

THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, MARCH 26, 1897.

No. 13

SELL ONLY THE BEST!

In Competition with the World we have received the

HIGHEST AWARDS MADE.

These
...substantiate
...our claim that

COLMAN'S

 **MUSTARD**

IS THE BEST IN THE WORLD.



is "Gold Dust" Corn Meal

passes direct from us at the mill to you at the store. See the advantages gained in buying this way. How sure you are of getting it free from dirt and dust. You get it good because it hasn't filled up dusty store-rooms for goodness only knows how long. You get it a bright golden yellow free from black specks—you get it fresh. And you get it finely and evenly cut, too. That's the way your customers like to get it. Color counts.

From Manufacturer to
Retailer—Direct.

THE TILLSON COMPANY LTD.

TILSONBURG, ONT.

Success with Canned Meats

It is not a matter of chance. The full and habitual satisfaction of your customer; furnishing goods of unvarying excellence; goods that are certain to please to-day, to-morrow, every day—that is the way to win success. Grocers the world over know that canned meats bearing the "Helmet" trade mark are certain to please. They can be depended on for uniformity day in and day out, and they are prized best by customers who use them most. There is a world of satisfaction in selling them, and a good profit for the grocer, of course.

If your jobber does not sell you the "Helmet" brand, write to

J. L. WATT & SCOTT, Toronto and Montreal
W. S. CLAWSON & CO., St. John, N.B.
SPRATT & MACAULEY, Victoria, B.C.

Manufacturers' Agents.

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

Batty's



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

ALL WHOLESALERS
HAVE THEM.

. . . EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

. . . Montreal

is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.



The Best Grocers Make
a point of Keeping it al-
ways in Stock.

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.

Grand Mogul Tea

Is holding on its way, a good seller and profit maker for all who handle it. Our special advertising will boom the sale the next few months. No other Package Tea is equal value.

Write us for particulars or ask our travelers.

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

Wholesale Grocers.

Standard Goods THE Best to Handle

**FOR
PURITY**

This brand is
always reliable.



**FOR
STRENGTH**

Highest test
98⁵⁰/₁₀₀ pure.

"NEW PROCESS" SODA, FINEST ON THE MARKET.

If you
have not
used these
Soup Squares



Try Them.
They are
the best
Manufactured

**Genuine
Macaroni**

Is branded with
this name.

B. CODOU

IT IS THE
FINEST QUALITY
MANUFACTURED.

A. P. TIPPET & CO.
MONTREAL and TORONTO

AGENTS FOR THE DOMINION

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

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

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

99⁹⁹/₁₀₀ to **100** per cent. of Pure Cane Sugar with no impurities whatever."

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

Do You Sell Crockery?

Then we want
your business

We manufacture all kinds of

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

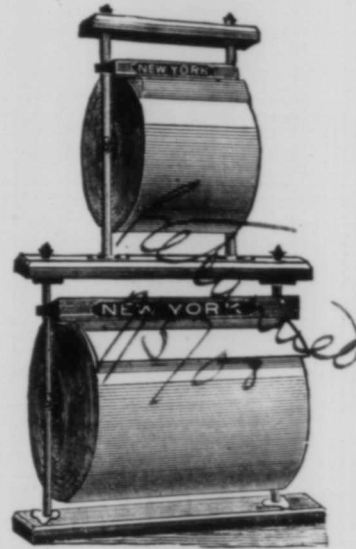
We have the largest Stoneware Pottery in Canada, most modern equipment, and can give close prices for any of above lines. Write for our Illustrated Catalogue.

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

WHY NOT HANDLE THE BEST
WHEN JUST AS CHEAP?
A READY SELLER

ENGLISH ARMY BLACKING

The Eddy Roll Paper Cutter



The most perfect Cutter
on the market. It has
been tried and has not
been found wanting.

Reversible, cutting up or down
—for use on bracket, on, or
under counter.

From 6 to 60 inches wide.
Single or in combination.

On sale at all of our branches
and agents at

MONTREAL, TORONTO, QUEBEC, ST.
JOHN, HAMILTON, HALIFAX, VAN-
COUVER, VICTORIA, KINGSTON, WIN-
NIPEG, ST. JOHN'S, NFLD.



The E. B. EDDY CO. Ltd.

HULL, QUE.

Jugs,
blers

it.

Of One Mind



Keen buyers and judges of value, who have tested the rich, creamy liquor of our

STANDARD BLACK TEAS

Are delighted with their satisfying and delicious properties, and convinced of their peculiar merits.

Not a single tea enters into the composition of these blends without being critically tested as to liquoring qualities; keeping ever in view the requirements of the Canadian Trade.

Packed in Patented Metal-Lined Cases, 50-lb., 80-lb. and 100-lb. Under 5 Brands:

THE 400 SELECT	THE GLOBE	MORNING LUXURY
IMPERIAL CONGOU	RUSSIAN CONGOU	

The 400 Select, Globe, and Imperial are also put up in 1/2-lb. and 1-lb. German Glazed Parchment Packages, attractive shelf goods and ready sellers.

Young Hysons and Japans
—high and medium grades—
we show exceptional values.

W. H. Gillard & Co.

WHOLESALE ONLY

HAMILTON.

JOHN MOUAT, Northwest Rep., WINNIPEG.

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Vol. X

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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

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HOW TO DEAL WITH THE DEPARTMENT STORE PROBLEM.—Continued.

[BY E. A. STEVENS.]

THE discovery of printing caused the formation of intellectual property; the progress of handicraft and industry the protection of inventions.

And the more the economic traffic was liberated from the craft limitations of the middle ages, the more necessity there arose for the state to use its power in legislating for the protection of fair competition.

All these laws have a concrete meaning. They protect a brochure, a painting, a photograph, an invention, or a trade mark,

They punish, therefore, only that unfair competition which directly touches one of those objects.

When anybody, for instance, invites the public, by untrue statements, or by giving bad accounts of or statements against a competitor; he does not, in reality, damage a palpable property. Therefore, it has been long before the lawmaker has found how to afford protection.

In France this has been realized in the most thorough fashion. Article 1382 of the Civil Code gives the occasion, therefore it says: Anybody's action, of whatsoever kind, by which damage is caused to another person, obliges the one who has caused said damage to indemnify for the same.

Taking this clause for foundation, the French jurisprudence has built an entire system. The relations between business men and customers are, therefore, considered as a property in law. An independent invasion of these relations is considered in the light of unfair competition, and as giving such a right to indemnification. The different forms of unfair competition come under several heads.

1. Making use of particular marks.
2. Calumniating a competitor.
3. Using another's trade mark.

Moreover the law includes in unfair com-

petition rebate sales and the revealing of manufacturing secrets.

The failure to understand the matter aright, which had, until now, been shown by the courts, made the lawmaker fear that it would be impossible for the judges to come so soon to a recognition of a general principle, as the interest of an organized business traffic required. The lawgiver grouped, therefore, together several actions which until now had been most conspicuous as misdemeanors.

1. Protection against unfair advertising. (Reclaim.)
2. Protection against calumniating.
3. Protection against causing substitution by unfair use of a name, firm or particular trades mark.

Protection for craft and business secrets.

Police regulation about deceit in quantity (weight, etc.)

The bottom idea is that all these acts are unjust criminal actions.

THE MEANING OF SUBJECTIVE RIGHT.

Next to the settled proposition that the exercise of a trade or business is a subjective right it is pre-eminently necessary to correctly understand what is meant by unfair competition, to limit this subject right according to quantity and meaning. Even with the French, by whom industry is not really considered as a subjective right, but only as a consequence of general freedom of trade, is it determined that this freedom is limited to fair traffic.

But in order to come to an exact juristic comprehension of this subjective right the extensive idea of fair traffic cannot be taken in consideration. For the perceptions about fair trade are very different. The meaning of this subject right has to be determined by itself. It is found in the aim of industry. The only aim of industry is, like has been shown before, to procure for itself sale, and

reward for services, therefore custom. The right here considered as subjective right, can, therefore, not stretch further than to procure custom.

DEFINITION OF COMPETITION.

As long as only one person tries to attain a certain aim, no competition can take place. The competitor fails. But as soon as another finds the same aim worthy of attaining, competition begins. A plurality of people trying for the same single aim is therefore the first desideratum of competition. Sameness of the aim includes its singleness. In this is included the endeavor to outstrip the other, and prevent him from reaching the common aim. This follows naturally from the sameness of the aim and the knowledge that others also try for it. Nothing more belongs to the meaning of competition. Above all, the sameness of the ways of activity by which said aim shall be reached are not necessary.

The circumstance that two people strive for the same thing, and both try to attain it for himself, brings their different activity in comparison. The aim of both is the price for that activity which proves itself the strongest in reaching the goal. Every competition includes, therefore, a comparing, a weighing, a measuring of forces in concerning their ability to reach the aim. In swimming the ability of two human beings is measured, or in the art of rowing try each other's strength, etc.; which different activities are brought in comparison depends on the different lines of competition. But the reality is that in competition all activity or forces that are brought to bear, aim at the same goal. Not the goal but the way in which it is reached defines the art of the competition. But everywhere where several activities try for the same aim, there exists necessarily a competition and therefore a comparing of the activities with each other.

MEANING OF UNFAIR COMPETITION.

The competition does not become unfair only because the impeding or favoring cir-

THE RISING SUN STOVE POLISH

AND

THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

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

cumstances are unfair by themselves, even outside of competition. It regards not the unfairness of the means for attaining the end in themselves, but their unfairness in regard to the circumstances of the competitor, and his activity.

The conduct of two merchants, both receiving stolen goods, can be legal as far as they are concerned to each other. On the contrary, very fair means to reach an end, when used in competition, can be foul and not allowable. For instance, there is a rowing race. If one contestant was going to use sails it would certainly be an unfair race. The use of sails per se is, however, neither unfair nor immoral.

Competition is therefore not unfair by the means used to reach the aim per se, but only as relation of the means of the one to those of the other competitors, who are to be compared in competition. Such a comparing and measuring of activities compared in competition naturally takes place only when both contestants only use the (to be) compared means. When any other means are employed, the competition in consideration becomes immediately a competition of another kind; the original is lost. Have we to do with an oar race, such can only take place when both contestants use oars. Have we to do with a race between sailing and rowing such can only be when rowing is opposed solely by sailing. Same way it is when means are used which impede those of a competitor without themselves having means in comparison.

Competition becomes, therefore, unfair by introduction of impeding or favoring means, which cannot be set off in the trial. When the rival activity is changed and does not stay fair then the results of the competition cannot be pure or fair either.

The third party outside the struggle is not harmed by unfair competition, only the interest that the competitor has in reaching the disputed goal is hurt. That shows plain when one simply prevents the other to exercise his competitive activity. He stands equal with every outsider who can use the

same means of preventing. But the same relation exists when means are used which unfairly favor our own activity.

There are as many different competitions as there are aims, that people want to attain, or means to attain them by. It is obvious that it is not the duty of the law to protect every trade as such and punish its unfair competitor. The object is whether the interests that are injured during the unfair competition need protection per se.

It is a long time since it was made clear that such protection is necessary in competition.

We have seen before that the aim of every business man is trade and reward for his business labor, custom. If the services of one tradesman are of the same kind as those of another, if they tend both to fulfil the same wants of people as those of another, both competitors address themselves in order to find market for their services to people with the same wants. This, however, does not constitute competition between the two. For if one caters to the needs of people in China and the other to those in Germany, they are, notwithstanding the sameness of the wants, not competitors. Their field is different, their aim although identical, not the same. But competition originates immediately when the circle of persons to whom the tradesman wants to sell his services is the same. When two tradespeople try both to secure, each for himself, one custom, say of a town or a county, for the same wants by the same services. For with the same aim starts the competition. And the more different trades appear the more will they touch each other's custom circle, and the more are they exclusively dependent on the same custom. The more of them try to reach the same goal the sharper becomes the competition. Therefore it is natural that there should be competition in industry by the fact that many conduct the same business, and are forced, by the superfluity of the trades, to address themselves for custom to the same circle.

SELLING FALSE QUANTITIES.

Some articles are in retail only sold by certain quantities, which quantities are recognized by the certain accustomed way of packing—as cocoa, thread, soap, candles, steel pens, etc.

The consequence, particularly in the thread and yarn trade, was that the seller lessened the quantity, but sold in a form which led the public to believe said quantity to be there. This trick can hurt the public when it has to pay the full price, as the competitor, when it is sold under price, giving the public the idea that it receives the same quantity for less money.

Every action is also unfair which, although tending to procure custom, does not consider the free will of the buyer, and therefore destroys the entire meaning of custom.

It is unfair competition when a competitor or a manufacturer usurps any right whatsoever belonging to another dealer or manufacturer.

It is natural that the unfairness of competition is mostly found wherever there is the greatest freedom of competition, and per contra, constituted unions which keep sufficient order. Therefore demand for protection against unfair competition is made immediately in consequence of the introduction of freedom in trade, and it is not chance, but necessity, if the French law courts ever since the revolution, which gave freedom in trade to the French, also render protection against unlawful competition.

As a necessary correlation to the centrifugal element, competition included in freedom of trade, comes therefore the centripetal element of prohibition of unfair competition.

Those laws which protect the right of invention or originator. The inventor is as such a profession of substantial value, before which its capacity of being used as a means of sale in business recedes entirely.

The taking hold of it by the law dates back to the origin of the law for the protec-

MOLASSES . . .

If you are looking for Molasses for your Spring and Summer Trade, we advise you to purchase at once. All the advices we get favor an advance. We have secured several carloads of **BARGAIN** Molasses. This grade is leader. Flavor is good, color not dark and is a perfect baker.

LUCAS, STEELE & BRISTOL - HAMILTON

BROOMS For All Purposes

- ~~~~~
- Ceiling Brooms**---long bamboo handles.
 - Ceiling Brooms**---extension bamboo handles.
 - Carpet Brooms** --bamboo handles.
 - Carpet Brooms**---long corn.
 - Heavy Brooms**---for warehouse or mill work.

All our own manufacture from carefully selected stock. We can make up brooms in any style, in round lots, to suit purchaser.

JAMES TURNER & CO. - - HAMILTON, ONT.

Spring Shipments

"REINDEER" BRAND

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

There is always an active demand at this Season.
It will pay you to keep a well assorted stock of "Reindeer" Goods.

**SPECIAL
BARGAINS** }

TEAS! TEAS! TEAS!

Crown Brand, in packages 1's and ½'s.

Tetley's Teas, in packages 1's and ½'s.

**FULL . . .
LINES . . .** }

CEYLON, ASSAM and JAPANS

SEE OUR TRAVELLERS OR WRITE FOR SAMPLES BEFORE YOU BUY.

THOS. KINNEAR & CO.

WHOLESALE GROCERS

TORONTO

tion of labels, which, in reality, is only a precursor of the present law. The member of the commission, Roerer, tried in the deliberations on the proposed plan for a law to protect labels, to extend said plan to unfair competition. But in order not to impede the quick enactment of the proposed label law, which was pressingly necessary by the changes in the old label law, this extension was given up. But the Reichstag recommended to the federated governments to lay before it as soon as possible a proposal for a law by which unfair competition in business and trade should be counteracted.

In the Reichsanzeiger appeared then a proposal for a law against unfair competition. After having been debated on and considerably criticised, this proposal has been with some changes laid before the Reichstag. It has received some more changes as well in the debate in commission as in the acceptance resolutions at the Reichstag.

The new law has taken the same road of former laws, to protect only certain means of traffic and to forbid traffic by certain unfair means, and to menace the use of these last under certain circumstances with punishment. But it has enlarged the circle of these means a great deal indeed, compared to formerly, so that in fact a great part of unfair competition is included. This bringing into prominence of some unfair acts is well calculated to counteract unfair competition with punishment, but not so well when it concerns the question of damages. The amalgamation of civil and criminal regulations has not been favorable to the law. It is not the intention of the law to furnish a license to all cases of unfair competition, which it does not mention, in so far as they are liable as violations of law according to general law principles, and does not pretend to be the only regulations as regard to this matter. And it is devoutly to be hoped that the courts will apply the Golden Rule, which is given in Vol. 27 of the decisions of the Supreme Court.

"It is by means of analogy that the courts apply the existing laws to the newly originated phenomena of life."

Another portion of the explanation of the aforesaid law says: "The law does not aim at the protection of the interest of the customer of trade services, but at the protection of the tradespeople."

The one who brings an action for damages must be a business man, not only, but one whose business is in competition which brings into prominence that the action must be with the object of maintaining fair competition. But the law affects only him who makes them in favor of the competitor in order that the sale of trade services be made to the injury of another and, therefore, in favor of himself.

UNTRUTHFUL ADVERTISEMENTS.

In reference to the publication of false advertisements, the responsibility does not rest on the publisher, as it says that "he who makes the false announcements is to be considered, not as a participant, but as a tool simply of him who makes the declaration." It is where the sales circle to which the business men will dispose of their efforts are the same, and when the efforts which they dispose of, and for which they try to establish custom is the same or identical. When these conditions coincide only have the persons, to be considered customers, the choice.

Further, it does not cut any figure whether the advertisement is more or less quacklike and obtrusive. It naturally follows when several tradespeople compete that they should solicit the customers for their wares. To accomplish this the offer on the part of the business man must necessarily be an advantageous one to the purchasers. He may call special attention to such circumstances as "better quality, lesser price," which make his offer appear more favorable to the customer than that of his competitor. There is nothing wrong in that.

This competing for custom has, however, a limit and this is constituted by the conceptions of custom itself.

When this is lost sight of the causing of the appearance of an extraordinary offer becomes unfair competition. Since it can only be considered to be genuine custom as long as the buyer has the free choice to become customer or not it must follow that as soon as the advertising injuries said "free choice" it transgresses the limits, introduces an activity that does not compare with that of the competitor and thereby renders competition unfair. This is done when deceit or misconception is connected with the advertising. This misconception is then caused by this deceit and not by the quality of the services. The deception which is apt to cause the semblance of a particularly favorable offer must, according to law, have been caused by untrue statements of matters of fact.

When prize marks are false then the business man who makes use of them, not only enlarges his custom at the cost of those who do not possess them, but also at the cost of those who do.

Everyone has the right to sell these goods for what price he chooses, even when thereby he lowers the prices of the other merchants, but the price may not be lowered by pretended false facts. Here there is, in fact, no lowering of price at all compared with the other competitors, the buyer receives de facto less goods for less money, but he believes, trusting to the outward appearances of the package, that the customary measure is given, but that he pays less for it. The law speaks generally about the "origin" of the goods. The origin mark can have relation as well to the person of the producer as to the place of production.

Permutations are not only possible between marks, but also between marks and names of goods. For instance, a soap which is sold under the name "Star" soap can be mistaken for another soap which the competitor has provided with a package ornamented with stars.

The liability for causing substitution should always be judged from the standpoint of the consumer.



ONE LITTLE
Teaspoon-
ful
TO
TWO
LARGE CUPS

"KURMA"

CEYLON TEA

The Finest Package Tea in Canada.

Every grocer should handle it. It will give you a good margin and will build up your tea trade. Write us for particulars.

THE DAVIDSON & HAY Ltd.

Wholesale Agents

TORONTO

The law on unfair competition does not contain any limitation either in regard to the there-mentioned localities. The source of origin can, therefore cover single pieces of ground, towns, larger or smaller districts, provinces, states and countries. For instance, Solinger cutlery, Bielefelder linen, Brussels lace, Lyons silk, English steel, Holland cheese, etc.

When a product undergoes several phases of manufacturing and receives them at different places, then it is decided by the rule of the traffic, or rather of the buying public to which place and to which phase a mark of origin has reference.

Fraudulent advertising is ruinous as much to the purchaser as the competitor. Look how labor and everything else has descended to a sort of sodden state in this country since its advent. Its workings are a blight on humanity. Look at our social conditions to-day! The vast department stores swal-

lowing up the lesser merchants. The trusts and combines dictating terms of trade to retailers and consumers covering the necessities of life, while forcing down wages. The tiller of the soil cannot now make enough to pay his taxes; capita and labor, land and landless, employer and employe confront each other. Wild imaginings and hostile thoughts grow day by day. Society is being more and more unequally divided into rich and poor, and those who frame our laws and carry on our Government consider these conditions natural and unavoidable. Instead of removing social and trade inequalities their policy has been directed solely to the advantage of predominant interests, resulting in breeding a pauper class and entailing immense expenditures on workhouses and prisons consequent on man's social debasement and selfish competition.

The fact is, that excessive greed and in-

ordinate selfishness are brutalizing and degrading man. Society rests, as it were, on a volcano and strife reigns everywhere. Why? There are many reasons, but not a few of those can be attributed to the inadequacy of our business laws.

The day of statesmen seems to have disappeared. Instead we have sharp, shrewd corporation advocates who cringe before the brigands of trade and ruthlessly trample on the rights of the humbler but more useful members of society.

Perhaps no class are directly responsible for this state of affairs, because it is in the order of our social evolution and foreshadows the decay of systems inadequate to the needs of the hour. It is the outcropping of the present tyrannical vices of trade.

If these forces continue to intensify, as they have done recently, we shall expect that all good patriotic American citizens who are defrauded out of a chance to make a

FOUR GOOD LINES

PURE
GOLD

FLAVORING EXTRACTS
BAKING POWDER
SUGAR ICINGS IN PACKAGES
Finest Flavors, ready for use.
TOMATO CATSUP

These lines are guaranteed to be of the highest quality. Unsurpassed by any other.
IT WILL PAY YOU TO HANDLE THEM.

RESULT—Good Profits. Pleased Customers.

31 AND 33 FRONT STREET E., TORONTO.

decent living by these indecent frauds will quietly perish in the midst of plenty as politicians have utterly failed to attain the highest good for the individual which is indispensable for the welfare of the whole—it is the paramount duty of the business interests—the great body of the trading class—to rise up in their might and rescue our nation by honest and rational methods from perhaps the horrors of a revolution, which is likely in the end to result from the one-sided tendency of our laws or I should say their interpretation.

No one can forecast the contingencies that may hasten or delay this desideratum. One thing is inevitable. We must look to the higher laws that older civilizations have found necessary to equalize the conditions of competition. If we could only generalize our patent and copyright laws which are enforced against any intent to deceive, then we could soon abolish the present legalized leeches of trade. Then by impartial justice, coupled with liberty secured by law, with rights acknowledged and duties voluntarily assumed, would arise the humanity of the future, vigorous in health, blest with the best faculties, unburdened by false estimates of success, unblighted by the curse of our modern "bargain" counter and fresh with the spirit of "live and let live."

MALT VINEGAR.

MALT vinegar is an article which is brewed from malt and grain. To be pure it must contain no added acids or chemicals. England is the great manufacturing centre of this description of vinegar, a vinegar which is produced by the process of brewing and subsequent fermentation and acetification. In regard to aroma, taste and preserving qualities, malt vinegar, as everyone knows, stands high. The demand for malt vinegar is steadily increasing in all the great British colonies, a good evidence of its quality.

Purnell, Webb & Co., of Bristol, England, have brewed their celebrated pure malt vinegars for over 100 years. Samples have frequently been taken for analysis under the Food and Drugs Adulteration Act (England), but have never had the slightest reflection cast upon them, while on the other hand, eminent analysts have given splendid reports on the absolute purity and high character of their goods.

They are favorably situated for exporting their goods to Canada, the firm's brewery being at a large port on the western coast, with good and regular service of steamers, charging moderate freights, running direct to Montreal during the summer months.

The firm have been steadily but quietly working up a trade with Canada for the past ten years, and last spring the managing

partner was in Canada to appoint agents in the principal cities and arrange for further developing their export trade to the Dominion, which they value highly. A specialty of the firm for export trade is a pure spiced malt vinegar, containing a splendid blending of the best pickling spices, thoroughly matured, the use of which saves the purchaser all cost of spices and reduces the labor of pickling to a minimum.

Every possible care is taken to ensure fixed standards of strength, quality and color, good strong casks and prompt delivery of goods.

The prices and merits of Purnell, Webb & Co's vinegar are well worthy of being examined by the wholesale trade of Canada.

CURRENT SITUATION.

In their circular dated March 1, Hancock & Wood, of Patras, Greece, say of currants: "According to our last report, dated 8th ultimo, total shipments of currants amounted to 121,039 tons, and stocks remaining on this side for shipment were put down at about 20,000 tons. We have since found that this figure is excessive; shipments since 8th ultimo have amounted to 3,500 tons, principally for the Continent, and stocks in Greece and the islands, according to the most reliable information, are only: Pyros, 5,800 tons; Calamata, 2,350 do; Filiatra, Gargaliano, etc., 1,000 do; Patras (principally provincial), 1,500 do; Pylos, 450 do; Missolonghi, Nauplia, etc., 250 do; Zante, including provincial, 430 do; Cephalonia, 1,700 do; total, 13,480 tons; less 15 per cent retention, 2,020 tons; total available for shipment, 11,460 tons; whereas fully 30,000 tons will be required in order to supply markets of consumption with their usual importation. It is needless to say that, under these circumstances, the market is advancing daily. To-day nothing can be had under 13s. 3d. c.i.f. London, half-cases, marks 12 Caf. Rotterdam, bags and francs, 28 Caf. Rouen. There is considerable demand from France, but French buyers will not yet pay above price."

ORANGES AND THE U. S. TARIFF.

The Dingley bill puts a duty of $\frac{3}{4}$ c. per lb. on oranges and lemons, if it becomes law, says The Fruit Trade Journal, and at least the United States weighers will have a busy time, and the importers will have to see that justice is done to them in the way of tariff. The rate talked about will be equal to at least 50c. per box on oranges and 60c. on lemons. It will not stimulate the early orange business next season, unless there should be a failure of what is expected from Florida, etc. Steamer folks will have to concede something on the rates of freight so as to help business.

PRESENTATION TO J. M. DILLON.

A NUMBER of the members of the Western Ontario Commercial Travelers' Association assembled in the association's rooms, Masonic Temple, London, on Saturday afternoon, to give expression to their esteem for their ex-president, J. M. Dillon, of A. M. Smith & Co., wholesale grocers.



J. M. Dillon.

At the meeting of the association held in December last, the members resolved to give a tangible expression of their appreciation of the services of their retiring president, who had held the position during the past two years. A committee was appointed to make the necessary arrangements, consisting of Wm. Gray (chairman), C. E. Perry, H. G. Collamore, Samuel Munro, Harry Line, Bert Wilcox, J. M. Logan, F. H. Crabbe, John T. Green, James Granger, J. C. Hazard, T. P. Blackwell and Alfred Robinson.

The committee discharged its duties well. Through the assistance of Mr. Bowman, of Bowman, Kennedy & Co., a handsome silver service of a novel design, consisting of twelve pieces, was procured and presented to Mr. Dillon as before stated, on Saturday, together with an illuminated address.

President Gray read the address, which was as follows:

Dear Sir,—We, the members of this association, on your retirement from the office of president, take the opportunity of expressing our deep sense of obligation for the very able and courteous manner in which you have discharged the duties during your two years' term.

We beg your acceptance of the accompanying silver service, and beg to express our most cordial wishes for the happiness and prosperity of yourself and family.

Signed on behalf of the association:

WILLIAM GRAY, president.
SAMUEL MUNRO, treasurer.
ALFRED ROBINSON, secretary.

The sentiments expressed in the address were emphasized by a number of the members present, and Mr. Dillon replied in a neat speech.

Among those present were Messrs. R. C. Struthers, W. L. Underwood, G. A. McGillivray, E. R. C. Struthers, R. W. Coates, and James A. Kennedy.

EXPORTS OF BRITISH TEAS.

The increase in the demand for Indian and Ceylon teas in foreign countries may be seen by the following comparison of exports during the past six years:

	Pounds	Pounds	
1891...	14,643,751	1894.....	28,773,886
1892.....	18,405,237	1895.....	36,739,126
1893.....	25,830,818	1896.....	42,324,202

BROOMS

People will soon begin to think of house-cleaning. See that your stock of brooms is complete. You need not hesitate to recommend our

Rose, Pansy and Thistle

as the best on the market. Freight paid on lots of 6 doz.

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

VERY OLD
HIGHLAND WHISKY.

Cockburn & Co.
ESTABLISHED 1796. *Leith & London.*

Try—

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

This firm was established in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are

J. & R. McLEA, Montreal

AGENTS FOR
THE DOMINION



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

A BARGAIN

PURE JAMS AND JELLIES

Do you use them? Prices and quality right. If you want a bargain in these goods, write

R. J. GRAHAM, - - BELLEVILLE, ONT.

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.]

SHIPMENTS of medium-grade Ceylons, Pekoe Souchongs and Pekoes are to hand with the Davidson & Hay, Ltd. These teas show good value in the cup for 25c. lines.

Demerara sugar is selling well with the Davidson & Hay, Ltd.

McWilliam & Everist have a shipment of extra fine Messina lemons arriving.

A shipment of "Jupiter" Vostizza currants arrived this week for the Eby, Blain Co., Ltd.

T. B. Escott & Co. have in stock a carload of nice light syrup in half barrels at 28c. per gallon.

The Eby, Blain Co., Ltd., are offering the American Cereal Co.'s Farina in 1-pound packages.

The Davidson & Hay, Ltd., are quoting close figures this week on choice Patras currants in half-cases.

Some attractive values are offering by Lucas, Steele & Bristol in sardines in tomato sauce, ¼'s.

The Eby, Blain Co., Ltd., announce that they are this week offering special value in all kinds of fish.

Warren Bros. & Co. have a large shipment of "Ruby" brand California prunes arriving this week.

W. H. Gillard & Co. have on the way a large shipment of Gillard's pickle and Gillard's new sauce.

T. B. Escott & Co. are offering 2,500 lbs. of whole roasted Rio coffee in barrels or kegs at 16c. per lb.

"Gilt Edge" orange marmalade, very fine quality, is offered by Lucas, Steele & Bristol, packed in 6 and 7-lb. pails.

Shipments of 3-crown California loose muscatels and California prunes arrived this week for the Davidson & Hay, Ltd.

T. Kinnear & Co. have taken into stock a shipment of "Santa Cruz" California prunes, 40's to 50's and 60's to 70's.

Clemes Bros. are unloading a carload of fancy lemons, and they have two carloads of "Date Palm" California oranges arriving this week.

A. P. Tippet & Co., Montreal, report a brisk demand for Lazenby's solidified soup squares. There are twelve varieties; boxes of one dozen assorted.

Dawson & Co. have arriving this week a carload of extra large grades of Valencia

oranges. They have taken into stock a shipment of Messina lemons.

The Eby, Blain Co., Ltd., report the arrival of a shipment of "Santa Cruz," "Harvest" brand and Griffin & Skelly's California prunes, 40-50, 50-60, 60-70, 80-90, 90-100's, in boxes of 25 lbs.

The Eby, Blain Co., Ltd., report that the sales of their cleaned currants are increasing daily. They have three brands—"Kalamos," "Morea" and "Vonitsa."

T. B. Escott & Co. have just purchased another large pack of canned goods. They are offering 2,000 cases at 50c. for corn and 65c. for peas. They have 100 bags of dried peaches at 6c. per lb.

The high-grade grocery specialties of L. A. Price, Bordeaux, France, are well known to the trade in Canada. This concern has, up to the present, not been directly represented in Canada. This spring, however, A. P. Tippet & Co., Montreal, have been appointed Canadian agents for this well-known house.

HAMILTON PURE FOOD SHOW.

HAMILTON'S Pure Food Exposition is going to be the grand success that energy, pluck and hard work deserves. The committee of the Retail Grocers' Association and the School of Domestic Science are confident of this, but are nevertheless working all the harder. It is estimated that during the week beginning Monday, April 5th, and ending Saturday, April 10th, over 25,000 people will visit the drill hall to see and learn from the interesting and instructive features of a Pure Food Exposition. It is going to be a great show in every respect, and there can be heard on all sides expressions that should prove very pleasant to the promoters.

Chairman F. R. Close reports that all the spaces allotted for exhibitors have been taken with but two exceptions, and he says that there are at least ten firms considering these two. He is pleased that the best houses in the country are supporting this affair, thereby showing that they at any rate appreciate the advantages to them from an exhibit at an exposition of this nature.

In the way of attractions, perhaps a most interesting feature will be the ten-year-old girl twins making butter in the dairy booth in the latest scientific and most improved methods. From the very beginning of the process to the end they do the work themselves, and they thoroughly understand their business. It is said that it is next thing to being utterly impossible to tell them apart and there is not an ounce difference in their weight.

Housekeepers on all hands are looking forward to Mrs. Rorer's lectures, and from present indications, such as fast ticket-

selling, etc., the seating capacity of 1,000 in the lecture room will not be sufficient. Mrs. Rorer's reputation all over the continent as a speaker on household questions makes her lectures of great value.

Farmers' day, Thursday, April 8th, will, no doubt, be the biggest day of all. The attractions for this day are especially numerous and varied, and every farmer and his family in Wentworth and surrounding counties will receive a special invitation to attend. Musical talent—band, orchestra and vocal—will be at the Exhibition every evening in the very best quality obtainable, and other means are being taken to vary the interesting and instructive features in other pleasant ways.

Excursions to the Pure Food Show are at present occupying the minds of the Transportation Committee and of the railway officials. Special rates will be given on nearly all lines and special arrangements made. The ladies of the Schools of Domestic Science in Brantford and London have signified their intentions of sending a large number of their members, and the wholesale and retail grocers of all the surrounding cities, towns, etc., it is expected will also attend. Physicians' Day will also have its quota of visitors to the city.

The programme for the week is as follows:

Monday	Opening Day.
Tuesday	Physicians' and Invalids' Day.
Wednesday	Grocers' Day.
Thursday	Farmers' Day.
Friday	Citizens' Day.
Saturday	Education Day.

The committee would like to have the grocers from outside towns and cities attend. Those who make known their intention of going to Hamilton will receive complimentary tickets from the secretary, W. J. Tulk.

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.]

THE popularity of the jams, jellies and marmalade put up by T. A. Lytle & Co. is shown in the constantly increasing sales reported by that firm.

W. H. Gillard & Co. advise that they have still a few boxes left of choice family natural figs, in 28-lb. boxes, at a low figure.

Lucas, Steele & Bristol: "Certainly we believe in molasses; an advance is sure. Prospect of a duty with present low price makes it safe for the buyer."

The Eby, Blain Co., Ltd.: "Our sales of 'Kolona' tea are on the increase. The output last week was enormous. We sent out thousands of pounds."

Lucas, Steele & Bristol: "All our back orders for 4-bar 'Circle' tea are now filled. The cases of ½'s and 1-lb. are packed black and mixed assorted."

THE YOUNG CLERK.

ALMOST every young man who enters a retail country grocery store as a clerk soon becomes imbued with one particular ambition, writes J. M. B. in Grocery World. After he has worked in the business long enough to get a faint idea of the deeper intricacies of it, he often becomes possessed of a strong desire to enter a wholesale house in some city.

Scarcely a young clerk ever lived who did not look forward to a higher position than that which he first occupies where he is generally compelled to take down the shutters at six o'clock in the morning and sweep out. He constantly looks forward and fondly follows up his career, until he has reached his favorite position, which may be that of a shipping clerk in a jobbing house.

A glimpse, then, into the various duties of a shipper, and also into those which he must fulfil in a wholesale house before he arrives at a shipper's elevation, will be both interesting and instructive as a beginning for this department.

When a grocery clerk passes from a country store to a big wholesale house in a large city, he is first put at work handling goods and helping to fill orders. It is hard work, a great deal harder than he has been having, and he only gets about \$5 a week for it; but he must go through with it or he can never expect to secure his coveted position. In a store where there are four or five floors, each filled with classified goods, he is usually started on the top one, in company with an experienced man. He must work on these upper floors until he is thought sufficiently valuable to be promoted to the ground floor, which is that of the shipping clerk.

His work is precisely the same down there, but he has an opportunity to gain an insight into a shipper's duties. He works here until he has thoroughly learned to distinguish different brands of goods, and so render his filling of orders easy and systematic. Then, perhaps, he may become a shipper.

There is a great deal of delusion regarding a shipping clerk's duties. To the entirely uninitiated one, they seem a maze of bewildering intricacies. To the clerk who has a faint inkling of the business they constitute what is commonly termed a "snap." And yet neither is right. A shipper is a very important individual in a wholesale house of any kind, and he has to be thoroughly familiar with just what he should and what he should not do, or he is a dismal failure.

Some houses combine the duties of shipper with those of both receiver and dispatcher. The receiver is supposed to do

nothing but receive stock, while the dispatcher simply superintends the loading of out-going goods onto the wagons. When a shipper is all these, he is of course much better acquainted with the whole business, as it practically all runs through his hand.

A shipper, simon-pure, has to fill all orders. He is given the order slips in the morning, or whenever they come in. These he classifies: what part of the building they are to be filled from and to what part of the city they must go. When this is done he enters them in the railroad book, and makes out the order receipts. Then he must personally supervise the filling of the orders. When these are done there is a fresh batch awaiting him. And so on throughout the day.

This does not sound very difficult, but it is generally conceded to be practically the hardest job in the establishment. He must be thoroughly acquainted with the stock, so that he can effectively and quickly fill his orders, and when it is considered that the average house fills on an average of 600 large orders weekly, it doesn't seem such a snap to be a shipper after all.

One of the best shipping clerks in this city was telling me the other day how he learned the business. "The best advice which I could give to a new man," said he, "is for him to be willing to start at the foot and learn. The worst and most common fault of the new man is his extreme self-satisfaction as to the amount of general knowledge he has acquired during the few years he has worked in a small store. He must be quick and ready to pick up things, and he will be sure to get along. And above all things don't keep looking at the clock to see how near closing it is."

EAST INDIA PICKLES.

One of the most delicious pickles ever offered the American or Canadian public is that prepared by Williams Bros. & Charbonneau, of Detroit, Mich., and known as East India pickles. The manufacturers write that they have been almost "swamped" with orders and these have come from several foreign countries as well as from all parts of the United States and Canada. Besides the East India they put up an excellent assortment of mixed pickles, gherkins, chow-chow, pearl onions and cat-sups, in imperial pint and half-pint bottles, which are meeting with large sales. The Canadian agents for this firm, A. E. Richards & Co., of Hamilton, write that they are taking orders freely for these goods, particularly for the half-pints, which can be retailed at 15c. At this low price we anticipate for the goods a ready sale.

PEANUT SITUATION.

THE Gwaltney-Bunkley Peanut Co. have issued the following on the peanut situation, dated Smithfield, Va., March 18th: "About the first of May, 1896, the Virginia Peanut Association made a canvass of the stock of Virginia peanuts in Virginia and North Carolina; the result was a showing of 290,000 bags, as reported to the association May 5th. This was about right, except at a few points the quantity was underestimated. Such was notably the case at Norfolk, and 325,000 bags proved nearer correct. Included in this were a good many old farmers' goods, and 20,000 to 25,000 bags of fancy hand-picked nuts held mostly on speculation, a large portion of them being of 1893 and 1894 crops. This entire stock was closely absorbed and sold into consumption by November 15th, and a smaller quantity was carried over than for several years. In the past two weeks we have looked up the present stock as carefully, we believe, as it can be done; we cannot find 30,000 bags, and think there are not over 275,000 bags of Virginia nuts in Virginia and North Carolina. A large portion of these are only fit for shelling, and a much larger quantity must be used for low grades of cleaned goods. From the stock of May 5th, 1896, there was available about 175,000 bags fancy hand-picked nuts. From the stock now in sight we do not think over 75,000 bags can be produced, certainly not more than 100,000 bags, and the season to dispose of them is a month and a half longer than when the association made its estimate. About June 1st of last year speculators commenced to realize on their holdings, and offered their goods $\frac{1}{4}$ to $\frac{1}{2}$ c per lb less than association prices, and continued to force them on the market at cut prices until disposed of, which was late in October. This demoralized business in peanuts throughout the country, and was the primary cause of the dissolution of the association. If these speculators' goods had not been in the way, and such persistent effects made to depreciate the value of old goods, it is very probable prices of May 5th would have been sustained. Dealers will congratulate themselves that these two disturbing elements are not with us this season; speculators hold scarcely any hand-picked peanuts, and there is a minimum quantity of old ones of any kind."

LOW-GRADE PEACHES FIRMER.

Private mail advices from San Francisco are to the effect that low-grade peaches have been clearing up fast and that it will only be a short time when the fancy kinds will begin to move. Consequently, holders of the latter are very firm in their views.

A WORD ABOUT FRUITS

Your customers have been feeding on apples for such a length of time that they would very likely appreciate a change. We have to offer---



California Evap. Fruits,
Peaches, Apricots,
Nectarines, Egg Plums,
Ruby Prunes, French
and Bosnia Prunes, Etc.

Canned Fruits of all kinds at extremely Low Prices.

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

Think, if you can, of the patience and time it requires and the expense it involves to handle each piece of "Rose Brand" Bacon three times in six days during the curing. Yet even if everything else is right, we believe that this is the only safe way to keep the flavor mild and the color best.

"Rose Brand"

Three in Six.

Infinite care in details at every point in the manufacture—this brings quality up. It makes "Rose Brand" Bacon what it is—highest quality through and through. And this is so because everything else is right at the start. Once you sell your particular customers "Rose Brand" they will buy no other.

Bacon.

The Geo. Matthews Co., Ltd.
Ottawa and Peterborough.

THE HUNT



for better Mince Meat will bring you back again just where you started. You won't find a better article in the world than

WETHEY'S CONDENSED MINCE MEAT

because it combines the purest and best meat, fruits and spices procurable. Nothing second rate is used.

J. H. Wethey, Mfr., St. Catharines, Ont.



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

THE MacLEAN PUB. CO.
Limited.

Fine Magazine Printers
and
Trade Newspaper Publishers

TORONTO: 26 Front St. W. Telephone 2148.
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John Cameron, General Subscription Agent.
Major A. G. Campbell, General Subscription Agent.

INDEPENDENT OF THE STATES.

INSTEAD of being, as it was designed, a brake upon Canada, the new United States tariff promises to be an impetus-giving factor.

The increased spirit of independence and confidence in our own resources which the aforesaid new tariff has developed makes this evident beyond all peradventure.

Canada has done her part, and more than her part, in trying to bring about closer trade relations with the United States. We have even humiliated ourselves in our efforts to secure the desideratum. But our cousins would have none of us.

Their reciprocity goal is a number of petty half-civilized South American republics. Why this should be so is past man's understanding.

According to the figures collated by the United States Government the total exports of that country during the fiscal year 1896, to the Central American States, South American States and West Indies were valued at \$70,683,393. Of this \$7,844,880 went to the Central American States, \$26,541,529 to the West Indies, and \$36,296,984 to South America.

As there are twenty-six countries included in the list appertaining to the three parts of the world in question, it means that the exports to each averaged but \$2,718,591 per year. Eight of the countries therein included took less than half a million dollars' worth. Bolivia, in fact, only took \$21,907 worth. The largest customer is Mexico, with \$19,450,256. Next in order comes Brazil with \$14,258,187. These are

the only nations the exports to which show eight figures.

Canada, on the other hand, alone last year took nearly \$60,000,000 worth of United States products. The exact figures shown by the United States report are \$59,689,597, and our own report places the figures at \$58,674,024.

Taking the figures as given by the Washington Government, the exports of the United States to Canada are 310 per cent. larger than the largest of her customers in Central or South America or the West Indies.

Nations, like individual merchants, who improperly treat their customers, are sure to suffer thereby. And the United States is certain to suffer for its persistent unfriendly trade treatment of Canada.

Canada has no desire to be estranged from the United States commercially. It is natural that our relationship commercially should be very close. But the demagogue type of politician which predominates in United States politics seems determined that natural conditions shall not obtain. Perhaps by-and-by the common sense of the people of that country will prevail. Then the current of trade between this country and that may be cleared of the unnatural obstructions that now beset it. But by that time it may be difficult to turn the current back even to its natural channel.

In the meantime Canada must look elsewhere for markets for her surplus produce. And where shall we look to but the British Empire? That is our goal. That is our manifest destiny.

The measure of success we shall attain in reaching it will depend largely upon ourselves. Our destiny is in our own hands. The Motherland may help us, but the duty of working out our salvation devolves chiefly upon ourselves.

We have within our borders everything that is essential to the upbuilding of a great nation. Our natural inland water system is the best in the world. Our soil is capable of great possibilities. Our fisheries are not equalled in the world. Our forests contain wealth untold. In mineral wealth there may be some nations who equal us, but there are none who surpass us.

We have, indeed, a goodly heritage; and all we need to do is to develop it.

With such a wealth of natural resources as Canada possesses, she has no need to be dependent upon the United States. The only thing we are dependent upon is our own energies.

The responsibility resting upon the shoulders of the Federal Government is great. Canada has arrived at an epoch in her history when wise statesmanship in the Federal authorities was never more demanded.

Canada must ultimately become a great commercial nation. But much will depend upon the next few years for the realization of that fact. A false step will mean sooner or later that we shall be compelled to retrace a step in order to get back to the right starting point when we ought to be well on the highway.

Our politicians, those who may be out of power as well as those who may be in power, should be characterized by a minimum of partyism and a maximum of Canadianism.

We need a fast Atlantic service, both passenger and freight, and all hands must unite in securing it.

We need an augmentation of population, and all must assist in inducing it.

We need a better and cheaper cable service across the Pacific and to the West Indies, and here again is a common cause.

We need preferential trade with the British Empire, and here again all hands are called upon deck.

We need more up-to-date business commonsense agents in foreign countries, and here united action is enjoined.

We need to advertise this country more. Even in the country to the south of us, gross ignorance abounds as to Canada and its climatic conditions. Those, either in America or Europe, who sit in darkness in regard to Canada, should have the light of truth disseminated among them. And here is a work to which both political parties and men of all conditions can lend their aid.

What Canada is will depend on what Canadians make her. Let us to the making.

During the first six weeks of 1897 the shipments of tea from Colombo, Ceylon, to Canada and the States were 140,000 pounds, against 44,000 in 1896, showing how steadily the Ceylon teas are working their way into popularity in this country.

COLLAPSE OF DEPARTMENT STORES.

THIS may be the age of department stores, but some of the department stores do not appear likely to attain to maturity, let alone old age.

The fact of the matter is that some of them are getting a dose of their own poison: They are dying from the effects of over-competition. Some are failing outright, others are going into liquidation, and still others are quietly going out of business.

The race is too hot for them. The press despatches show this. But we do not require to go away from home for evidence.

Toronto is, in Canada, the home of the department store. And there within the last couple of years four of this peculiar kind of stores have gone out of business. If we take one house, which assigned and eventually started up again under new ownership, we can make the number five.

The four departmental stores which have gone out of business are: "The Mammoth," R. Walker & Son, McKendry & Co. and Sutcliffe & Co. The last named, it should be explained, will not be finally closed for another week or two.

Special adaptation appears to be demanded for conducting a department store, as well as a good many other things. Evidently the proprietors or managers of some of them are deficient in this quality. Hence the dissolutions, which, of course, provide food for satisfaction for the regular dealers.

Chairman Dingley stated in the United States House of Representatives on Monday that saw logs would be free under the new tariff. He evidently does not wish to be at loggerheads with the Michigan mill-owners.

GLUCOSE.

Glucose touched a figure a few days ago which brought the prices to the lowest on record by about 5c. per 100 pounds. At the price now ruling the duty of $1\frac{1}{4}$ c. per lb. is about 160 per cent., and some sales have been made in Toronto on which this rate was paid. This week, however, a reaction has set in, prices having advanced about 9c. per 100 lbs.

The imports of glucose into Canada are not given separately in the returns, but the

imports of "glucose or grape sugar, glucose syrup, or any syrups containing any admixture thereof," were 2,652,477 lbs., valued at \$41,813, on which the duty paid was \$32,878.41.

Glucose is, of course, used nearly altogether by the confectioners.

The man who was born with a good fund of energy was more richly endowed by Providence than he who came into the world with a silver spoon in his mouth.

SUGAR EXCITED.

THE absorbing topic in grocery circles at present is whether or not a duty will be advised on raw sugar in the tariff which is to be brought down at the ensuing session of Parliament.

The wholesale grocers generally take an affirmative view, and have been acting in accordance therewith.

About ten days ago a leading Montreal concern placed a large order with the refineries, and when the news got round it was intimated that they had a sure tip on the matter.

Other houses, both in Montreal and in the west, followed suit, with the result that quite a large quantity of refined has been put into store by jobbers during the past fortnight or ten days. In fact, during the current week it is claimed that refiners have refused orders except with the proviso of an advance in the event of a certain contingency.

It is worthy of note also that the latter have been heavy buyers of raw sugar in New York during the past ten days, taking in the aggregate over 5,000 tons.

In a word, the general conditions of the market are firm, refiners being heavily oversold in New York.

HE WANTS A MODEL.

A retail grocer in an Ontario town, who proposes opening a department store, writes: "I am desirous of building a new store (departmental) for a \$12,000 stock. Can you inform me where I can see an up-to-date store of this character which would serve me as a model."

Remarks: If any of our readers can further the desired information will they kindly address "A. B." care of THE CANADIAN GROCER.

THE EDITOR.

THE CHEESE SITUATION.

CHEESE has advanced another 6d. in England, now being quoted at 57s. 6d. The condition of the Toronto market is no criterion as to the condition of the outside market. It is the dumping ground for culls, and at present buyers are waiting for deliveries of new make fodder cheese.

But, generally speaking, a great deal of confidence prevails in regard to the market for choice September and October makes of cheese.

According to advices received from England, the idea seems to obtain there that Canadians have cheese up their sleeve, as it were, ready to be dropped at any time.

Those holding that view are, doubtless, laboring under a delusion.

As far as the province of Ontario is concerned, it is estimated that the stocks of September and October makes of cheese do not exceed two thousand boxes. At this time last year THE CANADIAN GROCER knows one man alone who held 25,000 boxes.

The few who are holding late makes of choice cheese have confidence in the market, and so, apparently, have those who want to buy.

On Tuesday a bid of $11\frac{1}{4}$ c. was made for 500 boxes, but the holder would not take less than $11\frac{1}{2}$ c. Although no transaction took place, negotiations are still pending.

EARLY TARIFF PROMISED.

Hon. L. H. Davies, Minister of Marine and Fisheries, during the course of a speech delivered in Aylmer on Saturday night, stated that the budget, together with the new tariff bill, would be introduced early in the session.

It is to be hoped it will be, and the Government should see to it that nothing but impossibilities prevent such being done.

Nearly everyone realizes that a revision of the tariff is necessary, but at the same time the wheels of commerce are revolving very slowly pending the advent of the new bill.

It is to be hoped that the Government fully appreciates this fact, and will bring down the budget at the earliest possible moment.

VANILLA EXTRACTS FIRM.

IT is quite within the possibilities that an advance in the price of flavoring extracts may be witnessed before a great while.

This probability is based upon the advances which have taken place recently in the price of vanilla beans.

These advances during the past eight months have aggregated from five to six dollars per pound. The percentage of increase ranges all the way from 50 to 140.

If these figures are maintained vanilla extract makers declare they will be compelled to advance the price of their product.

Vanilla beans come from Mexico and France, but those from the former country are considered the best.

There is a great deal of adulterated vanilla extract on the market. Some, it is declared, is vanilla in name only, nothing but substitutes being used in the manufacture. It is well that the trade should know this, and buy nothing but the output of reputable houses.

IMPROVED APPLE MARKET.

THIS week's cables announce a better market in Great Britain for apples of good quality. The market there is, however, glutted with poor and wasty fruit.

At the prices ruling last week exporters were losing money, but as values, according to this week's cables, are now ruling about 20c. per barrel higher than then, shippers are coming out about even.

Exports of apples are still large, about 35,000 barrels being shipped from the various Atlantic ports, Canadian and United States, last week.

Up to the end of last week the exports, since the beginning of the season, aggregated, in round numbers, 2,784,000 barrels, against 717,000 for the same period a year ago, an increase of over 985 per cent.

CHEAP TAP FIGS.

There appears to be at present on the Toronto market a more than usually large quantity of tap figs.

As the demand is not as good as last year, owing presumably to the large supply

of domestic green and dried fruits, holders are naturally becoming anxious sellers.

In order to reduce stocks, large lots are being freely quoted at $3\frac{1}{4}$ c. per pound, net, and small lots at $3\frac{1}{2}$ c. These prices, it is claimed, are below to-day's cost price.

The degree of life which a business enjoys will be the ratio of life which the merchant possesses. The business is but the reflection of the merchant.

GROCERY SALESMEN'S OUTING.

THE drummer, besides knowing how to sell goods, has a faculty of enjoying himself at the same time. In fact he is generally of an optimistic frame of mind, and it is right for the sake of the goods he sells that he should be of this cheerful disposition. A glum, blue looking individual will never turn in many orders to his firm.

Being generally a good fellow, therefore, it is natural to expect that he would be especially so when he started out to find enjoyment for enjoyment's sake, and those who rode out with the Montreal wholesale grocery travelers to the Back river last Tuesday evening will readily endorse this opinion.

The occasion was the second annual gathering of the city travelers and salesmen of the metropolis, and to show that they were not selfish they took along their wives, sisters, and other people's sisters and cousins with them.

There was a nice tasty little banquet, and afterwards the gathering chased the hours in the dance until long after midnight.

At the banquet table President Massicotte presided, and had at the guests' table Ald. H. Laporte, of the firm of Laporte, Martin & Cie.; A. D. Fraser, of Fraser, Viger & Co., and V. Raby, representing the Retail Grocers' Association; J. H. Lamoreux, and J. A. McLean, of the Canadian Coconut Co.

The other members of the association who looked after the general enjoyment of those present were W. H. Dunn, vice-president; P. Grace; C. A. Morin, treasurer; and P. Gannon, secretary, while the committee were J. A. Dionne, N. Lapointe, E. Masse, Jos. Ethier, J. E. Manning, A. E. Cardinal, W. Duckworth, G. Jubinville, W. A. Childs, A. Lacroix, G. Latreille and W. F. Leclerc.

STRONGER MARKET FOR DATES.

ACCORDING to current reports there has been no time when the somewhat erratic market for Persian dates has been so uncertain as at the present time. The principal holders, tired of waiting for the demand from consumers, had sought to move stocks more freely by offering them at auction, but the result, it is claimed, shows that buyers are not to be interested, except when the consuming trade shows a disposition to take hold. The results of the recent auction sales, it is stated, were disappointing to the holders, the quantity disposed of representing a comparatively small part of the stock offered.

However, the holders were not entirely discouraged, as the available supply is claimed by them to be considerably less than that offered at this time a year ago, and consequently they look for higher prices later on. They are supported in their contention for better prices by the statistics, which show that the shipments of new crop were over 20,000 boxes short of the quantity shipped during the same period a year ago, while the requirements of consumption have not apparently decreased. Yet, at the present time, there seems to be enough stock in sight to cover ordinary requirements of consumption between the present time and by arrival of new crop.

The feature of special interest in the market just at present is the prospect of a higher duty and this has stimulated the consuming demand within the past few days, but the movement, according to all reports, has been comparatively light.

London stocks are said to be quite large for this season, but in view of the prospect of an advance of one cent per pound in the duty on Sair and three-quarters of a cent per pound on Hallowees, not much if any more stock will be shipped from there to the United States before the new duty goes into effect, as present spot quotations are from one-half to three-quarters of a cent below the London prices.—N.Y. Journal of Commerce.

LATE J. COWAN.

J. Cowan, a gentleman well known to the business community of Canada, died suddenly in Montreal last Tuesday.

Mr. Cowan has not been in active business life for some years, as he retired from the firm of H. Chapman & Co., commission merchants, some years ago. Since his retirement this business has been carried on by the remaining partner, Mr. Walter Wonham, under the style of W. H. Wonham & Co.

To Reduce Our Stock

We are offering SPECIAL INDUCEMENTS
for prompt buyers in

Carr & Co.'s High-class English Biscuits

Craven & Son's English Confectionery

Rozentree's Chocolate

Buchanan's Jams, Marmalades and Peels

ROBERT GREIG & CO. 456 St. Paul Street **MONTREAL**

**LORIMER'S
WORCESTERSHIRE
SAUCE**

A STANDARD LINE and READY SELLER.

Always in Stock
with the Sole Canadian Agents

Robert Greig & Co.,

MONTREAL.

***Maconochie
Bros.***

LONDON

This firm is famous the world over
for excellence in

Jams	Marmalades
Potted Meats	Fish Pastes
Pickles	Sauces

Fresh Herrings
Kippered Herrings, Etc.

Robert Greig & Co., Montreal

IMPORT AGENTS
for Provinces of Ontario and Quebec.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, March 25, 1897.

GROCERIES.

THE volume of business during the past week has been of no great proportions, but it is better than it was at the time of our last review. This is probably more in evidence in regard to sugar than anything else, several carload lots having changed hands during the week. Tea, on the other hand, is not receiving much attention. Canned vegetables, particularly peas and tomatoes and low-priced corn, are in fair request. Currants are again a little firmer in the primary market. The most striking feature of the dried fruit market locally is the improved demand which has developed for prunes, and for Californias particularly. Low-priced tap figs are being offered freely. California evaporated fruits are not receiving much attention. In other lines of goods the conditions are much about the same as a week ago.

CANNED GOODS.

Peas and tomatoes are in fairly good request. The tendency of prices in these two lines is upwards. Most wholesale houses appear to have no peas to offer under 75c. This appears to be also the ruling figure for tomatoes. We hear of one retailer endeavoring, without success, to purchase a round lot of tomatoes at 70c. A good enquiry is being heard for low-priced corn, but this seems to have been pretty well cleaned

up. Wholesalers are asking 60c. for standard brands. Canned fish of all kinds is in much about the same condition as a week ago. We quote standard brands as follows: Tomatoes, 75c.; corn, 60 to 70c.; peas, 70 to 80c. for ordinary; sifted select, 90 to \$1; extra sifted, \$1.25 to \$1.40; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.70 to \$1.90; cherries, \$2 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.65 to \$2.25; salmon, "Horseshoe," \$1.50 to \$1.55; cohoes, \$1.15 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.25 to \$2.40 for tall tins; flats, \$2.85 to \$2.90; ½-lb. flats, \$1.60 to \$1.65; Canadian canned beef, 1's, \$1.20 to \$1.30; 2's, \$2.25 to \$2.40; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

COFFEES.

Wholesalers report a fair demand for Rio coffee at quotations. The outside market is steady. Jobbers quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

Syrups appear to be scarce, some of the refineries having none to offer. The demand is light, however. We quote: Dark, 23

to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

Prices are higher on New Orleans molasses, a telegram received in Toronto this week announcing an advance of 2c. per gallon in the primary market. Bids made at old figures were refused. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The improvement in the sugar market noted last week has continued, and there is a much better feeling in consequence. Prices remain as before, but there is a hardening tone in sympathy with the outside markets, while business is more active. Several carloads have changed hands during the last few days, chiefly it appears for shipment to points in northern Ontario. Beets were slightly easier in London on Monday. Wholesalers quote granulated at 4 3-16 to 4¼c. for 5 barrels and over, and at 4¼ to 4 5-16c. for less than 5 barrels; 3½c. per lb. upwards for yellows; Demerara crystals, 4 to 4¼c.

SPICES.

Business is quiet with no further changes reported as to price. We quote: Pure Singapore black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed

BUTTER TUBS

Best White Spruce

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

Write us

WALTER WOODS & CO.
HAMILTON

Brooms, Brushes, Paper, Twines

Grocers' Sundries

OTHER FIRMS

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

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

Write to

Meadow Sweet Cheese Co.

P.O. Box 2321, Montreal

For Price List.

Teas Come and Teas Go

BUT...

"SALADA"

CEYLON TEA

goes on increasing in popularity with the grocer, and with the consumer. Because it is the finest of all Teas, and it is guaranteed to give you better satisfaction than any other, or you can return it.

SALADA TEA CO.

25 Front St. East - - TORONTO
15 Niagara St. - - - BUFFALO
318 St. Paul St. - - - MONTREAL

Monday is Wash Day



In the large majority of homes all over Canada. Surprise Soap is the soap that is used in about nine cases out of ten. Must be a good soap to handle—don't you think so?

EASY TO SELL AND ALWAYS GIVES SATISFACTION.

BRANCHES—

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

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, quoting 2½ to 3½c. for choice to fancy stock.

NUTS.

Nuts are quiet and featureless. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

Business in these lines is without special feature. We quote: Rice, Standard "B," 3¼ to 3½c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

TEAS.

Spot goods are still being picked up, but there is practically nothing doing otherwise, except in China black teas. Indian and Ceylon teas continue firm in England. Pekoe Souchongs, which were selling there at 6½d. to 8d. last week, advanced ¼d. per lb. Teas that were selling at 1s. 2d. are up 3d. from the lowest point. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for

low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

A cable received a few days ago from Patras stated that the currant market there continued firm. Stocks on the local market are firmly held. The demand is fairly good. We quote as follows: Provincials, 4¾ to 4½c. in bbls.; fine Filiatras, in bbls., 4½ to 4¾c.; do, half-bbls., 4½ to 4¾c.; Patras, 5 to 5¼c. in bbls., 5½ to 5¼c. in half-bbls., and 5½ to 5½c. in cases; Vostizzas, cases, 6 to 8c.

There is nothing doing in Valencia raisins. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¾ to 6c.; selected, 6¾ to 7c.; layers, 7 to 7½c.

California loose muscatel raisins are in much the same condition as Valencia raisins. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Malaga raisins are devoid of feature. We quote: Dehesa clusters, \$3 to \$4; Non Plus Ultra, \$5 to \$5.50; Imperial bunches, \$4.50 to \$5; Imperial Russian clusters, \$4.50 to \$5.

Tap figs are being offered at unusually low figures, there being a large stock of them

here. We quote: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¼ to 3½c. net; natural, 4½c. in bags, and 7c. in boxes.

Dates continue quiet. We quote: 5½ to 6c. for Halloween and 5 to 5½c. for Kadawee.

California prunes are in good demand this week, principally at from 7½ to 9½c. Prices have been shaded a little on California prunes owing to the competition of lower grades of other prunes, principally those of Oregon growth. A good many cheap French prunes are going out. Bosnia prunes are in fair request. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 70 to 80's, 7½c.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 12½ to 13c.; "Ruby" prunes, 7½ to 8c.; French, 4½ to 5c.

California evaporated fruits are quiet and unchanged. We quote as follows: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

GREEN FRUIT.

California navel oranges are about done for the season and more attention will in the near future be paid to California Mediter-

BUTTER AND EGGS

Are in good demand. We can place any quantity at highest prices, and assure you prompt returns.

J. A. McLEAN,

Successor to GRAHAM, McLEAN & CO.

77 Golborne St. TORONTO.

VINEGARS

Made under Government Supervision. Absolutely pure.

**BADGEROW
SCOTT & CO.**

79 and 81
JARVIS ST.
TORONTO.

E. NICHOLSON

124 Princess Street, Winnipeg, Man.

Successor to

W. F. Henderson & Co.

Wholesale Commission Merchants and Brokers.

Correspondence solicited from Manufacturers and Importers.

Jobbing Trade only supplied.

References: R. G. Dunn & Co., Bank of Ottawa.
All Wholesale Grocery Houses in Winnipeg.

J. F. ROGERS

16, 18 and 20 FRANCIS STREET TORONTO

PORK PACKER, Etc., Etc.

Importer and dealer in best brands of

English Sheeps' Casings

AND

American Hogs' Casings

MANUFACTURER OF

BOLOGNAS, ETC., ETC

Kettle-rendered Lard of best quality

Preservatives and Seasonings a specialty..

FRESH ARRIVALS

NEW VALENCIA ORANGES

... ALSO ...

CALIFORNIA NAVELS

We want your trade.

CLEMES BROS., - Toronto

51 Front Street East.

ranean sweets and California seedlings. Valencia oranges now on the market are of excellent quality, and they are meeting with a good demand. There are good supplies of lemons on the market and they are meeting with good request. A good trade is reported in bananas. Both Florida and Louisiana strawberries are on the market but they are not much wanted. Apples are in a little better demand locally and slightly higher prices are being obtained. This may be more due to the fact that the farmers' deliveries are not so free as they were. We quote: Oranges—Valencias, ordinary, 420's, \$4 to \$4.25 per case; large 420's, \$5.75 to \$6; 714's, \$4.50 to \$5 per case; marmalade oranges, \$3 to \$3.50. California navels, \$3 to \$4.50 per box, according to size. California Tangerines, \$3 per box. Lemons—Messinas, \$2 to \$2.75 per box for both 300's and 360's, and \$2.25 to \$2.50 for choice; cocoanuts, \$3.75 a sack and 60c. per doz. Apples—Baldwins and Russets, \$1 to \$1.25 per bbl.; Spies, \$1.50 to \$2. Onions, \$1.50 per 80 lb. bag for Danvers; cranberries, Cape Cod, \$5 to \$7 per bbl. and \$2.50 per case; Canadian cranberries, \$4 to \$5 per bbl.; bananas, \$1.25 to \$2. Pine apples, 20 to 25c. each. Strawberries, 30 to 40c.

BUTTER AND CHEESE.

BUTTER—Good butter of all kinds is scarce, but low grade and medium are still a glut on the market. The price of good to choice butter is higher. Creamery butter is in good demand at steady prices. We quote: Dairy butter—Tubs, 13 to 14c. for good to choice; low-grade to medium, 7 to 9c.; large rolls, 14 to 15c. for good to choice, and 7 to 10c. for low-grade to medium; pound prints, 15 to 16c. for good to choice. Creamery—Tubs, 19 to 20c.; 1-lb. blocks, 20 to 21c., according to make.

CHEESE—The cheese market is slightly higher in England. On the Toronto market people are only buying from hand to mouth, awaiting the arrival of fodder cheese. Choice September and October makes are held at 11 1/2 to 12c. per lb.

COUNTRY PRODUCE.

BEANS—Dull and unchanged. Ordinary mixed lots are quoted by wholesalers at 40 to 50c. per bushel, and choice hand-picked at 75 to 80c.

DRIED APPLES—The market is dull and weak. The same figures are being paid for choice fruit as before, but ideas are lower in regard to inferior goods. Choice are quoted by wholesalers at 2 to 2 1/2c., and fancy at 2 1/2 to 3c.

The Following Brands
Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS

OLD CHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE.

DERBY.

Bright & Johnston

Wholesale Fruit Importers and Commission Merchants.

Consignments
Solicited. . .

140 Princess St.
Market Square
WINNIPEG

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

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

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

also have on hand full lines of

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

Samples and particulars on application.
Wholesale supplied only.

BUTTER

Brisk demand for all good Roll Butter.
Selling at 13 to 15c. for large Rolls and
Pounds

EGGS STEADY AT 11c.

Correspondence invited
Consignments solicited

Rutherford, Marshall & Co.

62 Front St. East, TORONTO

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

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

We make the **Best Biscuits**

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

Jas. McLauchlan & Sons

*Biscuit
Manufacturers*

Owen Sound.

EVAPORATED APPLES—There is a little enquiry for evaporated apples for home consumption, but there is no export enquiry. Prices are much as before. Wholesale quotations are: Quarters, 2¾c.; sliced, 3c.; best brands, 4c.

EGGS—The demand is fairly good, but deliveries are liberal and prices lower at 10½c. for lots and 11c. for single cases.

POULTRY—The demand is good and supplies light. We quote: Chickens, 40 to 70c. per pair; turkeys, 10 to 11c. for bright stock; geese, 7 to 8c.; ducks, 70 to 90c.

POTATOES—The market is glutted and prices are easier than before, 18 to 20c. being the idea on track for carload lots, and 28c. out of store for small lots.

MAPLE SYRUP AND SUGAR—There is a little being done in last season's goods. Shipments of this season's syrup are expected in a few days. We quote syrup at 70 to 75c. per gallon and sugar at 8½c. per lb.

FISH AND OYSTERS.

Lenten season and all as it is, trade continues quiet with prices unchanged. We quote: Manitoba white fish, 5½ to 6c.; ditto in kegs, \$4.50; frozen trout, 5c.; ditto in kegs, \$4.50; pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, \$4.50 to \$5 per bbl. and \$2.75 per half-bbl.; split herring, \$4.50 per bbl. and \$2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, \$1.25 per 100; haddock, 4½c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; sea herring, \$1 per 100; fresh water herring (heads off), \$2.50 per keg; smelts, 6 to 9c. Oysters are quoted at \$1.20 for standards, and \$1.50 for selects.

SALT.

There is a fair trade doing at unchanged prices. We quote at Toronto: In carload lots, \$1 per bbl. and 60c. per sack; in less than carload lots, \$1.05 per bbl.

and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

PROVISIONS AND DRESSED HOGS.

A further advance is to be noted in the price of meats and the demand is active. Lard is steady and in fair demand. There are not many dressed hogs coming forward, and prices are higher at \$6.40 to \$6.50 for light weights and \$5 to \$5.50 for heavy weights.

DRY SALTED MEATS—Long clear bacon, 6¼ to 6½c. for carload lots, and 6¾ to 7c. for small lots; backs, 8c.

SMOKED MEATS—Breakfast bacon, 11c.; rolls, 7½ to 8c.; hams, large, 22 lbs. and over, 11c.; medium, 15 to 20 lbs., 11½c.; small hams, 11¾c.; backs, 10 to 11c.; shoulder hams, 7c.; all meats out of pickle, 1c. less than above.

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

BARREL PORK—Canadian heavy mess, \$12.50; Canadian short-cut, \$13 to \$13.50; clear shoulder mess, \$11.50 to \$12.

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

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts of grain are fair. We quote: Wheat, 76½c. for white and 73c. for red, and 62½ to 63c. for goose; oats, 21 to 22½c.; peas, 41½c.

FLOUR—Still very little doing. Manitoba flours are a little lower. We quote in carloads on track, Toronto: Manitoba patents, \$4.70; Manitoba strong bakers', \$4.30; Ontario patents, \$4.30 to \$4.50; straight roller, \$3.85 to \$4, Toronto freights.

BREAKFAST FOODS—Business is quiet. We quote: Standard oatmeal and rolled oats, \$2.80 in bags and \$2.90 in bbls.; rolled wheat, \$2.50 to \$2.60 in 100-lb. bbls.; cornmeal, \$2.25; split peas, \$3 to \$3.25; pot barley, \$3 to \$3.25.

PETROLEUM.

There is no change. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 18½c. in bulk.

MARKET NOTES.

Eggs are lower.

A good business is reported in tobaccos.

Another advance has taken place in cured meats.

New Orleans molasses has been advanced 2c. per gallon.

The price of Wethey's condensed mince meat has been reduced to \$11 per gross. It was formerly \$12.

A reduction has taken place in Chadwick's super six-cord spools of cotton, the price now being: 200 yards, \$3.80 per gross; 300 yards, \$5.40 per gross.

Margaret H. Young, groceries and provisions, Toronto, has assigned to J. B. Boustead, Toronto. A meeting of the creditors will be held 29th inst.

California prunes in the smaller sizes have been reduced ¼c. per lb. on spot in order to meet the competition of Oregon-grown prunes, which are being offered on the local market.

R. J. Graham, of Belleville, wants to purchase a few carloads of dried apples, and is asking for samples and quotations. He is offering jams and jellies at special prices for the next two weeks.

Indications point to a crop of about 100,000 barrels of pineapples from Cuba this year, according to The American Grocer. This is about one-half the usual quantity. The fruit will not be large, as it will be mostly of two and three years' planting, few slips having been put out last year, owing to the disturbances on that island.

**WE ARE
PAYING
CASH
FOR**

**DRIED
APPLES**



W. B. BAYLEY & CO.
EXPORT BROKERS

48 FRONT ST. E. **Toronto**

"ANCHOR" brand
Salmon

Absolutely the finest
salmon packed.
Every tin
guaranteed.

"Kolona"
Ceylon Tea

is a trade-builder.

Always uniform, every package guaranteed. All we ask
is a trial order, and the Tea will do the rest.

The EBY, BLAIN COMPANY Ltd.

Wholesale Importing and Manufacturing Grocers

TORONTO - CANADA

TANGLEFOOT
SEALED
STICKY
FLY PAPER



YOUR JOBBER
SELLS IT...

STILL FURTHER IMPROVED.

BORDER	.	STRONGER AND MORE PLIABLE
STICKY	.	STICKIER AND MORE ENDURING
DESIGN	.	NEW AND PRETTIER
PRICE	.	LOWER
PROFIT	.	LARGER

Prices for 1897

REGULAR 45 CENTS A BOX (10 boxes in a case)
\$3.80 PER CASE

"LITTLE" 18 CENTS A BOX (15 boxes in a case)
\$2.10 A CASE

HOLDERS: \$1.00 per Box of 50

THE CANADIAN GROCER

TO WHOM IT MAY CONCERN

And it concerns every Merchant in Canada who either
buys or sells JAPAN TEAS.

We, as the agents for the firm of

SMITH, BAKER & CO., YOKOHAMA

(and speaking from an experience of a quarter of a century) make the statement that SMITH, BAKER & CO. ship Teas which are more uniformly satisfactory than any others which leave Japan. We not only make the statement, but having made it are prepared to prove it.

Every Merchant or Dealer of Tea in Canada can demonstrate the truth of our words by a purchase from the Wholesale Trade of a few packages of the New Crop Teas when they arrive on the market---and can facilitate this by telling the travellers of every Wholesale Grocer or Tea Merchant that he (the buyer) will insist upon seeing samples of SMITH, BAKER & CO.'S Teas before purchasing. The experience of The Davidson & Hay Ltd., Toronto, proves that all our geese are swans--see last week's advertisement. "Things are coming our way," as the tramp said when the farmer fired the blunderbuss at him.

If any merchant experiences the slightest difficulty in procuring samples from the Wholesale Trade of SMITH, BAKER & CO.'S Teas and writes to us we will furnish information where to obtain supplies.

We are agents in Canada for the well-known firm of

IRWIN, McBRIDE, CATHERWOOD & CO., New York and Philadelphia

whose sole business as Tea Merchants gives us control of a most varied assortment of China, Indian and Ceylon Teas. Also agents for

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Agents for the best grades of British Columbia Canned Salmon—"Golden Eagle," "Golden Oriole," "Golden Star," "Golden Axe," "Northern Lights," "Southern Cross" Brands.

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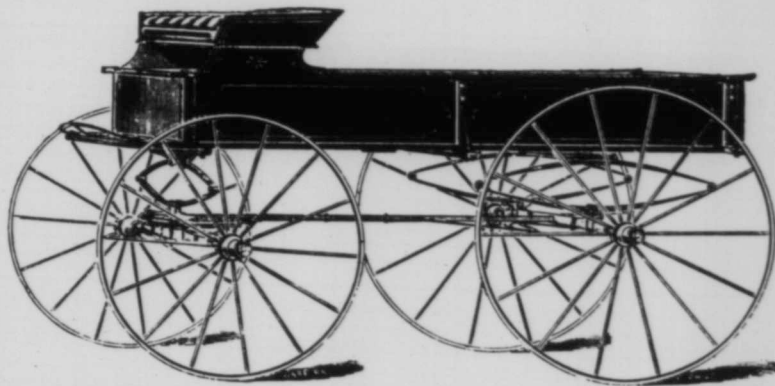
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With correspondents in every city in the Dominion.

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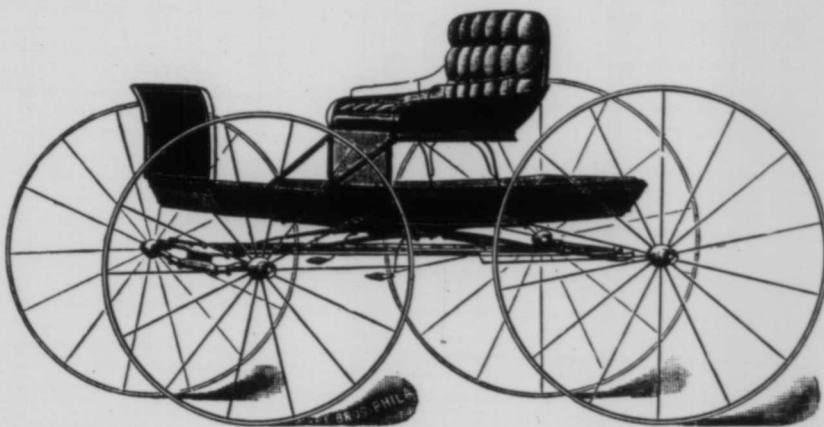
Have you a Delivery Wagon?



Don't You Want One?

These wagons are built by Wm. Gray & Sons, of Chatham. Each vehicle bears their name-plate and guarantee for one year.

Or do You Prefer This?



For General Business Purpose?

We have purchased a large number of these vehicles at a price enabling us to give merchants the benefit. We sell either of the above with a bill of our **Coffee, Baking Powder and Pure Ground Spices.**

We fully appreciate that spices with premiums offered by many manufacturers are, as a rule, cheap trash full of injurious adulteration and unfit to buy or sell. Every package of spice we ship we **guarantee absolutely pure** and ground from the best whole goods.

WRITE US FOR PARTICULARS.

The **TORONTO COFFEE & SPICE CO.** Ltd. Toronto

Allison Ranch Hydraulic Mining Co. TREASURY STOCK \$125,000

LIMITED LIABILITY

Authorized Capital, \$250,000.
Divided into 50,000 Shares of \$5.00 Each.

10,000 Shares are now offered to the public
at Five Dollars per Share.

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The Company's Claims Consist of 640 Acres of Auriferous (Gold-Bearing) Gravel.

This property has been personally tested and examined by Messrs. W. S. N. Wills, Mining Engineer, and R. C. Lowry, A.M.I.C.E., both of whom have reported very favorably. Following are brief extracts from their respective reports:—

"In conclusion, I would say that I consider this one of the best hydraulic propositions that I have seen in British Columbia."
"W. S. N. WILLS, M.E."

"The line of ditch is an easy one; no rock cutting will, most probably, be required, and very little fluming will be needed. I think the property an excellent one."
"R. C. LOWRY, A.M.I.C.E."

Six shafts have been sunk, aggregating one hundred and ninety-seven feet. Illustrated prospectus, giving full information as to the Company's properties, and also interesting details of hydraulic mining, will be furnished on application to

W. H. HALL or C. R. TOWNLEY At the Company's Offices Telephone 2,609, 56 1/2 King St. East, Toronto

THIS ENGRAVING is from a photograph of a portion of the Allison Ranch Hydraulic Mining Company's benches of gravel, showing Miners at work on the bed of the Tulameen at low water by means of wing dams. This mode of mining is of course very primitive and expensive and the gravel must be very rich to make it pay, as after the wing dam is built in the river the gravel has to be shovelled into sluice boxes and washed through. The fact that this class of mining has been carried on for thirty-five years in the immediate vicinity of the Company's properties proves the existence of Gold in the gravel in paying quantities.



QUEBEC MARKETS.

MONTREAL, March 25, 1897.

GROCERIES.

THE grocery market has presented no striking changes during the past week. The notable fact of the week is a disposition on the part of the sugar refiners to curtail their sales of refined sugar at current prices, while the jobbers are asking rather more money than they were a week ago. This disposition is due to the belief that prevails generally that a duty on raw sugar is on the cards at Ottawa when the tariff is brought down. The jobbers, it is learned, have been free buyers of sugar, which they have been putting into store during the past ten days, and the refiners are now disposed to curtail operations. On the other hand they themselves have been free buyers of raw sugar in the New York market in the past fortnight. The only other interesting fact, aside from this unrest regarding sugar, is the complete demoralization of the fish market, which is absolutely glutted with supplies.

SUGAR.

The sugar market exhibits no change locally except that there has been a good demand from refiners and now it is claimed refiners are refusing to sell to any extent ahead. The belief that a duty on raw will be advised next week, when the budget is brought down, accounts for the increased demand. As a consequence of these local conditions, and also that the market is firmer outside both on raw and refined, jobbers this week hold prices rather stiffer at $4\frac{1}{4}$ to $4\frac{3}{8}$ c. on granulated and $3\frac{3}{8}$ to $3\frac{7}{8}$ c. on yellows.

SYRUPS.

Demand for syrups does not improve, and the market is dull and featureless as last quoted at $1\frac{3}{8}$ to $1\frac{7}{8}$ c., as to quality, at the factory.

MOLASSES.

The molasses market exhibits a firmer tendency at primary sources, but there is no change on spot. Cables this week quoted an advance of 1c. in the first cost at the Island on Barbadoes, making the price 9c. So far importers here have done little business, and in a jobbing way prices are unchanged at 30 to 31c.

RICE.

There is no change in the rice market, and under a limited demand business is quiet. We quote: Crystal Japan, \$5 to \$5.25; standard B., \$3.50; Patna, \$4.50 to \$5.25; Carolina, \$6.75 to \$7.75; choice Bermuda, \$4, and Java kinds, \$4.25.

SPICES.

Aside from a moderate jobbing trade in spices there is little to report. We

quote: Pure black pepper, 8 to 10c.; pure white, 12 to 15c.; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; all-spice, 10 to 14c.; nutmegs, 35 to 75c.

COFFEE.

Business in coffee continues quiet, and except for some enquiry for Maracaibo, nothing has been doing in a wholesale way. We quote: Maracaibo, $17\frac{1}{2}$ to 19c.; Santos, 15 to 18c.; Rio, 15 to 16c.; Mocha, 24 to 26c., and Java, 22 to 27c.

TEAS.

The tea market is quiet but firm, the scarcity of low-priced teas of all descriptions continuing a leading feature. The jobbing enquiry runs principally to these goods, and stocks in wholesale grocers' hands are not excessive by any means. In fact, the tea market as a whole exhibits a very firm tendency. We quote as follows: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, $16\frac{1}{2}$ to 20c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

Valencia raisins continue steady. We quote: Ordinary off-stalk, $5\frac{1}{4}$ to $5\frac{1}{2}$ c. fine, $5\frac{3}{4}$ to 6c.; and selected, $6\frac{1}{4}$ to $6\frac{1}{2}$ c., with layers, $6\frac{3}{4}$ to 7c.

Advices from the Coast on California fruit are firm and prices are held steady here. We quote: 2-crown, $6\frac{1}{2}$ to $6\frac{3}{4}$ c.; 3-crown, 7 to $7\frac{1}{2}$ c., and 4-crown, 8 to $8\frac{1}{2}$ c.

Currants are quiet and steady. We quote: Provincials, bbls., 4c.; half-bbls., $4\frac{1}{4}$ c.; cases, $4\frac{3}{8}$ c.; half-cases, $4\frac{1}{2}$ c.; Filiatras, ditto, Patras, $5\frac{1}{2}$ to 6c., and Vostizzas, $6\frac{1}{2}$ to 8c.

Prunes are as last quoted: French, 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's.; 7 to 8c. for 70 to 80's., and $6\frac{1}{2}$ c. for 90 to 100's.

Figs rule firm at 8 to 12c.

Dates continue quiet and steady at 5 to 6c.

Evaporated fruits remain as before: Evaporated peaches, 11 to 12c.; pears, $9\frac{1}{2}$ to 12c.; apricots, 14 to 17c., and prunes, 8 to 12c., as to brand.

CANNED GOODS.

The canned goods market continues much the same. All prime canned vegetables are steadily held, but quite a lot of old-packed corn has, it is claimed, been offered here down to a low figure, 60c. being mentioned. For good, prime stock, however, prices are steadily held. Lobsters are

another firm line. We quote: Tomatoes, 75 to 85c.; corn, 75 to 90c.; peas, 80 to 90c.; beans, 70c. up; peaches, \$2.75 to \$3 for 3's, \$1.75 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.55 to \$1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," $\$1.37\frac{1}{2}$ to \$1.40; Lowe Inlet, \$1.30, in tall tins; cohoes, \$1.20; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.25; 6's, \$6.75 to \$7; 14's, \$14 to \$15; lobsters, \$8.50 to \$11 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

FISH.

The past week of mild weather has caused further demoralization in the fish market, so much so that it is almost impossible to quote fresh fish, which are in large supply. The large quantity of Manitoba and other kinds of fish dumped on this market during the past two weeks has completely glutted the market. Receipts have not been confined to the fish trade, for recently a wholesale dry goods firm, an auctioneer and a dealer in hides have received car lots from customers up west, and this, combined with flour dealers, wholesale grocers and produce dealers, all having a shy at the fish business, has made it so much harder for the regular fish dealers. In pickled fish another sharp decline of 50c. to \$1 per bbl. has taken place in Labrador and British Columbia salmon. Pickled herrings are 25 to 50c. per bbl. lower and green cod 15 to 25c. Prices on fresh fish are largely nominal, but frozen haddock and cod have declined $\frac{1}{4}$ to $\frac{1}{2}$ c. per pound, Manitoba fish of all kinds $\frac{1}{2}$ to 1c., fresh salmon 1 to 2c. per pound and fresh herrings 30c. per 100. There is only a small demand for smoked fish, and as the supply is ample, prices are generally easier, except for smoked herrings, which are scarce and firmer at 12c. per box.

GREEN FRUIT.

There has been little change in green fruit during the week, a fair seasonable trade passing. We quote: California oranges, \$2.70 to \$4.50 per box; Valencia oranges, \$3.50 to \$4 per box; lemons, \$1.75 to \$3 per box, and \$7 to \$9 per chest; cranberries, \$1 to \$4 per bbl.; Spanish onions, 85c. per crate; Malaga grapes, \$7.50 to \$8; bananas, \$1.75 to \$2.25 per bunch; pineapples, 20 to 35c. each.

APPLES.

The apple market continues firm under a steadily diminishing stock and it is doubtful if any really desirable fruit can be had now under \$1.75 to \$2.50.

DRIED APPLES.

Dried apples range from 3 to 3¼c., and evaporated 3¾ to 4c., with demand exceedingly slow.

COUNTRY PRODUCE.

EGGS—Have continued to decline since last report. The demand for small lots is good at 11¼ to 11¾c., and larger quantities at 10½ to 11c. per dozen. Limed eggs continue dull at 9 to 9½c., and held fresh at 7½ to 8c. per dozen.

BEANS—Business in beans was quiet at 60 to 65c. in car lots, and 70 to 80c. in a jobbing way.

POTATOES—The demand for potatoes was slow, and the market rules quiet at 35 to 40c. per bag in car lots, and at 45 to 50c. in a jobbing way.

FLOUR, MEAL AND FEED.

There has been considerable export enquiry for Manitoba flour, and also for Lower Port account. Otherwise the market is quiet. We quote: Winter wheat patents, \$4.30 to \$4.50; straight rollers, \$3.90 to \$4.10; and in bags, \$1.90 to \$1.95. Manitoba spring wheat patents, \$4.60 to \$4.80; and strong bakers', \$4.25 to \$4.50.

There was no change in feed, the demand being fair from both local and country buyers, and sales of Manitoba bran are reported at \$12, and shorts at \$13 per ton, including bags.

Oatmeal rules weak and 10 to 20c. lower, at \$2.70 to \$2.80 in a jobbing way for rolled oats.

In baled hay there was no new feature, prices being steady and sales slow at \$8.50 to \$9 for No. 1, and \$7.50 to \$8 for No. 2 in car lots on track.

CHEESE AND BUTTER.

Cheese continues quiet and without feature locally. Discussion regarding fodder cheese continues, and, whatever the facts of the case as claimed by the different factions, will do good if it tends to check the production of an undesirable article.

There is a steady jobbing demand for good creamery butter at 19½c., with under grades down to 19c. Roll dairy is becoming scarce and sells steadily at 14c.

The shipments of dairy produce for the past week were 67 cheese and 405 butter to Liverpool, 1,952 cheese and 16 butter to London, and 165 butter to Bristol.

MONTREAL NOTES.

The price of green apples is stiffening under diminishing stocks.

Cables on molasses quote an advance of 1c. at the Islands, the first cost now being 9c.

The market is absolutely glutted here with fresh fish and it is impossible to quote any prices. Declines in pickled stock are also general, as noted in our market report.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., March 25, 1897.

TRADE is only fairly active for general lines. The uncertainty regarding the intended changes in tariff is much felt and is more noticed as the time for the House to meet comes nearer, for now, even in little things, dealers feel like delaying placing their orders till they know where they are. Much interest is felt here in the changes suggested in the American tariff. The fish dealers are the most interested. Smoked herring and fresh salmon appear the most affected, and there is no doubt the extra duty will be keenly felt by our fishermen. Next to the fishermen the lumbermen are the most affected. Sugar has been a subject of much interest during the week. In cream of tartar low prices continue, but there is no sign of further weakening.

OIL—An improved demand is noted for lubricating oil. There is much competition and prices are cut fine. While orders are coming in, they are smaller than usual, consumers hoping to buy lower later on. The sale of burning oil is light. Best American burning oil, 19½ to 20c.; Canadian, 18¼ to 19c.; prime, 16 to 17c.

SALT—Importations by steamer are about over for the season. The amount brought here has been large, and it has been largely distributed along the coast in both directions, as well as large quantities going inland. Prices have ruled low. Prices are, however, firmer owing chiefly to increased freights charged at this season. The sale of Canadian cheese and butter salt in barrels in bulk is beginning to open up. Our cheese factories and creameries seem to prefer this salt to the English, though, on account of the lower price of the latter, the farmers use it largely. We quote: Coarse, 45 to 50c.; Liverpool factory-filled, 90c. to \$1; Canadian fine, 90c. to \$1 per bag; 5-lb. bags, in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.60 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz

CANNED GOODS.—There is no large

The Big Demand

— FOR —

GOLDEN HADDIES

is very encouraging, and proves that

QUALITY TELLS

Don't make a mistake

but order Golden Haddies

In full pound cans. Every one guaranteed.

NORTHRUP & CO.

Packers' Agents, ST. JOHN, N.B.

LEONARD BROS.'

Montreal House

Are offering their usual large variety of

Fresh Frozen Fish

FRESH AND SALT WATER

Ask for Quotation

24 and 26 Foundling Street

MONTREAL

ALFRED POWIS

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HAMILTON, ONT.

is prepared to purchase a limited quantity of first-class

DRIED APPLES

Must be Bright and Dry.

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Saratoga Potato

CHIPS.

Grocers sell them.

Manufactured by . .

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TRADE
BEARDSLEY'S SHREDDED CODFISH
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Ready for the table in 10 minutes.
No Soaking. No Boiling. No Odor.

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

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

APPLES
FOR EXPORT.

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

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32 WEST MARKET STREET
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Correspondence Solicited.

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

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.

CHEESE.

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

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


Write for quotations.

F. W. Fearman
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business. Holders are not satisfied with the prices offered, but buyers advance their offers slowly. Peas are held firm, and higher prices are confidently expected. The same may be said of tomatoes. Corn keeps low. Oysters are easy, dealers in Baltimore wishing to clean up stocks before packing new. Gallon apples, though low, continue to show light sale. Canned peaches, firm. Pineapple, quiet and scarce, with prices tending upward. Practically no lobsters are to be had, and the high prices ruling are expected to be fully maintained. There is an improved movement in domestic sardines, including oils, mustards, and tomato sauce. Some grades of salmon are offered a little lower. Packers are beginning to talk up fall business. We quote as follows: Corn 65 to 70c.; peas, 75 to 90c.; tomatoes, 80 to 90c.; gallon apples, \$1.80 to \$2; corned beef, Canadian, \$2.25 to \$3.35; American, 2-lb tins, \$2.40 to \$2.50; 1-lb tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.20; 1's, \$1.45 to \$1.65; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.90 to \$2; pineapple, \$2.25 to \$3; salmon, \$1.25 to \$1.40; lobsters, \$2.20 to \$2.25; haddies, \$1.15 to \$1.25; clams, \$5 for 4 doz; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

GREEN FRUIT—Business continues to improve. Apples show better sale, but buyers are particular regarding quality in oranges. Sales of California oranges are rather smaller owing to Valencias being now sweet and low in price. Nice blood oranges are now offered for sale. The last West India steamer brought a few tomatoes from Bermuda. Large shipments are expected next month. Strawberries begin to come in, but the demand is small and price high. There are no pineapples. Cranberries are awaiting offers. Lemons are low and quality good. Bananas are as yet light importations. We quote: Messina lemons, \$2.50 to \$3; oranges, Valencia, \$3.25 to \$4; California oranges, \$3.50 to \$5; bananas, \$1.75 to \$2.25; apples, \$1 to \$3 per bbl.; cranberries, Cape Cod, \$4 to \$5.50 per bbl.; bog cranberries, native, \$1 to \$4; strawberries, 30c.

DRIED FRUIT—Sales are light. The low price of evaporated apples has caused deal-

Why not sell your customers the best? One trial will convince you that 
BROCK'S BIRD SEED

is the cleanest, best and most nutritious seed in the market. All wholesalers.
NICHOLSON & BROCK - TORONTO

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

BUTTER

Good demand for choice Roll Butter. If you have any on hand, let us hear from you. . .

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S. K. MOYER,
COMMISSION MERCHANT

Wholesale Dealer in . . .
Oysters, Finnan Haddies, Fresh and Frozen Fish, Oranges, Lemons, Almeria Grapes, Cranberries and Dates

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YOU will ensure prompt returns by sending your produce to us. •• Our experience of a QUARTER OF A CENTURY ought to help you to secure best results.

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FRESH ARRIVALS

FANCY CALIFORNIA WASHINGTON NAVELS
" BUDDED SEEDLINGS
SEVILLE (Bitter) ORANGES for MARMALADE
Fine Quality VALENCIAS 420's and 714's
Extra FANCY LEMONS
All above are of fine quality and free from frost.

HUGH WALKER & SON
QUELPH, ONT.

ers to place some orders, but they do not buy largely, outside demand being light. California prunes show improved sale, the lower prices helping the demand. Quality is good. Currants are firm and market tending upward. Sultana raisins, which have light sales here, are costing higher. Seeded raisins in cartoons do not show large sale. They are not well known and price looks high. Raisins are easy with but light sale. Onions are held in the hands of a very few, and the price keeps high. We quote: Valencias, 5 to 6c.; California L.M. 3-crown, $7\frac{1}{2}$ to $7\frac{3}{4}$ c.; London layers, \$1.75 to \$2; currants, cases, $4\frac{3}{4}$ to 5c.; bbls., $4\frac{1}{4}$ to $4\frac{1}{2}$ c.; cartoons, cleaned, 7 to $7\frac{3}{4}$ c.; bulk, cleaned, $6\frac{1}{4}$ to $6\frac{1}{2}$ c.; prunes, boxes, 5 to 10c.; dates, $4\frac{1}{2}$ to 5c.; dried apples, 3 to $3\frac{1}{2}$ c.; evaporated apples, 5c.; onions, \$3; coconuts, \$4 to \$4.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, $7\frac{1}{2}$ to 9c.; Valencias, layers, $6\frac{1}{2}$ to 7c.; Malaga loose muscatels, 6 to $6\frac{1}{2}$ c.; 4-crown L. M. Californias, $8\frac{1}{2}$ to 9c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

SUGAR—Shows a better demand. Our wholesale dealers have been large buyers, and country buyers are now ordering more freely. The market price shows little change, though granulated is rather higher and all lines are firmly held. We quote: Granulated, $4\frac{1}{8}$ to $4\frac{1}{4}$ c.; yellows, $3\frac{3}{4}$ to $3\frac{3}{4}$ c.; Paris lump, $5\frac{3}{4}$ to 6c.; powdered, $5\frac{1}{2}$ to 6c.

MOLASSES—Some of the Barbadoes molasses, the first to arrive here this season, is showing nice quality. There is quite a range in the different lots in quality. Demand is only fair. The next lots to arrive will cost rather less money. In Porto Rico a cargo was on the way here, but it is delayed through bad weather. While the market there opens well below the opening price of last season, any bought now would cost much more than a large part of that sold here last season. We quote: Barbadoes, 25 to 28c.; Porto Rico, 28 to 30c.; New Orleans, bbls., 26 to 28c.; Antigua, 25 to 26c.; syrup, 36 to 38c.; Nevis, 25 to 26c.

DAIRY PRODUCE—Except cheese, values are low. Eggs are but fairly plentiful, and there is a fair demand, but buyers force the market to the lowest figure possible. Butter, if good, moves well, but values tend low, and outside points stand ready to ship here at low figures. Cheese is firm, but only a fair sale is being experienced. We quote: Dairy tubs, 14 to 17c.; creamery, 20 to 21c.; prints, 20 to 22c.; eggs, 10 to 12c.; cheese, 11 to $11\frac{1}{2}$ c.

FISH—The trade continues quiet. Almost the first good lobsters of the season were in the market this week. Prices keep high. The sale of fresh fish has been dull.

The soft weather has about stopped the sale of frozen fish. Dry fish show light sale and are a little steadier in price. Pickled are in light supply with prices easy. Smoked herring show little life and have lost the small advance which took place a few weeks ago. Kippers show good sale, but bloaters are dull. Boneless have a demand for western trade, but the local demand is light. There are a few fresh gaspereaux running and during the week the first salmon of the season was caught. We quote as follows: Large cod, \$3.25 to \$3.50; medium, \$2.85 to \$3; pollock, \$1.20 to \$1.25; bay herring, \$1.30 to \$1.35 per half-bbl.; smoked, new, 6 to 7c.; shad, half-bbl, \$4.50 to \$5.50; boneless, $2\frac{1}{2}$ to 8c.; bloaters, 50 to 65c. per box; kippered, 90c. per box; Barrington, \$3.25 per bbl.; Shelburne, \$3.50 per bbl.; frozen herring, 50 to 60c. per 100; frozen cod, 2 to $2\frac{1}{2}$ c. per lb.; lobsters, 4 to 12c. each.

PROVISIONS—During the week pork and all pork products have become much firmer. Clear pork we mark up 50c., though the market has really advanced more than that. In beef, which is now coming chiefly from Boston, the market is also firmer. Hams and rolls do not have large sale, but are higher. We quote: Clear pork, \$13.50 to \$14.50; mess pork, \$12 to \$13; plate beef, \$12 to \$13; hams, $10\frac{1}{2}$ to 12c.; rolls, 7 to 8c.; pure lard, 7 to $7\frac{1}{2}$ c.; compound, $6\frac{1}{4}$ to 7c.

FLOUR, FEED AND MEAL—Flour has sold more freely during the past week. The market, after the decline, is again firmer, and an advance is looked for. Oatmeal keeps easy. Beans are quiet. The market seems firmer, but prices are low, and there is a limited sale. Cornmeal, which has been so low, seems to have an upward tendency, but there seems little chance for higher prices. Yellow eye beans maintain their prices well in the face of the low price of the white. Demand for buckwheat meal is becoming light. Seed continues to have large sale. The low prices at the beginning caused orders to be placed early. There is now a firmer feeling, and values are rather higher. We quote as follows: Manitoba flour, \$5.15 to \$5.20; best Ontario, \$4.65 to \$4.70; medium, \$4.35 to \$4.40; oatmeal, \$3.15 to \$3.25; cornmeal, \$1.75 to \$1.85; middlings, car lots, in bulk, \$14 to \$15; bran, do, do., \$12.50 to \$13.50; hand-picked beans, 85c. to \$1; prime, 75 to 90c.; oats, 30 to 32c.; hay, \$11 to \$12; barley, \$3; round peas, \$1.15; split peas, \$3.10 to \$3.25; yellow eye beans, \$1.50.

ST. JOHN NOTES.

New Brunswick mineral water companies are doing a large business, and the outlook

for the summer is good. One company has already contracted to ship a car weekly to Boston.

Capt. Clarence Anthony intends to open a grocery and general store in Bear River, N.S.

Large quantities of potatoes are being shipped from northern Maine to Boston via St. John.

St. John is to have another steamship line running to Bay ports this season. The steamer Westport will make weekly trips, leaving St. John on Saturday evening for Westport and St. Mary's Bay ports.

THE GROCER regrets to report the sickness of Mr. Tilton, of the well-known firm of Smith & Tilton. At the time of writing Mr. Tilton seems better, and his many friends hope to see him in his accustomed place soon.

Major Campbell, representing the MacLean Publishing Co., is spending a few weeks in the city in the interest of the several trade papers published by the company. The major reports an increasing number of subscribers through these lower provinces.

Winter export business from this port is still active. The value of the largest cargo shipped this season is put at \$175,000, of which \$67,700 were American goods. At present large quantities of lard are moving. In two days during the past week 23 cars arrived for export.

A PROMISING TRAVELER.

I KNOW a young boy who has the making of a smart business man in him. He hasn't yet seen 11 summers and is a traveling salesman. He is a big boy, of course, for his age, weighing 115 pounds, and I have seen "buds" of 21 on the road who couldn't touch him for manly appearance. He braces a merchant with the confidence and style of a man of 30, and is not discouraged when he is turned down. Self-reliance is a dominant quality with him, and he is also shrewd enough to know how far to carry his persistent efforts to sell goods so as to avoid giving offence. He tells some good stories of his road experiences, which would be well worth repeating if this space would allow it. Two will suffice. After having stopped over night at a country hotel the kind-hearted landlady would not accept anything for the services, and he said: "Well, Ma'am, I'm only sorry I can't carry your hotel around with me." He went in a hotel at another time for dinner and he asked the landlord his price. The landlord said, "50 cents, sir." "But, sir," expostulated the lad, "I can't eat 50 cents' worth." "Well," said the landlord, "we don't want you to. You see that's where our profit comes in." I intend to keep my eye on that boy. His development is worth watching.—Grocery World.

Smoked Hams
Smoked Rolls
Pure Lard

UNSURPASSED IN QUALITY
 SAMPLE ORDER SOLICITED

PARK, BLACKWELL & CO., Ltd.
 Wholesale Pork Packers
TORONTO

**Broom
 Trade
 Slack**

"Variety is the spice of life." The essence of all good business springs from variety. We make six different lines of brooms, each the best of its kind. In each line there is a variety of sizes. And prices are just where you'd like them to be, for good, honest workmanship. They will liven up your stock. Spring time is broom time. It's broom time NOW. Our illustrated catalogue—free. 127 pages.

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

Montreal Branch
 1 and 3 De Bresoles St.

Brushes
 Brooms
 Woodenware



**The
 Club
 Coffee**

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

Ewing, Herron & Co.
 Coffee and Spices
 Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. + Once Tried Always Used.

BALFOUR & CO., HAMILTON

Success in Selling

Depends upon the quality of the article sold

In Tomato Catsup

There is none better than we make. Put up in glass or wood.

Write for quotations.

T. A. LYTTLE & CO.

Vinegar Manufacturers

TORONTO

**DEMERARA
 CRYSTALS**

CHOICE BRIGHT SAMPLE,

WARREN BROS. & CO.

85 and 87 Front St. East, Toronto.

FISH! FISH!

No. 1 Labrador Herrings, in Barrels and Half-Barrels.

No. 1 Split Herrings, in Barrels and Half-Barrels.

Pure Codfish and Scaled Herrings.

Prices right. Quality Guaranteed.

JOHN SLOAN & CO.

Wholesale Grocers

TORONTO

A Certainty

is better than an uncertainty at any time. Don't experiment on your customers any more than you have to.

**Excelsior
 Coffee**

has always been a favorite, and it is a profitable article in constant demand. Why should it be necessary to have your good trade experimented on with new brands having no reputation?

Todhunter, Mitchell & Co.

Coffee Importers and Roasters

TORONTO

SPECIAL VALUE

PRUNES

SPHINX
 UNICORN
 CALIFORNIA

PERKINS, INCE & Co.

TORONTO.

BUY
**Ivory Bar
 Soap**

THE BEST MADE

For the Whitest, Lightest and Sweetest Cakes

USE

Ocean Wave Baking Powder



Manufactured by the

HAMILTON COFFEE AND SPICE CO.
HAMILTON, ONT.

ALLISON HYDRAULIC MINES.

ATENTION is drawn to the advertisement in this issue of the Allison Ranch Hydraulic Mining Co. The Allison Ranch properties consist of 640 acres of rich gold-bearing gravel benches, two hundred feet high, and being two miles long by half a mile wide, situate on the north banks of the Tulameen River at Princeton, B.C.

To test this property some six shafts have been sunk, aggregating in all 197 feet, and the reports of two experienced engineers have been obtained and are given verbatim in the company's very complete prospectus.

Messrs. J. H. Chewett, mining engineer, of Toronto, and C. H. Mitchell, hydraulic engineer, of Niagara Falls, have examined these and other reports and consider the properties exceedingly valuable, and the cost of experiment very light, as compared with other similar properties.

Very valuable water rights have been secured, the works necessary to bring the water to the gravel beds being of the simplest character; in fact, these claims, it is urged by the promoters, possess all the features of a first-class hydraulic mine.

The company's prospectus contains estimates in detail, and gives the results of the various tests of the gravel.

Eastern investors will be glad to see the

names of well-known local business men on the Board of Directors. The eastern board, which has its headquarters at Toronto, is composed of Mr. J. B. Laidlaw, manager for Canada of the Norwich Union Fire Insurance Society, who is also vice-president; Mr. H. C. Dixon, of the well-known wholesale firm of Gillespie, Ansley & Dixon, and Mr. J. H. Chewett, mining engineer, all of Toronto.

From the placer mines of California up to 1883, \$1,100,000,000 in gold was obtained. British Columbia has already produced \$60,000,000 in gold from its placer mines, and with the aid of hydraulics there is every reason to believe that its gravel deposits will prove to be as rich as those in the country to the south of it.

Taking into consideration the low capitalization of the above company (only \$250,000) and also the estimated small cost of equipment, it will be readily seen that this must necessarily mean large dividends for its shareholders in the event of the property proving as profitable as the directors hope.

The company seems to have done its best to safeguard the investing public, the whole of the stock being placed in the hands of the Trusts Corporation of Ontario, who are also registrars, and will countersign all certificates, and the promoters depend entirely for their profits upon the success of the mine.

OUR STANDPOINT

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

Jamieson's Biscuits

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

The Manufacturer, R. E. Jamieson, Ottawa

PERSONAL MENTION.

Mr. Hellyer, of Hellyer & Co., Yokohama, Japan, was in Toronto this week on business.

Mr. J. W. Windsor, the well-known Montreal canned goods man, leaves on a trip to his factories in Gaspe this week.

P. C. Larkin has returned from a trip to the "Salada" Ceylon tea agencies in Buffalo and Pittsburg, and reports everything most encouraging. There is no question about it, he says, but that Ceylon tea will go far, in a very short time, not only to displace China and Japan teas in the United States, but also to displace coffee. He says it is meeting with favor wherever it is introduced. In Wilkesbarre alone there are 70 stores now selling "Salada" Ceylon tea, in Pittsburg close on to 150, in Buffalo about 300, a large number in Scranton and in a great number of the smaller towns.

PETERBORO' BOARD OF TRADE.

The annual meeting of the Peterboro' Board of Trade was held on Thursday night, when the following officers were elected: President, Mr. John Carnegie; vice-president, Mr. W. Manson; secretary, Mr. H. S. Macdonald; chairman of council, Mr. Peter Hamilton. The board decided to unite with the Town Council in sending a strong deputation to Ottawa on April 6 to urge upon the Government the necessity of further work on the Trent Valley canal system.

The Only One



That is imitated among all brands of Cheese is "MacLaren's Imperial."

That is because it is the most popular and the best. Manufacturers will tell you that this kind or that kind is "the same as" or as good as "Imperial." What better recommendation do you want for Imperial?

For sale by all Wholesale Grocers.

A. F. MacLAREN & CO. - TORONTO.

Heinz's Pickles.

Heinz's Tomato Ketchup is made of the best varieties of tomatoes, grown in localities possessing soil and climate adapted to their perfect development. The fruit is allowed to remain on the vines until fully ripened. It is cooked at once, and filled immediately into bottles, thus preserving the full natural flavor. Only sufficient spices are added to tone. It is a superlative relish for steaks, roasts, etc.

For sale by _____

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

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE
always bear this
Keystone trade-mark.



TRADE CHAT.

THE Banque du Peuple having succeeded in paying 50 per cent. of the claims against them, and in consideration of the dull state of business, ask for a supplementary delay of two years to discharge their remaining obligations.

Mr. J. J. Frankland, at one time the superintendent of the Toronto Street Railway Co., has secured the appointment as secretary of the Rossland Board of Trade, and will start for that city to take his new position in a few days.

Mr. J. M. Campbell, buyer for R. J. Whitla & Co., left yesterday on his semi-annual European purchasing trip. Mrs. Campbell accompanies him. They sail from New York by the White Star steamer Britannic, leaving on the 21st.—Free Press, Winnipeg.

Mr. Samuel Rogers, of the Rogers Oil Co., Toronto, interviewed the Controller of Inland Revenue the other day and asked that the regulation be changed to permit of oil being disposed of in tank wagons as well as barrels. The latter is done to prevent any possible loss of revenue to the Department.

The cheese factory project started some time ago in Strathroy, has assumed a new front, and a joint stock corporation has been formed for carrying on the work. The con-

tract for the building, which will be put up on the lot at the east end of Front street, used as a skating rink this winter, has been let to Mr. H. Owens, who will commence work without delay, as it is to be completed by April 20.

The Australian correspondent of The London Economist says that the wheat harvest is turning out worse than was expected. In Victoria the yield is very disappointing, and the previous estimates of $4\frac{1}{2}$ to $4\frac{3}{4}$ bushels per acre have been reduced to $3\frac{1}{2}$ bushels; while in South Australia the estimate is as low as $2\frac{1}{2}$ bushels. The Australian colonies will require about 7,000,000 bushels of foreign wheat.

The employes of the firm of Todhunter, Mitchell & Co. waited on Mr. Allan Saturday night at his residence, on Sorauren avenue, and presented him with an illuminated address and a marble clock on the occasion of his severing his connection with the firm as book-keeper. Mr. Allan has held the position for many years, and there is much regret that he is obliged to leave. The presentation was made by Mr. Cherry, and Mr. Allan responded in fitting terms.

SICILY FILBERT CROP.

In their circular of the 20th inst., the Hills Bros. Co. say regarding filberts: "The crop of Sicily in 1896 was very short, but

on account of the high prices demanded by holders the fall consumption was largely supplied with other qualities, principally Naples, which resulted that stocks carried over the first of the year in Sicily were rather large, reported in February to be some 13,000 bags. Price, however, has been firmly held there, as the stock appears to be controlled by a little syndicate of speculators. Supplies in this market are limited, and we are forced to advance our price to $7\frac{1}{4}$ c. There are supposed, however, to be considerable quantities coming, to arrive in our market during April."

VALENCIA ORANGE SITUATION.

Houghton & Co. say in their last circular regarding the orange situation in Liverpool: Valencia—Renewed buying for America has caused a steadily hardening market throughout the week for all sound fruit, but "seconds" and "thirds" in condition, which lately have formed a more important proportion of arrivals, are rather easier, the home demand continuing disappointing. Jaffa in plentiful supply and mostly in poor condition; they, however, sell very freely, though at somewhat reduced rates. A further consignment of Sidon, of excellent quality, but mostly in very bad order, sold readily at our quotations. Bitters—The market goes from bad to worse, and miserably low prices have to be accepted to make any progress with the excessive arrivals from Sicily and Syria; the outlook is gloomy.

A CRITICISM.

Editor CANADIAN GROCER :

IN your issue of 19th inst. I read with much interest your editorial on the effect of the U. S. tariff on Canada. I think you give to your readers a very lucid illustration why the U. S. do not interpret the meaning of reciprocity to the satisfaction of Canadians generally, but your intemperate remarks are not borne out by facts in the same article.

1st.—You speak of the great increase in the duty on coal from 40c. to 75c. Now if you will turn to the present Canadian tariff you will see that all the time the duty of 40c. per ton has been charged on Canadian coal a duty of 60c. per ton has been collected by Canada on U. S. coal.

2nd, Lumber.—The U. S. duty will undoubtedly be one dollar, not, as you say, one to two or more per thousand. Now the Canadian tariff, by the use of the ever-present n.e.s., is 25 per cent. on manufactured lumber and timber, that n.e.s. covering any kind of lumber that the U. S. people would be likely to want to ship to Canada. So on manufactured pine board for any purpose valued at \$10 per thousand there would be \$2.50 per thousand duty, and a box or case made of lumber is taxed going into Canada three times the amount it would

be at 25 per cent. by the thousand feet ; but this being the only use Americans have for that market for lumber, it is the only way Canadians can get at them on that commodity.

3rd, Horses ; 4th, Sheep ; 5th, Barley ; 6th, Beans, 7th, Hay.—You will concede that there is no market in Canada for the Americans in these products.

8th, Butter.—You say Canadians are not bothered about the duty on that. Well, that may be true, but the writer has seen carloads of butter go away from Front street, Toronto, at 10 to 12c. a pound that could not have been placed in any other market in the world on account of the quality of the goods.

9th.—Canada has no use for American cheese ; then what has she got to give the American dairymen for even the ten thousand dollars worth sent into the States ?

10th, Eggs.—The Canadian tax is 3c. a dozen, and the imports into Canada are almost wholly in the spring when eggs from the south come in early and bakers and large users of eggs are able to get them much cheaper than the home laid on account of the limited supply. Then, as the season advances, the supply exceeds the demand, and a market must be found outside. Then, what kind of reciprocity has

Canada to offer as an offset for this market? She imports about 250,000 dozen in the spring and, according to your articles, he has about 7,000,000 dozen to export. How can the United States get at any fair basis of reciprocity on the egg product ?

11th, Potatoes.—Canadian duty is 10c. a bushel on sweets (which are not grown in Canada) and 15c. a bushel on all others, and Canada imports 63,000 bushels (mostly sweets), and exports 596,000 bushels. Can you get anything but a jug-handled reciprocity in potatoes ?

12th, Apples.—The Canadian duty is 40c. a bushel, and when packed in anything that is built or made out of lumber 20 per cent. on the package, and on the latter this duty is higher than the proposed United States tariff of 25c. per bushel. Now Canada imports 24,000 barrels, mostly early green fruit, and exports 567,000 barrels. Now, is there any way to arrange reciprocity based on equity in this product ?

Now I might make the same comparison in all agricultural products with about the same result, which all goes to show that Canada is an agricultural country, producing a vast amount of farm products, not one of which can be wholly consumed by her population, while a large number of these products grown in the United States are

Do Not Be Deceived

By unscrupulous imitators of The National Cash Register Company. We make 90 kinds of cash registers. Prices from \$10 to \$375.

We have just put on the market three new detail-adding National Cash Registers. No. 11 sells for \$40, No. 13 for \$60, and No. 14 for \$80.

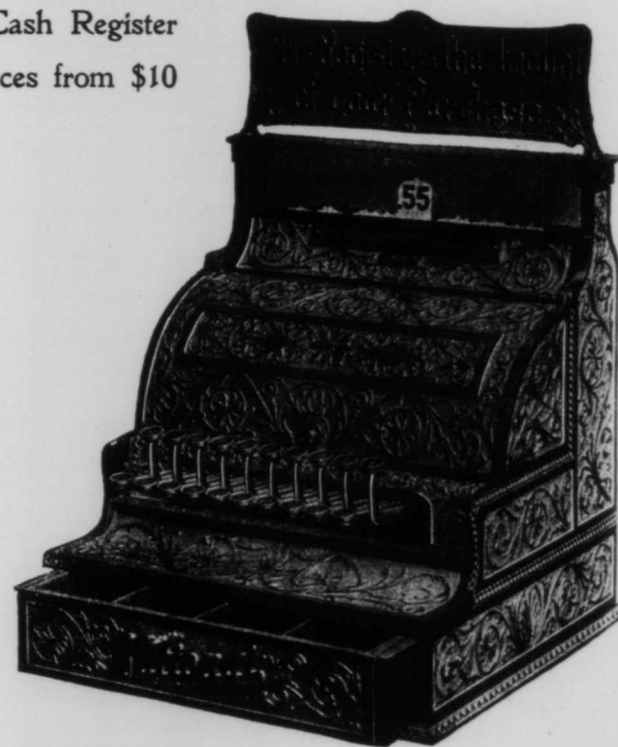
We do not buy registers sold by other companies. Public statements to the contrary are false. Persons buying such registers do so at their own risk.

We also sell second-hand National and other registers taken in exchange for latest improved Nationals at the lowest prices. Address Dept. P, The National Cash Register Company, Dayton, Ohio, U. S. A.

Toronto Office, 6 Rossin Block, King Street, W.

Montreal Office, 1685 Notre Dame Street.

British Columbia Office, Vancouver.



No. 13

wholly consumed by its own people. Therefore, it is hard for American farmers and fruit growers to see wherein there can be any kind of reciprocity in these products alone. Now what has Canada got to offer in exchange for this large difference in her exports compared with her small imports of like articles?

Some say her fisheries are an offset. Now, if you were to talk with the large exporting houses of Halifax, St. John and British Columbia, they will tell you they need the United States market as badly as the people there need their fish; and beside this, the United States farmer would not think of trading his products for fish. No; what the farmer of the United States wants is to see an outlet for the products of the large manufacturing interests of the south, the east and the west, that he may be able to feed those masses of mechanics in those hives of industries. The great hills and rivers of the New England states are studded with tall chimneys, and their surroundings do not produce enough for their table sauces, but the great central and western states are able to grow all that they need, so that any country that could exchange a market for the manufactured articles of this country would find no difficulty in getting a reciprocity law for anything, even to agricultural products; but the Canadian tariff to-day not only protects against these manufacturers (to which there is no objection), but they prohibit by a high tariff thousands of articles manufactured here that are not manufactured in Canada. Now, if the Canadian people wanted to give some measure of reciprocity for their agricultural products, let them go to Washington with an offer to let in at 10 per cent. any article patented in Canada and not manufactured there, and these people would be willing to arrange reciprocity on those lines; but as long as Canadians persist in a prohibitory tariff with the avowed object of forcing the manufacture of all goods in Canada, or exclude them, just so long there can be no reciprocity with the United States.

There are plants in the United States that manufacture articles and goods that the consumption in Canada would never warrant the establishing of a plant there or of even a manufacturer already established in Canada in putting in the necessary tools and machinery to manufacture them. In this case where does Canada benefit itself by excluding the product by high tariff? On the other hand, with a small duty the country would get revenue, and no one would be injured, and a fair exchange of imports and exports could be arranged on that basis.

I can hardly expect that Canadian journals or newspapers will be willing to print any criticism from a United States stand-

point, but being a reader of your journal I take the liberty to send you this letter, and should be pleased to see it in print, and any answers that may come to it, as I am not biased either way, and should glory in seeing a just exchange of the products of the two countries based on equity.

Yours truly,

AMERICAN SUBSCRIBER.

New York, March 22, 1897.

THEY MAKE CHEAP CASH REGISTERS.

An imitation is never as good as an original. Particularly is this true of mechanical devices, in making which long experience, special machinery and skilled workmen cut so large a figure. Imitators

of well-known concerns, who seek to trade upon the good reputation of another, are surely also unscrupulous. They make claims which they cannot justify, and statements which are absolutely false.

The National Cash Register Co., of Dayton, Ohio, U.S.A., with offices at 6 Rossin Block, King street west, Toronto; 1685 Notre Dame street, Montreal, and at Vancouver, British Columbia, has met with this kind of competition at various times during its career. A favorite claim of this class of unscrupulous imitators is that the National Co. does not make cheap cash registers. This statement is shown to be untrue by the advertisement of the National Co., which appears in this issue, in which are listed detail-adding cash registers as low as \$40, with other registers of various kinds ranging from \$10 to \$375.



GALOPS CANAL

NOTICE TO CONTRACTORS.

SEALED TENDERS ADDRESSED TO THE UNDERSIGNED, and endorsed "Tender for the Cardinal Section of the Galops Canal," will be received at this office until 16 o'clock on Saturday the 17th day of April, 1897, for the works connected with the enlargement of the Galops Canal.

Plans and specifications of the work can be seen on and after the 31st day of March, 1897, at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the Engineer's office at Cornwall. Printed forms of tender can also be obtained at the places mentioned.

In the case of firms there must be attached to the tender the actual signatures of the full name, the nature of the occupation and residence of each member of the same, and further, an accepted bank cheque for the sum of \$150,000 must accompany the tender. This accepted bank cheque must be endorsed over to the Minister of Railways and Canals, and will be forfeited if the party tendering declines entering into contract for the work at the rates and on the terms stated in the offer submitted.

The accepted bank cheque thus sent in will be returned to the respective parties whose tenders are not accepted.

The Department does not bind itself to accept the lowest or any tender.

Contractors are specially notified that the condition requiring the works to be wholly completed by the 31st day of January, A.D. 1899, will be rigidly enforced and all penalties for delay exacted.

By order,

J. H. BALDERSON,

Secretary.

Department of Railways and Canals,
Ottawa, 20th March, 1897.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

(15)

HANBURY A. BUDDEN
ATTORNEY AND SOLICITOR

OFFICE FOR

Trade Marks
Etc

Patents MONTREAL.

WANTED Consignments of
BUTTER, EGGS & POULTRY

Quick returns guaranteed.

CHAS. J. GRAHAM, Produce and Commission Merchant
88 Front Street East, TORONTO.



DON'T BUY A refrigerator until you have seen the

EUREKA

It is built on scientific principles, and of best materials.

A catalogue will give you all details.

ADDRESS:
Eureka Refrigerator Co.
54 Noble Street,
TORONTO.



AN AUTOMATIC SELLING MACHINE . . .

To sell

Adams' Tutti Frutti

For full particulars, apply . .

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.

HALIFAX TRADE GOSSIP.

"BUSINESS is slack," seems to be the general utterance among wholesale men and jobbers. "Money is scarce," remarks everybody, but at the same time, if some person advertises a lot of trashy goods at cut prices, he can find lots of customers with the cash. Retail trade in some lines is fairly good, though business on the average is dull.

A Montreal paper recently computed the purchases of raw sugar by the Acadia Refining Co. at about 30,000 tons—quite a large amount of the article, but not so large when extended over several months, during which time it was being manufactured as received. Refinery prices are unchanged this week, although the market is reported stiffer abroad. The refinery is meeting with a good demand, but nothing to cause a rush.

Eggs are still "on the drop." To-day they can be purchased in Halifax in a jobbing way at 10c. per dozen by the case, which is the lowest figure ever known here at this time of the year. Dealers look for a further decline, and 8c. would not surprise anyone at Easter. Stocks are coming in freely from the surrounding country and also from P.E.I.

Cheese is an important article just now. It is both scarce and dear. As mentioned last week, nearly all the stocks are held by one firm—Smith & Proctor. The jobbing price to-day is 12½c. The wholesale quotation is 12c. Stocks here will soon be cleared up, and no cut in price is likely to take place before new stocks arrive.

Provisions are more encouraging. Chicago plate beef is quoted at \$13; Boston plate, \$12.50, and Canadian plate, \$10.50. P.E. Island mess pork is still quoted at \$12, and American clear at \$14 to \$14.50. Pure lard is worth 8c. Canadian side bacon is quoted at 10½c.

Canned goods are steady and dealers report an improved demand. Peas and corn are worth 70c.; tomatoes, 3rd, 75c.; peaches, 2's, \$1.80; 3's, \$2.65; pears, 2's, \$2.25; plums, \$1.50 to \$2; oysters, 1's, \$1.40; 2's, \$2.30; lobsters, 1's, \$1.25; "Log Cabin" beans, 2 lb., 90c.; American beef, 2's, \$2.60; 1's, \$1.50. Scotch lunch tongue is selling at \$3 per dozen for 1's.

There is very little doing in butter. Low grade dairy is selling as low as 10c. by the tub. Creamery tubs are worth 21c.

Large quantities of potatoes are being shipped to the West Indies. The local quotation is 40c.

Oats are jobbing at 31c.

The flour market is quiet. Quotations are about as follows: Ogilvie's Hungarian patent and Five Roses, \$5.15; Goldie's People's and Gilt Edge, \$4.85; Stockwell,

and equal grades, \$4.65; Obelisk, Kent and Sunbeam, \$4.40; 9 p.c. patents, \$4.30; straight grades, \$4.20.

The steamer Duart Castle brought 91 puncheons of molasses from Demerara, 3 from St. Croix and 100 bbls. from St. Kitts for G. P. Mitchell & Sons. She also brought 97 puncheons from Demerara for J. Taylor & Co. G. P. Mitchell & Sons received 1,369 bbls. and 130 bags sugar from St. Kitts on the same steamer.

C. H. Harvey received 100 bags coconuts from the West Indies this week.

The steamer Delta took a large cargo of fish to New York this week.

In my last letter I gave an idea of the tea market here. The article is still coming in freely. Everybody seems to be importing. A leading tobacconist received a large consignment this week. The steamer Halifax City, from London, which arrived on Sunday, brought 1,141 chests, 3,008 half-chests, 861 packages and 1,262 boxes. This is a fairly good cargo for one week. There is lots more coming.

Park, Blackwell & Co. are shipping dressed beef to Newfoundland.

DIRECTORS LIABLE.

THE following provisions in the bill respecting the incorporation and regulation of joint stock companies, now before the Ontario Legislature, will interest a large number of business men, affecting, as they do, liability for statements in prospectus. Section 99 of the bill provides:

When a prospectus or notice invites persons to subscribe or apply for shares, debenture stock, annuities on lives, or other securities as a company, incorporated under this Act, every person who is a director of the company at the time of the issue of the prospectus or notice, and every person who, having authorized such naming of him, is named in the prospectus or notice as a director of the company, or as having agreed to become a director of the company either immediately, or after an interval of time, and every promoter of the company, and every person who has authorized the issue of the prospectus or notice, shall be liable to pay to all persons so subscribing or applying on the faith of such prospectus, or notice, compensation for the loss or damage they may have sustained by reason of any untrue statement in the prospectus or notice, or in any report or memorandum appearing on the face thereof, or by reference incorporated therein or issued therewith, unless it is proved—

(a) With respect to every such untrue statement not purporting to be made on the authority of an expert, or of a public official document, or statement, that he had reasonable ground to believe, and up to the time

of the allotment or issue of the shares, debenture stock, annuities on lives, or other securities, as the case may be, did believe that the statement was true; and

(b) With respect to every such untrue statement purporting to be a statement by or contained in what purports to be a copy of or extract from a report or valuation of an engineer, valuer, accountant or other expert, that it fairly represented the statement made by such engineer, valuer, accountant or other expert, or was a correct and fair copy of or extract from the report or valuation. Provided always, that notwithstanding that such untrue statement fairly represented the statement made by such engineer, valuer, accountant, or other expert, or was a correct and fair copy of or extract from the report or valuation, such director, person named, promoter, or other person, who authorized the issue of the prospectus or notice as aforesaid, shall be liable to pay compensation as aforesaid if it be proved that he had no reasonable ground to believe that the person making the statement, report, or valuation, was competent to make it; and

(c) With respect to every such untrue statement purporting to be a statement made by an official person or contained in what purports to be a copy or extract from a public official document, that it was a correct and fair representation of such statement or copy of, or extract from such document, or unless it is proved that, having consented to become a director of the company, he withdrew his consent before the issue of the prospectus or notice, and that the prospectus or notice was issued without his authority or consent; or that the prospectus or notice was issued without his knowledge or consent, and that on becoming aware of its issue he forthwith gave reasonable public notice that it was so issued without his knowledge or consent; or that after the issue of such prospectus or notice, and before allotment or issue of the shares, debenture stock, annuities on lives or other securities thereunder, he, on becoming aware of any untrue statement therein, withdrew his consent thereto and caused reasonable public notice of such withdrawal and of the reason therefor to be given. 52 V., c. 34, s. 4.

DO YOU WANT

COCOANUT?

Packages or Bulk



If so, you want the best, that's

Schepp's

THE STANDARD COCOANUT

If your wholesale grocer cannot supply you refuse a substitute and drop us a card.

Prices and samples on application.

6-8 Bay St. — TORONTO.

MANITOBA MARKETS.

WINNIPEG, March 25, 1897.

STILL the snow and frost continue and still trade is more or less paralyzed thereby. The snow in the Dakotas is something phenomenal, and the train service is completely demoralized. This means that all classes of perishable goods reaching Winnipeg from southern markets are delayed. The oldest inhabitant, after the manner of that functionary, is prophesying floods and quoting precedents galore to back up the forebodings. The more cheerfully disposed are reminding one another that a similar winter preceded the enormous wheat crop of 1887, and though floods were anticipated then they never came. There is unquestionably a tremendous weight of snow in the country, and it is equally true that if it goes with a rush we will have a flood, but then it may not go with a rush, spring may open gradually, and the great snowfall, instead of flooding the country may only furnish a needed fertilizer for the wheat crop of 1897. If precedents go for anything the sevens are lucky years for Manitoba. Markets are, if possible, quieter this week than last.

SUGAR—Price unchanged, but market is a little firmer than last week.

CANNED GOODS—Same as last week. Tomatoes, best brands, \$1.85 to \$1.90; good seconds, \$1.80; peas, \$1.65 to \$1.75, according to brand; corn, \$1.60; beans, \$1.75; raspberries, standard brands, \$3.50; seconds, from 10 to 15c. per case less.

DRIED FRUITS—Unchanged, and market is exceptionally slow.

GREEN FRUITS—Extra qualities of apples are somewhat scarce, as no supplies have been received during the week, and the stocks on hand are considerably reduced. A fairly large supply of common fruit is still to be had at \$2 to \$2.50 per bbl., but the first-class grades still bring full prices quoted last week. Bananas and other goods of a perishable nature have been on the road from St. Paul for more than a week. We quote: Apples, Spies, \$3.75 to \$4; other lines, \$3 to \$3.50. Oranges, California navels, \$4.50 to \$4.75 per box; California seedlings, \$3.75 to \$4 per box; Messina lemons, \$1.50 to \$5; Cape Cod cranberries, frozen, \$5 to \$5.50 per bbl.; Malaga grapes, \$9.50 per keg; bananas, \$2.75 to \$3.50 per bunch.

CALIFORNIA EVAPORATED FRUITS—Show no change in price and very little movement as to quantity.

COFFEE AND TEA—Both remain unchanged.

PROVISIONS—Hams and bacon without change.

BUTTER—There is practically at this writing no fresh butter in the market.

Country merchants report they are paying 20 to 22c per lb., and are not receiving enough for their local trade. The amount of butter received in this city during the winter has been considerably under the usual figure. Why this is so has not been quite satisfactorily determined. Dealers at the present moment are getting 14 to 16c. for tubs of good dairy, and rolls, if really first-class, would bring the same price, but such as are offered bring about 1c. lower. On Saturday butter was retailing at 25c., and the supply by no means is equal to the demand.

EGGS—Are this week coming in more freely from the south and are being offered at 19c.

CHEESE—Stocks here are about cleared out and none is coming in. Price is quoted at from 9½ to 10c.

LARD—Same as last week.

CEREALS—The prices same as last week. Stock on hand is large and market easy.

FISH—A good deal of fresh fish will be carried over in the refrigerators. Prices generally are as follows: Haddies, 8c. per lb.; whitefish, 4 to 5c.; Lake Superior trout, 9c.; pickerel, 3 to 4c.; salmon, 12c.; halibut, 12c.; cod, 8c.; haddock, 8c.

HOW TO MAINTAIN PRICES.

For many months past we have heard the complaint, which is common to all, of prices so low as to be wholly unremunerative, says American Silk Journal. We are told, "Yes, we are selling a few more goods," or, "It is true that we have taken some additional orders," but the next word is in regard to the awful prices, which have nothing in the way of profit.

It would seem that there should be some remedy for this evil. European manufacturers do not, as a rule, make or sell goods for their amusement. Why should it be done here, month after month? The foreigner simply stops production when he reaches a point where there is no money in running his factory, and that is an example we would do well to follow.

Such a course would prevent over-production and price-cutting, and would ensure a healthy market and something like uniform values for meritorious goods.

But nothing of importance in this way can be effected without organization and fair and honorable dealing among members of the manufacturers' guild.

Manufacturing in anticipation of orders, is, however, much less common than formerly; recent bitter experiences are still too fresh in the minds of mill owners. In this respect the leading domestic manufacturers lean more than ever toward a safe conservatism, and approximate more nearly to the methods of their foreign competitors.

VALUE OF A MINUTE.

NAPOLEON, who knew the value of time, remarked that it was the quarter hours that won battles, says an exchange. The value of minutes has been often recognized, and any person watching a railway clerk handing out tickets and change during the last few minutes available must have been struck with how much could be done in these short periods of time.

At the appointed hour the train starts and by-and-bye is carrying passengers at the rate of 60 miles an hour. In a second you are carried 29 yards. In one twenty-ninth of a second you pass over one yard. Now, one yard is quite an appreciable distance, but one twenty-ninth of a second is a period which cannot be appreciated.

Yet it is when we come to planetary and stellar motions that the notion of the infinite divisibility of time dawns upon us in a new light. It would seem that no portion of time, however microscopic, is unavailable. Nature can perform prodigies, not certainly in less than no time, but in portions of it so minute as to be altogether inconceivable. The earth revolves on her axis in 24 hours. At the equator her circumference is 25,000 miles. Hence, in that part of the earth a person is carried eastward at the rate of 509 yards per second. That is, he is moving over a yard, whose length is conceivable, in the period of one five-hundred-and-ninth part of a second, of which we have no conception at all.

But more, the orbital motion of the earth round the sun causes the former to perform a revolution of nearly 600,000,000 miles in a year, or something less than 70,000 miles in an hour, which is more than 1,000 miles a minute. Here, then, our second carries us the long distance of about 19 miles. The mighty ball thus flies about a mile in the nineteenth part of a second.

CANNED GOODS IN BALTIMORE.

The canned goods situation in Baltimore at the close of last week is thus reviewed by T. J. Meehan & Co.: "There seems to be a slight improvement in the canned goods market here, but it is very slight so far. The continued advance in lima beans is an encouraging feature, and there is a small increase in the orders received every day for jobbing lots of assorted goods, which embrace nearly every article in the list. Once business in canned goods resumes its usual activity there are several other articles which may advance as rapidly as lima beans have. Tomatoes are unchanged, and the prices are the same as we have quoted for the past two weeks. It is surprising how strong they are under the continued dullness in the market. That very fact gives buyers confidence in them. Peaches, pineapples, lima beans, string beans and peas, besides tomatoes and corn, were the active articles during the past week. Up to this time, there is absolutely nothing doing in tomatoes or corn for 'future' delivery."



OUR . . .

**“VICTORIA” BRAND
JAPAN TEA (Registered)**

Is the best value ever offered on the market for so low a price. . . .

Write for sample and price. It will pay you.

LAPORTE, MARTIN & CIE. IMPORTERS Montreal

They are all Coming
to Them



CEYLON TEAS

Why ?

Because they are

Pure
Healthful
Clean
Economical
and
Profitable

ST. JOHN'S WINTER PORT.

THE St. John (N.B.) Board of Trade held a meeting on Thursday, 18th inst., which was of more than usual interest. Primarily the meeting was called for the purpose of presenting the president, Mr. W. S. Fisher, with an address, but aside from this pleasant phase of the occasion, most interesting data regarding the development of the winter trade of the port was submitted.

Among those present were: Mayor Robertson, Senator Dever, Alderman Milidge, W. H. Thorne, J. A. Belyea, W. M. Jarvis, D. J. McLaughlin, J. S. Knowles, S. Schofield, J. E. Irvine, D. W. McCormick, D. R. Jack, Alderman McPherson, W. G. Scovil, E. L. Rising, Fred W. Daniel, Warren Fairweather, T. H. Estabrook, C. S. Shaw, H. B. Schofield, R. T. Hayes, Alderman Waring, P. S. MacNutt, J. J. Bostwick, Alderman J. E. Wilson, F. A. Dykeman, R. B. Emerson, C. E. Laechler, H. A. Harvey, John Sealy, John Montgomery, Major Markham, J. A. Likely, W. E. Raymond, H. A. Doherty, W. F. Hatheway, H. P. Timmerman, E. N. Abbott, S. D. Scott, Alderman Daniel, Alderman McGoldrick, Thos. F. White, George F. Baird, James Hannay, T. H. Hall, H. C. Tilley, J. F. Merritt, H. P. Hayward.

After Mr. Fisher had been requested to resign the chair to Vice-President D. J. McLaughlin, the latter read the address which was couched in appreciative terms of the zeal and energy which Mr. Fisher had exhibited in the interests of the port of St. John and the Board of Trade.

MR. FISHER'S REPLY.

Mr. Fisher said the kindness of the board overwhelmed him. He felt he did not deserve this eulogy. But he had done his best as a member and as president of the board, and always felt that its work was very important. He wished that more of the citizens than are at present were of the same mind. If they became members they would very soon come to realize how important and valuable its work is. While over the border recently he had had two things in mind—winter port and tourist travel—and had sought to gain what information he could that might be of benefit. At Portland, Me., President Boothby and Secretary Rich, of the Board of Trade, had been exceedingly kind. It was worth noting that Portland, with 45,000 people, had over 400 active members in its board, besides 150 members of merchants' exchanges, or nearly 600 in all, compared with about 150 in the St. John board. There are no less than 52 Boards of Trade in Maine, with 2,700 members, and there is also a state board meeting twice a year. They work to-

gether shoulder to shoulder, and what they take in hand generally goes through. The Portland board issues a monthly magazine widely circulated, and keeping them all in touch. As to Portland harbor, the Federal Government has decided to spend \$800,000 there, and this, he was surprised to learn, without being asked either by the City Council or Board of Trade to do so. Congress was fully alive, from the national standpoint, to the necessity of holding the Canadian trade through that port. There was a hint in this for Canadian powers that be. As to tourist travel, Portland has fine attractions, but he believed St. John and vicinity have greater. There is a mine of wealth at our doors that only needs to be developed. One railway had spent \$125,000 to advertise Maine as a summer resort. We have equal opportunities with Maine. Tourist travel has brought \$12,000,000 to Maine. Mr. Fisher dwelt on the great advantages of New Brunswick and the importance of making them known. He would take occasion to lay before the Tourist Association a lot of information he had secured relative to this matter. Speaking of the coming U. S. tariff, he said we had no reason to feel despondent. It might prove a blessing in disguise. He quoted from the Trade and Navigation Returns to show how greatly our trade with Great Britain had increased in proportion to our trade with the States. There was, he thought, no cause for discouragement. In conclusion he thanked the board for its address, and paid a high compliment to the ability of the gentlemen forming the council of the board.

EXPORTS OF GRAIN AND PROVISIONS.

Secretary Ira Cornwall read the following communication from Mr. Sutherland, of the C.P.R.:

St. JOHN, N.B., March 15, 1897.

My Dear Mr. Cornwall,—I am leaving to-day for Cape Breton and regret that it will be impossible for me to return to St. John in time to be present at the reception the members of the Board of Trade are tendering to W. S. Fisher, their president. It would have given me very great pleasure to have been with you on this occasion.

As Mr. Fisher has given the business interests of St. John so much of his valuable attention, I know that a few figures showing the success of our winter port traffic will be appreciated by him and other members of the Board of Trade.

Below I give a summary of the exports handled through West St. John this winter up to the 11th inst.:

Flour.....	154,609 sacks
Bran.....	33,353 "
Oatmeal.....	19,362 "
Apples.....	14,254 bbls.
Cheese and butter.....	45,961 pkgs.
Provisions.....	23,271 "
Live stock.....	9,930 head
Grain—	
Wheat.....	146,552 bush.
Oats.....	279,537 "
Barley.....	33,846 "
Rye.....	34,627 "
Corn.....	111,694 "
Peas.....	211,486 "
Flax.....	58,695 "
Buckwheat.....	7,825 "
Total.....	875,262 bush.

This does not include 76,650 bushels on tracks on A division, 211,290 bushels in elevator, making in all a grand total of 1,163,202 bushels.

I remain, yours truly,
J. N. SUTHERLAND,
General freight agent.

Ira Cornwall, secretary Board of Trade, St. John, N.B.

Mr. Cornwall also stated that Robert Thomson had sent his regrets at not being able to be present, and stated that steamship lines his firm represented were well satisfied with the port of St. John and their treatment there. Jas. F. Robertson, Hon. Wm. Pugsley and D. W. Campbell, of the Beaver Line, also sent regrets. A letter was read from W. H. Dayton, a Salem, Mass., railway passenger agent, asking for framed pictures of St. John, and adding that he hoped to send a lot of people this way next summer.

J. E. Irvine stated that every steamer of the Beaver Line had gone away full from St. John, and they would carry out their full programme of sailings; securing the big steamship Assaye, with larger capacity, was equivalent to additional sailings. Having to pay cartage on local goods from the west side was a drawback, being equal to 2s. 6d. per ton. This made Boston competition for local trade very keen. Boston, Halifax, Portland, but especially Boston, were our competitors. At Boston they have big steamers and are bound to have freight. "We have some drawbacks to contend with. We want to make our port facilities as cheap as possible. In Boston the charges are light. Merchants should back up the local lines, even if they have to pay a little higher rate. Even if some local business has gone by us, it could be fairly claimed that the direct lines have done well. If we have the facilities the business will grow from year to year."

WINTER PORT BUSINESS.

S. Schofield read the following comparative statement of this year's business compared with last. He said the figures for this year were accurate, because they knew what steamers had to come, and would come during the balance of the season.

Winter Season, 1895-6—		
	Steamers.	Tons.
Beaver Line, Liverpool.....	13	33,957
Furness Line, London.....	17	25,423
Donaldson Line, Glasgow.....	6	9,795
Pickford & Black, West Indies...	36	69,175
	6	7,053
	42	76,228
Winter Season, 1896-97—		
	Steamers.	Tons.
Sailed.....	31	64,643
To arrive.....	17	33,483
	48	98,126
Steamers.		
	Tons.	
Beaver Line, Liverpool.....	15	42,084
Furness Line, London.....	12	20,122
Donaldson Line, Glasgow.....	10	10,160
Head Line, Belfast.....	5	8,144
Head Line, Dublin.....	5	6,258
Aberdeen Line, Aberdeen.....	1	2,328
Pickford & Black, West Indies...	48	98,126
	8	8,036
	56	106,162

The shipments to the United Kingdom this winter show an increase of 42 per cent. over last year. The average time in port of the steamers is seven days, which, in the winter season, cannot be considered as a bad record. Mr. Schofield said that when the accident occurred on the west side there was a feeling among steamship men that it might be risky to send all the steamers that were scheduled to come here. Had they all come on time there would have been some difficulty in handling them. But two steamers were lost, the French line did not come, and the Aberdeen boat has not yet come. As it happened, all those that have come have got good despatch. Of course another winter there would be greater facilities. He would suggest to the council that before deciding on plans for berths, etc., they consult with the steamship men, both local and Montreal men, as to probable style of steamers coming here in future and the facilities required. There must be length of wharf and depth of water for large vessels. While some berths 350 to 400 feet might do, there should be other berths 500 feet long, with 30 feet of water. If the Government changed its plan with regard to its present largest subsidy it might not be very long before these very large steamers would be coming here. The experience of steamship men is that small steamers will not be able to live. While the business here has been

42 per cent. larger than last year, rates have not been satisfactory. The steamers have suffered severely from the competition of rival ports. But if they could survive last winter and this winter's experience in rates and still feel hopeful, then there would be every ground for saying the winter port would be a success. He felt that the citizens should not be too critical of the steamer lines. It was not good policy. The trouble and losses met were quite serious, and it might be much easier to discourage these lines than to get others to take their places. He said this advisedly. Difficulties have developed. The competition of Boston is a very serious one. When trade has been running in certain channels for years and years it is difficult to change it. As to the new wharves, every berth should have connection with the elevator. Not to have it so would be absurd.

Mayor Robertson was next called on, and, in behalf of the Council, extended thanks to the board for the invitation to this meeting. His Worship eulogized Mr. Fisher, and spoke in high terms of the Board of Trade. Coming to the winter port question, he alluded to what had been done in former years leading up to the present achievements, and spoke of the increase and satisfactory handling of freight this winter. We must, he said, sink all differences and stand shoulder to shoulder in face of competitors

with greater financial and other advantages, and not rest till St. John is the fixed winter port of Canada, at least for freight traffic. His Worship outlined the negotiations with the C.P.R. and work on the west side up to the time of the land slide and since. Before that the C.P.R. had agreed to give \$50,000, and after it they gave an additional subsidy equal to between \$15,000 and \$20,000, or enough to cover the actual loss. This action had led him to feel that the C.P.R. had waked up to the importance of St. John as a winter port. Without the C.P.R. it would be impossible at this stage to make a success of the winter port. There was no use in disguising that fact. And the City Council, he was pleased to say, had the very earnest and hearty co-operation of the C.P.R. at present. They were working together, and that without the Council slackening for an instant its grip on the city's interests. His Worship gave a summary of the expenditure on the west side, and pointed out that, added together, the various expenditures on the part of the city reached the sum of \$431,752.23. All it received was \$50,000 from the Provincial Government. Deducting this, there is \$381,752.23 to represent the city's outlay. He would venture to say that no city in Canada had done as much in one direction at the expense of the taxpayers. They were justified in doing it. But, said His Worship, the time has now come when, in the interest of the taxpayers, we cannot ask them to expend any more money on this national undertaking. For it is national.

FAC SIMILE OF CASK LABEL.



PURNELL'S

PURE
PLAIN and SPICED

MALT VINEGARS

FOR PICKLING and TABLE USE.

Brewery, Bristol, England.

AGENTS

Montreal—J. M. KIRK, Imperial Buildings, St. James St.

Toronto—J. WESTREN & CO., 61 Colborne St.

Hamilton—W. H. GILLARD & CO., Wholesale Grocers.

Winnipeg—A. STRANG & CO., Portage Avenue.

Vancouver, B.C.—C. E. JARVIS & CO., 101 Holland Block.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. H. SIMPSON, grocer, Waterloo avenue, Guelph, has assigned to Charles Dunbar, of the same town.

H. Rigby, general merchant, Little Glace Bay, N.S., has assigned.

The creditors of Geo. S. Johnston, general merchant, Ottawa, will meet 2nd prox.

A. W. Hoard, general merchant, Hoard's Station, has assigned to W. R. Mather.

J. Masson, jr., general merchant, Danville, has assigned to Lamarche & Benoit.

F. W. J. Glasscock, general merchant, Marleton, Que., has obtained an extension.

John McNaughton, general merchant, Goderich, has assigned to R. G. Reynolds.

David Kilgour, general merchant, Morden, Man., has compromised at 65c. on the dollar.

H. McReady, general merchant, New Liverpool, Que., has compromised at 33½c. on the dollar.

Geo. Turcotte, general merchant, St. Julie, Que., is offering to compromise at 50c. on the dollar.

John Allan & Son, general merchants, Windsor, N.S., are offering to compromise at 20c. on the dollar.

J. R. Ayr, general store and tanner, Sackville, N.B., is offering to compromise at 30c. on the dollar.

The creditors of the C. A. Liffiton Co., Ltd., coffees and spices, Montreal, will meet on the 30th inst.

Morse Daignault, general merchant, Ste. Etienne de Beauharnois, has compromised at 50c. on the dollar, cash.

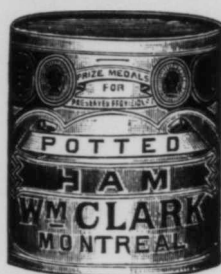
Charles McArthur, general merchant, Durham, has assigned and is offering to compromise at 70c. on the dollar.

J. B. G. Millette, general merchant, St. George de Windsor, Que., has assigned to Kent & Turcotte. He is offering to compromise at 25c. on the dollar, cash.

White & Co., general merchants, Sault Ste. Marie, have assigned to J. G. Hay, Toronto. The statement of affairs of the estate shows a deficit of about \$2,000 on assets of \$8,000.

The offer of 50c. on the dollar made by E. B. Smith, liquor dealer, London, will probably be accepted by the creditors, as the offer is secured. The liabilities are \$20,000 and nominal assets, \$17,500.

James Millen & Son, general store, Sterling, have assigned to F. B. Parker. They were interested to the extent of several hundred dollars in McMaster & Co. Some months ago they made a settlement with

**Keep up with the times**

and handle goods that will sell themselves

CLARK'S CORNED BEEF

With Patent Key Attachment

SOLD BY ALL WHOLESALERS

W. CLARK, Montreal

their creditors at 70c. on the dollar. The present firm were burnt out a couple of years ago.

PARTNERSHIPS FORMED AND DISSOLVED.

Paquette & Cie., liquid blue, Montreal, have dissolved.

L. R. Vellemarre & Cie., tobaccos, Montreal, have dissolved.

Casey & Co., grocers, Seaforth, have dissolved; W. Casey continues.

G. W. C. Davidson & Co., groceries and seeds, Hantsport, N. S., have dissolved; C. W. C. Davidson continues.

G. G. Steele and H. Morton, of St. Thomas, have formed a partnership to carry on business as dealers in fruits.

McLean & McIntosh, general merchants, Liverpool, N. S.: new partnership formed by G. S. McLean and C. V. McIntosh.

E. Galvin and J. L. Collins have formed a partnership to carry on business in Capelton as general merchants under the style of Galvin & Collins.

SALES MADE AND PENDING.

P. Kennedy, general merchant, Hastings, is advertising business for sale.

J. B. Burnett, grocer, St. Louis de Mile End, is offering business for sale.

The business of J. S. Trites, general merchant, Sussex, N.B., is advertised.

The stock of J. B. Bourcier & Co., grocers, Ste. Cunegonde, Que., has been sold at 35c. on the dollar.

The general stock of John King, general merchant, Fort William, is to be sold by auction 31st inst.

The stock of F. P. Grenier, general merchant, Ancienne Lorette, has been sold at 52½c. on the dollar.

The assets of A. E. Pelissier, general merchant, St. Francois du Lac, have been sold at 65½c. on the dollar.

CHANGES.

A. Collin, grocer, Montreal, has sold out.

W. M. Rae, grocer, Toronto, has sold out to Sarah M. Dutton.

J. M. Thompson, formerly of Holland's Mills, Que., has opened a general store at Sault Ste. Marie.

Frank Mitchell has opened a general store in Arthur.

S. S. Rychman has opened a grocery store in St. Thomas.

C. L. Robertson, fruits, St. Thomas, has sold out to G. G. Steele.

James Hamilton has opened a general store in High Falls, Que.

E. A. Lilly, grocer, St. Thomas, has sold out to C. L. Robertson.

A grocery store has been opened in Masson by John Rheame.

D. Dunberry, grocer, Montreal, has moved to Ste. Cunegonde.

W. S. Borden, grocer, Hamilton, has sold out to Clara J. Swales.

E. Deslongchamps & Co. have started a grocery business in Montreal.

James Hill, general merchant, Ospringle, has sold out to John Robinson.

Importers' Tea Co. (Adam Weiss, proprietor) has started business in Ottawa.

E. Morrissette has opened a grocery store in Montreal. So has Michael Slattery.

McGinn & Abbott, general merchants, Kazabazua, Que., have started business.

Drouin & Trudelle, general merchants, have commenced business in Abenaquis, Que.

J. G. Davidson, general merchant, Fitzroy Harbor, has removed his stock to Kilmaurs.

H. F. Honsberger, general merchant, Preston, has sold out to Nelles & Fitzpatrick.

Charles K. McLellan, general merchant, Tatamagouche, N.S., has sold out to True-man McLellan.

McKenzie & Campbell, general merchants, Kirkfield, have been succeeded by J. E. G. Campbell & Co.

Elie Hutchins, grocer, Carleton Place, is giving up business. So is Janet McDonald, groceries and teas, of the same place. Wm. Salter is, however, opening a grocery store in Carleton Place.

DEATHS.

John McFadden, grocer, Hamilton, is dead.

ARTICLES WANTED.

AS WE ARE ABOUT STARTING ROASTING coffee, we are in need of a roaster. Parties having one for sale will kindly advise Sutherland & Campbell, Winnipeg, giving price and capacity. (15)

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

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

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

WESTERN Incorporated 1851.
ASSURANCE COMPANY

Fire and Marine

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

Head Office: TORONTO, ONT.

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

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

IF YOU HANDLE OR USE . . . **SALT** LET US KNOW YOUR WANTS.

No trouble to give information, samples and prices.

VERRET, STEWART & CO. - MONTREAL, Que.

TRY A PACKAGE OF OUR "CLUB HOUSE"

A Perfect blend of the finest

INDIA and CEYLON TEAS

For which we are sole agents in America.

It will please your customers.

J. F. RAMSAY & CO.

Wholesale Importers 14 and 16 Mincing Lane
TORONTO

PUREST AND BEST



Windsor Salt

ALWAYS GIVES SATISFACTION

and costs no more than inferior brands of salt.

For Sale by all Wholesale Grocers.

WINDSOR SALT CO. Ltd., Windsor, Ont.

A Reliable Grocer

will never offer an imitation of a genuine original article ; he would sooner lose the sale. When you are asked for **CREAM SODAS** only offer the original and genuine, which are made by the

Toronto Biscuit & Confectionery Co.

A. W. PORTE.

7 FRONT STREET EAST, TORONTO.

S. R. PARSONS.

Crown Brand (Robert Greig & Co.)—

1 oz. Bottle, per doz.	0 90
2 " " "	1 50
2 1/2 " " "	2 00
3 " " "	3 00
4 " " "	3 50
5 " " "	4 00
6 " " "	5 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

FLUID BEEF.

JOHNSTON'S, MONTREAL.

Fluid Beef No. 1, 2 oz. tins	3 00
No. 2, 4 oz. tins	5 00
No. 3, 8 oz. tins	8 75
No. 4, 1 lb. tins	14 25
No. 5, 2 lb. tins	27 00
Staminal—2 oz. bottles	3 00
4 oz. " "	6 00
8 oz. " "	9 00
16 oz. " "	12 75
Fluid Beef Cordial—20 oz. bottles	15 00
Milk Granules, in cases, 4 doz.	6 00
Milk Granules with Cereals, in cases, 4 doz.	5 8

FRUITS.

FOREIGN. per lb.

Currants—Provincials, bbls.	0 04%	0 04%
" " " "	0 04%	0 04%
" Filiatras, bbls.	0 04%	0 04%
" " " "	0 04%	0 04%
" Patras, bbls.	0 05	0 05%
" " " "	0 05	0 05%
" cases	0 05%	0 05%
" Vostizzas, cases.	0 06	0 08
Blue Pearls.	0 08	0 08%
Dates, Hallowee boxes (new)	0 05%	0 06
" " " "	0 07%	0 00
Figs—Eleme, 10 oz.	0 09	0 12
" " " "	0 11	0 13
" " " "	0 13	0 16
" taps	0 03%	0 04%
" natural, boxes.	0 07	0 07
" ditto, bags.	0 04%	0 04%
Prunes—Bosnia, cases	0 06	0 07
" Bordeaux.	0 04%	0 06%
Raisins—Valencia, off stalk.	0 05	0 05%
" Fine, off stalk	0 05%	0 06
" Selected	0 06%	0 07
" Layers	0 07%	0 07%
" Sultanas	0 07	0 10
" Cal. Loose Muscatels	0 07%	0 08%
" 50 lb. bx., 3 & 4 cr.	1 60	1 80
" Masaga	2 20	2 65
" London Layers.	2 25	3 50
" Black Baskets.	2 25	2 75
" Blue Baskets.	3 50	4 00
" Choice Clusters	5 75	6 00
" Dehesa Clusters	5 75	6 00
" Non Plus Ultra	5 75	6 00
" Imperial Bunches	5 75	6 00
" Russian Clusters	5 00	5 50

DOMESTIC.

Apples, dried, per lb.	0 02%	0 03
" evaporated.	0 73	0 04
Split Peas	3 25	3 50
Put Barley	3 25	3 50
Pearl Barley, XXX, 40-lb. pkt.	2 00	

ROBINSON'S BARLEY AND GROATS.

Patent Barley, 1/2 lb. tins	1 25
" " " "	2 25
" Groats, 1/2 lb. tins	1 25
" " " "	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.	85	90
1 " " Red,	90	95

COX'S

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

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—

50 to 60 dy basis	2 15
40 dy	2 20
30 dy	2 25
20 16 and 12 dy	2 30
10 dy	2 35
8 and 9 dy	2 40
6 and 7 dy	2 55
5 dy	2 75
4 dy A P	3 15
4 dy C P	2 55
3 dy C P	3 75

HORSE NAILS—

Canadian, dis. 50 per cent.

HORSE SHOES—

From Toronto, per keg 3 60 |

SCREWS—Wood—

Flat-head iron, 80, 10 and 10 p. c. dia.

Round-head iron, 75, 10 and 10 p. c. dia.

Flat-head brass, 7 1/2, 10 and 10 p. c. dia.

Round-head brass, 7 1/2, 10 and 10 p. c. dia.

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

1st break (25 in. and under) 1 35 |

ROPE—Manilla

Sisal	0 08	0 08%
	0 06%	0 06%

AXES—Per box

	25	9 00
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SHOT—Canadian, dis, 17 1/2 per cent.

HINGES—

Heavy T and strap	0 03%	0 04%
Screw, hook and strap	2 50	3 60

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

25 lb. irons	5 15
No. 1	4 77 1/2
No. 2	4 35
No. 3	4 02

TURPENTINE—

Selected packages, per gal.	0 44
2c. extra outside points.	

LINSEED OIL—

Raw, per gal	0 43	0 44
Bolled,	0 46	0 47
2c. extra outside points.		

GLUE—Common per lb

	0 07%	0 08
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INDURATED FIBRE WARE.

THE E. E. EDDY CO.

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

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz.

Frank Magor & Co., Agents.

range Marmalade	1 50	
Cher Jelly Marmalade	1 80	
Strawberry W. F. Jam	2 00	
Raspberry " "	2 00	
Apricot " "	1 75	
Black Currant " "	1 85	
Other Jams	1 55	1 90
Red Currant Jelly	2 75	

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

LICORICE.

YOUNG & SMYTHE'S LIST.

5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks) per box.	1 25
" Ringed " 5 lb. boxes, per lb.	0 40
" Acme " Pellets, 5 lb. cans, per can.	2 00
" Acme " Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu 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.

Wetley's Condensed, per gross, net

	\$12 00
--	---------

WINES, LIQUORS AND MINERAL WATERS.

CHARD, JACKSON & CO., MONTREAL, AGENTS.

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

MUSTARD.

COOLMAN'S OR KEEN'S.

Square Tins—		
D. S. F., 1 lb. tins	per lb.	\$0 40

" 1/2 lb. tins	0 42
" 3/4 lb. tins	0 45
Round Tins—	
F. D., 1/2 lb. tins	0 25
" 3/4 lb. tins	0 27 1/2
" 4 lb. jars, per jar	0 75
" 1 lb. " "	0 25
" 4 lb. tins, decorated, p.t.	0 80

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 10	Sugar Bowl	22 30
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
Dall-y's Mustard, 1/4 lb. tins, 4 doz. in case, per doz.	1 00
Dalley's Superfine Durham Mustard, bulk, per lb.	0 12
1/2 lb. tins, 4 doz. in case, per doz.	0 65
1/4 lb. tins, 2 " " "	1 20
1 lb. jars, per doz.	2 40
4 lb. " " "	7 80
1/2 lb. glass tumblers, 2 1/2 c. bottles, per doz.	1 25
1 gallon tins, per gal.	2 50
Celery Salt, 2 oz. bottles, silver tops, per doz.	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz.	1 75

RICE, ETC.

Rice—		
Standard "B"	per lb.	per lb.
" "	0 03%	0 03%
Patna	0 04%	0 04%
Japan	0 05	0 05
Imperial Seta	0 03%	0 04%
Extra Burmah	0 06%	0 06%
Java Extra	0 06%	0 10
Genuine Carolina	0 06%	0 06%
Grand Duke	0 03%	0 05%
Sago	0 03%	0 05%
Tapioca	0 03%	0 05%

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartoons	0 05%
Canada Laundry	0 04%
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 16%
Benson's Satins, 1-lb. cartoons	0 07%
No. 1 White, bbls. and kegs	0 04%
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 7%

KINGSFORD'S OSWEGO STARCH.

40-lb. boxes, 1 lb. pkgs.	0 08
SILVER GLOSS (6-lb. boxes, sliding covers (12-lb. boxes each crate)	0 08%
PURE—16-lb. boxes	0 07
OSWEGO 40-lb. boxes, 1-lb. packages	0 07%
CORN STARCH	0 07%

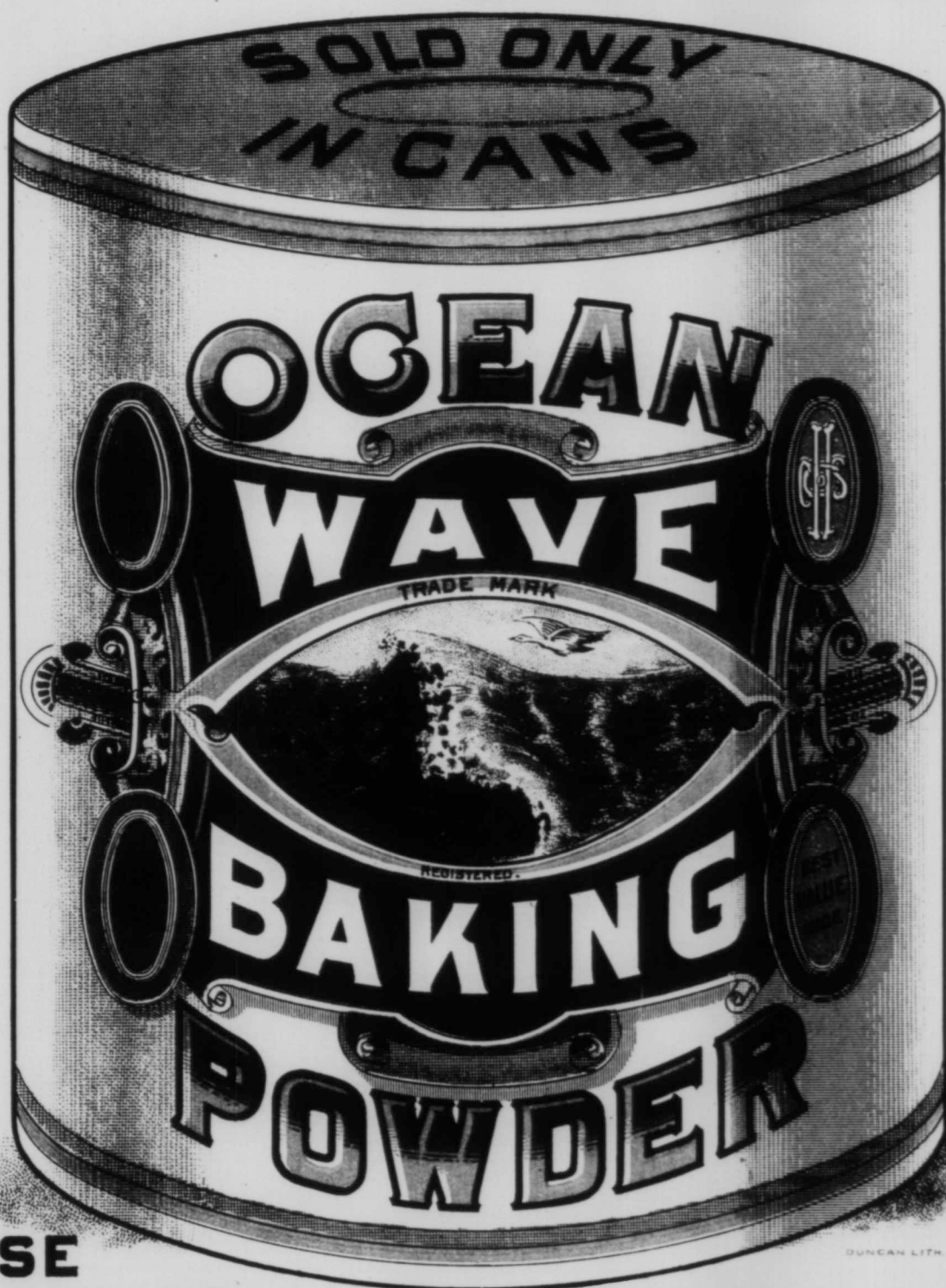


FOR THE

LIGHTEST

WHITEST AND

SWEETEST CAKES



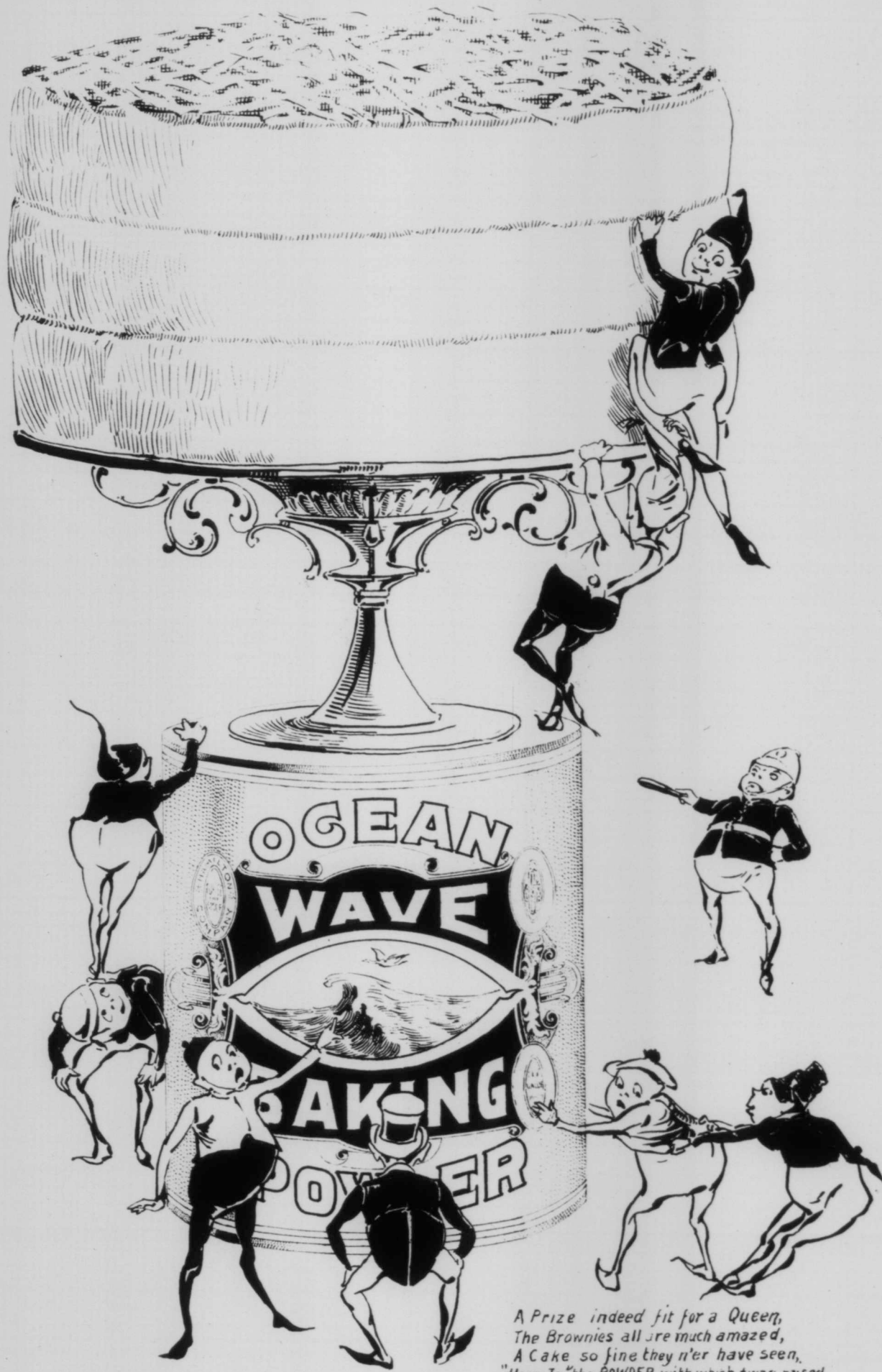
USE

OCEAN WAVE BAKING POWDER

PLEASES EVERYBODY

MANUFACTURED BY
HAMILTON COFFEE & SPICE CO
HAMILTON

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A Prize indeed fit for a Queen,
The Brownies all are much amazed,
A Cake so fine they n'er have seen,
"HeresTo" the POWDER with which twas raised.

**BRANTFORD
STARCH**

"NEVER TURN A WHEEL" WITHOUT IT
CAN'T YOU SELL?

PEERLESS
MACHINE OIL

Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you send for samples and prices.

The QUEEN CITY OIL CO., Ltd.
Samuel Rogers, President. Sole proprietors, Toronto, Ont.
30 Front Street East.

DURABLE PAILS AND TUBS.



TRY THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by
Chas. Boeckh & Sons, Toronto.
H. A. Nelson & Sons, Montreal.

Oakville Basket Co.,
MANUFACTURERS OF



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

For sale by all Woodware Dealers

Oakville, Ont.

Recommend your customers to

Study Economy



Everybody considers it a luxury to use Johnston's Fluid Beef, and so it is, but when it can be bought in 16 oz. bottle for \$1.00 it is also economical.

**Johnston's
Fluid Beef**

16 oz. Bottle.
\$1.00.

The Dry Goods Review

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



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The Dry Goods Review and
The Canadian Grocer

\$3.00

Send for Samples.

THE DRY GOODS REVIEW

TORONTO

. . . . MONTREAL

Established 1780.

Walter Baker & Co., LTD.

Dorchester, Mass.
The Oldest and
Largest Manufacturers of



**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

on this Continent.

No Chemicals are used in their manufacture.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful, a great favorite with children.

Buyers should ask for and be sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.,
Dorchester, Mass.



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.

THE "GENUINE"



Is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass. . . .



HEAT WILL NOT BREAK IT.



EVERY CHIMNEY NICELY WRAPPED AND LABELLED.



There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" Lead Glass Chimney.



COWANS, KENT & CO., - TORONTO

The Standard of Excellence

Is an enviable record for any product to attain, and as applied to Gelatines is synonymous with



KNOX'S GELATINE

The Only Pure Gelatine Made.

It received the highest medal at the World's Fair for strength, purity and good flavor. My reputation and my capital stand back of my Gelatine, and I authorize grocers to guarantee satisfaction or money back.

MAKES 2 QUARTS JELLY

Write for Liberal Offers.

Agents—

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

C. B. KNOX,
 JOHNSTOWN, N. Y.

The Hilliard House, Rat Portage

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

STONEWARE

QUALITY THE BEST. PRICES RIGHT. TRY US.



HART BROS. & LAZIER
 Belleville, Ont.

Send for price list. Mention GROCER.

Feathers! We Buy Them

All grades; Goose, Hen, Duck and Turkey; give the highest market price

AND PAY CASH

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

ALASKA FEATHER & DOWN CO.

290 Guy St., Montreal.

EPPS'S COCOA

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

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

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

Special Agent, C. E. COLSON, MONTREAL

For

10 cents

We will mail you a valuable little book on

BUYING SELLING AND HANDLING OF TEA

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

The MacLean Publishing Co.

26 Front St. West, Toronto.

CHARLES F. CLARK. EDW. F. RANDOLPH
 PRESIDENT. TREASURER

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY, PROPRIETORS
 Executive Offices,
 NOS. 279, 281 AND 283 BROADWAY, NEW YORK

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

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

TORONTO OFFICES—McKinnon Building
 Cor. Jordan and Melinda Sts.

THOS. O. IRVING, Superintendent.

Oakey's

'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

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

Wellington Mills, London, England

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JOHN FORMAN, 650 Craig Street MONTREAL