVE POLISH.

is. Hundreds of thousands of Dollars are being expended yearly to educate the public in regard to Enameline. It sells on sight. It puts dollars into the pockets of dealers who handle it.



IT'S

The

## The Trifles Count.

followed on our books a steady gain in the sales of "Gold Dust" Corn Meal from year to year. We have more customers than we ever had for "Gold Dust." Our oldest customers are larger buyers than they were a year ago. Reason—they have more demand for "Gold Dust." Thus, a mutual profit has grown—we have both benefitted, you see. YOUR trade will grow too, with that evenly-cut—free from black specks—golden yellow

**"Gold Dust"  
Corn Meal.**

The trifles (in its manufacture) count !

From Manufacturer to  
Retailer Direct.

The Tillson Company, Limited  
Tilsonburg, Ont.

## NECESSITIES FOR THE FESTIVE SEASON



- Pure Gold Prepared Icings
- " " Tomato Catsup
- " " Sweet Catsup
- " " Spices and Powdered Herbs
- " " Poultry Dressing
- " " Sausage Seasoning.

Have we  
your  
Order?

PURE GOLD MFG. CO.  
Toronto



**IT'S NO JOKE** You get more salt to the pound  
when you buy

# RICE'S PURE SALT

**Because it's all Salt.  
Put up for all purposes.**

SOLE MANUFACTURERS—

The North American Chemical Co., Limited - Goderich, Ont.

# Fresh Arrivals

**New Orleans Molasses, bbls. and half-bbls.**  
**Bright Sugar Syrup, half-bbls.**  
**Full lines California Prunes.**  
**Also 3 and 4 Crown Raisins.**

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

## HINTS TO BUYERS.

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

**T**HE Dawson Commission Co., Limited, expect a car of Valencias on Saturday this week; also a car of Senoras, which will be ripe and juicy, and will be sold at close prices.

A carload of blueberries has arrived for H. P. Eckardt & Co.

T. Kinnear & Co. have three or four lines of fine Ceylon teas arriving.

"Enameline" is among the best advertised stove polishes on earth.

Warren Bros. & Co. are in receipt of a shipment of Liebig's extract.

H. P. Eckardt & Co. are showing several samples of green Rio coffees.

H. P. Eckardt & Co. say they are having an increased demand for Webb's "Perfect" starch.

Another shipment of Brand's "A 1" sauce is to hand for the Davidson & Hay, Limited.

A full range of gelatines, comprising Cox's, Heinrich's, Koepf's, Knox's, "Plymouth Rock," "Silver Label," "Gold Label," "Lady Charlotte" and Chalmers'

(a 10c. retailer), is in stock with the Eby, Blain Co., Limited.

A carload of New Orleans molasses of fine quality has been received into stock by T. Kinnear & Co.

T. B. Escott & Co. have two cars molasses, barrels and half-barrels, at very low quotations, in stock.

The Eby, Blain Co., Limited, have a shipment in store of fine B.C. sockeye salmon to retail at 10c.

The Davidson & Hay, Limited, quote special prices this week on imported French sardines  $\frac{1}{4}$ 's in oil, key opener.

H. J. Heinz Co. are giving with a 10-case lot of their baked beans, one triplicate sign with the buyer's name in the centre.

W. H. Gillard & Co. have a line of fire-lighters, "Asbestos," which should be in great demand. They are said to be articles of merit.

Fall caught lake trout and whitefish, and fresh water herrings, shipment from Midland, Ont., are moving freely with the Eby, Blain Co.

The Davidson & Hay, Limited, beg to draw the attention of buyers to their offerings in Darjeelings and Golden Tip Ceylons. They will gladly forward samples on application.

W. H. Gillard & Co. are showing some fine values in Ceylons at from 25 to 30c.,

which they refer to in their advertisement in this issue.

T. Kinnear & Co. have in stock Patras currants in quarter-cases; also 5-crown Vostizzas in cases and half-cases.

T. B. Escott & Co. have just received two cars "Bicycle" salmon, which they offer for this month at low price. Quality is fully equal to any brand on the market.

From an interview with T. A. Lytle & Co. we learn that trade still keeps good in jams, jellies and sauces, while the sales of pickles in bottles show a decided increase.

Rutherford, Marshall & Co. have purchased several large lots of dried apples to fill export orders. Holders of same would do well to communicate with them.

The Eby, Blain Co., Limited, have made special arrangements for prompt shipment of salt in car lots f.o.b. cars at Windsor, Seaforth or Brussels, at buyers' option.

Choice and fancy California evaporated apricots in 50-lb. boxes—better values than evaporated apples—also in 25-lb. boxes and 1-lb. cartoons, are in store with the Eby, Blain Co., Limited

The St. John Board of Trade have voted to memorialize the Dominion Government to compel packers of tea, groceries, canned goods, etc., to have the weight and date of packing printed conspicuously on all packages.

## TO BE A FIRST-CLASS GROCER



you must handle first-class goods. Have you ever tried selling

## WETHEY'S CONDENSED MINCE MEAT ?

It is no trouble whatever. Everyone wants it, so you don't need to push it. Send your order at once to

**J. H. WETHEY Manufacturer St. Catharines, Ont.**

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**THE EXPORT SALE OF CHEESE.**

**L**AST week reference was made in these columns to reclamations on cheese. The Montreal exporters' side of the case and the difficulties under which they labor in this connection were brought out clearly at the annual meeting of the Butter and Cheese Association held this week in Montreal. President Brice drew attention to them in his annual report, and all being live topics, they led to warm discussion.

One subject of considerable dissatisfaction in the current and previous seasons is the C.I.F. sale of cheese, in other words the sale of goods landed in Great Britain, with a clause attached making them subject to arbitration on the other side.

Many in the trade consider this a very unsatisfactory method of doing business, because they think it unfair that they should have to submit in the case of disputed shipments to an arbitration in which they have practically no voice. But as the practice is in vogue, they have to do as their neighbors do, or else loose business.

Those who desire the reform have no desire or intention of imputing any unfairness to the people who arbitrate on the other side, but they believe that in the event of protracted arbitration proceedings in England, with perishable articles like butter and cheese, the exporter on this side is placed at a disadvantage in the event of the goods being thrown back on his hands.

Another practice in which reform is desired is long dating of drafts of exchange. The customary period is 60 days, which is a relic of the days of sailing vessels. Nowadays 15 days is the longest period between date of shipment from this side and the receipt of the goods in Great Britain.

The importer across the water, therefore, is practically given 45 days in which to speculate in the goods before he is called upon to pay for them. It is contended that this, on occasion, acts as a temptation to the receiver to ask for arbitration, if the market declines in the meantime. Indeed, it is claimed that 60 days is not by any means the longest draft, but that they frequently run to 90 days.

A prompter method of settlement, if it could be generally observed, would obviate a lot of the disputes that arise under the present method.

The short selling of cheese ahead has also, of recent years, grown enormously. In fact, it is openly asserted that over 50 per cent. of the past season's business was done on this basis, and those who have the best interests of the trade at heart think that it is time something was done to check it. In the discussion which took place on his point at the meeting, the point was

made that it would be more honorable to deal openly in futures in butter and cheese, like grain, than to follow the practice *sub rosa* as at present.

The discrimination by the railway companies against Montreal in the freights they allowed on cheese from points west of Toronto was another matter that led to some plain talk. Operators west of Toronto were given through rates that meant a decided disadvantage to the exporters in Montreal. Individual shippers stated that not making shipments on a through rate from the west meant last summer to them a loss of all the way from \$5,000 to \$6,000. The through rate was altogether disproportionate to the rate to Montreal.

**LATE ADVERTISEMENTS.**

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

D. Gunn, Bros. & Co. have an unlimited demand for large roll butter at current prices.

"Lion" baking powder, put up in handsome majolica jugs, 1 lb. each, to retail at 25c., is having a large sale.

D. Gunn, Bros. & Co.'s country orders for butter have been very numerous and large during the past week.

The demand for "Maple Leaf" brand of lard is ever increasing. Many dealers say they could not do without it, as their customers must have it.

"Grand Sultan" coffee, in 1 lb. packages, in large enamelled teapot, to retail at 40c. Either the pot or coffee is worth the price, consequently they are selling fast.

The Davidson & Hay, Limited, report a most encouraging increase during the past two months in their sales of "Kurma" tea, the year just ended being away ahead of any previous year since "Kurma" was put on the market.

The Eby, Blain Co., Limited, solicit enquiries from buyers desirous of matching any marketable values from their fine range of Japan, Ceylon, Indian and China teas of all grades, for which they offer very special inducements.

**CANADIAN BREAKFAST FOODS.**

P. McIntosh & Son, Toronto, have just shipped a car of their breakfast foods to London, England, and shipments have recently been made to Jamaica. Enquiries have been received from many foreign countries, including Cape of Good Hope and South Africa.

"Do you consider Canadian breakfast foods will eventually have a good share of the markets of the world?" I asked.

"There is not the slightest doubt of it, they are already beginning to get their share," said a member of the firm.

**A KLONDYKE ORDER.**

**M**R. DAVID BELL, grocer, 700 Yonge street, Toronto, has been busy during the past week filling a Klondyke outfit order, which he got by tender, in competition with several wholesale and retail houses in the "Queen City."

The order includes 70 lbs. of evaporated onions in 5-lb. tins, equal to 840 lbs. in the natural state; 525 lbs. of evaporated potatoes, equal to 100 bushels of potatoes; one ½ gal. jar of condensed vinegar which will make 12 gallons pure grape vinegar; 6 doz. cans of Pure Gold jelly powder; 700 lbs. sugar, 700 lbs. beans, 200 lbs. rice and 100 lbs. barley in 50-lb. strong, linen bags; 1,050 lbs. bacon and 350 lbs. of dried beef; 500 lbs. evaporated fruits; 3 boxes of soap, 1 case matches, 100 lbs. of wax candles; 110 lbs. of evaporated soup vegetables; 2,800 lbs. flour, put up in strong duck by M. McLaughlin & Co.; 100 lbs. of coffee and tea; 350 lbs. of rolled oats; 100 lbs. of biscuits, especially prepared for the Klondyke trade; 100 lbs. of cream soda biscuits; 60 lbs. of Bell's baking powder; 7 caddies tobacco; 8 doz. tins of condensed milk; baking soda, yeast, evaporated flavoring extracts, etc.

The party are also taking 175 lbs. honey, which they will depend on in case they do not get butter at their starting point. The outfit weighs over four tons, and will cost between \$900 and \$1,000.

The party consists of Toronto men. They intend to go by the Edmonton route, and are taking a car of their own to carry their goods to Edmonton. They are taking 15 sleighs, each of which can also be used as a boat, and expect to buy such other provisions as they want, such as butter, etc., in Edmonton, and start north in a few weeks. Their car leaves Toronto this week.

**MERCHANTS ARE THERE.**

The Chatham Planet publishes the names of the new Council of that town, showing their occupations, their politics and their religion. The list, which totals up to 16, includes three grocers and two general merchants.

**HAMILTON RETAIL GROCERS.**

The Retail Grocers' Association of Hamilton has elected these officers: Messrs. J. C. Boligan, president; F. R. Close, first vice-president; C. Duff, second vice-president; C. Bremner, treasurer; W. R. Harvey, secretary; A. Ballantine, J. O. Carpenter, J. Ronan, C. H. Peebles, William Smye, Executive Committee; George Powell, C. Holt, auditors.

# Increase Your Tea Trade

You can do it by handling **LUDELLA** Ceylon Tea. Price is a great drawing card but quality is better. Modern tea drinkers demand quality—Ludella fills that demand.

In lead packages, 25, 40, 50 and 60c. lb.

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

The question is often asked, why is it

## Grand Mogul Tea

sales are increasing daily with limited advertising. The answer is not far to seek. The excellent flavor and strength is appreciated by the public. **Coupons in every package.**

**Flag and Crown Japan Tea** was bought by us before the advance in price. We offer at old price for this month. It is a trade winner. Write for samples.

**T. B. ESCOTT & CO.,** Wholesale Grocers, **LONDON, ONT.**

## Canadian Dealers too Often Deceived

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

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

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

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



**THE ALPHA CHEMICAL CO. - Berlin, Canada.**



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

**THE MacLEAN PUBLISHING CO.**  
Limited.

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

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Subscription, Canada, \$2.00. Great Britain, \$3.00.  
Published every Friday.

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

**SUCCESSFULLY COMPETED WITH  
DEPARTMENTAL STORES.**

**M**ERCHANTS can compete with departmental stores if they will, provided that to up-to-date business methods they add the cash system.

Every merchant who does business on credit has necessarily to add to the cost of his goods a certain percentage for losses. He who does not makes a grave mistake. Now the departmental stores have not this to do. They sell for cash, and the selling price of their goods is based upon the cash system. No one can get even a day's credit from a departmental store. If a man or woman has not the cash the goods are sent "C.O.D.," otherwise they are not delivered.

That the average retail merchant can do business on the same principle is being demonstrated time and again. THE CANADIAN GROCER has one in mind at the moment which admirably illustrates that.

There is a small town a few miles east of Toronto whose citizens were in the habit of buying largely from departmental stores in the "Queen City." One of the merchants of the town made it a practice of visiting the station and making a note of the names of those to whom the goods were consigned, and he found that a good many of the

names were of persons who were in the habit of getting goods at his store on credit. Acting on the advice of a Toronto wholesaler to whom he related his experience, he established two prices in his store—a cash and a credit price—and put a large streamer in rear of his store announcing the fact.

Shortly after he had inaugurated this system, a lady, who had been in the habit of getting large quantities of goods from Toronto departmental stores and paying cash for them, while buying on credit from the local merchant, entered the store and asked the price of a certain article.

On being informed, she ordered a certain quantity and was on the point of taking the goods away without having tendered payment, when the storekeeper remarked that the figure he had quoted was for cash. If he had to charge it the price would be so much more, naming the figure.

"But I can get it for that in Toronto," she exclaimed, referring to the price first quoted.

"I know you can, madame. My figure is based on the Toronto price; but it is on the same condition, and that is, cash."

Although nonplussed, the woman declared that, not having the money with her, she would not take the goods and flounced out of the store in high dudgeon. Shortly afterwards her husband entered the store in search of an explanation, which he got.

What the merchant did with this one customer he did with all others under similar circumstances. And to-day he has only one price, and that is the cash price. The other he has abolished.

Other merchants in the same town followed his example, with the result that scarcely any parcels go to that particular station from Toronto departmental stores, the people have learned that by paying cash they can, on the whole, do as well at home and save express or railway rates besides.

The lesson to retail merchants throughout the country is obvious.

**SEND FOR ONE.**

The North American Life Co., Toronto, are very generously handing out to their friends a neat leather memorandum book containing calendar and other useful information. They will send you one on receipt of your request mentioning this paper.

**CANNED TOMATO SITUATION.**

**C**ANNED tomatoes continue to increase in interest in Toronto, and, although it is becoming more evident every day that the situation is a strong one, yet there is rather a wider range than usual in prices. This makes it somewhat difficult to fathom the market. There is no questioning the strength of the market. The only question is as to whether values are likely to be unduly inflated. This is the kernel of the nut, and the answer will give the market a more settled basis.

Compared with a week ago prices are fully ten cents per dozen higher, but, as we have already stated, they have a wide range. A couple of wholesale houses, for instance, will not accept less than \$1.25 per dozen. Another's views are \$1.20. A couple of houses want \$1.15 and no less, while a wholesaler whose views last week were \$1 has now advanced them to \$1.10.

A couple of wholesale houses in western Ontario last week took exception to our review of the canned tomato situation, claiming that our wholesale quotations were too low. They based their exception on the fact that they had been unable to get a lower quotation than \$1.25 from the canners corresponded with, while in one instance \$1.40 was asked. We quite believe what they say. But we have in mind the fact that some canners were asking \$1 per dozen when the market price was 80c. And then it frequently happens that wholesalers and other holders sell canned goods below packers' figures.

During the past week we have taken particular pains to gather information regarding canned tomatoes, and we are persuaded that our view of the situation is approximately correct.

Although, as we have stated, wholesalers' prices range all the way from \$1.10 to \$1.25 per dozen, yet there have been transactions during the past week at less figures.

About the middle of the week one hundred cases changed hands at \$1.05, and they were sold by a wholesaler. On Saturday last there was another transaction, in which two hundred cases were concerned. In this instance \$1 was the price, and the seller was a retailer who had bought early in the season on speculation. Then we hear of transactions which took place last week as

between packers and wholesalers at \$1.10. Another packer offered tomatoes at \$1.10, but it was on condition that corn was taken at 75c. and peas at 85c. This offer was, however, withdrawn before it had been accepted. Still another packer wanted \$1.10 f.o.b., which was equal to \$1.22 delivered in Toronto, but it was not entertained. A Hamilton firm last week sold two thousand cases f.o.b. at \$1 for shipment to British Columbia.

One thing is certain, most of the packers have no stocks of tomatoes left. That has been a foregone conclusion for some time. And those who have are not at all in a hurry to dispose of them, and naturally under such circumstances they are inclined to quote exorbitant figures, as we know some of them are and have been doing. Most of the wholesalers, too, prefer rather not to sell than to sell, but there are some people, and seemingly mostly speculators, who are prepared to sell, and below packers' figures, too. It is those who are the cause of the present peculiar conditions.

THE CANADIAN GROCER has no desire either to bear or to bull the market. All we essay to do is to get at the facts for the information of the trade; and that is what we have this week taken even more pains than usual to do.

#### FEATURE OF THE BUTTER TRADE.

There has been a radical change in the conditions governing the Ontario butter market this season as compared with former seasons. In the past there has always been an abundant supply, the majority of it coming to the large cities from Ontario makers; and this was largely augmented by shipments from Manitoba and the Northwest. Shipments from the last-named source have of late years been steadily decreasing, till now, instead of receiving from, Ontario is sending butter to the west. Then, exports have been much heavier than usual this year, and as the production does not seem to have materially increased the local market is in a much healthier condition than usual, the demand fully equalling the supply, and a scarcity being frequently felt for dairy butter particularly.

Even the pulpit is against the Raines New York liquor law. It is said it never rains but it pours.

#### COUNTRIES WHICH ARE TO GET FREER TRADE.

ACCORDING to cable advices the law officers of the British Crown have decided that Spain, the Netherlands, Liberia, Morocco, San Salvador, the South American Republic and Tonga are entitled to share in the privileges of the reciprocal tariff.

It will be remembered that when the preferential tariff went into operation the Dominion Government decided that Great Britain was the only country which was then entitled to enjoy it. It will also be remembered that the law officers of the British Crown ruled that Germany and Belgium, under the provision of the most favored nation treaty clauses were entitled to the privileges of the reciprocal tariff. Since then France, Japan, New South Wales and a number of minor countries have been added to the list. And now, as noted above, it is to be supplemented by half a dozen others.

Spain comes in under a treaty made in 1892 with Great Britain, Morocco under one made in 1856, South Africa Republic under one made in 1884 and Salvador under one made in 1886. To this last-named treaty Canada decided not to accede when it was made, and was thus exempt from its operations. But the reciprocal tariff, according to the decision of the law lords, has evidently brought the Dominion under the operations of the treaty for the time being.

As, after August 1 next the favored nation treatment treaties will cease to operate, having been denounced by the British Government through representations made by Canada, the Dominion will then be free to accord the privileges of the reciprocal tariff to Great Britain alone if she so desires.

A brief reference to the commercial importance of the countries which the law officers have just decided to be entitled to share in the reciprocal tariff may not be out of place.

Spain's chief products are wines, fruits, cereals, minerals and cotton textiles. Her imports in 1896-7 were valued at £29,366,906 and her exports at £34,890,400. The area of Spain, including Balearic and the Canary Islands, is 197,670 square miles,

and the population is estimated at 17,650,234. The condition of business in Spain is unsatisfactory owing to the drain upon the country of the Cuban War.

The chief exports of the Netherlands are food products, drugs, iron, steel, textiles, sugar, etc. The imports of the country are valued at £120,350,000 and the exports at £98,200,000. The country has an area of 12,648 square miles and the population is 4,928,658.

Liberia, the little Republic founded in 1822 on the west coast of Africa by American philanthropists for the settlement therein of freedmen, is the hottest country in the world, and produces chiefly palm oil, canewood, ivory and gold dust. Its exports in 1895-6 were valued at £141,460, and its imports at £156,250. The country in 1871 borrowed £100,000 from Great Britain, but since 1874 it has not even paid the interest, and its indebtedness on this account is now £200,000. Its population is about 1,500,000.

Morocco is a fine wheat-growing country, and is rich in minerals, but barbarous customs prevent the resources of the country being developed. The exportation of corn is strictly prohibited. The exports of Morocco in 1896 amounted to £1,632,626, and the imports to £1,793,689. The population is about 2½ millions.

The chief products of the Central American republic of San Salvador are coffee and indigo. The country's imports last year were £413,000 and its exports £1,980,000. The area of Salvador is 7,225 square miles and its population is 803,534.

The chief exports of South Africa Republic, or, as it is better known, the Transvaal are wool, cattle, hides, grain, ostrich feathers, ivory, butter, gold, etc. Its imports last year were £9,816,304.

Tonga is one of the Friendly Islands and has an area of 385 square miles and a population of 25,000.

As far as can be ascertained from The Trade and Navigation Returns, Spain is the only country among the seven named from which Canada in 1896 imported any goods. In that year the total imports were valued at \$361,778, of which \$346,208 was dutiable, and the amount of duty collected was \$162,118.81.

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**DISAGREEABLE, BUT A DUTY.**

**T**HERE are many things in business that are unpleasant, but the performance of which are none the less necessary. Stock-taking is one of them.

Taking stock entails a great deal of labor, both mental and physical. He, however, is a most unwise merchant who, from any consideration whatever, allows a year to pass without having ascertained his financial position.

No one who pretends to be a business man should neglect taking stock at definite periods at least no farther than twelve months apart.

It is not enough that a merchant should think his business is all right: He should know for a certainty that it is. And if he does not take stock there is positively no other way of arriving at that knowledge.

Unless a merchant knows exactly just where he is financially, he cannot intelligently manage his business. Stock-taking is an analysis of business: It brings to light leaks and points out avenues which are most promising to follow in order to attain success.

Every merchant will find on his shelves at the end of his business year articles which have either been slow of sale or practically unsaleable. These goods have all depreciated in value, and the longer they are held the more they depreciate. They may be apparently none the worse for wear, but they have been eating up interest, and the longer they are kept the more interest will they eat up. Whatever it may be considered they have depreciated should be written off and the clerks instructed to sell them that much lower. Year after year this should be done until the goods are either sold or depreciate so much that they ultimately are without value and fit only to be given or thrown away. Goods which, like chickens, eat their heads off, are unprofitable,

As with stocks so with book debits. Those accounts which are doubtful should be classified as such and given their estimated proper value. The same should be done with bad accounts.

The business with depreciated goods and doubtful and bad debts not properly classified is as a house built upon sand and must sooner or later collapse.

One thing should be remembered: to

know the facts does not hasten the collapse of a business. On the contrary, the tendency is the very opposite. When a man discovers that the foundation in a certain part of his building is giving way he proceeds to repair it. It is so with the wise merchant who discovers when stock-taking one or more weak points in his business.

If we remember rightly, in Germany the law makes stock-taking compulsory. But it should not be necessary to compel anyone to take stock; business common sense should be motive enough to induce each and every merchant to at least once a year take stock and strike a balance sheet.

**THE WORD "LIMITED."**

**J**OINT stock companies doing business in the province of Ontario need no longer be haunted with the fear of dire consequences should the head of the company or the office boy fail to spell in full the word "limited" when writing the name of the corporation.

The Provincial Secretary stated in the House a few days ago that it would be no longer an offence against the law to abbreviate the word "limited."

The amendment to the Act which made the abbreviating of the word a penalty was made at last year's session of the Provincial Legislature, and the penalties for so doing were various.

To have the word "limited" in an abbreviated form on sign, letter-head, bill-head, cheque, promissory notes and documents of like nature was to incur a penalty of twenty dollars per day during which the word was used in its abbreviated form, while for using the seal of an incorporated company without the word "limited" being in full was to incur a fine of two hundred dollars.

Whatever possessed the author of this law it is impossible to explain. It was not common sense. That is certain. The only common sense exhibited about the whole matter is the announcement that the silly clause has been knocked on the head as far as its penalizing powers are concerned.

The law was only in force one year, but for a yearling it has done a great deal of harm. Impecunious lawyers harrassed joint stock companies until considerate judges

stayed their proceedings, while large sums of money have been expended in putting signs and printed matter in position to comply with the statute.

**A DECLINE IN SUGAR.**

**T**HOSE who from recent conditions have been expecting a continued high level of values on sugar had quite a surprise this week in the shape of a decline in the refiners' price.

It was only recently that they had marked up the price, and as they had shut down, with light stocks in hand, it was expected that values would rule steady for some time at least if they did not go higher.

On Monday these expectations were dispelled by the announcement from the refineries that all sugars were reduced an  $\frac{1}{8}$ c. all round.

The decline in the price in beet, which is at a figure that permits of its being imported at a laid down price of \$3.90 is the primary cause.

The desire to prevent the increased importation of Austrian and German sugar is the secondary one, as there have been freer offers of it of late. "This latter circumstance," said a representative of one of the refineries, "is going to check any advance in domestic granulated beyond, or even to,  $4\frac{1}{2}$ c., no matter what it may cost us to procure our raw material. The price of the imported granulated is entirely independent of the raw market, and while consumers are willing to pay more for the better domestic granulated, they will hardly concede a difference of  $\frac{1}{2}$ c. per lb. This is the fundamental obstacle to any radical rise in prices."

The lead in the reduction was taken by one refinery, and while the others followed, they did so unwillingly, claiming that as the London market had taken a firmer turn on the day the refiners made the reduction, the change was unwarranted.

During the recent decline in London beet touched a point  $4\frac{1}{2}$ d. below that of the highest figure of the campaign. Beet sugar is now about on a parity with centrifugals in New York, whereas for some time previously it was above.

In New York buyers of raw sugars would be rather free buyers if holders would reduce their views 1-16c. per lb., but they do not appear inclined to do so.

**TORONTO RETAIL ASSOCIATION.**

THE regular meeting of the Toronto Retail Grocers' Association was held on Monday evening in St. George's Hall, Elm street, the retiring president, J. S. Bond, in the chair. The attendance was fair.

The secretary's report and the treasurer's report, accompanied by the auditor's report, were read.

Mr. Bond, the retiring president, before vacating the chair, made a neat speech, thanking the members, especially the secretary, for their co-operation in the work of the association during the past year, and expressing his confidence in the ability of the incoming officers to carry forward the work to the best advantage.

The following officers for the year were installed by Mr. A. White:

President—W. H. Marmion.  
Vice-President—F. W. Johnson.  
Treasurer—W. J. Sykes.  
Secretary—Ed. Hawes.  
Executive Committee—J. Kelly, A. G. Booth, D. W. Clark and D. Bell.  
Trustees—A. White, J. S. Bond and F. S. Roberts.  
Auditors—J. S. Scoles and J. Van Loon.  
Inside Guard—K. W. Davies.

Each of the officers were called upon for a speech. Each responded, and all united in the promise to seek the best interest of the association during the ensuing year.

Communications were then read from F. S. Mearns, who had promised to deliver an address on collections, apologizing for his absence; from the Confederation Mercantile and Collection Association, offering to collect bad debts for the members of the association, and from the Canadian Summer Resort Association, asking that the association should help defray the expenses of Mr. Peter McIntyre, who intends to advertise Toronto as a summer resort. These communications were filed.

A letter was received from the Montreal Grocers' Association regarding the garnisheeing of Government officials' salaries. Moved by Mr. Bond, seconded by Mr. Panter, "That the association sign the petition sent them by the Montreal association, and that the Toronto association pledge itself to endeavor to get other associations to sign the petition." The secretary was instructed to communicate with the Retail Merchants' and other associations asking their co-operation.

D. W. Clark moved, seconded by A. White, that the clause in the constitution which reads: "There shall be no honorary members of the association" be so changed that the words "shall be no" be altered to "may." The motion was carried.

J. Kelly moved, seconded by F. W. Johnson, that a committee be appointed to draw up a new constitution, which after acceptance by the association, shall be print-

ed and distributed among the members. This motion passed, and Messrs. Kelly, Johnson, Booth, and Mills, were appointed the committee to do the work,

D. W. Clark moved, seconded by Mr. Booth that Robert Mills be appointed an honorary member of the association. The motion carried unanimously, and Mr. Mills warmly thanked the association for the honor conferred on him.

It was decided on motion of J. Kelly, seconded by J. S. Bond that the association should hold a conversazione. Messrs. Panter, Dalamore, Davies, Clarke, and Kelly were appointed a committee to look after the arrangements.

It was also decided that at the next meeting of the association arrangements for the summer excursion be considered.

Stoney Point cheese factory closed a prosperous year, the quantity of milk received aggregating 1,166,773 lbs., turning out 111,681 lbs. of cheese, which realized \$9,176.85.

**AN ATTRACTIVE SOUVENIR.**

THE CANADIAN GROCER has seen many pretty New Year souvenirs, but the folding calendar issued by the Equitable Life Assurance Society certainly tops the list. The three colored pictures of an old-time courtship which ornament it are really works of art, and, in fact, many of the expensive calendars sold in the shops are not as pretty.

A line to the Equitable Life Assurance office, 157 St. James street, Montreal, mentioning THE CANADIAN GROCER will secure one for any reader.

According to The Placer (Cal.) Herald, quite a number of vineyardists in the Mt. Pleasant district are making a success in raising what are known as Zantic currants.

Assistant Secretary Howell, of the United States, has decided that herring taken off the coast of Newfoundland and brought into the United States in American vessels should be admitted free of duty.



Clear as a crystal and delightful in its invigorating and aromatic odor is the coffee that comes to you in pound and two-pound tin cans from the famous coffee importers,

**Chase & Sanborn**

its purity and its strength being guaranteed by their seal.

Its supreme merit has been proved and is acknowledged by thousands of the most fastidious coffee consumers throughout the land. Grocers everywhere sell it.

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**THE DEPARTMENTAL STORE BILL.**

**T**HE Ontario Legislature disposed of the departmental store bill last Friday. It was withdrawn on the understanding that, at the suggestion of the Attorney-General, a select committee should be appointed at the next session of the House to investigate the question.

Mr. Middleton, the author of the bill, in moving its second reading, said telephone, telegraph and street railway systems had, by the centralization of trade, placed departmental stores under exceptionally favorable conditions, and it was only fair that they should be taxed at a higher rate than those stores which were being injured by an unequal competition. A ruinous overturn in commerce was being brought about by the departmental stores. The practice of imposing special taxes, he said, had been successfully adopted in some parts of the United States. Mr. Middleton mentioned as a serious matter the hazardous character of the departmental store business, which brought great crowds of people into one building unprotected by fire walls. He proposed that the question of imposing special taxation on these enterprises should be considered by a committee of the House.

Mr. Kerns pointed out that care was necessary in order to avoid injuring private interests. The departmental stores had in some respects been productive of good, inasmuch as they had been successful in introducing a cash system of doing business, which in itself was of importance.

Mr. Stratton admitted that there are strong arguments for and against the bill. In towns like Peterboro' business men were finding it necessary to carry larger variety of goods than ever before, owing to the keen competition. There would be, he feared, a difficulty in defining what are separate classes of goods. If the matter is to be taken hold of and legislation is to be effective, he believed it would have to be taken up by the Government, but it will require a bill with a great many more clauses than the one under consideration. He was not certain what is the best course to pursue, but rather favored action by the Government if any were taken, as the question is of sufficient magnitude to justify the Government taking it into consideration.

Dr. Willoughby had a strong conviction that a great deal of harm was being done to ordinary business by the departmental store, but he was not sure that the proposition before the House was not an undue interference with private liberty. However, the subject was too important to be dealt with by a private member.

Mr. Conmee said that the evil could be remedied by a change in the assessment law, or by a change in the me-

thod of making the assessment. He hoped the Government would be able to put the House in possession of further information on the subject next session.

Mr. Haycock, the Patron leader, who pointed out that the scope of the ordinary drug store would be limited and curtailed by this bill, and that there are hardly any stores in the country that would not be affected by it. The difficulty of classifying the various lines of articles and determining the number of distinct classes of goods which any store carried would also operate against the smooth working of the bill. The fact that departmental stores are not confined to Ontario, but extend to the neighboring province, must also be borne in mind, and care taken that business is not driven away from Ontario, and such a measure ought therefore to emanate from Ottawa. The effects of competition from the mercantile departmental combinations was not the only evil that was being experienced in the country, but the country lawyers were also feeling keenly the competition from the great legal departmentals which were now operating in the big cities.

Mr. Hardy, the Premier, admitted the great importance of the bill, which differs from those introduced into some of the American Legislatures, where the question had been discussed a great deal, and the details had been gone into to a very large extent. A bill had gone through the Senate of the State of Illinois, but had been thrown out in the Legislature by a narrow majority. There was a great deal of force in the remarks of the honorable member for Frontenac (Mr. Haycock), and there were also forcible arguments advanced in favor of the bill. He pointed out that the bill did not profess to prohibit any store from keeping a variety of articles, but that the proportion of taxation should have some regard to the number of departments or classes of goods carried, which was a very different thing from actually prohibiting the sale of more than a certain number of lines. The doctrine of applying a varying rate of taxation to these departmental stores is being somewhat generally discussed and better understood. The departmental stores are not ordinary businesses, but reach out throughout the entire province. At the present time he did not desire to express an opinion upon the question. An association had been formed which proposes to deal with the question by distributing literature in reference to the matter, and by other means. The public generally, however, were not perhaps as well acquainted with all the details as might be necessary to deal with the matter. In view of this fact it might perhaps be advisable to appoint a special com-

mittee in the early days of next session in order to hear evidence, to give both parties a chance to be heard, and to bring in a report upon which any legislation which might be found necessary could be based. It is impossible to deal with an important question like this off-hand. The true facts must be ascertained before action could be taken. Another mode of dealing with the question would be by a royal commission, but his own idea is that a select committee would be preferable. In view of all these facts he expressed the hope that the mover would allow the bill to stand over for another session.

After some discussion the bill was withdrawn, as already stated.

Mr. Middleton's bill provided that after Jan. 1, 1899, the council of any city, or town, may pass a bylaw or bylaws for the purpose of imposing upon any departmental store carrying on more than three distinct classes of business a special tax in respect of each additional class of business, and in imposing such business tax, the same may be regulated in and by the bylaw so as to provide either a uniform tax in respect of each additional distinct class of business or the same may be graded in such a manner as may seem proper; provided that no such bylaw shall be passed or take effect under the authority of this Act, without having been carried by a two-thirds vote of the members of the council present and voting thereon.

**MONTREAL TIMBER TRADE, 1897.**

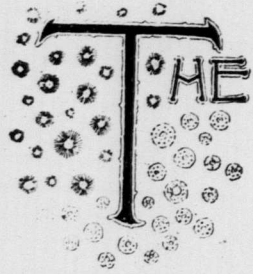
The season just closed has been a record-breaking one in the export timber business from Montreal. The shipments have amounted to 300,420,069 feet, showing an increase of 79,416,460 feet as compared with the total of 1896, an increase of 131,748,041 as compared with 1895, and of 123,011,641 compared with 1894.

**MR. SCANLAN'S COMMITTEE ROOMS**

John Scanlan, who will be nominated on the 15th inst. as alderman for St. Lawrence Ward, Montreal, has opened the following committee rooms: The central one is at 206 Bleury street, 1972 St. Catherine street, 84 Prince Arthur, 57 Bleury street, and 78 St. Lawrence Main street.

The canvassers have already been over three-quarters of the district, and reports are most favorable.

Mr. Scanlan and Mr. Eker are no doubt both good men, but Mr. Scanlan should have the preference; his business, dwelling and interests are all in St. Lawrence Ward, whereas, on the other hand, his opponent's business, dwelling and interest are outside of this ward. This alone should carry weight with the people of that district.



# Highest Grade

in Flavoring Extracts is attained in

## GREIG'S CROWN BRAND

They are made by particular people for particular people. Absolutely pure--- they always satisfy.

### Lorimer's Worcester Sauce

Pure,  
piquant, appetizing—  
cheap. A ready sell-  
er, and gives a good  
profit.

### Mackay's Kola Cafe

The essence of  
the finest coffee com-  
bined with the invig-  
orating qualities of  
the Kola nut.

An ideal beverage.  
The best yet.

### Bryant & May's Matches

Light instantly  
—burn brightly—no  
fumes.

Tiger and Safety  
for house use. Wax  
Vestas and Fusees  
for smokers.

Sold by high-class grocers in Canada.

Agents

# ROBERT GREIG & CO., Montreal



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# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

TORONTO, Jan. 13, 1898.

### GROCERIES.

THE volume of business is naturally not large, but so far trade this month is rather better than usual and considerably ahead of last year. Canned tomatoes are still the most important feature in the trade, the past week having witnessed another advance of about 10c. per dozen in the wholesale price. The demand for canned goods on account of the somewhat excited condition of the market is rather better than usual at this time of the year. A decline of 1/8c. per lb. has taken place in refined sugars of all grades in sympathy with the easier feeling which characterized the outside markets. There is not a great deal doing in sugar. Coffees of Brazilian growth are firmer in the primary market. There is no change here. The improvement noted last week in the tea trade continues, and the market, as a rule, is steady as to price. In the foreign dried fruit market the most important feature is a further advance of 1s. per cwt. in the price of currants in Greece. The long expected shipment of Bosnia prunes for this market has at last arrived.

### CANNED GOODS.

There is no lessening of the interest in canned tomatoes. On the contrary it is increasing. Wholesalers' prices during the past week show a further appreciation of from 5 to 10c. per dozen, and at the

advance some business is being done. As will be noted in our editorial column there have been some transactions at rather lower figures than what are quoted. The market, however, is undoubtedly strong; but the fact that there are some people who are willing to accept lower figures than the packers causes a rather uncertain feeling. The demand for canned goods generally is good for this time of the year, and particularly in view of the fact that large quantities have already been sold this season. We quote: Tomatoes, \$1 to \$1.15; corn, 70 to 85c.; peas, 90 to 95c. for ordinary; sifted select, 90c. to \$1; extra sifted, \$1.25 to \$1.40; beans, 60 to 95c.; peaches, \$2 to \$2.60 for 3's, \$1.40 to \$1.75 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.40 to \$1.70, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$1.75 to \$2.25; apples, 3's, 80 to 95c.; gallons, \$2.25 to \$2.40; salmon, "Horse-shoe," \$1.25 in 5-case lots and \$1.30 in less quantities; other red salmon, \$1.20 upwards, according to quality and brand; cohoes, 95c. to \$1; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.40 to \$2.70 for tall tins; 1/2-lb. flats, \$1.65 to \$1.70; Canadian canned beef, 1's, \$1.35 to \$1.40; 2's, \$2.35 to \$2.50; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16; Canadian kippered herrings, \$4.50 per case.

### COFFEE.

The feature of the local market has been the arrival of direct shipments of green Rio

coffee, and a good many sales have taken place at prices unusually low. The primary market, however, has steadied a good deal since these transactions took place, and prices are now about 40 per cent. higher in Rio and Santos, owing, it is said, to the large purchases on account of an English syndicate. In New York there has been a slight weakening of the market, but this is thought to be due to the influence of the holiday season. Jobbers quote green in bags: Rio, 8 to 12 1/2c., according to grade; East Indian, 27 to 30c.; Santos, 12 to 18c.; Java, 30 to 33c.; Mocha, 27 1/2 to 30c.; Maracaibo, 13 to 17c.; Jamaica, 16 to 22c.

### SYRUPS.

There has been a little enquiry for cheap syrup in the wholesale houses, but those grades appear to be scarce, and as far as we can learn no transactions have taken place. The wholesale trade is quiet. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3 1/4c. per lb.


### MOLASSES.

The market is quiet and without special features. We quote as follows: New Orleans, bbls., 23 to 35c.; ditto, half-bbls., 25 to 37c.; ditto, fancy, 50 to 55c. in bbls. and half-bbls.; Barbadoes, 31 to 35c.; half-bbls., 33 to 35c.

### SUGAR.

The feature of the sugar market is a decline of 1/8c. per lb. in the price of all grades

The IMPROVED  
**XRAY**  
RAISIN SEEDER  
The  
**ONE**  
that  
SEEDS.



1 YEAR WRITTEN  
GUARANTEE  
WITH EVERY MACHINE.  
Seeds a Pound  
in 3 MINUTES.

**THOROUGH CLEAN FAST**

Positively removes every seed.

We have them. You ought to have them.

**WALTER WOODS & CO. - Hamilton**

**DRINK :::**

**::: Chocolate for Breakfast**

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



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

**VANILLA . .  
CHOCOLATES**

**CHOCOLAT MENIER**

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

**Ask your grocer for Chocolat Menier**

The world-renowned French Vanilla Chocolate.

**A PROMINENT  
TEA MAN**

from London, England, recently remarked that in all of his 35 years' experience in the Tea Trade, he had never seen a Tea the equal of "Salada" Ceylon Tea that did not fetch all the way from 20 per cent. to 30 per cent. in advance of it—and moreover, that he didn't see anything very surprising at the enormous sale of "Salada." Why shouldn't it sell? The public would be foolish indeed if they didn't buy it, seeing the value and quality they get.

**In our modesty, we can only  
add, this is quite true.**

**"Salada" Tea Co.**



# SURPRISE SOAP

MAKES

## CHILD'S PLAY ON WASH DAY

Easy, Quick Work . . .  
Snowy White Clothes

You can safely recommend **SURPRISE SOAP** as the best soap for washing clothes.

The experience of thousands for years is the proof.

**THE ST. CROIX SOAP MFG. CO.**

ST. STEPHEN, N.B.

BRANCHES—

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

of refined sugars, except German and Canadian-German, which are 1-16c. per lb. lower. The lead was taken by one of the Montreal refineries, and the others had to follow, although they claim that while the market had been weaker abroad, yet, on the very day the reduction in Canada took place the outside markets had taken an upward turn again, thus making the reduction unwarranted. At the decline the market is steady to firm. Buyers in New York are willing to purchase at the figures ruling a few days ago, but holders are asking 1-16c. more. The decline in beet in London was about 4½d. per cwt. below the highest point of this campaign, but there has been since an advance of ¾c. on beets and German granulated. Trade locally is quiet, although the refiners are doing a little more business than they were a week or two ago. We quote wholesale price, subject to a discount of 1 per cent., 10 days: Granulated (Red-path, St. Lawrence, Acadia), 4½c.; ditto, Dutch, in bags, 4¾c.; ditto, German of Canadian make, in bbls., 4 3-16c.; ditto, imported, in bags, 4 3-16c.; yellows, 3¾c. upwards.

NUTS.

The market is quiet and without feature. We quote as follows: Brazil nuts, 12½ to 14c.; Valencia shelled almonds, 23 to 25c.; Tarragona almonds, 9 to 11c.; pea-

nuts, 10 to 12c. for roasted and 8 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 11½ to 12c.; Marbot walnuts, 9½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 9½c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, SAGO.

The demand continues moderate at unchanged prices. We quote: Standard "B," broken lots, 3¾c.; 1 to 5 sacks, 3¾c., and 5 sacks and over, 3¾c. per lb.; Japan, 5c.; Patna, 4¾ to 5¾c.; tapioca, 3¾ to 4½c.; sago, 3½ to 4½c.

SPICES.

Business still remains quiet, with prices much as before. We quote: Pure Singapore black pepper, ground, 14c. in kegs, pails and boxes, and 15c. in 5-lb. cans; ditto, whole, 12c. per lb.; pure white pepper, ground, 24 to 26c. in kegs, pails and boxes, and 20 to 22c. in 5-lb. cans; ditto, whole, 20 to 22c., according to quality; pure Jamaica ginger, 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25c.; ditto, best, 28 to 30c. per lb.; allspice, 16c.; cassia, 25c. per lb. for ground and 40c. for Saigon.

TEA.

The demand is still improving. There

have been some transactions in Indian and Ceylon teas, both on spot and to arrive. Low-grade Ceylons are getting scarce, and the largest holders are pretty well sold out in teas at from 13½ to 14½c. A good demand is to be noted for Ceylon teas at from 15 to 17c. Broken orange Pekoes at about 1s. are desirable goods, but they are scarce and hard to get. It is the opinion that Indian Pekoes at from about 15 to 17c. showed the best value in black teas to-day. China black teas generally are neglected. Green teas are in small supply, and nothing but the finer grades are offering. In Japan teas there has been more movement than for some time past. Holders are firm in their views and buyers have had to pay full prices. Tea exports from Japan to Canada are about 2,000,000 lbs. less than last year. Ruling wholesale prices on the Toronto market are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indias and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

CURRENTS—A still further advance of 1s. per cwt. has taken place in the price of currants in Greece. Stocks there last month

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

**Going to Retire?  
Want to Sell Out?**

If so, say so in THE CANADIAN GROCER.  
It reaches the most likely buyers. Two  
cents a word each insertion.

**THE MANITOBA  
PRODUCE AND COMMISSION COY.  
WINNIPEG, MAN.**

Wholesale Dealers

**PROVISIONS OF ALL KINDS**

Consignments Solicited.

The Following Brands  
Manufactured by

**The American Tobacco Co.**  
OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

**CUT TOBACCOS . . . .**

**OLD CHUM.**

**SEAL OF NORTH CAROLINA.**

**OLD GOLD.**

**CIGARETTES**

**RICHMOND STRAIGHT OUT.**

**SWEET CAPORAL.**

**ATHLETE,**

**DERBY**

**E. NICHOLSON**

Successor to W. F. Henderson & Co.

**Wholesale Commission Merchants  
and Brokers . . . .**

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

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

124 Princess Street, **Winnipeg, Man.**

Correspondence Invited.

**Keep your FRUIT stock  
well assorted**

We can give you **GOOD VALUES** in

**MALAGA GRAPES**

**BANANAS**

**ORANGES**

**LEMONS**

**GRAPE FRUIT**

**TANGERINES**

Also **OYSTERS** and **HADDIE**

**CLEMES BROS. - Toronto**

were reduced to 17,000 to 18,000 tons, which is inadequate for the consumptive demand. England has taken about 55,000 tons so far this season. Locally the advance for currants continues good. We quote: Provincials, 5¼ to 6c.; Filiatras, 6¼c. in bbls; 6¾c. in half-bbls and 6¼c. in cases. Patras, 6¾c. in bbls.; 6¼c. in half-bbls. and 6¾c. in cases. Vostizzas, 7½ to 8½c. in cases.

**VALENCIA RAISINS**—The demand is fair, and it is the impression that the high price of currants will lead to an increased consumption of Valencia raisins. We quote: New goods—Off-stalk, 4½ to 4¾c.; fine off-stalk, 5 to 5½c.; selected, 6 to 6½c.; layers, 6½ to 7c.

**CALIFORNIA RAISINS**—There is not much doing, and in the outside market buyers and sellers are apart. We quote: 3-crown, 7¼ to 7½c. per lb; 4-crown, 8¼ to 8½c. per lb.; 1-lb. cartoons, 20c.; 2¼-lb. cartoons, 35c.

**DATES**—In moderate demand at 5½ to 5¾c. for Hallowees and 5½c. for Kadrowees.

**FIGS**—Dull. We quote as follows: 4-crown, 10 to 11c.; 5-crown, 11 to 13c.; 7-crown, 13 to 14c.; 9-crown, 15 to 16c.; natural figs, in bags, 4½ to 5c.; mats, 3½ to 4c. per lb.

**PRUNES**—The long-expected shipment of "Sphinx" prunes, ex ss. Styria, has at last reached the Toronto market. As they only arrived as we go to press, we are unable to give quotations this week. We quote California prunes as follows: 40 to 50's, 10 to 10½c.; 50 to 60's, 8 to 8½c.; 60 to 70's, 7½ to 8c.; 70 to 80's, 7 to 7½c.; 80 to 90's, 6½ to 7c.; 90 to 100's, 6 to 6½c. Silver prunes (fancy), 13½c.; egg plums, 9½c.; golden plums, 10½c.

**CALIFORNIA EVAPORATED FRUITS**—The demand is only fair. We quote as follows: Apricots, 9 to 9½c. per lb. in 50-lb. boxes, 9½ to 16c. in 25-lb. boxes, and 13 to 14c. in 1-lb. cartoon boxes; Peaches, 9½ to 12½c. in 25-lb. boxes, and 13c. per lb. in 1-lb. cartoons.

**GREEN FRUITS.**

Though quite as good as usual at this season of the year, the market is quiet, there being little movement in any line. We quote as follows: Almeria grapes, \$5 to \$7.50 per keg; lemons, Messina, \$2.75 to \$3.25 a box; cocoanuts, \$4.50 a sack and 60c. per doz.; oranges, Valencia, \$4.75 to \$7.50 per case; California navels, \$3.50 to \$4 per crate; Jamaica oranges, \$7 per bbl., and \$4 per box; Tangarines, \$1.50

**POULTRY  
BUTTER  
HONEY  
EGGS**

Are in good demand.

**Chas. J. Graham**  
88 Front Street East . . . . Toronto

The **QUEEN CITY OIL CO., Ltd.**  
SAMUEL ROGERS, President. TORONTO, ONT.  
Importers of the very finest PRATT'S ASTRAL and

**AMERICAN OIL**

CAR LOADS OR LESS. — WRITE FOR PRICES.  
Best Canadian Lamp Oil Made in Canada.

**THE TRADE BUILDERS OF B.C.**

ARE  
**OKELL & MORRIS' GOLD MEDAL BRANDS**  
OF **PURE** Preserves, Pickles, Ketchups, Vinegars, Confectionery, Canded Peels

We guarantee the purity of our manufactures. Works: VICTORIA, B.C.

**POTATOES AND APPLES**

**Wm. Hannah & Co.**

**TORONTO — and — MONTREAL**

Board Trade Building. 177 McGill St.  
We are always open to buy or sell car lots.  
Write or Wire us for Prices.

Special for **KLONDIKE** Supply Houses

We offer Evaporated Apples, Peaches, Apricots, etc.  
Evaporated Eggs (splendid article), 1 pk. equal to 3 doz. eggs; also in bulk.  
Condensed Pure Grape Vinegar; 1 gallon makes 21 gallons, with addition of water.  
Evaporated Vegetables (for soups) in packages.  
Several large shipments already made to Vancouver. Write for particulars.

**W. H. SEYLER & CO.**

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

**EGGS**  
Poultry, Butter, etc.  
We solicit consignments of above.

**DRIED APPLES**  
We buy outright at market prices.  
Write us particulars before selling.

**RUTHERFORD, MARSHALL & CO.**  
82 Front St. East,  
TORONTO

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

**BLUE RIBBON TEAS**

to \$1.75; Mexican oranges, \$2.75 to \$3.50 a box; bananas, \$1.25 to \$1.75; Cape Cod cranberries, \$8 to \$8.50 per bbl., and \$2.75 to \$3 per box; Canadian cranberries, \$5.50 to \$6 per bbl., and \$2.50 per box; Nova Scotia cranberries, \$8 to \$8.50 per bbl.; Canadian apples, \$2.50 to \$3.50 per barrel and 40 to 50c. per basket; Canadian onions, red or yellow, in 80-lb. bags, 70c.; pickling onions, 75c. per basket; celery, 25 to 50c. a dozen; winter pears, \$3.50 to \$4 per bbl. and 30 to 50c. per basket.

#### PROVISIONS.

There is a little improvement in trade, and orders are more frequent and larger than during the last few weeks. We quote:

**DRY SALTED MEATS**—Long clear bacon, 7½c. for carload lots, and 8c. per lb. for ton lots and cases.

**SMOKED MEATS**—Breakfast bacon, 11½ to 12c.; rolls, 9c.; hams, large, 9½ to 10c.; medium, 10½c.; small, 11c.; shoulder hams, 8½ to 9c.; backs, 10 to 11½c.; with 1c. less for all meats out of pickle.

**LARD**—Pure Canadian, tierces, 6¾c.; tubs, 7c.; pails, 7¼c.

**BARREL PORK**—Canadian heavy mess, \$15; Canadian short-cut, \$16 to \$16.50; clear shoulder mess, \$14.

**DRESSED HOGS**—We quote: \$5.90 to \$6 for heavy, and \$6.25 for light hogs.

#### BUTTER AND CHEESE.

**BUTTER**—Choice dairy is wanted in tubs and pound prints. There is a good supply of large rolls on the market. Creamery is in good demand, especially pound prints. We quote as follows: Dairy, large rolls, 14 to 15c.; pound prints, 15 to 16c.; tubs, best grade, 15 to 16c.; second grade, 13 to 14c.; low grade, 11 to 12c.; creamery, early make, tubs, 17 to 18c.; late make, tubs, 18 to 19c.; prints, 20c.

**CHEESE**—There is an upward tendency, with firmer prices, in sympathy with English market. The local demand shows an improvement. We quote 8¾ to 9¼c., according to make.

#### COUNTRY PRODUCE.

**EGGS**—There is a light delivery, with a good demand. Strictly fresh eggs are wanted. We quote: Fresh-laid, 18 to 19c.; held, fresh and cold-stored, 15 to 16c.; pickled, 13½ to 14c.

## NEW YEAR'S CONFECTIONERY

Sold on merit. The low prices prevailing in Candies have not depreciated our high quality.

WRITE US FOR QUOTATIONS FOR PURE GOODS

**J. McLaughlan & Sons**

Manufacturers  
Biscuits and Confectionery

**Owen Sound**

**POTATOES**—The demand is quiet, with little offering. We quote: Carload lots at 60c., and small lots on the market at 65 to 70c.

**DRIED APPLES**—Holders are asking 5c. f.o.b., and we hear of wholesale grocers allowing 5 to 5½c. in trade. Jobbers are offering choice stock at 5c. per lb.

**EVAPORATED APPLES**—There appears to be nothing doing, and we nominally quote 9 to 10c. in a jobbing way.

**BEANS**—A few sales of choice prime beans at 80c., in 5 and 10 bag lots are reported; hand-picked are quoted at 85c.

**HONEY**—The demand is steady, yet quiet. Comb honey is scarce. We quote: Clover honey, 7 to 7½c.; buckwheat, 4c.; light color, in 60-lb. tins, 6 to 6½c.; 5 and 10-lb. tins, 7 to 7½c.; comb, \$1.50 to \$1.75 per dozen.

**POULTRY**—Receipts are moderate, with a decreased demand. There has been very little trade done since Christmas. Dealers consider this an unusually dull season. We quote: Geese, 6 to 6½c. per lb.; chickens, dressed, 25 to 50c.; ducks, 40 to 60c.; turkeys, 8 to 9c. for fresh killed, bright stock, and 6 to 7 for poor, held stock.

#### FISH AND OYSTERS.

The demand generally is good, but trout, smelts, whitefish and steak cod show special activity. Oysters are also in good demand. We quote: Oysters, \$1.25 per gal.; fresh trout, 7 to 7½c. per lb.; fresh haddock, 5c. per lb.; fresh steak cod, 6 to 6½c. per lb.; pickerel, 6c. per lb.; pike, 4c. per lb.; perch, 3c. per lb.; fresh herring, 3½c. per lb.; haddies, 5½ to 6c. per lb.; Labrador herring, \$5.75 to \$6 per bbl. and \$3.25 per half-bbl.; split herring, \$5 per bbl. and \$2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; fresh water herring (heads off), \$2.50 per keg;

ciscoes, 75c. to \$1; Manitoba frozen whitefish, 7½c. per lb.; smelts, No. 2, 4c.; No. 1, 6c.; extras, 10c.; flounders, 5c. per lb.

#### SEEDS.

There is a fair demand for strictly choice red clover, for export, but the medium to low grades are not wanted, as they cannot be sold for export, and the home market has not yet opened. Prices of finest grades are unchanged at from \$3.50 to \$4 for choice to fancy, while for lower grade the price is nominal. Alsike is dull, except for occasional fancy lots, which can be sold for export. As prices depend on later developments of the markets, buying now is speculative, and dealers are loth to quote prices. Timothy is offered in limited quantities, with the price \$1 to \$1.50 for machine threshed and \$1.75 to \$2 for bright, unhulled flail-threshed seed.

#### SALT.

Business is quiet, though good for this season of the year. Prices are unchanged. We quote: Carload lots, \$1.05 per bbl., and 65c. per sack; less than carload lots, \$1.10 per bbl., and 70c. per sack. At the wells we quote: F.O.B. barrels, 75c.; sacks, 50c.

#### HIDES, SKINS AND WOOL.

**HIDES**—The demand is good with prices firmer. We quote for both cowhides and steerhides: No. 1, 9c.; No. 2, 8c.; No. 3, 7c.

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

**SHEEPSKINS**—Prices are ruling high. "Pullers" say they are losing money. We quote now at \$1.10.

**WOOL**—There is a steady demand for pulled wools, the price quoted remaining at 20½c. for fleeces and tub-washed.

**WE ARE  
PAYING  
CASH  
FOR**

**DRIED  
APPLES**

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

46 FRONT ST. E. **Toronto**



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An Exceptionally Fine Lot  
OF  
**GREEN RIO COFFEE**

In Store, ex. "Imperial Prince." QUOTATIONS VERY LOW.

If Interested in **TEAS** WRITE US  
We are the largest holders of in the Dominion

AND ARE OFFERING BARGAINS

SALES  
STEADILY  
INCREASING

PURE "KOLONA" CEYLON  
TEA

VALUE  
DOES  
IT

Retaining Old Friends, Winning New Ones Every Day.

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO

**GRAIN, FLOUR, BREAKFAST FOODS.**

**GRAIN** — Prices are higher for all grains since last week. We quote the street market as follows: Wheat, red, 88 to 88½c.; white, 86 to 87c.; goose, 77 to 79c.; peas, 50 to 52½c.; rye, 46c.; barley, 32 to 34c.; oats, 27 to 28c., Toronto freights. No. 1 hard wheat is quoted at \$1.02, Toronto freights.

**FLOUR** — The market is steady with prices unchanged. We quote: Manitoba patents, \$5.40; Manitoba strong bakers', \$5; Ontario patents, \$4.60 to \$4.75; straight roller, \$4.10 to \$4.15, Toronto freights.

**BREAKFAST FOODS**—The demand is very active in all lines. Split peas are 10c. dearer. We quote: Standard oatmeal and rolled oats, \$3.50 in bags and \$3.60 in bbls.; rolled wheat, \$2.70 in 100-lb. bbls.; cornmeal, \$2.35; split peas, \$3.35; pot barley, \$3.

**PETROLEUM, ETC.**

Business is active in all lines, with prices unchanged. We quote as follows in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14c.; carbon safety, 16½c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

**MARKET NOTES.**

Comb honey is scarce.  
Fresh laid eggs are 1c. higher.  
Cheese is ¼c. higher, and continues firm.  
Currants have advanced another shilling per cwt. in Patras.  
Smoked meats and dry salted meats are dearer. Barrel pork is 50c. higher.

The price of dressed hogs has advanced 10c. for heavy and 25c. for light animals.

Toronto wholesalers have advanced their prices for canned tomatoes another 10c. per dozen.

All refined sugars are ¼c. per lb. lower, except Canadian German and imported German, which are 1-16c. lower.

**QUEBEC MARKETS.**

MONTREAL, Jan. 13, 1898.

**GROCERIES.**

**B**USINESS continues quiet, as a rule, in groceries, that is to say, between jobbers and retailers. But though business is dull, there are many features to attract traders' attention. The sugar refiners, after marking up prices, have as suddenly reduced them. The firm tendency of molasses has been developed even more unmistakably this week by refusals to accept

bids for large lots. Teas are quiet, but steady, while the strength in staple canned vegetables continue one of the most striking features of the situation. Values in dried fruit are generally firm, this being especially the case in currants, Sultana raisins and the larger sizes of prunes. There has been more doing in fish since the holidays ended, and dairy and country produce rule steady as to values.

**SUGAR.**

There has been a rather sudden reaction in the price of sugar this week, the refiners on Monday reducing their prices an ⅓c. per lb. all round. Easiness outside and a desire to encourage the consumptive demand which, as we have already noted, has been very slack, are the causes influential in inducing the change. As a result of the reaction jobbers have marked down their prices, and we quote: Standard granulated, 45-16c.; Canadian German granulated, 4c.; Austrian and German granulated, 35-16c. in bags, and domestic yellows, 3½ to 3¾c. In New York raw is quoted steady both for fair refining and centrifugal, while refined is firm. Cables from London quote beet sugar quiet with prices nominal, and cane dull and unchanged.

**SYRUPS.**

There is only a light demand for syrups,

# Yukon Expeditions

We can supply outfits of all kinds for large or small parties going to the Northern Mining Districts. Our success in supplying several American expeditions has led us to go into this business on a large scale. If you are going to the Klondyke, correspond with us,

## WE CAN SAVE YOU MONEY

Coffees, Spices, Fruits, Canned Goods, etc.

### S. H. Ewing & Sons

Wholesale General Commission Merchants,  
27 St. Sacramento Street,

### Montreal.

but prices are steady at 2 to 2½c., as to grade, for Canadian.

#### MOLASSES.

The molasses market rules very firm, and it does not look as if those houses who tried to procure supplies in New Brunswick were going to make any money out of them. The reason is simple. The very lowest price at which goods are obtainable down there is 25c. per gallon, and then only in small lots. Making due allowance for the difference in gauging and the risk of certain barrels in a shipment being sour, traders who bring any Barbadoes from St. John cannot afford to sell it under 28 to 28½c. unless they are willing to loose money. As holders who already have goods on hand here can afford to meet buyers at 28c., the former are not in a pleasant position. In a word their action is not likely to affect the ruling range on Barbadoes molasses in any way. We quote the jobbing range: Puncheons, 28c.; barrels, 30½c., and half-barrels 31½c.; car lots 1c. less.

#### RICE.

This line exhibits little change. We quote: Imported Japan, 4¾ to 5½c.; standard B rice \$3.40 to \$3.50; ditto, grade S, \$3.30 to \$3.40; Patna, \$4.75 to \$5; choice Burmah, \$4; and ditto Java, \$4.25.

#### SPICES.

There is not much doing in spices, and values are generally steady. We quote: Black pepper, 9 to 15c.; pure white, 15 to 20c.; pure Jamaica ginger, 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar (French), 25 to 27c.; do. best, 30c.; allspice, 14c.; and nutmegs, 50 to 90c.

#### COFFEE.

There is a quiet trade doing in coffee of all kinds. Maracaibo sold at 13 to 15c., Santos at 11 to 11½c. and Rio at 10 to 10½c.

#### TEAS.

There has been no change in the tea market this week. The consumptive demand is slow in making itself felt this month, and, jobbers having bought pretty

freely lately, there is less than the usual movement, either from first or second hands. We quote as follows: Young Hysons, 18c. for low grades, 24 to 28c. for mediums and 30 to 40c. for good to finest; China Congous, 10 to 17c. for mediums and 25 to 55c. for high grades; Japans, 13 to 17c. for mediums and 28c. for higher grades; Indians and Ceylons, 17 to 20c. for mediums and 35 to 65c. for higher grades.

#### CANNED GOODS.

The demand for canned vegetables, especially tomatoes and corn, has been quite active, and it now transpires that many jobbers are not nearly as well supplied with the two staples as they would wish. All round sellers are very firm in their ideas of value. We quote: Tomatoes, \$1.10 to \$1.25; corn, 90c. to \$1; peas, 90c. to \$1.15; peaches, \$1.75 to \$1.90 for 2's; raspberries, \$1.50 to \$1.90; strawberries, \$1.75 to \$2, according to brand and quality; cherries, \$2.30; apples, gallons, \$2.60 to \$2.75; 3-lb. do., \$1 to \$1.10; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.25; "Clover Leaf," \$1.25; Lowe Inlet, \$1.20, in tall tins; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.30; lobsters, \$11 per case; French sardines, \$10.25 to \$11 for extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25 to \$4.50.

#### DRIED FRUIT.

The feeling is quite steady on Valencia raisins and prices are unchanged. We quote: Off-stalk, 4½c.; fine do., 4¾ to 5c.; selected, 5¾ to 6c., and 4-crown layers, 6 to 6¾c.

The better sorts of California raisins are quite steady, but some lower offers have been received on 2-crown fruit. However, we quote prices the same; 6 to 6¾c. for 2-crown; 7¼ to 7¾c. for 3-crown, and 8¾ to 9c. for 4-crown.

Mail advices to hand this week speak of higher prices on Sultana raisins in London, supplies of them being very light. On spot prices are firm, 8¾ to 9c. Loose Spanish Muscatels are unchanged at 6 to 7c.

The strong disposition of the currant market continues and English letters this week state that London is short of stock. Here prices on all descriptions are firmly held, but especially on Provincials. We quote: Fine Vostizzas, half-cases, 6½c.; Patras, half-cases, 6¼c.; choice Filiatra, do., 6c.; fine do., half-cases, 5¾c.; Filiatra, half-cases, 5¾c.; do. half-bbls., 5½c.; do., bbls., 5¾c.; fine Provincials, half-cases, 5¾c.

Jobbers who tried to procure some of the larger sizes of California fruit had difficulty in having their orders filled this week. In New York also the large sizes are scarce. In French and Austrian there is nothing to report. We quote: Austrian, 6½ to 7c.; French, 4½ to 5½c., and Californias, 7½ to 10c., as to grade.

Figs continue quiet and steady. We quote: Elcme, 10 lbs., 10 to 11c.; case lots, 9c.; 12-oz. boxes, 7½c.; 14-oz. boxes, 9c.; 25 bag lots, 3¾c., and bags, 3½ to 4c.

Dates are steady at 5½ to 6c., with a fair enquiry.

#### NUTS.

There is no change in nuts here. We quote: Grenoble walnuts, 10½ to 11c.; Marbots, 9 to 9½c.; Tarragona almonds, 9½ to 10c.; shelled almonds, 20 to 22c., and shelled walnuts, 17 to 18c.; Sicily filberts, 8½c., and pecans, 10c.

#### FISH.

With favorable weather and the holiday season over there has been more doing in fish, but with ample supplies of most descriptions prices rule low. The only exception is fresh frozen herring, which are in rather light supply. Fresh haddock and cod are selling at 2¾ to 3¼c in case lots and Tommy cods \$1.10 to \$1.25 per bbl., while smelts are quoted at 3 to 5c. Manitoba pike are quoted at 3½c.; dore, 5½ to 6c.; whitefish and trout, 7c.; salmon, 12c., and fresh herrings, \$1.25 to \$1.50 per 100 fish. Pickled fish are generally steady. We quote as follows: No. 1 N.S. herrings, 4¼ to 4½c.; Cape Breton, \$4.75 to \$5; half barrels, \$2.75; Nova Scotia,

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### Beak Sharpener

Did you ever notice a canary rubbing his beak in the wire corners? Place a cake of Bird Bread in the cage and he will take advantage of what was especially provided for this purpose—the scalloped edges of the tin holder. A beak sharpener much appreciated by birds. This effective device, simple though it is, is protected by patent and can only be used on the holders of patent Bird Bread. It is only one of the many advantages enjoyed by birds fed on Cottams Seed. Manufactured under six patents. Sold by all wholesalers.

### ROYAL JUBILEE OIL

Is the Best Burning Oil in the Market.

ROYAL OIL COMPANY

SOLE MANUFACTURERS

Geo. Anderson, Manager. Toronto

### DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS,

Cor. Market and Colborne Sts.,

TORONTO.

### Oranges and Lemons

We are receiving Valencias, Mexicans, Bahama and Californ Navel Oranges in quantities. Valencia Oranges are better at this season of the year than they have been for many years, owing, no doubt, to favorable season for quality. Mexican and Bahamas are fine fruit, and are giving good satisfaction. California Navels are now coming in splendid shape. The earlier arrivals were somewhat green. LEMONS—We have fancy and choice stock in all sizes. If you intend buying, write us for quotations.

#### AUCTION SALES

are held every Wednesday throughout the season. We shall be pleased to furnish particulars of goods to offer.

#### McWILLIAM & EVERIST

25 and 27 Church St., TORONTO, Can. Telephone 645.

### MINCE MEAT

We are putting up an exceptionally fine line of English Mince Meat, in 5-lb, 12-lb, 27-lb., and 60-lb. pails.

We guarantee it to be made of the finest and purest materials, neatly put up in packages suitable for family and store trade, and at reasonable prices.

Send us your Orders for Christmas Trade now.

### F. W. FEARMAN - HAMILTON

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

half barrels, \$2.25; B. C. salmon, \$11.50; No. 1 white fish, 4½c., half barrels; No. 1 trout, 4 to 4¼c., half barrels; No. 1 green cod, \$3.25 to \$3.50; No. 2, \$2.35; No. 1 large cod, \$4.25 to \$4.50; draft cod, \$5.

There is a fair demand for smoked haddies at 5½ to 6c. and bloaters at 9c. to \$1. Smoked herrings sell at 10 to 11c., dressed cod, 4¼ to 4½c.; dried do., 3½ to 3¾c., and boneless, 4½ to 5c.

#### DRIED APPLES.

Dried apples are quiet and unchanged at 6½ to 7c., and evaporated at 9½ to 10c.

#### APPLES.

Steady at \$3 to \$4.50 for No. 1, and \$2 to \$2.50 for No. 2.

#### GREEN FRUIT.

The green fruit market is quiet and unchanged. We quote: Lemons, \$2.50 to \$3; Jamaica oranges, \$5.50 to \$6; California, \$3.50 to \$4; Valencia, \$4 to \$4.50; Almeria grapes, \$5 to \$6.50; Cape Cod cranberries, \$7.50 to \$8.50, and Nova Scotia, \$7.50 to \$8.50.

#### COUNTRY PRODUCE.

EGGS—The feature of the produce market was the strength displayed in eggs on Monday, and a sharp advance of 1 to 2c. per dozen was scored for new laid stock, which is chiefly due to the scarcity of such and the good demand for the same, all offerings meeting with a ready sale at 23 to 25c. per dozen. Montreal limed stock was also stronger and 1c. per dozen higher, at 15 to 16c., and western limed advanced ½c., to 13 to 13½c. per dozen.

POULTRY—In poultry a fair trade was done, and the market is moderately active. The demand is principally for choice stock, of which the offerings are not large, and the market for such is firmer. Choice turkeys sold at ½c. per lb. higher, at 9½c., but ordinary stock rules steady at 8½ to 9c. Common to fair chickens sold at 5 to 6c., while choice are held at 7 to 8c. Ducks rule steady at 8 to 8½c., and geese at 5 to 6c. per lb.

GAME—The receipts of partridge were fair, for which the demand is good, and prices rule steady at 70 to 75c. for firsts, and at 40 to 45c. for seconds per brace. Hares were lower, sales being made at 22½c. per pair.

BEANS—The market for beans continues quiet, the demand being only for small quantities at 80 to 90c. for primes, and at 95c. to \$1 for choice hand-picked per bushel.

**WINE** Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.  
\$2.50 per case; 80c. gallon.  
**THE AMHERSTBURG VINTAGE CO.** Amherstburg, Ont.

### BROCK'S BIRD SEED

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



NICHOLSON & BROCK - TORONTO

### E. T. STURDEE

Mercantile Broker, Manufacturers' Agent,

ST. JOHN, N.B. Etc., Etc.  
Wholesale trade only.

### EGGS AND BUTTER

We are buyers of Choice Butter and Fresh Eggs. Highest prices paid. Correspond with us.

### THE WM. RYAN CO. LIMITED

70 and 72 Front St. East, TORONTO

### S. K. MOYER,

COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST.,

TORONTO, ONT.

### POULTRY . . . BUTTER, EGGS

Your consignments of the above solicited. Our large local and shipping trade enable us to get best prices.

QUICK SALES. PROMPT RETURNS.

Prices the highest the market will afford.

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

Pork Packers and Commission Merchants,  
TORONTO, ONT.

### HUGH WALKER & SON

Wholesale Fruit and Commission Merchants

GUELPH, ONT.

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

**HONEY**—The honey market was quiet and without any change. We quote as follows: White clover, 12½c.; dark clover comb, 10 to 10½c., and dark 7 to 8c.

#### PROVISIONS.

The only change in the local provision market was a weaker feeling in hams and prices declined ½ to 1c. per pound, which is due chiefly to the increased receipt of hogs of late and the small demand for them at this season. Pork and lard rules steady under a fair demand for small lots. We quote: Canadian pork, \$15 to \$16 per barrel; pure Canadian lard in pails, at 7 to 7½c., and compound refined at 5 to 5¼c. per lb.; hams, 10½ to 12c.; bacon, 10 to 12c. per lb.

#### DRESSED HOGS.

There is an easy feeling in the market for dressed hogs owing to the increased offerings, but prices show no further change as yet. The demand to-day was fair for small lots and sales were made at \$6.50 to \$6.75 for light, and at \$6.25 for heavy per 100 lbs.

#### SALT.

Steady and unchanged: Coarse Liverpool, in 165-lbs. bags, 38 to 45c., and Trepani, \$1.10 per bag of 215 lbs.

#### FLOUR AND MEAL.

A fair volume of business continues to be done in flour, and the market is moderately active for the season, with no change in prices to note. We quote: Winter wheat, patents, \$4.65 to \$4.85; straight rollers, \$4.30 to \$4.40; bags, \$2.10 to \$2.15; best Manitoba strong bakers', \$4.90; second do., \$4.50, and low grades, \$2.70; Hungarian patents, \$5.30.

There is no improvement in the demand for meal, in consequence business rules quiet. We quote: Rolled oats, \$3.45 per barrel, and \$1.67½ per bag; standard meal, \$3.25 per barrel, and \$1.57½ per bag.

The demand for feed is fair, and as supplies are not large the tone is firm. We quote: Ontario bran, \$10.50 to \$11, and shorts, \$11.50 to \$12 per ton, bulk; Manitoba bran, bags included, \$11.50, and shorts, \$13.50 per ton.

#### GRAIN.

There was no important change in the situation of the local grain market. The demand for all lines from local buyers was limited, and the volume of business done was small. We quote as follows: Ontario red winter wheat, 95c.; white, 94c.; peas, 51 to 51½c.; oats, 28 to 28½c.; rye, 51½ to 52c.; buckwheat, 35½ to 36c., and feed barley, 33 to 35c.; malting barley, 45 to 50c. in store.

#### BALED HAY.

The tone of the hay market is steady, under a continued fair demand, and a good business is doing for the season. We

## Balfour & Co. - Hamilton

ARE BUYERS OF

# DRIED APPLES

—WRITE THEM.

quote: No. 1 at \$10.50 and No. 2 at \$8 to \$8.50 per ton in car lots.

#### CHEESE AND BUTTER.

Cheese did not exhibit any radical change, but the firm disposition of the market is fully maintained. White goods are at a premium just now and sellers have no difficulty in securing 8¾c., when they are willing to accept that price. For colored 8½c. was made in several cases to-day. There is no enquiry for under grades, and the quantity of such offering is light.

The butter market is confined to a small jobbing trade on local account, prices ruling steady in this particular at 19 to 19¼c.

The exports of cheese and butter for the week were as follows:

Ports.	Cheese.	Butter.
Liverpool .....	13,797	1,384
London .....	5,107	.....
Glasgow .....	622	105
Bristol .....	2,795	.....
Manchester .....	150	.....
Total .....	22,321	1,639
Same week in 1897 .....	42,442	5,582
Total to date since close of navigation .....	145,991	20,355
Same period, 1897 .....	132,809	19,253

#### MONTREAL NOTES.

There has been more enquiry for canned corn from American buyers this week, but holders appear to want all they have got.

The sugar refiners, after advancing prices the other day, have quite suddenly cut them an ⅛c. per lb. on both yellows and granulated.

There is a scarcity of the larger sizes of California prunes here, and jobbers here who tried to fill wants at New York had some difficulty in doing so.

Letters by this week's mail from London, England, state that the dried fruit market there is remarkably firm. This is particularly the case in currants and Sultana raisins.

The store of Mr. H. Payson, grocer, Woodstock, caught fire the other night, and was in great danger of being destroyed, as the flames were burning briskly around an oil tank when the firemen arrived. The loss sustained was about \$1,600. Insurance to the extent of \$3,000 was carried.

#### NEW BRUNSWICK MARKETS

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., Jan. 10, 1898.

THE past week has been a rather quiet one. There is somewhat of a difference of opinion regarding the success of the past year. In general lines rather better profits have been made than for some years past, and the general opinion is that the year was a good one, the more as the stocks now held give promise of good profits. The feature of the year was the large profit made on tobacco, many of our dealers holding large stocks. The surprise of the year is the profit on canned goods. In pork the year was unprofitable. Fish, except smoked herring, show a good margin. Flour and oatmeal have shown a profit. At present there is little change in values, although flour is easy. Quite a firm feeling prevails in lard.

**OIL**—There continues to be but little business done. The only movement being in burning oil. The Canadian and American now shows the regular difference in price, the Canadian having followed the American in its short journey upward. Prices are firmly held. Lubricating oil is beginning to have the attention of dealers. Business in cod oil is about over. Sales are light this season, prices keeping high. We quote: Best American burning oil, 18 to 19c.; Canadian water white, 16½ to 17½c.; Canadian prime, 15 to 15½c.; cod oil, 22 to 24c.

**SALT**—There continues to be some receipts in coarse salt, but market is full, and though sales are being pushed and low prices quoted trade is dull. Liverpool coarse salt was perhaps never lower. Fine salt is steady, with but light demand. In Canadian regular sales are being made. We quote as follows: Coarse, 44 to 45c.; Liverpool factory-filled, 90 to \$1; Canadian fine, 90c. to \$1 per bag; 5-lb. bags in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.50 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.; rock salt, \$5 to \$6 per ton.

**CANNED GOODS**—Sales at present are light. Holders are not pushing sales, believing even higher prices will rule. This is one line our merchants have been fortu-

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# Millar's Paragon Cheese

A  
PRODUCT  
THAT  
PLEASES



IN  
PRETTY  
WHITE  
POTS

There is always a satisfaction to the retailer in handling a good article, and the universal verdict heard from all who handle this brand is that it is **THE BEST.**

AGENTS

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

**T. D. Millar Cheese  
Company**  
INGERSOLL, ONT.



## Pickles.

### HOW IS YOUR MINCE MEAT TRADE?

There are fifteen separate ingredients in Mince Meat. They are perfectly blended in Heinz's. Put up in tins, convenient for family use.

Others of our Popular Specialties are:

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

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

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

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

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



nate in—they hold good stocks. In meats, while sale is dull, higher prices are asked by packers, and feeling is firm. The low price of salmon is aiding the sales. One dealer reports the sale of one hundred cases during the week, which is a large sale for the season. We quote: Corn, 70 to 75c.; peas, 85c. to \$1; tomatoes, \$1 to \$1.10; gallon apples, \$2.20 to \$2.25; corned beef, Canadian, \$2.35 to \$2.40; American, 2-lb. tins, \$2.50 to \$2.60; 1-lb. tins, \$1.35 to \$1.50; oysters, 2's, \$2.10 to \$2.20; 1's, \$1.40 to \$1.50; peaches, 3's, Canadian, \$2.40 to \$2.60; 2's, \$1.50 to \$1.65; American, 3's, \$2 to \$2.25; pineapple, \$2.25 to \$2.50; fruits in glass, \$4 to \$4.25; salmon, \$1.15 to \$1.20; ditto, flats, \$1.25 to \$1.30; lobsters, \$2.50 to \$2.60; haddies, \$1.00 to \$1.10; clams, \$4.50 for 4 doz.; chowder, \$2.50 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

**GREEN FRUIT**—Business is quiet. Apples are particularly slow sales. Prices have ruled so high people have come to the conclusion they can do without them. Even best grades, at what would have been low prices earlier in season, find little demand. Valencia oranges have the best sale of any fruit. They are arriving in good shape, and are low. California and Floridas sell

in limited quantity. Very few bananas are moving. Lemons are rather lower; they have a fair sale. In cranberries the season is about over. Our native berries have had a large sale this year. If packers would be more careful in the quality of berries they pack they would about drive the Cape Cod berry out of the market. Grapes tend rather easier, owing to light demand. We quote: Lemons, \$3 to \$3.50; oranges, Valencia, \$4 to \$5 per box; do., California, \$2.25 to \$4; do., Florida, \$4.70 to \$5; do., Dominica, \$3.25 per bbl.; apples, \$2 to \$3.50; bananas, \$2 to \$2.25; Malaga grapes, \$5.50 to \$6; native bog cranberries, \$4 to \$5.50 per bbl.; Cape Cod cranberries, \$9 to \$9.50 per bbl.; shaddock, \$3 per bbl.; grape fruit, \$3 per bbl.; sour limes, \$1.75 per box; sweet limes, \$2.50 per box.

**DRIED FRUIT**—Business continues light, with little of interest to note. In raisins, prices are off, and holders are somewhat disappointed. There are quite a few Valencia layers and Malaga loose muscatels here. In seeded raisins, prices are quite a little lower. In some cases the quality is not what it should be. Buyers should be careful. Currants are light stock with prices firmly held. The high price of evaporated apples has much restricted the trade. The light sale to lumbermen has also affected

the market. California prunes have the market here this year. They sell freely and are low. Tendency is toward better prices. In onions, prices keep low. There is still quite a stock held. Peanuts are quoted very low. We quote as follows: Valencias, 5½ to 6c.; California L. M., 3-crown, 6½ to 6¾c.; London layers, \$1.40 to \$1.50; Imp. cabinets, \$1.75 to \$1.80; black baskets, \$2.25 to \$2.30; Dehesa layers, \$2.50 to \$2.75; currants, cases, 5¾ to 6c.; bbls., 5¼ to 5½c.; cartoons, cleaned, 7¾ to 8c.; bulk, cleaned, 6½ to 7c.; prunes, boxes, 4½ to 10c.; dates, 5 to 5½c.; dried apples, 4 to 5c.; evaporated apples, 9 to 10c.; onions, \$2.10 to \$2.25 per bbl.; coconuts, \$4 to \$4.50 per 100 lbs.; figs, 8 to 10c.; Sultana raisins, 9 to 10c.; Malaga loose muscatels, 3-crown, 6½ to 6¾c.; 4-crown L. M. Californias, 7½ to 7¾c.; seeded muscatels, 1-lb. cartoons, 11 to 12c.; new Valencias, layers, 6½ to 6¾c.; citron peel, 18c.; lemon peel, 12c.; orange peel, 13c.

**SUGAR**—There is quite a variety of granulated offered in this market. There is the standard in different size grain, and there is a grade said to be about equal to standard, but off in color. There is the Canadian-made beet root sugar and the foreign granulated. Very little of the latter is held here. If desired one might have a number of grades

Best  
for  
Strength



Best  
for  
Flavor

**THE VIMBOS FLUID BEEF CO., Limited**  
OF EDINBURGH AND LONDON

53 St. Francois Xavier Street **MONTREAL**

of it. So there is granulated sugar and granulated sugar. We quote: Granulated,  $4\frac{3}{4}$  to  $4\frac{1}{2}$ c.; yellows,  $3\frac{3}{4}$  to  $3\frac{1}{2}$ c.; Paris lump,  $5\frac{1}{2}$  to  $5\frac{3}{4}$ c.; powdered,  $5\frac{1}{4}$  to  $5\frac{1}{2}$ c.

**MOLASSES**—There is still an easy feeling here; much more so than at other points. The sale is light and a fair stock is still held. Higher prices are, however, expected. We quote: Barbadoes, 23 to 25c.; Porto Rico, 27 to 30c.; New Orleans, bbls., 28 to 30c.; Antigua, 22 to 23c.; St. Croix, 20 to 22c.

**DAIRY PRODUCE**—Eggs have rather deceived the trade, for instead of lower prices we have higher. Receipts are small and there is a fair demand. Butter is still dull. We quote: Dairy butter, 15 to 18c.; creamery, 18 to 20c.; prints, 20 to 22c.; cheese,  $9\frac{1}{2}$  to 10c.; eggs, 18 to 19c.

**FISH**—Everything is quiet in dry and pickled fish. The latter are light stock, and will rule high. Codfish and pollock hold their price, but fair stocks are held. If fresh fish could be got and weather would keep cold, there would be a good business in that line. As it is there are no herring, and few pollock. There is a fair supply of haddock and codfish. In smoked fish there are no bloaters or kippers which would sell, but of herring, which have little sale, there is fair, but not large, stock. A few lobsters are seen. A good many smoked haddies are moving west. We quote: Large cod, \$3.25 to \$3.40; medium, \$3 to \$3.25; pollock, \$1.75 to \$1.80; Grand Manan herring, \$1.85 to \$1.90 per half-bbl.; smoked,  $6\frac{1}{2}$  to 7c. per box; shad, \$4.50 to \$5 per half-bbl.; Shelburne herring, \$3.75 to \$3.80 per bbl.; Canso, \$5 to \$5.25; boneless fish,  $3\frac{1}{4}$  to 4c.; cod, 6 to  $6\frac{1}{2}$ c.; frozen cod and haddock, 2 to  $2\frac{1}{4}$ c. per lb.

**PROVISIONS**—In clear pork prices keep low and there is little doing. There is a fair movement in mess pork. In beef, trade is also light, with prices tending higher. Lard has considerable interest, and dealers have been buying freely. Those who bought some time ago are already making a good profit. In smoked meat a fair trade is doing. We quote: Clear pork, \$14.50 to \$15.50; mess, \$13.50 to \$14; plate beef, \$13.50 to \$14.50; hams, 11 to 12c.; rolls,  $9\frac{1}{2}$  to 10c.; pure lard,  $7\frac{1}{2}$  to 8c.; compound,  $6\frac{1}{2}$  to  $6\frac{3}{4}$ c.

**FLOUR, FEED AND MEAL**—The feeling in flour has somewhat changed during the past week or two, and at present it favors an easier market. Dealers are inclined to buy lightly. Oatmeal also tends lower. Stocks are quite light. Hay is dull. In cornmeal low prices continue. Dealers are slow to buy beans owing to somewhat uncertain market. Feed is still scarce. We quote: Manitoba \$5.70 to \$5.75; best Ontario, \$5 to \$5.10; medium, \$4.75 to \$4.80; oatmeal, \$3.70 to \$3.75; cornmeal, \$1.90 to \$2; middlings, \$16 to \$16.50; bran, \$14.50 to \$15.00; hand-picked beans, \$1 to \$1.10; prime, 90 to 95c.; barley, \$3.10 to \$3.15; round peas, \$1.25; split peas, \$3.25 to \$3.50; yellow eye beans, \$1.75.

#### ST. JOHN NOTES.

The firm of Lily, Sons & Aldous has been dissolved.

S. Herbert Hayes has opened a commission business in the west end.

Mr. W. S. Clawson has been appointed agent for the province for the British & Benington Tea Trading Co.

The returns from the dairy produce shipped in cold storage by the ss. Bela to Bermuda were very satisfactory and will lead to much larger shipments.

A novel shipment passed through St. John the other day. It was three cars of Newfoundland dogs on their way to the Klondyke. There were between 800 and 900 dogs.

Mr. A. S. Bowman, who has been on the road for George E. Tuckett & Sons, is now looking after the brokerage business of his father, Mr. S. C. Bowman, whose illness was spoken of some time ago, and who THE GROCER regrets to learn keeps poorly.

The Havelock Mineral Spring Co., which does a large business here and in the eastern American cities, intends making arrangements for the sale of its different lines in Bermuda.

It is seldom a change in business is as great a surprise to the trade as that implied in the following notice: "We hereby give notice that we have this day sold out our entire stock of groceries and special brands

to Messrs. Bowman & Angevine. All accounts due us will be collected by A. C. Jardine and all outstanding liabilities will be paid by him. Thanking our customers and the trade generally for their patronage extended to us in the past, we would ask for our successors a continuance of the same." Few firms have held the high position accorded to Jardine & Co. by the trade of these provinces during the long time they have been in business. But while we regret their removal, THE CANADIAN GROCER extends to the young men who have taken over the business its best wishes. Mr. W. C. Bowman is well known to the city trade, having for the last few years managed the large brokerage and general agency business of his father, Mr. S. C. Bowman. Mr. J. E. Angevine, the other member of the firm, has been in the employ of Jardine & Co. for many years, and is well known to all their many customers.

#### AGENT WANTED

**A** LIVERPOOL Wholesale Wine and Spirit Merchant wishes to be represented in Canada. Apply H. S. Ashburner, 18 St. Ann Street, Manchester. (4)

#### WANTED.

**A**GENCY FOR ONE OR TWO GOOD STAPLE lines; thoroughly acquainted with the Wholesale and Retail Grocery Trade of Toronto and Western Ontario; seven years with last firm. Apply, D.B., THE CANADIAN GROCER. (2)

**S**ITUATION AS TRAVELLER FOR GROCERY firm. Apply, F. W. Sherman, Box 75, Morrisburg.

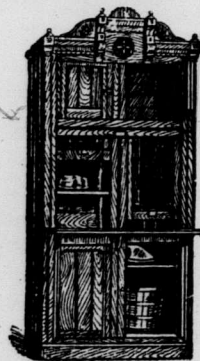
#### EUREKA REFRIGERATORS

GROCER STYLE

Size, width 32 in.  
depth 30 in.  
height 108 in.  
weight 750 lbs.

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

List price, No. 14, \$60.  
" " No. 15, \$65.  
Catalogue free.



This cut represents No. 14 and 15.

54 and 56 Noble St., Toronto, Ont.

Have

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Have you a Case of ...

# BOSTON LAUNDRY STARCH

in Your Store? IF NOT, WHY NOT?

as it will give entire satisfaction to the consumer, and you need have no fears but what it will give perfect satisfaction if the directions on each package are followed. It is the only starch put up in Canada or sold here that will give a handsome polish to Collars, Cuffs, Shirt Bosoms, etc.

Sold, wholesale only, by ...



**THE F. F. DALLEY CO., Limited, HAMILTON, CANADA**

## THE DOMINION BANK

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

### DIRECTORS

HON. SIR FRANK SMITH President.	W. INCE. EDWARD LEADLEY.	W. R. BROCK. WILMOT D. MATTHEWS.
E. B. OSLER, M.P. Vice-President.	A. W. AUSTIN.	

HEAD OFFICE TORONTO

### AGENCIES

Belleville	Cobourg	Lindsay	Orillia
Brampton	Guelph	Napanee	Oshawa
Seaforth	Uxbridge	Whitby	Winnipeg

TORONTO—Dundas street, corner Queen.  
“ Market, corner King and Jarvis street.  
“ Queen street, corner Esther street.  
“ Sherbourne street, corner Queen.  
“ Spadina avenue, corner College.

Drafts on all parts of the United States, Great Britain and Europe bought and sold.

Letters of Credit issued available at all points in Europe, China and Japan.

R. D. GAMBLE, General Manager.

## COMPLIMENTS OF THE SEASON.

Thanks for favors during the year now closed. A continuance in 1898 will be appreciated.

### OUR MOTTO!

Courteous Treatment, Fair Dealing.

**George Foster & Sons**  
BRANTFORD, ONT.

YOU CAN RELY UPON

## Sterling

as being among the best brands of Bottled Pickles on the market.

Customers using them once will ask for them again.

Write for quotations to

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

Vinegar Manufacturers, TORONTO

## Van Camp's

Concentrated

## Tomato Soup

A great 15-cent retailer

Wholesale Agents

**WARREN BROS. & CO.**

TORONTO.

## Extra Choice Hams Bacon Pure Lard Mess Pork

**PARK, BLACKWELL & CO. Limited**

Pork and Beef Packers,

TORONTO

## California Santa Cruz ...Prunes

In 25 and 50 lb. boxes. All sizes.

A LARGE SHIPMENT JUST TO HAND

**PERKINS, INCE & Co.**

TORONTO.

## STOP DRINKING

Inferior Coffees, and order that Universal Favorite



BUY

## Ivory Bar Soap

THE BEST MADE

**MANITOBA MARKETS.**

WINNIPEG, Jan. 10, 1898.

THE news sent east last week by telegraph that Mr. E. B. Nixon had severed his connection with the Hudson Bay Co. is not true. There has simply been a re-arrangement, and Mr. Nixon finds himself at the beginning of the new year with somewhat fewer duties but with increased responsibility. Those who had the pleasure of doing business with Mr. Nixon are rejoiced at his advance, as he is decidedly one of the most popular men in the wholesale or retail grocery trade in Winnipeg.

The Thompson Codville Co. are the purchasers of the Turner Mackeand stock at 70½c. on the dollar. The other bids made were 67½c., 65c., and some ran as low as 40c. odd. The price paid is considered very good indeed; in fact, more than the stock is actually worth. The stock was practically the only asset of the firm, and at this figure brought about \$19,000. As the liabilities of the Bank of Ottawa alone were over \$88,000, the failure is a bad one.

Mr. J. D. Roberts has left the city for the Coast in the interests of G. F. & J. Galt's "Blue Ribbon" goods.

Mr. B. E. Pancoast, traveler for Swift & Co., of South St. Paul, visited our city last week to look into the general features of the pork trade, with the view of getting the goods put up by his company on this market. Bell & Armytage have been appointed brokers for the firm at this point, and will, in a few days, have samples of all goods put up by Swift & Co. in their office for inspection. Bell & Armitage are a new firm of brokers and commission men. Mr. W. N. Bell, who is a brother of C. N. Bell, secretary of the Grain Exchange, was for many years associated with Mr. J. D. Clark as Customs brokers, and is a man well known and popular. Mr. Armytage was in the Customs office here for some years, and has been, and is, very prominent in athletic sports. The firm has the strength of great personal popularity to help them in their new undertaking.

The Canadian Packing & Produce Company, capital \$100,000, is a new enterprise seeking incorporation to handle cattle, sheep, hogs, poultry and dairy produce. Among those interested in the undertaking are J. T. H. McEwan, Jas. Stuart, Robt. Muir, R. P. Roblin, John G. Hargrave, Jos. Carman and J. S. Carveth.

The Provincial Government Dairy School is now in full operation. A building on Thistle street has been leased for a period of five years and fitted up in accordance with the latest improvements in dairying, under the direct supervision of C. C. Macdonald, Provincial Dairy Commissioner.

The course for January is devoted to farm dairying and is attended by both men and women. The school now consists of large main room in which is erected the machinery for the manufacture of butter and cheese, the cream separators, churns, cheese vats, cream vats, butter workers and the like. Off this is a smaller room very conveniently arranged for milk testing and in the rear of this is the cheese curing room. Upstairs is a large lecture room with ample dressing rooms and lavatories and the superintendent's private office. During the month of February and part of March the course will be for professional butter and cheese-makers. Grocers throughout the province report a marked improvement in the quality of butter offered for sale since the opening of this school two years ago.

In the general grocery trade business is quiet but steady, and prices are well sustained, particularly in some lines. In wheat prices are a little lower in sympathy with outside markets, but there is practically nothing doing. Prices are about as follows:

**DRIED FRUITS**—Valencia raisins firm, and market is not overstocked. California muscatels have, to a large extent, been taking the place of the Valencias. This is accounted for by the price being so much under that of layer Valencias; price, 3-crown muscatels, 6¼c. The currant market is firm and prices well maintained, running from 6 to 7c., according to quality. Prunes are a shade easier, and the present outlook is that large quantities will be consumed at prices offering, viz., 5½ to 8c. per lb., according to the size of the fruit. Oregon prunes have turned out exceptionally well.

**EVAPORATED FRUITS**—Apples are ruling higher, and are considered very good property at 11½c. Dried apples are not coming in very plentifully, and it is not likely that stocks will be much increased until the end of winter. At present the price is 6½c. Apricots are a shade easier at 10½c.; evaporated pears, halves, 11½c. per lb.

**NUTS**—In this line there is very little change. New Grenoble walnuts, 12c.; large Brazil nuts, 12½c.; filberts, 10c.; Valencia almonds, 28c.; Tarragona almonds, 11c.; peanuts, 11½c.; pecans, 12½c. A few Spanish chestnuts are still in the market and are offering for 18c. per lb.

**CHEESE**—Market is firm, and practically no heavy stocks being carried; price, 11c.

**BUTTER**—Supply of dairy visibly increased during the past week and price a shade lower, 15½c. Winnipeg for round lots of dairy being the figure quoted by leading houses this morning.

**EGGS**—This produce has not increased as anticipated, and price is still 18c.

**FISH**—This market is quiet and likely to continue so until the Lenten season opens. Labrador herring, in half-barrels, \$3.40; Finnan haddies, 6 to 6½c. per lb.; bloaters, \$1.20 per box; fancy boneless cod, in bricks, 6½c.; whole fish, 6c.; Loch Fyne herring, \$2.25 per firkin and \$1.25 per keg.

**CANNED FISH**—A few nice Canadian-packed kippered herring have reached this market and are meeting with great favor, the stock being fully equal to any English pack and at much lower prices, as they job at 12½c. per tin. It seems strange that no No. 1 mess mackerel can be got in this market. The buyers of several wholesale houses have tried repeatedly to obtain a supply of strictly No. 1 mess mackerel, but the fish have never proved satisfactory.

**CANNED VEGETABLES**—In all lines of canned vegetables, but more particularly tomatoes, the market is stiffening, and retail men would do well to see that they lay in sufficient stock before a further advance takes place, which may occur almost any day now. All classes of these goods are looked upon as exceedingly good stock. In canned fruits the market is quiet and steady and prices normal, with no present indication of change.

**SUGAR**—Up to the time of writing no change has taken place; granulated, 5½c.; yellows, 4¾c.

**CURED MEATS**—Market firm and without change in price.

**TOMATO GROWERS' COMPLAINT.**

The tomato growers of Wentworth county met on Tuesday this week in Hamilton to organize for the purpose of getting better prices for their raw material. They complain that though the price of canned tomatoes is as high as formerly, they have received but 18c. a bushel during the past two years as compared with 30c. a bushel three years ago.

**CATALOGUES, BOOKLETS, ETC.**

The Laing Packing and Provision Co., Limited, Montreal, have issued to the trade a four-page price list, giving full information regarding their "Anchor" brand barrel pork, smoked meats, dry salted meats, lard, sausages, beef, canned meats, soups and sundries. They state that, as the market is advancing, now is the time to buy provisions.

The Fishing Gazette, New York, has issued this year a calendar with all Roman Catholic feast and fast days marked. The fast days are announced by printing a fish in red ink on the number space for the day. It also contains a half-tone view of Gloucester, Mass., showing its inner harbor.



If the soul of w brain the tising, as folder re manufac the "Su front co package up. On will tick one's cu one solit





LAPORTE, MARTIN & CIE.

IMPORTERS AND WHOLESALE GROCERS

Agents in Canada for

“Princess Louise” Japan Tea.  
“P. Richard’s” Brandy.

“Victoria” Japan Tea  
“Mitchell’s” Whiskeys

72 to 78 St. Peter Street, MONTREAL

A “TICKLER.”

If the statement is true that brevity is the soul of wit, then originality is the body and brain thereof. The same is true of advertising, as is exemplified by a little cardboard folder recently sent out by Morse Bros., the manufacturers of the “Rising Sun” and the “Sun Paste” stove polishes. On the front cover of the folder are cuts of the packages in which their polishes are put up. On the back cover are the words, “It will tickle you,” which naturally arouses one’s curiosity. On opening up the folder one solitary feather is found, accompanied

by a good advertisement of the polishes. As there is no explanation for the feather, the advertisement is naturally read thoroughly, and will long be remembered. Send for one.

PERSONAL MENTION.

Mr. Chas. A. Smylie, of Young & Smylie, the great licorice manufacturers, of Brooklyn, N.Y., is making his annual tour of London, Hamilton, Toronto and Montreal.

Mr. John L. Harris, one of Moncton’s most prominent citizens, director of the Acadia Sugar Refining Co. and president of

the Moncton Street Railway Co., died at 10 o’clock this week of heart failure after an illness of some weeks, aged 65. Deceased was one of the most energetic business men in the Maritime Provinces, and was mainly instrumental in establishing the Moncton waterworks, sugar refinery and cotton mill.

C. H. Robertson & Co., crockeryware, etc., dissolved; succeeded by Rosbrough & Thomas, Robt. Rosborough and Wm. M. Thomas, the latter the well-known and popular traveler for the late firm. Both of the young men are active and experienced. —Acadia, Halifax.

WHY NOT?

If you can buy the best goods for the same price as those of ordinary quality, **WHY NOT** sell only the best?

If you can have the reputation of giving the best value in the market, **WHY NOT** take the opportunity?

**WHY NOT** lead them all with these fine French Sardines?

Fishing Club, 1/4s, P. Linec, Douarnenez, France  
Yatch Club, 1/4s, R. Beziars, Douarnenez, France  
Pierre de Lesneut, 1/4s, Douarnenez, France

They are Boiled in Pure Olive Oil.

Write for Prices.

L. CHAPUT, FILS & CIE. - Montreal

**THE B.C. SALMON PACK.**

**T**HE year just closed was a record one in the salmon industry, the pack being far ahead of that of any previous year. The pack of the different canneries is as follows :

Fraser River.	Cases.
Cleeve Canning Co.....	19,400
Ontario Packing Co.....	9,093
Boutillier & Co.....	14,500
Sinclair Canning Co.....	12,400
Western Fisheries Co.....	11,456
Westminster Packing Co.....	18,840
Welch Bros. ("Celtic").....	14,924
Todd & Sons (two canneries, Richmond and Beaver).....	39,080
Provincial Canning Co.....	11,500
Dinsmore Island Cannery.....	12,970
Munn & Co. (Sea Island Cannery).....	32,125
MacPherson & Hickey.....	20,000
Fraser River Cannery.....	15,000
Alliance Cannery.....	12,500
Terra Nova Cannery.....	21,828
London Cannery.....	20,000
Anglo-B. C. P. Co. (six canneries, Phoenix, Britannia, Canoe Pass, British American, Wadhams and Annieville).....	155,712
Victoria Packing Co. (four canneries, Wellington, Delta, Harlock and Holy).....	55,514
Deas Island Cannery.....	27,149
Ewan & Co.....	38,927
Fishermen's Cannery (Hinchcliffe).....	20,018
Brunswick Canning Co. (two canneries, Canoe Pass and Steveston).....	58,803
Westham Island Packing Co. (MacDonald Bros.).....	15,000
Currie & McWilliams.....	21,062
Colonial Canning Co.....	15,031
Pacific Coast Canning Co.....	25,400
Canadian Packing Cannery.....	29,537
Hume & Co.....	15,127
Star Cannery (Costello).....	22,000
Lighthouse Cannery (Federation).....	23,000
Gulf of Georgia Cannery (Malcolm & Windsor).....	50,707
Fraser River Industrial Society.....	11,200
<b>Total Fraser River Pack.....</b>	<b>860,803</b>

**THE NORTHERN PACK.**

Skeena River.	Cases.
B. C. Canning Co. (Windsor).....	4,500
R. Cunningham & Co. (Skeena).....	8,000
A. B. C. Co. (two canneries, B.A. and North Pacific).....	16,200
Wm. Holland & Co. (Carlisle).....	6,400
Turner, Beeton & Co. (two canneries, Balmoral and Inverness).....	15,514
Victoria Packing Co. (Standard).....	4,600
Royal Canadian Canning Co. (Claxton).....	5,700
<b>Rivers Inlet.</b>	
B. C.....	4,583
Victoria.....	4,000
Brunswick.....	6,000
Wadhams.....	6,500
Good Hope.....	8,000
Whonnock.....	7,500
Vancouver.....	3,500
Lowe Inlet—(R. Cunningham & Co.).....	8,200
Alert Bay—(S. A. Spencer).....	8,885
Namu Harbor—(R. Draney).....	4,000
Clayoquot Canning Co.....	
Naas River—(Federation Canning Co., two canneries).....	20,000
<b>Total Northern pack.....</b>	<b>147,035</b>

**RECAPITULATION.**

	Cases.	Cases.
New Westminster City Canneries... ..	82,689	
Other Fraser River Canneries.....	778,114	
<b>Total Fraser River pack.....</b>	<b>860,803</b>	
<b>Total Northern pack.....</b>	<b>147,035</b>	

Grand total for British Columbia for 1897.. 1,007,838  
 The figures of the Fraser River pack for the past eight years show how the canning industry has increased. They are as follows :

1890.....	244,633
1891.....	177,658
1892.....	67,022
1893.....	460,000
1894.....	363,566
1895.....	432,920
1896.....	375,000
1897.....	860,803

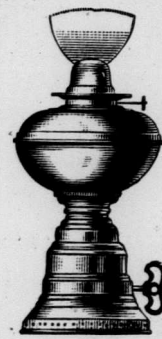
In 1893, the last big year, the total pack for the whole province was 607,706 cases ; in 1895, 600,889 ; and last year, an " off " year, it reached 616,482. With the Northern pack added to that of the Frazer River, the total this year is over the million mark. —Victoria Times.

**TOO LONG HOURS DECREASE EFFICIENCY.**

In a published account of the trip abroad of Mr. J. H. Patterson, president of the National Cash Register Co., we find the following significant passage :

When Mr. Patterson landed in Great Britain his first effort was to learn what was needed to improve the condition of our business there. He found that what was holding us back there is holding us back in the factory, and has been holding back every other department and line of commerce. This was the fact that each man was doing work which could be delegated to the next man below him. He found that Mr. Hall and his men worked till 7 or 7.30 o'clock. " Well," said he to Mr. Hall, " that is too long. Probably you never read what Macaulay said when some one spoke of the Germans' ability to win. His answer was : ' No, they work too long. Never be afraid of a man that works twelve hours a day. The man that works but ten hours will get ahead of him.' Follow that out. Take these two hours and sit down to think what is the matter with you here. Put on more men. While it will increase the pay roll of the office, at the same time it will increase the output 25 to 50 per cent. It is a matter of \$5 against \$200." Mr. Patterson's advice was followed with most gratifying results.

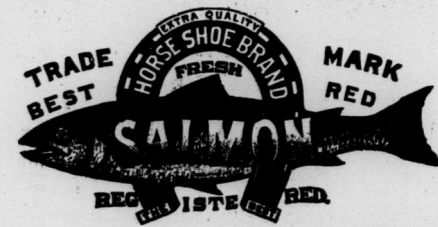
Complaint has been made to Mayor Colquhoun that some grocers who get charity orders supply tobacco on them and enter it as sugar. No more orders will be given to any grocer doing such a thing in future. —Times, Hamilton.



**Improved Wanzler Lamp**

Non-explosive, no chimney, best light, burns Canadian oil perfectly. Soon saves its cost in oil and chimneys. Liberal discounts to the Trade. Every Lamp tested.

**WANZLER. WANZLER LAMP & MFG CO. HAMILTON.**



N.B.—The old STANDARD BRAND OF HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal

**EVERY CAN WARRANTED.**  
 We are also packers of the well and favorably known brands of BEAVER, COLUMBIA and TIGER, all guaranteed prime RED fish.  
**ALL LIVE GROCERS KEEP THEM.**

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

AGENTS—Geo. Stanway, Toronto, Agent for Ontario.  
 " W. S. Goodhugh & Co., Montreal.  
 " Tees & Perse, Winnipeg.

We are sending an  
**ADVERTISING CABINET**  
 with every assorted order of 100 lbs. of  
**MONSOON**  
**INDO-CEYLON**  
**TEA**

The Cabinet is a novel device, and is sure to attract the attention of your customers.

If Monsoon don't please your customers better than any tea they ever had, return it.

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



**How Pleasant**

to have your particular lady customer say, Thank you VERY MUCH for recommending me to try

**"WHITE MOSS" COCOANUT**  
it was SO delicious; we will use no other in future.

Statements like the above are getting to be an every-day occurrence.

**CANADIAN COCOANUT CO.**  
Montreal

**THE Oakville Basket Co.**

MANUFACTURERS OF



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

For sale by all Woodenware Dealers.

**OAKVILLE, ONT.**

**PACKAGE Clothes Pins**



All selected perfect Pins, put up in 4 and 6 doz. packages. Time, money and labor saved. Manufactured by **The Wm. Cane & Sons Mfg. Co., Limited** Newmarket, Ont.

Chas. Boeckh & Sons, Wholesale Agents, Toronto

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

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

**SALT** We are always fully stocked with Salt for Butter, Cheese, Table and general use. Send a card for prices or samples. . . . .  
**VERRET, STEWART & CO., Montreal - Quebec.**

**EXTENDED INSURANCE.**

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

**Confederation Life Association,**  
HEAD OFFICE--TORONTO,

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

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

**W. G. Macdonald,** Actuary.  
**J. K. MACDONALD,** Managing Director.

### PRIZE POEM ON CEYLON AND INDIA TEA.

The following poem, by Miss Ada S. Shelton, Derby, Conn., was adjudged by the committee of three literary people the best out of 5,128 which were submitted in the competition, and the prize of \$200 was therefore awarded to her:

#### SONG FROM THE ORIENT.

"Double, double, toil and trouble," sang the witches as they stirred,  
But I sing of richer potions than that trio ever heard:

From the coral strands of India, and from Ceylon's jeweled isle,  
Comes a gift to cheer the nations, prince and peasant to beguile.

Take a teaspoonful of fragrance—'tis Ceylon and India tea—

Like the heart of gentle maiden its unsullied purity,  
As an ardent lover pleading is the water's boiling heat,

And the teapot is the altar where the youth and maiden meet.

Lo! behold the transformation! minutes five, the act is done,

Power and purity are blended, and the two are now made one:

Love's bright flame hath wrought the marvel, now goes forth a wholesome life,

Soothing, comforting, refreshing, free from bitterness and strife.

Some may care for cream and sugar, loving each luxurious thing,

But perfection does not need them—crowns adorn, not make, a king.

Teas of other lands can never form a union strong and true,

Hands unclean their power has tainted, 'tis impurity they brew.

Modern man's inventive genius to this nectar gives its aid,

And it stands to-day unequalled, by machine 'tis cured and made.

Wide Pacific, great Atlantic, bluest Mediterranean Sea,

Bear to waiting millions safely, this Ceylon and India tea!

T. CADDY.

### FOREIGN TRADE OF ST. JOHN.

The following trade returns for the port of St. John, N.B., are of interest: Total imports for the past year were \$3,440,338; for the previous year, \$3,513,157. Exports for 1897, \$6,256,659, which show quite an increase over 1896, when they were \$5,008,948. Beside this \$271,663 worth of American goods were transhipped at this port for Great Britain during the year. During the past three months goods to the value of \$324,108 have been shipped to the United States, chiefly lumber, of which \$180,000 was American lumber sawn here. Fish and hides were the next largest item to lumber. Of farm products the value was only \$15,404.

### SURPRISE SOAP.

The St. Croix Soap Co. have been successful during 1897; in fact, Mr. Ganong, the managing director, told a representative of THE CANADIAN GROCER that it had been the best year for business they had ever known. The company have a large share of western trade, and in spite of keen competition from firms on the spot they appear to be more than holding their own.

Amongst dealers and users of laundry

soap in this country "Surprise" is almost as well known as Pears' is in England. It has always been kept up to its original high standard, and that, of course, has materially contributed its success.

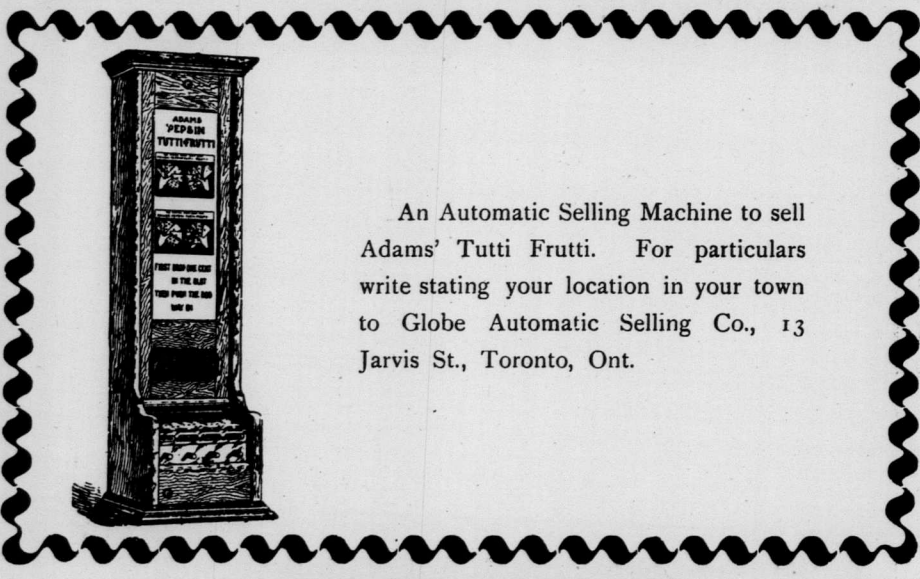
### CHANGE IN A PETERBORO' FIRM.

Blewett & Martin have purchased the old established grocery business of Alex. Elliott, Peterboro'. The firm has also adopted the name of the "Spot Cash Grocery Co.," which would intimate that it intends doing a cash trade.

### A JUST OBJECTION.

The retail merchant has good cause for objecting to the payment of \$2 for every inspection of his weigh scales by the inspector of weights and measures.

The inspection is necessary in the public interest, and the public ought to pay for the same in full. No good reason can be given why a merchant whose scales are correct ought to be assessed that the public may be assured of that fact. He does his full duty when he sees to it that his scales give honest weight.—Ottawa Citizen.



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

## Curling Brooms

Any grocer who is quick to take advantage of his opportunities can secure new trade with new articles that have the merit that Boeckh's Bamboo-Handle Carpet Brooms have. Light and strong, and with a free-of-seed brush. For sweeping they are without an equal for the strength they save the sweeper.

Chas. Boeckh & Sons, Mfrs.  
Toronto, Ont.

Bamboo  
Handles

1898  
Will be a great year for  
CEYLON <sup>AND</sup> INDIAN Teas



All the world is using these teas now. Orders for the Klondike are filled with Ceylon and Indian teas because they are purer, healthier, stronger, and will go farther than the cheap, light Chinese and Japanese goods.

Use only  


Ceylon and Indian Teas

**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**A.** CLENG, MARS & CO., general merchants, etc., Glen Robertson, Ont., have assigned to Joseph N. Ratley, Ottawa.

Pare & Frere, general merchants, Granby, Que., have assigned.

J. E. Crowe, general merchant, Springhill, N.S., has assigned.

P. Routhier, grocer, Montreal, has assigned to A. Desmarteau.

Hill Bros., general merchants, St. John's, Nfld., is offering to compromise.

Chas. Pringle, general merchant, Baldwin, Ont., is offering to compromise.

Morisette & Sethrington, general merchants, Norman, Ont., have assigned.

John E. Vollans, tobacconist, Windsor, Ont., has assigned to F. H. Macpherson.

The Burford Canning Co., Limited, Burford, Ont., has assigned to Harold S. Hewitt.

D. Lapointe, crockery and tea merchant, Montreal, has assigned to Lamarche & Benoit.

Wm. Mitchell, general merchants, etc., Ragged Islands, Nfld., has been declared insolvent.

Oxner & Duff, general merchants, Bridgewater, N.S., are asking for an extension of time on last dividend.

E. G. Thouin, grocer, Montreal, has assigned to Bilodeau & Renaud, and are offering 15c. on the dollar.

Lamarche & Benoit have been appointed curators of E. A. Gauthier & Co. and of Kearney & Faulkner, general merchants, Papineauville, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

Adelstein & Bazar, grocers, Montreal, have dissolved.

Brown & Monford, grocers, Sault Ste. Marie, have dissolved, Charles Monford continuing.

Temple W. McDonald has been admitted as partner of the firm, A. A. McDonald & Bro., general merchants, Georgetown, P.E.I.

Thomas J. Cooper and Jean J. Gelinat have registered as proprietors of the firm, Cooper & Gelinat, wholesale provisions, Montreal.

J. A. McKinnon & Co., general merchants, Silverton, B.C., have dissolved, McLean withdrawing, and W. C. McKinnon admitted.

Burton A. Archibald has been admitted into the firm, J. L. Archibald, grocer, Halifax, and the style will now be J. L. Archibald & Son.

Joseph Boisvert, Gedeon J. Boisvert and Ernest Cloutier have registered as proprietors of the firm, Boisvert & Clouthier, grocers, etc., Asbestos, Que.

Robertson, George & Son, wholesale gro-

*As a Business Proposition, You want the Best.*

## Clark's Sliced Smoked Beef

has been tested by hundreds of Retailers and pronounced **the Best**

1's, Key opener, Retail 25c., ½'s at 15c.

## ORANGE MARMALADE

Have you tried Upton's Gilt Edge Brand ?

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

THOS. UPTON & CO., Hamilton

cers, Kingston, have dissolved, Benjamin W. Robertson continuing under the old style.

Donald MacLean, general merchant, Sherbrooke, N.S., has admitted John H. McLean as partner.

Henry D. Hungerford and George H. Cook have registered as proprietors of the firm, Hungerford & Cook, grocers, Granby, Que.

George Riley and Michael Burns, grocers, etc., Montreal, have registered as proprietors of the firm, Riley & Burns, Montreal.

SALES MADE AND PENDING.

T. Dowswell, grocer, Toronto, has sold out to Thomas H. Smith.

S. D. Landecker, tobacconist, Kaslo, B.C., is offering to sell out.

J. W. Stewart, baker and grocer, Lanark, Ont., is advertising his business for sale.

Chouinard & Bissonnette, cheese manufacturers, East Hereford, Que., have sold out.

The assets of Frank Lemieux, general merchant, Buckland, Que., have been sold.

An auction sale of the stock of the estate of John Jesse, grocer, Hamilton, is advertised.

Thomas Pinnick, dealer in game, New Westminster, has been succeeded by R. Benson.

James Steep, grocer and pork dealer, Clinton, Ont., has sold out his grocery business.

The stock of Thibaudeau & Co., general merchants, Sorel, Que., has been sold at 51c. on the dollar.

The stock of the estate of Turner, McKeand & Co., Winnipeg, has been sold to Thompson, Codville & Co.

CHANGES.

The style of the firm, Gilmour & Co.,

crockery dealers, Halifax, has been changed to George U. Evans.

Daniel Coyle has discontinued business as grocer in Northfield, B.C.

Leopold Chartier has commenced business as grocer in St. Malo, Que.

Joseph Chicoine has commenced business as cheese maker in East Hereford, Que.

John Campbell has ceased doing business under the style Wm. Rourke & Co., grocer, Montreal.

Chas. A. Liffon has registered as proprietor of C. A. Liffon & Co., Acme coffee and spice mills, Montreal.

Marie J. A. Sicard, wife of Louis Lambert, has registered as proprietress of the firm, L. Lambert & Cie., Ste. Ursule, Que.

Edwidge Lalonde, wife of Arthur Vary, has registered as proprietress of the firm A. Vary & Co., grocers, Ste. Cunegonde, Que.

DEATHS.

Thomas Morris, of J. & T. Morris, wholesale and retail liquor dealers, Charlottetown, P.E.I., is dead.

**MALAGA RAISINS.**

Editor GROCER: The letter of Mr. Donald in last week's GROCER should be endorsed by all grocery associations. For years there has been a steady decline in the quality of these goods. This season they were worse than ever, and as a natural consequence consumption dropped off, and many buyers are left with stocks on hand. This decline in quality should be taken up at once by the shippers' agents in this country. THE GROCER is a good medium through which to make such complaints, and I trust this and many other evils will be taken up by the trade.

Yours, etc.,

R. TASKER STEELE.

Hamilton, Jan. 10, 1898.

REMARKS: THE CANADIAN GROCER with pleasure throws its columns open to the discussion of this question.—THE EDITOR.



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# Good Advertising

## For Wide Awake Retailers

### By F. James Gibson.

Our "Good Advertising" department is to help our subscribers to do better advertising. The gentleman whom we have selected as its conductor is well known as one of the foremost advertising specialists of the day. Any of our readers who desire the benefit of Mr. Gibson's criticisms on advertisements or advertising methods, or his advice on any advertising subject, can have it or both entirely free of charge by writing to him in care of this journal.

If correspondents so desire, fictitious names or initials may be used for publication. But all requests should be accompanied by the subscriber's name.



ONE of the most neglected forms of advertising is the use of store signs. Many merchants spend a great deal of effort and money in newspaper and other advertising, and after they get the people into their stores they neglect the opportunity presented to them to advertise some of the particular features of their several businesses. In a large store people very frequently wander around in an aimless way. They, perhaps, did not come in for anything in particular, and they may possibly go out without becoming interested in anything. This is where a store sign is useful. Very frequently, too, after purchases have been made, and the customer is making her way out of the store, her eye will light on a store sign, which tells of some special offering or another. Her attention is arrested, the goods are examined, the sale is made.

A store sign to be properly effective must be made right. It ought to be plain, catchy, short, and to the point. It is intended merely for doing duty as a reminder. Necessarily it is not for details. The aim, of course, is to induce the reader of the sign to go to the department advertised on the sign. If you can excite curiosity you are on the right track, for most of the customers in retail stores are women, and all women are said to be curious.

A good place for store signs is in the elevator or elevators, if your store is provided with these conveniences. In stores where staircases are much used it will be found profitable to place signs there. A little observation will soon teach a dealer the best place for them. Of course, the best place of all is right in the department the goods of which are referred to on the sign. In the case of a department which is not of sufficient importance for a prominent position in the store and which you wish to "push," it will be found a good plan to place a sign belonging to that department in one of the larger and more frequented departments. In this way the stronger departments can be made to help the weaker. A show window is also a good place in which to hang your store signs.

These signs need not be expensive. It will often be found that someone around the store will be able to make very good ones. If not, someone can be hired to come in once a week or so for an hour or two. The only other requisites are white cardboard, ink and a brush. Another, and probably a better, plan is to procure a fount of wooden type. With this type comes a pad. You simply ink the pad, press one of the wooden letters against the pad, and then make the impression on the cardboard. A smart boy or girl can easily make all the signs you need. They won't look quite so nice as when well written, but they will answer all practical purposes.

To prevent the cards curling up a thin piece of wood ought to be glued or tacked to the back. It is a great improvement to have

the cards in different colors—say red and black on a white ground. A good size to have them in is about 8 by 12 inches.

I take pleasure in presenting herewith a few samples of wording for store signs. I trust that the readers of THE REVIEW will find them useful:

Here is one of the reasons why you ought to buy your gloves at this store:

We keep them in repair free of charge.

Have you seen the new "Fit-Easy" corsets? They are just in from Paris.

Gray is the latest fashionable coloring for dress goods.

Half the battle for good health is to have right underwear.

Does your husband need a new necktie? Perhaps he does and doesn't know it.  
25c., 50c., 75c., \$1.00, \$1.50.

Why are so many people coughing? It is probably because they get their feet wet.

A pair of our 75c. rubbers may save you many dollars in doctor's bills.

825 pairs of women's and children's shoes at less than wholesale prices.

Just in from Montreal.

A linen handkerchief sensation.

Have you seen our new dollar kid gloves?

There is a surprise for you to day in the millinery department.

\* \* \*

Closely allied to this question of show cards is the use of price tickets. I am one of those who believe that the more information you can give the public about your goods without putting them to the trouble of asking questions the better they like it. If you have an article exhibited in your show window attach a price tag to it. Many a possible customer has been prevented from entering a store by the fear that some article which has been seen in the window

and admired and which has no price ticket attached to it will be found to be too high in price. People are often quite sensitive about such things.

\* \* \*

I have no doubt that there are still a great many retail dealers in different parts of Canada who still follow the antiquated custom of using a private selling mark in marking their goods. The practice was formerly quite common, and I am aware that old customs die a hard death.

Now, for my part, I don't believe I could ever be brought to feel happy and comfortable in buying goods in a store where the private mark is in vogue. I believe that most people feel just as I do about this thing. Unless it is the intention to charge some people more than others, why is this private mark used? If there ever was a time when a private selling mark was justified by conditions, that time has long since passed away.

There are hundreds of merchants to-day who are forever kicking against department stores. Yet when you go into the place of business of one of these kickers you will perhaps be confronted with a private mark on something you want to buy. And yet, Mr. Kicker wonders why so many of his customers prefer to buy from his hated rival, the department store man.

\* \* \*

A good trade-mark is a good thing for either a wholesale or retail merchant. Up to within comparatively recent date the law governing the use of trade marks was in more or less a state of being created. Even at the present time comparatively few business men have anything but a very foggy notion of what can be registered as a trade mark and what can not. Briefly stated, a trade-mark is a sign or symbol used in commerce for branding goods or for other purposes. If this trade-mark is registered at the patent office it is known as a registered trade-mark. Any suitable symbol or mark can be registered as a trade-mark unless evidence is brought forward to show that the applicant has not the original and exclusive right to so register. The words, "John Jones' Tea" could not be registered as a trade-mark because there is more than one John Jones and more John Joneses are likely to live in succeeding generations. But the words, "John Jones' XXX Tea" could be registered as a trade-mark on account of the addition of the symbol or sign "XXX." This same rule applies to all proper names, such as christian names, surnames or geographical names. The name of a firm of more than one name cannot be registered as a trade-mark any more than can the name of an individual. The words "Crosse & Blackwell's Pickles," or "Day & Martin's Blacking," cannot be protected by registered trade-mark, because no one has any exclusive right to these names. Neither can the words, "Keen's Mustard" be protected, for the same reason. They have ample protection, however, under the common law.

A leading New York department store uses a red star as its trade mark. This red star is branded on many of its lines of goods. It is also used as a sign (illuminated at night) in front of the building. The firm's wrapping paper, stationery, etc., as well as its delivery wagons, also have it prominently displayed. This idea could be carried out by hundreds of merchants. In the event of a firm name being quite long or difficult to pronounce, a catchy and easily remembered name for the store is very desirable. If a certain store is the only one in the town with a front painted red, the words "The Red Store" would, if properly advertised, become a valuable trade mark. But it could not be registered. The words "The Big Store" are very successfully used by a firm with stores in Chicago and New York. The title is used in all the firm's advertisements. It is catchy, easily remembered, and, better still, it means something to the store's credit.

I know a very large retail store in New York which uses a peculiar style of outline type in all its advertisements. As the firm

advertise extensively, millions of people have become familiar with the type, which, of course, is always associated in their minds with the firm which uses it. If some other advertiser were to use the same type it would probably be a losing game for him, as half or more of the people reading his advertisements would naturally think that they were Stern Brothers' advertisements. If Sterns' firm had originally invented this peculiarly-shaped type and had got it registered, they would, of course, have had the exclusive right to use it. Many other successful retail advertisers use a uniform type in the setting up of the firm's name in advertisements. This is sometimes done in connection with a registered trade mark, but oftener not.

Here are a few examples of firm names being set up in peculiar type and which I have selected at random from a number of United States and Canada papers:



Arnold, Constable & Co.



BROWNING KING & Co  
Fulton St., cor. DeKalb Ave.  
BROOKLYN.



A study of these examples may be of considerable profit to REVIEW readers. Of course, the main idea which underlies the exclusive and continued use of these peculiar types is the intention that the public will become so familiar with them that the advertisements actually get to be valuable trade-marks.

This result is more easily obtained if the whole of the advertisements are always set up in exactly the same type or types, no matter in what paper they appear. If a retailer is doing considerable advertising it will probably pay him to supply the different papers in his town with one or two founts of type which they haven't already got. The condition, of course, would necessarily be that they are to be used only in his advertisements. These one or two founts, helped out as needed from the general type stock of the office, will give an advertisement in which they appear a certain exclusive and peculiar appearance which would be very valuable for advertising purposes.

\* \* \*

Here is an ad. of a Kingston, Ont., house which is refreshing to read. It appeared in double column width in The Whig of that

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# FIGS!

kept in a "PRAESERVO"  
Cabinet retain their fresh-  
ness and do not dry out.

**PRUNES** keep bright and plump.

**CURRENTS** actually gain.

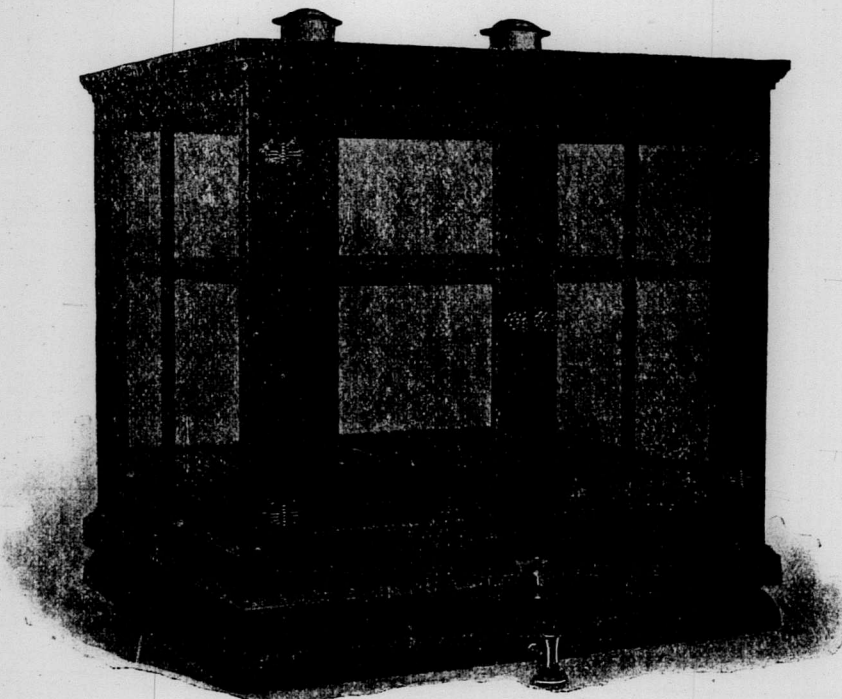
**ALL DRIED FRUIT** keeps fresh  
and full weight.

You save the cost in one season.

We **PRAESERVO** Bread Cases  
have **PRAESERVO** Cheese Cases

WRITE US FOR

Catalogue and Prices.



The Bread and Cake Case.

## ARTHUR P. TIPPET & CO. - MONTREAL.

place. In the paper containing it were a number of other dry goods ads. After reading them all the conclusion I came to was

### Can You Do It Anywhere Else?



Buy goods and bring them back and get your money again if you are not satisfied. You can do that here and do it without any talk or controversy or cross looks. It makes this store a pretty safe place to do your shopping at, don't you think?

Thousands of dollars worth of goods are gathered here without regard to distance, so long as they are helps to our patrons. Unequaled assortments and unmatched economies form the keynote to the interest you have in this business. The way we buy makes lowest prices. The way we sell insures a quick turn over of all stocks. The command of ready cash gives us buying power, and every advantage we get goes directly to you. Less to pay here than anywhere. That's the fact. Make your own comparisons, and back of all is satisfaction, comfort in shopping, good service, careful attention, fair dealing and reliable goods.

Think twice as to where is the best place to do your buying.

### Starr & Sutcliffe,

FORMERLY RICHMOND & CO

118 and 120 Princess Street.

people to do business with. They tell me that if I am not satisfied with the goods I buy from them I can get my money back without "any talk or controversy or cross looks". This makes me think that their goods must be carefully bought and moderately priced, because if one-fourth their customers wanted their money back the firm would probably be ruined. The ad. is well written throughout. It has a tone of honesty about it that is quite convincing.

The one mistake in the ad. is that there are no prices and other details mentioned.—THE DRY GOODS REVIEW.

### AN AVERAGE FRENCH DRINK.

A PUBLICATION issued by the French Ministry of Finance gives some very elaborate statistics as to the quantity of wine, beer, cider and alcohol consumed in that country. From the very interesting document it is learned that the total amount consumed was 1,575,000,000 gallons, representing about 1 4-5 liters per diem for the whole population of France. The division was 967,000,000 gallons wine, 395,000,000 gallons cider, 202,500,000 gallons beer, and 36,800,000 gallons alcohol.

It is not necessary to say that, while the greater quantity of the wine is consumed in the large towns, the cider is nearly all drunk in the country, especially in Normandy and Brittany, and the official statistics give a table showing what is the consumption of wine in the forty-seven towns with over 30,000 inhabitants. The figures, as might be expected, vary very much, the annual consumption being largest in Boulogne-sur-Seine (59 gallons), Nice (56 gallons) and St. Etienne (54 gallons), while Paris is only thirteenth on the list with 45 gallons.

In none of the large towns in the south of France does the consumption fall below 30 gallons, but in seven large towns in the north (Lille, Boulogne-sur-Mer, Dunkirk, Caen, Calais, Roubaix and Turcoing) it averages only 6 gallons. Another table gives the consumption of alcohol, and here Rouen, Cherbourg and Le Havre head the list with an annual total of nearly 4 gallons per head of the population, or more than double the quantity consumed in Paris—Liquor Trade Review.

The contracts for supplies for the permanent military corps in London, Ont., have been awarded to the following: William Isaac, meat; John Diprose, bread; John Lawson, potatoes and groceries; William Percival, forage and straw for men; Wm Stevely & Son, cleaning stoves and furnishing stoves and stove-pipes.

Something new and attractive

Rae's

Finest Sublime

Lucca Oil

The perfection of Olive Oil.



Packed in clear white bottles, Quarts, Pints and 1/2-Pints, also in 1 gallon Cans. . . . .

WRITE FOR QUOTATIONS.

FRANK MAGOR & CO.

16 St. John Street

. . . . MONTREAL

THE CHOICEST

Jams, Jellies and Marmalades

— are known as —

SOUTHWELL'S

ARE YOU SELLING THEM? IF NOT, WHY NOT?



CURRENT MARKET QUOTATIONS

Jan. 13, 1898.  
This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit.  
Goods in large lots and for prompt pay are generally obtainable at lower prices.  
All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.  
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports as a matter of news, whether manufacturers request it or not.

BAKING POWDER.

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

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

MAPLE LEAF BAKING POWDER.

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

THE F. F. DALLEY CO.

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

BLACKING.

P. G. FRENCH BLACKING.	
1/2 No. 4.	per gross \$4 00
1/2 No. 6.	4 50
1/2 No. 8.	7 25
1/2 No. 10.	8 25
THE F. F. DALLEY CO.	
English Army Blacking, 1/4 gross cases.	\$9 00
No. 2 Spanish.	3 60
No. 3.	4 50
per doz.	
No. 5 Spanish Blacking, 1/4 gross cases.	7 20
No. 10.	9 00
Vucan Oil Blacking, 1 doz. cases, liquid.	2 00
New York Dressing, 1 doz. cases.	0 75
Spanish Satin Gloss.	1 00
Crescent Ladies' Dressing, 1 doz. cases.	1 75
Spanish Glycerine Oil Dressing.	2 00
BERRY'S ENGLISH BLACKING.	
No. 1 Bronze Tins, per gross.	\$ 2 60
No. 2 Bronze Tins, per gross.	\$ 3 40
" 3.	5 60
" 4.	10 00

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

THE ALPHA CHEMICAL CO.

Shoe Dressing— in 1/4 gross cases. Per Gross.	
French Oil in 3-doz. cases.	\$ 22 00
Reliable Shoe Dressing.	9 00
Ecliptic Combination.	12 00
Moody's Ox Blood.	12 00
" Chocolate.	12 00
Alpha Chemical Co. French Castor Oil.	9 00
Alpha Chemical Co. Refined Sweet Oil.	9 00
Alpha Chemical Co. Turpentine.	7 80
Moody's Non-Corrosive Inks.	4 50
Shoe Blacking— in 1/4 gross cases.	
Reliable French Blacking, No. 5.	9 00
" 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 Dubbin No. 4.	9 00
per gross.	
Alpha Metal Polish No. 2.	9 00
Patent Stove Polish—	
Sunlight Lead Bar.	4 25
Packed in 1/2 gross cases.	
Sunlight Liquid, 1/2 gross cases.	10 80
Moody's Black Lead.	25
Reliable Stove Pipe Varnish.	1/4 gross cases 6-oz. bottles

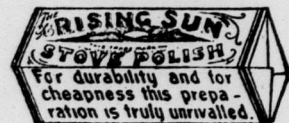
Quickshine Pipe Varnish.	12
1/4 gross cases, pressed top tins.	

STOVE POLISH—

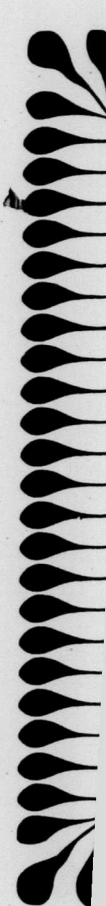


Quickshine Polish.	9 00
Reliable Paste.	6 00
Electric Crown Paste.	8 00
Electric Crown Lead Bar.	7 80

STOVE POLISH.



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



No. 4—  
No. 6—

" Cott's  
Warbl  
Belgia  
Intern  
Germa  
Londo  
Bird C  
Bird C

Dalley  
Dalley

Brock  
Norwi  
Maple  
Bird s

# Starch . .

**Laundry  
Starch  
Culinary  
Starch  
Rice  
Starch**

We are headquarters for fine starches, and any package bearing our label can be relied upon for purity and first-class quality. All wholesalers carry our goods, and in buying, make sure you get the real thing.

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



**THE F. F. DALLEY CO.**  
Per gross  
Gem Stove Polish, 1/4 gross cases \$9 00  
per doz  
Stove pipe Varnish, 4 oz. bottles 1 00  
6 oz. bottles 1 25  
Boston Brunswick Black, 8 oz. bottles 1 75  
EnameLine.



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

**BIRD SEEDS**

**BART. COTTAM & CO.**  
"Cottams," with Patent Bird Bread. 0 07  
Warbler, with Song Restorer. 0 05 1/2  
Belgian, with Bird Improver. 0 05 1/2  
International, with Bird Treat. 0 05 1/2  
German X, with Cuttlefish Bone. 0 04 1/2  
German, with Cuttlefish Bone. 0 04 1/2  
London Bird Seed, bulk 25 lb. cases. 0 04 1/2  
Bird Gravel, 10c. pkts., 24 in case. 0 06  
Bird Gravel, 5c. pkts., 48 in case. 0 03  
**THE F. F. DALLEY CO.**  
Dalley's Spanish Bird Seed, 40 lb. cases 0 06  
Dalley's Bird Seed, 40 lb. cases. 0 06 1/2  
**NICHOLSON & BROCK.**  
Brock's Bird Seed 0 07  
Norwich Bird Seed. 0 06  
Maple Leaf Bird Seed. 0 05  
Bird sea-gravel, 10c. pkts., 24 in case 0 06  
" " " 5c. " 48 " " 03

**CORN BROOMS**

**CHAS. BOECKH & SONS.** per doz  
Carpet Brooms—  
"Imperial," extra fine, 8, 4 strings.. \$3 65  
" " " " 7, 4 strings.. 3 45  
" " " " 6, 3 strings.. 3 25  
" " " " 5, 3 strings.. 3 10  
"Victoria," fine, No. 8, 4 strings.. 3 30  
" " " " 7, 4 strings.. 3 10  
" " " " 6, 3 strings.. 2 90  
"Standard," select, 8, 4 strings.. 2 90  
" " " " 7, 4 strings.. 2 75  
" " " " 6, 3 strings.. 2 60  
" " " " 5, 3 strings.. 2 41

**BLUE.**

**KEEN'S OXFORD.** per lb.  
1 lb. packets ..... \$0 17  
1/4 lb. " " ..... 0 17  
Reckitt's Square Blue, 12-lb. box... 0 17  
Reckitt's Square Blue, 5 box lots... 0 16

**CANNED GOODS.** per doz

Apples, 3's ..... \$0 80 \$0 95  
gallons ..... 2 25 2 40  
Blackberries, 2 ..... 1 40 1 70  
Blueberries, 2 ..... 0 75 0 85  
Beans, 2 ..... 0 70 0 95  
Corn, 2's ..... 0 70 0 85  
Cherries, red pitted, 2's ..... 1 75 2 25  
Peas, 2's ..... 0 90 0 95  
" Sifted select. .... 0 90 1 00  
" Extra sifted. .... 1 25 1 40  
Pears, Bartlett, 2's ..... 1 50 1 75  
" " 3's ..... 2 00 2 40  
Pineapple, 2's ..... 1 75 2 40  
" 3's ..... 2 50 2 60  
Peaches, 2's ..... 1 40 1 75  
" 3's ..... 2 00 2 40  
Plums, Green Gages, 2's ..... 1 30 1 55  
" Lombard ..... 1 20 1 50  
" Danson Blue. .... 1 10 1 30  
Pumpkins, 3's ..... 0 70 0 90  
gallons ..... 2 10 2 25  
Raspberries, 2's ..... 1 40 1 70  
Strawberries, 2's ..... 1 65 1 95  
Succotash, 2's ..... 1 15 1 25  
Tomatoes, 3's ..... 2 40 2 70  
Lobster, tails ..... 1 65 1 70  
" flats, 1/2's ..... 1 20 1 30  
Mackerel ..... 1 20 1 30  
Salmon, Sockeye, tails ..... 1 25 1 30  
" Horseshoe. .... 1 25 1 30  
" Cohoes ..... 0 95 1 00  
Sardines, Albert, 1/4's tins ..... 0 13  
" " 1/2's tins ..... 0 20 0 21  
" Sportsmen, 1/4's genu-  
ine French high grade, key  
opener ..... 0 12 1/2

Sardines, Sportsmen, 1/4's ..... 0 21  
Sardines, key opener, 1/2's ..... 0 16 0 18 1/2  
" " " " 1/4's ..... 0 10 1/2 0 11  
" " " " 1/2's ..... 0 18 1/2 0 19  
Sardines, other brands 9 1/4's ..... 0 16 1/2 0 17  
P. & O., 1/4's tins ..... 0 23 0 25  
" " 1/2's " ..... 0 33 0 36  
Sardines, Amer., 1/4's " ..... 0 04 0 05 1/2  
" " 1/2's " ..... 0 09 0 11  
Mustard, 1/2 size, cases  
50 tins, per 100 ..... 10 00 11 00

**MARSHALL & CO., SCOTLAND.**

Fresh Herring, 1-lb. .... 1 10 1 15  
Kipperd Herring, 1-lb. .... 1 60 1 90  
Herrings in Tomato Sauce. .... 1 70 1 90  
Herrings in Shrimp Sauce. .... 2 00  
Herrings in Anchovy Sauce. .... 2 00  
Herrings a la Sardine. .... 2 40  
Preserved Bladders. .... 1 85 1 90  
Real Findon Haddock. .... 1 85 1 90

**CANNED MEATS.**

(CANADIAN.)

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

**ARMOUR PACKING CO.—HELMET BRAND**

Corn Beef 1 lb. .... 1 40 1 50  
" 1 lb. .... 2 60 2 75  
" 4 lb. .... 5 50 5 80  
" 6 lb. .... 8 50 8 80  
" 14 lb. .... 17 50 18 00  
Roast Beef, 1 lb. .... 1 40 1 50  
" 2 lb. .... 2 60 2 75  
Luncheon Beef, 1 lb. .... 1 60 1  
" 2 lb. .... 2 75 2 85  
Brawn 1 lb. .... 1 30 1 40  
" 2 lb. .... 2 35 2 50  
" 6 lb. .... 6 60 6 80  
" 14 lb. .... 14 50 15 00  
Ox Tongue, 1 1/2 lb. .... 7 00 7 20  
" 2 lb. .... 8 50 8 80  
" 2 1/2 lb. .... 10 75 11 00  
Lunch Tongue, 1 lb. .... 3 35 3 50  
" 2 lb. .... 6 50 6 80

Chipped Beef, 1/2 lb. .... 1 60 1 70  
" 1 lb. .... 2 65 2 80  
Pigs' Feet ..... 1 65 1 75  
" ..... 2 45 2 60  
Potted Meats, Tongue or Ham  
1/4 lb. .... 70 75  
Potted Meats, Tongue or Ham  
1/2 lb. .... 1 20 1 25  
Potted Deviled Ham or Tongue,  
1/4 lb. .... 70 75  
Potted Deviled Ham or Tongue,  
1/2 lb. .... 1 20 1 25

**WHITE LABEL.**

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

**Codfish.** doz

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

**CHEWING GUM.**

**ADAMS & SONS CO.** per box

Tutti Frutti, 36 5c. bars. .... \$1 20  
" " (in cream pitcher) 36 5c bars 1 20  
" " (in sugar bowl) 36 5c bars 1 25  
" " (in glass jar) 115 5c pkgs. 3 75  
Pepsin Tutti Frutti (in glass jar) 115  
5c packages. .... 3 75  
Pepsin Tutti Frutti, 23 5c packages. 0 75  
Round Pepsin, 30 5c packages. .... 1 00  
Cash Register, 390 5c bars and pkgs. 15 00  
Cash Box, 160 5c bars. .... 6 00  
Tutti Frutti Show Case, 180 5c bars  
and packages. .... 6  
Variety Gum (with book in each box)  
150 1c pieces. .... 1  
Banner Gum (English or French wrap-  
pers) 115 1c pieces. .... 0 75  
Flirtation Gum (English or French  
wrappers) 115 1c pieces. .... 0 75  
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 37 1/2



# Now write 1898

and let us have your order for a case of our new Cream Sodas. By new we mean the original Cream Sodas in a new tin and new label. The latter we think an improvement on the old one. We now call them "The Land of the Maple Cream Sodas."

Let us send you a case of them. Now is the season for Mince Meat. Try our reliable Bull's Head Brand.

## THE TORONTO BISCUIT & CONFECTIONERY CO. LIMITED,

A. W. Porte, President.

7 Front Street East, Toronto.

S. R. Parsons, Vice-President

**COFFEE.**

**Green.** per lb

Mocha	0 27 1/2	0 30
Old Government Java	0 30	0 33
Rio	0 08	0 13
Plantation Ceylon	0 29	0 31
Porto Rico	0 24	0 28
Guatemala	0 24	0 28
Jamaica	0 18	0 22
Maracaibo	0 16	0 20

**JAMES TURNER & CO.**

Mecca	0 34
Damascus	0 30
Cairo	0 25

**TODHUNTER, MITCHELL & CO.'S**

Excelsior Blend	0 33
Bourbon Blend	0 31
Our Own	0 30
Jersey	0 28
Laguaya	0 25
Rajah Blend	0 21
Mocha and Java	0 32
Old Government Java	0 30
Arabian Mocha	0 31
Maracaibo	0 23
Santos	0 16

**EXTRACTS.** per doz

Dalley's Pure Fruit Extracts, 2 1/2 oz. bottles, all flavors	\$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors	1 25
Crown Brand (Robert Greig & Co.)—	
1 oz. Bottle, per doz.	0 90
2 1/2 " " " "	1 50
3 1/2 " " " "	2 00
4 " " " "	3 00
8 " " " "	6 00
8 " Glass Stop'r "	3 50
8 " " " "	7 00
Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles, gross	12 00
Ketchup, Screw Top, gross	21 00
S. & L. "High Grade" per doz	3 50
Pepper Sauce, per gross	15 00

**FRUITS.** per lb

**FOREIGN.**

Jurrants—Provincials, bbls	0 06
" " 1/2 bbls	0 06 1/2
" " 1/4 bbls	0 06 1/4
" " cases	0 06 1/2
" Patras, bbls	0 06 1/2
" " 1/2 bbls	0 06 1/2
" " cases	0 06 1/2
" Vostizzas, cases	0 07 1/2
" Blue Pearls	0 08 1/2
" cleaned, Kalamos, cases	0 06 1/2
" Morea	0 07
" Vonitza	0 07 1/2
Dates, Hallowee boxes	0 05 1/2
Figs—4-crown	0 10
" 5-crown	0 11
" 7-crown	0 13
" 9-crown	0 15
" natural, bags	0 04 1/2
Prunes—Bosnia, cases	0 10
" California, 40's	0 10 1/2
" " 50's	0 08
" " 60's	0 07 1/2
" " 70's	0 07
" " 80's	0 06 1/2
" " 90's	0 06
Balsins—Valencia off stalk	0 04 1/2
" Fine, off stalk	0 05
" Blue Baskets	0 06
" Layers	0 06 1/2
" Sultanas	0 09 1/2
" Cal. Loose Muscatels, 3-Crown	0 07 1/4
" Ditto 4-Crown	0 08 1/4

**Malaga** per box

London Layers	1 50
Black Baskets	2 00
Blue Baskets	2 30
Connoisseur Clusters	2 30
Dessert Clusters	3 50

**DOMESTIC**

Apples, dried, per lb	0 05	0 06
" evaporated	0 09	0 10

**FOOD.** per brl.

Split Peas	3 25	\$3 50
Pot Barley	3 25	3 50
Pearl Barley, XXX, 49-lb. pkt.	2 00	

**ROBINSON'S BARLEY AND GROATS.**

Patent Barley, 1/2 lb. tins	1 25
" 1 lb. tins	2 25
" Groats, 1/2 lb. tins	1 25
" 1 lb. tins	2 25

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

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

**GELATINES.**

**KNOX'S**

Sparkling calves foot, 2 qt. size	1 20
Acidulated, 2 qt. size	1 50

(Sold by all wholesale grocers.)

**KEOPFF'S FAMILY GELATINE.**

Robert Greig & Co., Agents.

1 oz. Packages, White, per doz.	95
1 " " Red, " " "	1 00

**COX'S**

1 Quart size, per doz	1 15
2 Quart size, " " "	2 30

**HARDWARE, PAINTS AND OILS.**

**CUT NAILS**—50 to 60 dy, \$1.85 Toronto.

**WIRE NAILS**—\$1.90, freight equalized in Montreal.

**HORSE NAILS**—Canadian, dis. 50 per cent.

**HORSE SHOES**—F. O. B. Montreal..... 3 25

**SCREWS**—Wood—

Flat-head bright, 8 7/8 and 10 p. c. dis.	
Round-head bright, 80 and 10 p. c. dis.	
Flat-head brass, 8 7/8 and 10 p. c. dis.	
Round-head brass, 7 5/8 and 10 p. c. dis.	

**WINDOW GLASS.** [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]

1st break (25 in. and under)	0 00	1 45
ROPE—Manilla	0 07 1/2	0 08 1/2
Sisal	0 06 1/2	0 08 1/2
AXES—Per box	5 25	9 00

**SHOT**—Canadian, dis. 17 1/2 per cent.

**HINGES**—

Heavy T and strap, per lb.	0 03 1/2	0 04 1/2
Screw, hook and strap	2 35	3 15

**WHITE LEAD**—Pure Association guarantee, ground in oil, per 100 lbs.

25 lb. irons	5 50
No. 1	5 22 1/2
No. 2	4 75
No. 3	4 37 1/2

**TURPENTINE**—

Selected packages, per gal.	0 48
2c. extra outside points.	

**LINSEED OIL**—

Raw, per gal	0 46
Boiled, " "	0 49
2c. extra outside points.	

**GLUE**—Common per lb..... 0 07 1/2 0 08

**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
" " 3.	11 40
" " 6.	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 55
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish.	2 25
Water Closet Tanks.	17 00
Dish Pan, No. 1.	7 60
" " 2.	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails.	4 75

**JAMS AND JELLIES.**

**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 " " "	1 55
Red Currant Jelly	2 75

(All the above in 1 lb. clear glass pots.)

**LICORICE.**

**YOUNG & SMYLIE'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 42
" Acme " Pellets, 5 lb. cans, per can	2 00
" Acme " Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 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.**

Wethey's Condensed, per gross, net \$11 00

**MUSTARD.**

**COOLMAN'S OR KEEN'S.** per lb.

Square Tins—	
D. S. F., 1 lb. tins	\$0 40
" " 1/2 lb. tins	0 42
" " 1/4 lb. tins	0 45
Round Tins—	
F. D., 1/2 lb. tins	0 25
" " 1/4 lb. tins	0 27 1/2
F. D., 4 lb. jars, per jar	0 75
" " 1 lb. " "	0 25
" " 4 lb. tins, decorated, p.t.	0

**FRENCH MUSTARD**

Crown Brand—(Robert Greig & Co.) per gross.

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

**THE F. F. DALLEY CO.**

Dalley's Mustard, bulk, pure, per lb.	0 25
Dalley's Mustard, 1/2 lb. tins, 2 doz. in case, per doz.	2 00
Dalley's Mustard, 1/4 lb. tins, 4 doz. in case, per doz.	1 00
Dalley's Superfine Durham Mustard	
bulk, per lb.	0 12
1/4 lb. tins, 4 doz. in case, per doz.	0 65
1/2 lb. tins, 2 " " "	1 20
1 lb. jars, per doz.	2 40
4 lb. " " "	7 80

1/4 lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	2 30
1 gallon tins, per gal.	1 25
Celery Salt, 2 oz. bottles, silver tops, per doz.	2 50
Curry Powder, 2 oz. bottles, silver tops, per doz.	1 25

**PICKLES---STEPHENS'**

A. P. TIPPET & CO., AGENTS.

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

**RICE, SAGO, TAPIOCA.**

Rice—		
Rangoon, imported	per lb.	per lb
Patna	0 03 1/2	0 03 1/2
Japan	0 04 1/2	0 05 1/2
Imperial Seeta	0 05 1/2	0 05 1/2
Extra Burmah	0 04 1/2	0 04 1/2
Java Extra	0 06 1/2	0 06 1/2
Genuine Carolina	0 09 1/2	0 10
Grand Duke	0 06 1/2	0 06 1/2
Sago	0 03 1/2	0 05
Tapioca	0 03 1/2	0 05 1/2

**SODA.**

Bi-carb, stand rd, per 100-lb. keg	2 40	2 50
Sal soda, per bbl.	0 85	0 90
Sal soda, per keg.	0 95	1 00

**STARCH.**

**EDWARDSBURG STARCH CO., LTD.**

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



**SILVER GLOSS** (40-lb. boxes, 1-lb. pkgs., 6-lb. boxes, sliding covers (12-lb. boxes each crate))

PURE—40-lb. boxes, 1-lb. pack	0 17
" 48-lb. " 16 3-lb. boxes	0 07
OSWEGO } 40-lb. boxes, 1-lb. packages	0 07 1/2
CORN STARCH }	

For puddings, custards, etc.

**ONTARIO** } 38-lb. to 45-lb. boxes, 5 bundles

STARCH	0 06
STARCH IN } Silver Gloss	0 07 1/2
BARRELS }	0 06 1/2
Pure	

**THE BRANTFORD STARCH CO., LTD.**

Laundry Starches—		
Canada Laundry, boxes of 40 lbs.	0 04 1/2	
Finest Quality White Laundry—		
3 lb. cartoons, cases 36 lbs.	0 05	
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 lb. fancy cartoons, cases 36 lbs.	0 07	
6 lb. draw-lid bx. 3 in crate, 48 lb.	0 07	
6 lb. tin enamelled canisters,		
8 in crate 48 lbs	0 07	

# A Popular Starch.

All laundresses agree on this one point, that in order to obtain the best results, a **high-class starch is indispensable.** Celluloid has long been recognized as the **Laundresses' reliable friend,** whose verdict in its favor has been so unanimous that it has won for itself, as a **cold-water starch,** a reputation which is world-wide.

**THE BRANTFORD STARCH CO., Limited, Selling Agents, BRANTFORD, ONT.**

Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs.	0 09
Canadian Electric Starch—	
40 packages in case	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs.	0 05
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06

<b>SUGAR.</b>		per lb.
Granulated (Redpath, St. Lawrence, Acadia)	0 04½	
German (Canadian) bbls.	0 04 3-16	
" (imported) bags	0 04 3-16	
Dutch, bags	0 04½	
Paris Lump, bbls. and 100-lb. boxes	0 05½	
" in 50-lb. boxes	0 05½	
Extra Ground Icing, bbls.	0 05½	
Powdered, bbls	0 05½	
Cream	0 04 1-16	
Extra Bright	0 04	
Bright Coffee	0 03 15-16	
Light Yellow	0 03½	
Medium Light Yellow	0 3 13-16	
Yellow	0 03½	
Demerara	3 50	3 75

<b>SYRUPS AND MOLASSES.</b>		
<b>SYRUPS.</b>		
Dark	bbls.	½ bbls.
Medium	per gallon.	0 23 0 25
Bright	0 28	0 35
Honey (com)	0 32	0 42
" 2 gal. pails	0 40	
" 3 gal. pails	1 35	1 40

<b>MOLASSES.</b>		
Barrels	0 23	0 35
Half-barrels	0 25	0 37

<b>SOAP.</b>		
Rabbitt's "1776" Soap Powder	3 50	



1 box and less than 5 ..... 4 00  
 5 boxes and upward ..... 4 00  
 Freight prepaid on 5 box lots.

**BRANTFORD SOAP WORKS CO.**



Ivory Bar is put up in 1 lb., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.

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

**TEAS.**

<b>BLACK.</b>		per lb.	per lb.
Congou—			
Half Chests Kaisow, Moning, Paking	0 12	0 60	
Caddies, Paking, Kaisow	0 18	0 50	

<b>INDIAN.</b>		0 35	0 55
Darjeelings		0 20	0 40
Assam Pekoes		0 18	0 25
Pekoe Souchong			

<b>CEYLON.</b>		0 35	0 42
Broken Pekoes		0 20	0 40
Pekoes Souchong		0 17	0 35

**CHINA GREENS.**

<b>Gunpowder—</b>			
Cases, extra firsts	0 42	0 50	
Half Chests, ordinary firsts	0 22	0 38	

<b>Young Hyson—</b>			
Cases, sifted, extra firsts	0 42	0 50	
Cases, small leaf, firsts	0 35	0 40	

<b>Half Chests, ordinary firsts</b>			
	0 22	0 38	
Half Chests, seconds	0 17	0 19	
" thirds	0 15	0 17	
" common	0 13	0 14	

**PING SUYERS.**

Half Chests, firsts	0 28	0 32	
" seconds	0 16	0 19	
Half Boxes, firsts	0 28	0 32	
" seconds	0 16	0 19	

**JAPAN.**

Finest May pickings	0 38	0 40	
Choice	0 32	0 36	
Finest	0 28	0 30	
Fine	0 25	0 27	
Good medium	0 22	0 24	
Medium	0 19	0 20	
Good common	0 16	0 18	
Common	0 13½	0 15	
Nagasaki, ½ chest Pekoe	0 16	0 22	
" Oolong	0 14	0 15	
" Gunpowder	0 16	0 19	
" Siftings	0 07½	0 11	

**"SALADA" CEYLON.**



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

**MONSOON INDO-CEYLON TEA.**

<b>Wholesale</b>		<b>Retail</b>	
Blue Label, 1-lb.	0 19	0 25	
Black Label, ½-lb.	0 20	0 25	
Black Label, ½ and 1-lb.	0 22	0 30	
Green Label, ½ and 1-lb.	0 28	0 40	
Brown Label, ½ and 1-lb.	0 35	0 50	
Red Label, ½ and 1-lb.	0 40	0 60	

**RAM LAL'S (lead packages)**



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

**"KOLONA"**



<b>Ceylon Tea, in 1-lb. and ½-lb. lead packets.</b>	
Black or mixed.	
Black Label, 1-lb., retail at 25c	0 19
" " ½-lb. " " "	0 20
Blue Label, retail at 30c	0 22

Green Label " 40c	0 28
Red Label " 50c	0 35
Orange Label, retail at 60c	0 42
Gold Label, " 80c	0 58

Terms, 3 per cent. off 30 days.

**CROWN BRAND.**

(Ceylon in lead packages)

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

**TOBACCO AND CIGARS.**

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

**WOODENWARE.**

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

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

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

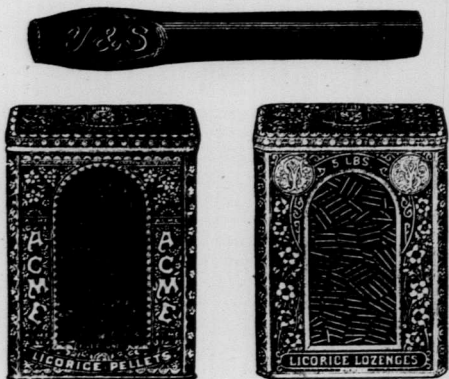
**Matches—**

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

**BRYANT & MAY.**

<b>Robert Greig &amp; Co., Agents.</b>	
No. 9 Safety, per gross	\$ 2 00
" 10 " "	1 10
" 2 Tiger, " "	5 00
" 4 " "	2 60

# LICORICE...



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

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—: and :—

“Pebble” for 5 cents

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J. Bruce Payne, Granby, Que.

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COLEMAN'S Table or Dairy Salt is the best.

The 5-lb. carton, of which we give an engraving, is the best package in the market. Printed in three colors, red, black and yellow, with a tin cover, it combines an attractiveness for shelf display, together with a suitable durable package, that will make it a ready seller. Specially adapted for first-class town or city trade.

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Beattie & Elliot - - - Quebec  
C. & E. MacMichael - - St. John  
Alfred D. Hossack, Vancouver, B.C.  
H. F. Baker - - - Halifax, N.S.

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ARTHUR P. TIPPET & CO.,  
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