

**PAGES
MISSING**

PUBLISHED
EVERY
FRIDAY

CIRCULATES
IN EVERY
PROVINCE

THE CANADIAN GROCER AND GENERAL STOREKEEPER



QUALITY..



When a salesman talks price to you

Ask him about QUALITY

When he talks quantity . . .

Ask him about QUALITY

When he talks merit to you . . .

Ask him about QUALITY

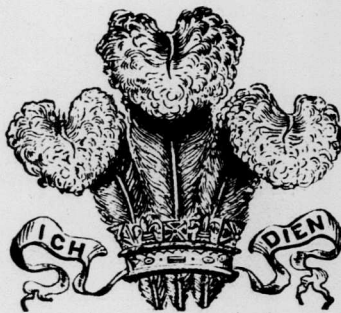
That's the _____

STRONG POINT

in

Colman's Mustard

BY
SPECIAL
APPOINTMENT



TO
H. R. H., THE PRINCE OF WALES.

PEEK, FREAN & CO.

Hold Twenty-One Royal Appointments

and their Biscuits, Cakes, etc., have been awarded

Twenty-Seven Medals.

Out of hundreds of varieties of Biscuits we would direct
your special attention to

CHAS. GYDE, Agent,
MONTREAL.

CHERRY
VENICE
FLORENCE

WAFERS

CHERRY
VENICE
FLORENCE

Corn Brooms

BROOMS

STANDARD BRANDS

"ORCHARD"
"SUNSHINE"
"CROWN"
"GEM"
"HEALTH"
"LA BELLE"
"HARBOR"
"TRAVELLER"

Wash Broom, Broom, Silver
and Floor Broom.

Large Variety. Low Prices.

Always available
and in stock.

WHISKEYS

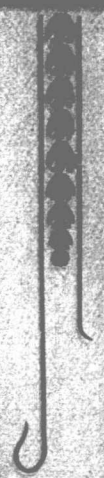
H I S K S

The H. A. Nelson &
Sons Co., Limited
59 to 63 St. Peter Street
MONTREAL

Toronto Sample Room:
45 and 47 Front St. West

Corn Whisky

Order Salt



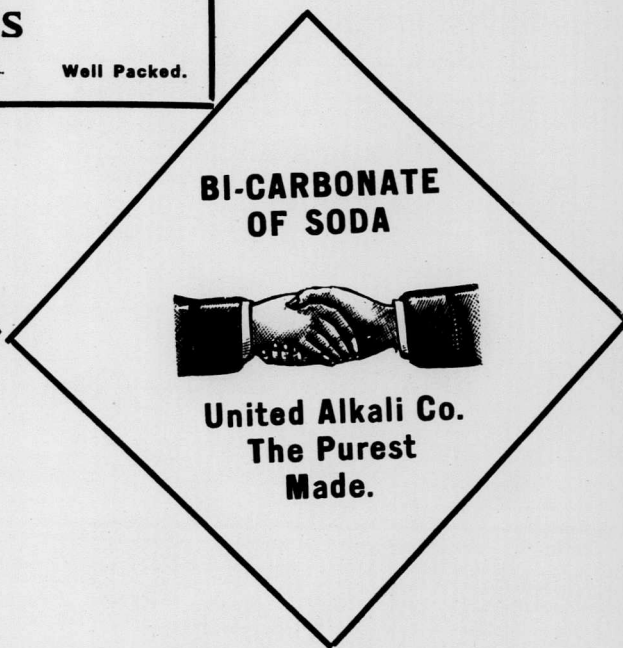
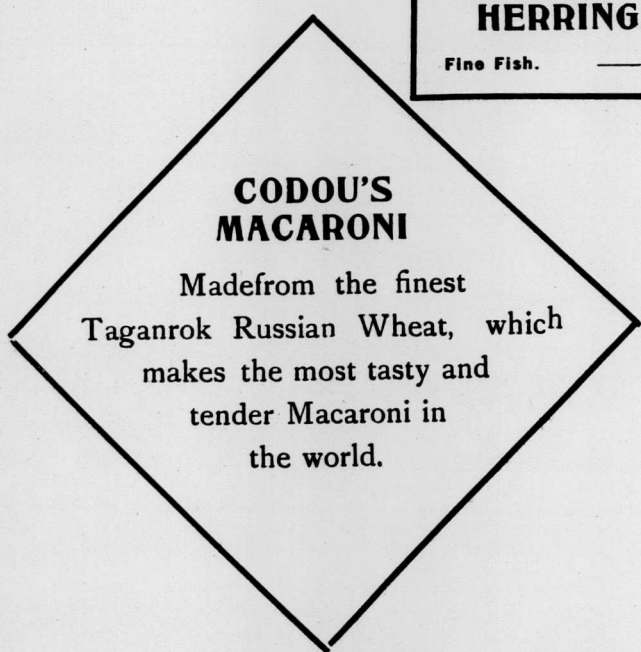
Stocks at our various
 ample and in excellent
 promptly as there are
 cars. Later on we
 for ourselves and
 have to re-order
 spring business
 their orders

We are
 supply
 Dairy

R. A. J.

GOODS THAT SELL

is what every live grocer wants—not goods which stay on the shelf. Some goods may be put up in a very fine style, but the finest looking goods in a grocer's eyes are those which sell quickest and turn over his money the most often.



You can't keep these goods on the shelves---they sell themselves.

A. P. Tippet & Co., General Agents, **Montreal.**

Most
Excellent
Coffee



A pure, high-grade berry at a popular price.

Trial Order Solicited.

Canned Salmon.

All the best brands in stock.

Prices Right.

WARREN BROS. & CO.
TORONTO.

THE
SIRDAR'S
REGISTERED



MOCHA

Makes the most delicious cup of coffee obtainable.

Any Person selling or putting up Imitations lay themselves open to Prosecution.

For Sale in 1 and 2 lb. tins by all Wholesale Grocers.

ACME MILLS, 126 & 128 QUEEN STREET, MONTREAL

An Opening
for
Canadian Produce.

A well-established Manufacturing Company in Manchester, with an extensive connection, including over 10,000 customers amongst the grocers and provision dealers in Great Britain, is open to take up, as sole consignees, certain lines of CANADIAN PRODUCE AND CANNED GOODS OF FIRST-CLASS QUALITY.

Address— HUGON & CO., Limited
PENDLETON, MANCHESTER, ENG.

DON'T
FORGET

Silver Dust
Soap Powder.

THE
BEST
...
PROFIT
QUANTITY
QUALITY

Silver Dust Mfg. Co.. Hamilton

"Fine Feathers"

May

"Make Fine Birds"

but fine packages and colored pictures do not make fine Breakfast Foods, not even if the price *is* high. The finest Rolled Wheat in Canada is Tillson's Molina—the fineness is in the Wheat itself, and the price is strangely low, for a reason however—*it is sold in bulk.*

A box that costs one cent often adds five cents to the cost of the Wheat—from the manufacturer's point of view. You can buy Molina Rolled Wheat (a rich, delicate, nourishing, Flaked Breakfast Food) in barrels of one hundred pounds, sacks of ninety pounds or kegs of fifty pounds. Remember, "fine feathers" do not always "make fine birds." Write us for samples and prices on

*Molina
Rolled Wheat.*

THE TILLSON COMPANY, LIMITED,
Tilsonburg, Ont.

The
10c. "Pharaoh"
and the
5c. "Pebble."

These are my two leaders in a 5c. and a 10c. Cigar—leaders in quality, workmanship and price. There is better quality in both of them than any other Cigars in Canada that retail for the same prices, and I am prepared to prove this statement to your satisfaction, or to apologize publicly for making it, and I am absolutely sure that I won't be asked to apologize.

Aren't some more wide awake grocers going to take me up on my offer of that "trial order," at my expense?

J. Bruce Payne,
Cigar Mfr.,
Granby, Que.

MADE IN CANADA.



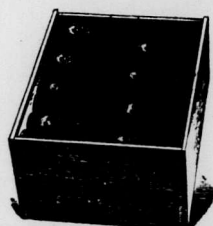
No grocer can be too particular of the goods he offers his customer. The success of his business rests largely on the policy pursued in this respect. In the matter of marmalades, now in season, no mistake will be made if he recommends to his customers

"STERLING"
BRAND
MARMALADES

These have stood the test of time, and make friends wherever known. They cultivate the "come back" customer.

T. A. LYTLE & CO.

124-128 Richmond Street West,
TORONTO.



LICORICE ..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2 1/2 lb. boxes. Write for illustrated catalogue.

OUR LATEST NOVELTY—
BLOW PIPES, 300 TO BOX
Styled, TRIPLETS.

YOUNG & SMYLLIE

Established 1845. BROOKLYN, N.Y.

FIFTY-EIGHT YEARS AGO



J. D. CARR, founder of the firm
was appointed, by special warrant,

CARR & CO., LIMITED

BISCUIT MAKER TO H.M. THE QUEEN

BY AUTHORITY

This warrant we still hold.

Some of our Present Specialties are:

CARR & CO., Limited

Agents for Canada:
FRANK MAGOR & CO, 16 St. John St., Montreal.

For British Columbia:

C. E. JARVIS & CO., Vancouver, B.C.

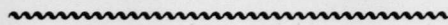
CARLISLE, ENGLAND.

CAFE NOIR
CAFE AU LAIT
WINDSOR WAFERS
BUFFET WAFERS
DERBY

FINGER CREAMS
GINGER FLAKES
CRACKNEL
LEMON CREAM
ROYAL, ETC

CEYLON AND INDIA ...TEAS...

BLACK OR GREEN.



The former have already displaced China Congous. The latter are wanted by every up-to-date grocer; but all in sight have been bought by the Salada Co., who are impatiently awaiting further shipments.

Beware of imitations or substitutes claiming Ceylon origin—wolves in sheep's clothing.

WM. MACKENZIE,

Tea Commissioner

For Ceylon Government.

They Pay Their Bills!

That customer of yours who is not particular to get the best for his money usually thinks he is lucky if you give him credit at all. The chances are that he doesn't intend to pay his bill, so he's not going to be fussy about the quality of the goods he gets.

The most persistent users of Jonas' Flavoring Extracts are the most particular customers that a grocer has, and they pay their bills because **they strive to get the most for their money.**

Jonas' Flavoring Extracts

and hold the trade of **particular customers.** Which would you rather have—the customer who pays his bills promptly or the one who doesn't? attract

Jonas' Flavoring Extracts are rich, pure, strong—they have been the favorite for over thirty years. They will never spoil a woman's baking—a very little of them yields a rich, natural flavor that is true to the fruit, flower or spice it represents. The particular customers "who pay their bills" stick to the name "Jonas" steadfastly.

Henri Jonas & Co., Mfrs.,
Montreal.



SALMON!

— We have a large stock of the best grades :

CLOVER LEAF, MAPLE LEAF, CORN FLOWER,
LYNX and LOWE INLET RED SOCKEYE, and
GOLDEN NET COHOES.....

W. H. GILLARD & CO., Wholesale Grocers, **Hamilton, Ont.**

You can't be deceived,


about **YARDLEY'S TRANSPARENT SOAP**, if you take the precaution to look for the letter "Y."

Each tablet is, by a patent process, branded indelibly all the way through with letter "Y" and it is impossible to obliterate it during use. Pass this information on to your customers.

It is **THE PUREST AND BEST IT IS POSSIBLE TO MAKE.** "Y"

YARDLEY & CO'S
Agents

GREIG MFG. CO.
Montreal.

Here's your safeguard 

Essence of Coffee

You want
the best.

Order



Rose & Laflamme
Agents MONTREAL.



Batty & Co.

ESTABLISHED 1824.

LONDON.



OLIVES
AND
PURE
OLIVE
OILS.



INDIAN
CURRIES
AND
CHUTNIES.

Makers of High-class

PICKLES
OF
ALL KINDS.



SAUCES
OF
ALL KINDS.

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

PUBLISHED
EVERY
FRIDAY

THE
CANADIAN GROCER
AND
GENERAL
STOREKEEPER

CIRCULATES
IN EVERY
PROVINCE

VOL. XIV

TORONTO AND MONTREAL, MARCH 16, 1900

NO. 11

GETTING CLERKS INTERESTED.

BY ROBERT L. SMITH.

NOT all clerks can be interested to the same extent, and it is a very hard matter for any man to feel the same interest and responsibility for a business that the proprietor feels unless he has at some time been the proprietor of a business himself. You have to travel a road to become acquainted with its windings.

Yet, it is not possible for many to have this advantage in training. This article will not admit of discussing the qualities the clerk should possess. This is left to your better judgment and the material at hand. But, by all means, get the best that can be had. If your business will not admit of a good man at a good salary, it certainly will not admit of a poor one at a small salary. No economy in that.

I once knew a man who was conducting a successful business. He employed, perhaps, 15 clerks regularly, and more during busy seasons. He began to economize, he called it, by laying off good salesmen and putting cheaper and, of course, less competent ones in their places, making a saving (?), he said, of several dollars per week, and for a while his sales seemed to keep up. He figured he was in this difference in salary, and regretted that he had not done that sooner.

How did it work? As the weeks went by he found he did not need all the help he had, though it was cheap, and it became necessary to let them out one by one, until his business had drifted to where he only needed five or six. He was in a dilemma. The bird had flown. He had reaped the results of good clerks at good salaries, and

poor ones at cheap salaries. Low price gets a poor clerk, as it does most other things. He moved to another town, wiser by his experience, and with a determination, he said, "to employ the best help ever afterwards."

This proves that cheap help doesn't take the interest in your business necessary to its success. We take it for granted that you have the best clerks; you pay them satisfactory salaries. Now to the point. "The vital question," Brother Buckley calls it, "how can you get them to take the same interest in your business they would take in one for themselves?" Good treatment is a necessary adjunct to a good salary. Study your clerk; study yourself, to the end that there may exist a kind of kindred feeling of good-will and harmony between proprietor and clerk. You can serve no man faithfully if there is a continual discord between you.

To this end—

Don't antagonize your clerks in all they do.

Don't break your promises or suffer yourself to overlook one you have made to your clerks, no matter how small. Now, clerks, erase the word "clerk" in the above two "dont's," and insert the word "boss," and it is suited to yourselves.

Don't be afraid to show your appreciation of your clerk's services by word or action. If he has the proper ambition it will stimulate him to further your interest, and he'll find real pleasure in it, for he will know it will be appreciated. A proprietor once remarked to me, nodding toward a young man in his employ, "There is the best

worker and business boy I ever saw, but," he said, "I never tell a clerk these things when I think so; it won't do, it ruins them, it gives them the big head, and they begin to feel they know more about the business than I do. They soon think they are indispensable, and want more money."

He would address his clerks in the imperative, that would remind you of driving oxen, and reprimand them in the presence of customers for some trivial act of no consequence. His idea was to keep the clerk cowed and in ignorance of his real opinion of him for the reasons he above has stated. The essence of all, "for fear he would want more money." This young man soon drifted to more pleasant quarters, likewise the trade of this proprietor.

The service a clerk gives depends largely upon the social treatment and the confidence you place in him. Don't think because you pay him a good salary he is your automaton. Encourage your clerks to make suggestions, and emulate those firms which offer cash prizes to their clerks for the best written article on subjects relative to their business.

The giving of commissions on sales has its advantages, and cannot be overlooked by the progressive grocer. A good line of teas, coffee, extracts, baking powder and many other things a grocer can sell will admit of a good profit on which he can allow the clerk $\frac{1}{4}$ to 5c. on each sale, according to the profit they bear, in addition to his salary. It will bring about a spirit of enthusiasm among your clerks and each will strive to see who will sell the most of these goods, as much for the distinction of winning as for the commission they get. It will tend to increase your sales many fold on these items.

I knew a merchant who gave his clerks

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH

IN **CAKES**  **IN TINS**

WELL KNOWN AND RELIABLE. **DURABLE**
3000 TONS SOLD

DUSTLESS, LABOR SAVING,
BEST IN THE WORLD. **GUARANTEED TO THE TRADE**

Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

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

½ c. on each package of coffee of a certain brand they sold. When he commenced this practice he was selling of this brand three to five cases weekly; in a few months he had a standing order for 15 cases weekly, and often sold more. One record-breaking month showed 80 cases sold. A single clerk would sell 150 to 250 packages per week. The sharing of profits at the end of the year has proven a success with many large manufacturing and mercantile establishments, but with the average grocer and business man the profits are uncertain and often small, and as he has no surplus fund set aside to meet losses and equalize dividends on off years, there can be no inducement to an enterprising salesman to work for a percentage of the profits that may never be declared.

Two young men in the employ of the same firm asked for a raise in salary at the first of the year. They were offered a percentage of the profits or a percentage on their sales, on condition they do extra work at nights, payable at the end of the year. The firm had made handsome profits the previous year. A took the percentage offered in profits; B took the 1 per cent. offered on sales. The year rolled away. The inventory showed no profits. B had sold \$20,000. The essence of it all—pay your clerks good salaries. It's to your interest to use the premium plan to work certain lines more successfully. Let there be congeniality between clerk and proprietor.—Grocery World.

COLD STORAGE IN QUEBEC.

The Quebec Government has completed its bill regarding the encouragement of cooperative cold storage companies.

It provides that any five persons may establish a company for the purpose of promoting cold storage for fruits, dairy products, animal products, canned goods, evaporated or dried vegetables and similar products.

The Lieutenant-Governor-in-Council may

give to these companies grants of one-fifth of the cost of the construction of the building. No grant, however, will exceed \$500. No grant will be made for five years after the passing of the act. No grant will be made to any company whose building is not examined and found satisfactory by the Commissioner of Public Works.

PROFIT MAKING IN 1899

EVEN the superficial observer of business conditions must admit that practically all lines of business were conducted on a profitable basis last year, although in some quarters the impression prevails that the iron and steel industries were the largest sharers of the fruits of widespread prosperity. In the main this belief is true, but enormous profits were not confined to the iron trade in 1899. Evidence of this statement is furnished in a compilation by a leading New York City banker and published in the New York correspondence of The Philadelphia Ledger.

The statement shows the business of sixty leading houses in fifteen trades and fourteen different States, in the territory extending from New York to Colorado and from Georgia to Minnesota. The trades represented are wholesale and retail dry goods, wholesale groceries, tobacco, cigars, silks, hardware, furniture, packing, gloves, clothing, leather, cloaks, collars and cuffs and boots and shoes. These firms have an aggregate capital of \$122,432,000, an average of \$2,156,000 for each firm. The net profits in 1899 amounted to the enormous sum of \$35,225,000, an average of \$617,000 for each firm. The rate of profit was 28 6-10 per cent.

Commenting on these profits the correspondent says: "There can be no question of the accuracy of this exhibit, and it is, to say the least, amazing. It reveals the prosperity of the country in a shape that everyone will understand and appreciate. There isn't a stock and bond sold

on the New York Stock Exchange which pays an annual dividend or interest equal to this. With the exception of the Carnegie Company, the Standard Oil Company, three or four trust companies and a few mining companies, there are no corporations doing business in the United States which yield a return on money invested equal to these mercantile houses. Think of earning over 28 per cent. a year, when money can be borrowed on call in Wall street at 2 to 2½ per cent., and when Government bonds are selling on the basis of 1½ per cent. a year."

THE DURIAN HABIT.

Visitors to some of the Philippine Islands where it grows will surely acquire the durian habit. This fruit is described as smelling of rotten onions; but when it is once tasted it is preferred to all other food. The natives give it honorable titles, exalt it and make verses on it. The durian grows on lofty trees, is round and about the size of a cocoanut. It is thickly covered with spines. The interior consists of fine cells, each filled with an oval mass of cream-colored pulp, embedded in which are two or three seeds the size of chestnuts. This pulp is of the consistency of a stiff custard with the flavor of almonds intermingled with other flavors that suggest cream cheese, onion sauce and brown sherry. It is neither acid nor sweet nor juicy, yet the absence of these qualities is not regretted, and the more one eats of it the less inclined he feels to stop. Wallace says of it that "to eat durians is a new sensation, worth a voyage to the East to experience." The fruit cannot be preserved for transportation except in salt. Then it acquires an odor so disgusting that no European can tolerate it. It is like the persimmon in that it has to be dead ripe to be enjoyed. Therefore only in those that fall from the trees at the moment of perfect maturity is found the fascinating quality that makes the durian the king of fruits.—New York Sun.

WE NOW OFFER _____

IMPERIAL Twin Bar Soap.
CAMEO Twin Bar Soap.
SNOW White Floating Twin Bar Soap.
KLONDIKE Fancy Bar Soap.

— ALSO —

CASTILE White or Mottled Twin Bar.
OATMEAL Twin Bar.

SEE PREMIUM LIST OF 56 PAGES.

LUCAS, STEELE & BRISTOL,

**WHOLESALE
GROCCERS**

Hamilton.

JAMES TURNER & CO.

are offering bargains preparatory to taking stock
first March of small lines of

**Ceylons, Indians, China Blacks,
Young Hysons, Japans**

to close out at prices that will surely tempt buyers.

James Turner & Co., Hamilton.

GRAND MOGUL **BAKING POWDER**
"Is Pure Powder"

Equal to the best American at half the price.
A quick seller. A trade-winner and good profit.

AGENCIES—
Montreal Winnipeg
Toronto Vancouver

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

TEAS

Japans, Young Hysons, Indians and Ceylons.

(Quality the best.) PRICES RIGHT.

THOS. KINNEAR & CO.

Wholesale Grocers.

49 Front Street East, TORONTO.

HINTS TO BUYERS.

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.

CANNED salmon in car or round lots is offered at special figures by The Eby, Blain Co., Limited.

Malt breakfast food is a good seller, and can be had from H. P. Eckardt & Co.

John J. Fee has some fine September cheese which he is offering at a reasonable figure.

L. Chaput, Fils & Cie., Montreal, have 1,400 boxes of Sultana raisins that they are offering at a very low price.

H. P. Eckardt & Co. are selling the finest Hallowee dates, in 1 and 2-lb. packages, packed assorted in a case.

The Eby, Blain Co., Limited, are drawing special attention to their "new process" cleaned and stemless currants.

Canned raspberries and strawberries are being offered by H. P. Eckardt & Co. at prices that will interest buyers.

"Anchor" Japan—plenty of it and brisk sales, due to its excellent draw and attractive air-tight package is the report of The Eby, Blain Co., Limited.

W. H. Gillard & Co. report the arrival of "Royal" salad dressing, pints and half-

pints, packed one and two dozen in a case. One dozen samples free with each case.

The Eby, Blain Co., Limited, are filling all orders for their "honey syrup" in barrels, half barrels, kegs and pails, freight prepaid, promptly on receipt.

L. Chaput, Fils & Cie., Montreal, are sending out a number of porcelain cups to dealers with each lot of their "Owl Chop" brand of tea.

"Standard," "Belfast," "Recherche" and "Queen's" blends of Ceylon, with "Kolona" pure Ceylon tea in packages, have no superior, say The Eby, Blain Co., Limited.

L. Chaput, Fils & Cie., Montreal, call special attention to their large assortment of Valencia raisins. They will send samples to anyone dropping them a post card.

A full range of fish on hand with W. H. Gillard & Co., including Labrador herring in barrels and half-barrels, split herring in barrels and half-barrels, whitefish, trout, boneless fish, boned and skinned cod, etc.

The "Salada" Tea Co. have 2,100 chests of Ceylon tea on the steamships Maria and Kerachie, both of which arrived in New York last week from Ceylon. There were some fears for the Maria, as she was 10 days overdue. It turns out that she encountered tempestuous weather.

BUTTER AND CHEESE NOTES.

Cole's Dairy Co. is starting business in Ottawa.

F. J. Ballentyne has sold his cheese factory at Howlett, Ont., to T. T. McDougall.

The Alma Dairy Co., Limited, of Toronto, has been incorporated with a share capital of \$10,000.

A meeting of the creditors of L. Gilbert, manufacturer of butter tubs, D'Israeli, Que., has been called for to-day (Friday).

J. C. Manzer has bought the bonded warehouse building at Andover Station, N.B., from Mayberry & Rogers, and has converted it into a creamery.

GROCERS OPPOSING EARLY CLOSING.

On Monday evening the Toronto retail grocers opposed to early closing met in Richmond Hall and organized the Retail Grocers and Provision Merchants' Protective Association. The following officers were elected: President, H. Lindsey; vice-president, W. Armstrong; secretary, W. T. Purvis; treasurer, Wm. Black; financial secretary, W. Heyd. A committee was also appointed to work in conjunction with Messrs. McMurrich, Coatsworth & Hodgins, who have been instructed by the association to take steps towards fighting the by-law.



Skin Deep Beauty--

How much is it worth?

Some imitations of **IMPERIAL CHEESE** look nice on the outside—that's because they are made to resemble our package as nearly as possible.

But your customers will not buy an article merely because it looks nice—it's quality they want and it's quality they know they will get when they purchase Imperial Cheese.

A. F. MacLaren Imperial Cheese Company,
TORONTO. LIMITED.

IN STOCK



FISH

Labrador Herring
No. 1 Split Herring
Scaled Herring
Boneless Fish
Quail on Toast
Pure Cod

CLOSE PRICES.

THE DAVIDSON & HAY, LIMITED

36 YONGE STREET, TORONTO.

PURE GOLD PEOPLE ENJOY THEMSELVES.

THE Pure Gold people, as those connected with The Pure Gold Manufacturing Co., Limited, of Toronto, are known, held an "At Home" at McConkey's parlors on Friday evening, March 9. I have been at most, if not all, of the similar functions which have come off under the auspices of the Pure Gold people, but that of Friday last transcends each and everyone of its predecessors. And that is saying a great deal, for all have been successful.

I was not there on pleasure bent, at least only incidentally. Like Mrs. Solomon Smith, I was just "looking on." But I enjoyed myself nevertheless, and thoroughly.

The first part of the evening's enjoyment was brought off in the concert hall, where an excellent programme was presented. There was singing by well-attuned voices, readings by elocutionists, and Highland flings and Irish clog dances by the Gardiner children (a girl and a boy). Had no other entertainment been provided, the concert had both quality and quantity for one evening's enjoyment for anyone with a reasonable appetite. But the concert was merely a foretaste. It was but the crumbs from

the table of enjoyment which the munificence of The Pure Gold Manufacturing Co., Limited, had provided.

Above the concert hall is the enchanting ballroom, to which the ladies and their escorts repaired at the conclusion of the concert; in fact, some, I noticed, began to slip away in that direction just before the last number on the programme was presented.

The orchestra was stationed in the balcony, immediately above the entrance. Here, with a few other "wallflowers," I ensconced myself. Without any unnecessary delay the music was soon going, and so were the feet of the dancers below. The scores upon scores of electric lights which studded the ceiling and fringed the dome in the centre of the room looked down upon as pretty a scene as anyone could wish to see, as the ladies, with their prettily-colored gowns, with rhythmic precision went through with their dark-coated and red-coated partners the figures of the various dances, for a few of the "soldiers of the Queen" were numbered among the guests. It is a score of years since my dancing days, but the fever was soon upon me, and it was only the fear that I might be a little "at sea" prevented me from asking one or more of the ladies to allow me to place my name on their cards opposite one or more of the dances.

About midnight supper was announced. And here again the arrangement was excellent. Tables for four couples up to half a

dozen or more couples were laid in the dining-room, where the menu served was fully in keeping with the other first-class arrangements which The Pure Gold Manufacturing Co., Limited, had spared neither pains nor money to provide. After supper dancing was again resumed, and kept up till — well early in the morning.

There was only one thing to be regretted, and that was the absence of Mr. Robert Jardine, the president of The Pure Gold Manufacturing Co., Limited, who was kept away through indisposition. But the guests suffered not thereby, for Mr. R. A. Donald, the manager of the company, assisted by Mr. Litster, was too solicitous to allow anything like that to be possible.

CATALOGUES, BOOKLETS, ETC.

BOWSER'S OIL TANK.

Since the self-measuring oil tank made by S. F. Bowser & Co., Fort Wayne, Ind., U. S., was introduced in Canada, it has excited much interest and comment because of its practical utility and its simplicity, and has been sold largely in many sections.

The makers of this tank have just issued a small booklet describing in detail their various styles and the methods of installing and using them most economically. The booklet is concise, telling its story in brief but interesting style. The illustrations alone would make the booklet a useful one. It well worth writing for.



ADVICE....

may not always be acceptable, but you will find the advice to sell UPTON'S MARMALADE will prove both acceptable and profitable.

By advising your customers to try it you will please them and benefit your own trade.

Sold by all jobbers in
1-lb. glass jars and 7-lb. wood palls.

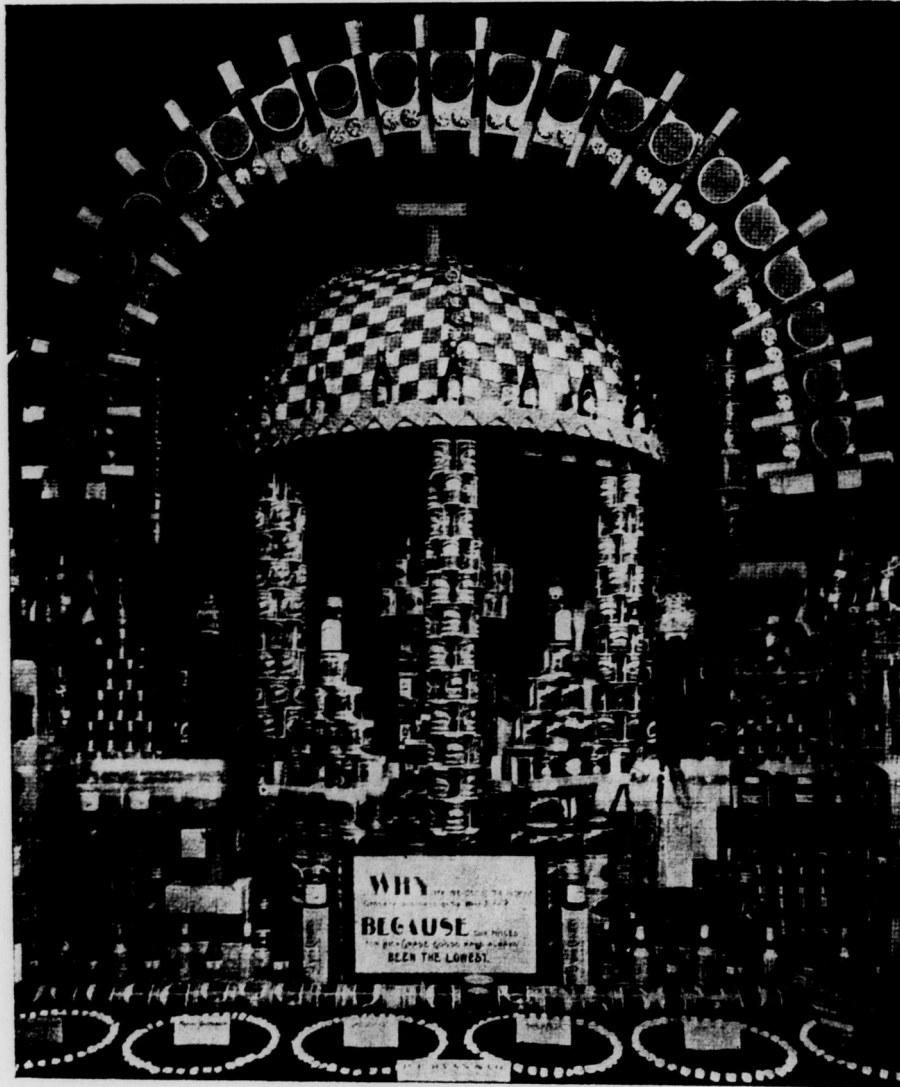
A. F. MacLaren Imperial Cheese Co., Limited, Toronto.

SELLING AGENTS.

GROCERY WINDOW TRIMMING.

COMMENCING with this number THE GROCER intends enlarging and re-arranging the columns devoted to window trimming. At least once a month it will endeavor to present a page or a page and a half of interesting and profitable reading matter along with an illustration or drawing of a good grocery display. We invite our readers to contribute articles and opinions on this subject. THE GROCER

do not make an attractive window trim. This is a big mistake. Grocery windows can be made as attractive to the passer-by as the dry goods trims. A lady will stop in front of a tempting grocery display every time. As a rule, grocery windows in Canada are nearly all trimmed alike. There is that sameness wherever one looks. This is what causes the grocery windows to appear unattractive. The live, up-to-date grocer



will be pleased to reproduce in this section any photograph of a grocery display that has received special mention or comment. We will also be pleased to answer any question or give all information pertaining to window trims. We purpose making this department interesting to grocers and trust our remarks will prove satisfactory to grocers' interests.

Many grocers have the idea that window trimming is all right in the dry goods business or other lines of merchandise, but owing to the nature of staple groceries they

should give his window displays every attention and try to have something original every week. Windows should be changed every three or four days. A good attractive show can sometimes remain in the window for a week and still be a drawing card. There is money for the groceryman in well trimmed windows. Some may differ and say there is not. One merchant advertises, saying, "Pay no attention to expensive show windows, but come to our store where you will find goods without the expense of show windows tacked on." Another reads,

"We don't need any handsome window displays, the people come to us knowing we have the best line of goods in the town." Another concern says, "Others carry all their goods in their windows. We carry them inside, etc." These are the ludicrous wails of those back-numbers who don't know how or won't bother themselves to get up respectable trade-winners in the shape of good windows. These "old-timers" think these arguments are affective with the public, but it is easily guessed that their wails are caused by the people flocking to the stores where goods are appealingly displayed and where everything is up-to-date in the arrangement of the interior and outside. Grocery merchants are beginning to profit by the experiences of the dry goods and fancy goods houses and are being slowly convinced that there is money in a well trimmed widow.

Price tickets play an important part in every grocery trim. Everything should be well ticketed. In fact, a good elaborate trim is robbed of its money-making effectiveness unless well ticketed.

The most profitable way I think to make grocery windows pay is to make displays of one thing at a time. This idea if tried for a month will convince any grocer of the fact. A display consisting of a little of everything is not worth much. Try this idea for a month and see if it won't pay, viz.: Take a line of canned goods at one price; arrange them as stocky in appearance as possible so as to give the passer-by the idea of large quantity of same. Put a well-worded ticket with the price in large type in a prominent place in centre of display, reading for instance:

FRESH CANNED VEGETABLES,
PEAS, TOMATOES OR BEANS,
3 FOR 25C.

Leave this display in, say, three days, or, if the sales from same are good, leave it in a day or two longer. Then take another line (at one price if possible), say a line of bottled goods. These make a very attractive show. Ticket this well and results will be good if arranged attractively. Then, after this has had a showing, make a window of, say, wheat cereals. Then, say, one of fruits which make an exceedingly attractive display, and these goods afford means for devising dozens of original schemes in display.

The point I mean to illustrate is individuality. One line at a time nicely displayed and well ticketed is far the better way and results from individual displays exceed by far those of a conglomeration of everything that confuses the eye.

Grocers' windows should have attractive

We Sell Soap!

"A GENTLE REMINDER"
 THAT IF YOU WANT SOAP
 TO SELL THAT CONSUMERS
 WANT TO BUY, STOCK UP WITH

"CAMEO"

"IMPERIAL"

"SNOW"

The finest Soaps for
 the Household and
 Laundry.

The most attractive
 Soap Premium List
 now being distributed.

Don't wait for public demand—be in readiness for it.

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

WHOLESALE GROCERS,
 MANUFACTURERS, IMPORTERS OF TEAS

TORONTO.

backgrounds. These should be either mirrors or cloth. The common everyday backgrounds are anything but attractive. A good display requires a pretty backing to set it off, the same as a photograph. There are hundreds of different ways of making pretty backgrounds. One in particular is made by taking inch strips and making a pretty lattice work the same size as back of window. Have it painted or enameled white or some pretty light shade. Later on, in future editions, I will illustrate backgrounds for grocers' windows. One thing of great importance is cleanliness. A dirty pane of glass makes the goods displayed appear old and unclean. Have the

window thoroughly clean inside and out. I have seen some elegant grocery trims nicely arranged and up-to-date in every way but their beauty was spoiled by a dirty pane of glass or a dusty corner, and in some cases cobwebs here and there. These do not help the display any, especially when the goods are eatables.

The accompanying illustration is a good one of an up to date grocery window display. The background is a solid piece of $\frac{1}{2}$ -inch boards covered over with red felt. Empty packages are tacked on over it in artistic shapes. The dome is easily made of bent strips and cotton, and tea biscuits are laid on over it by means of a pin through

each biscuit. In the front of glass different blends of tea are shown in circles of loaf sugar; coffee beans form the outside. The effect of this window is very stocky, which is essential in all grocery trims. One thing is lacking, viz., price tickets. Every line should have been neatly ticketed and this would have made the trim doubly attractive. Prices appeal to a customer and always make the goods appear good value.

A joint stock company has been organized in Stratford, Ont., for the purpose of making and selling grain and stock racks. The racks will be made for the company by Wettlaufer Bros., Stratford.

The John L. Cassidy Co.

Limited.

St. Paul Street, MONTREAL

Wholesale Crockery, China and Glassware.

A Few Pointers to Our Friends:

All prices have advanced at the factories of China, Glass and Earthen Ware. (Meakins' Round Edge Hotel Ware a specialty!)

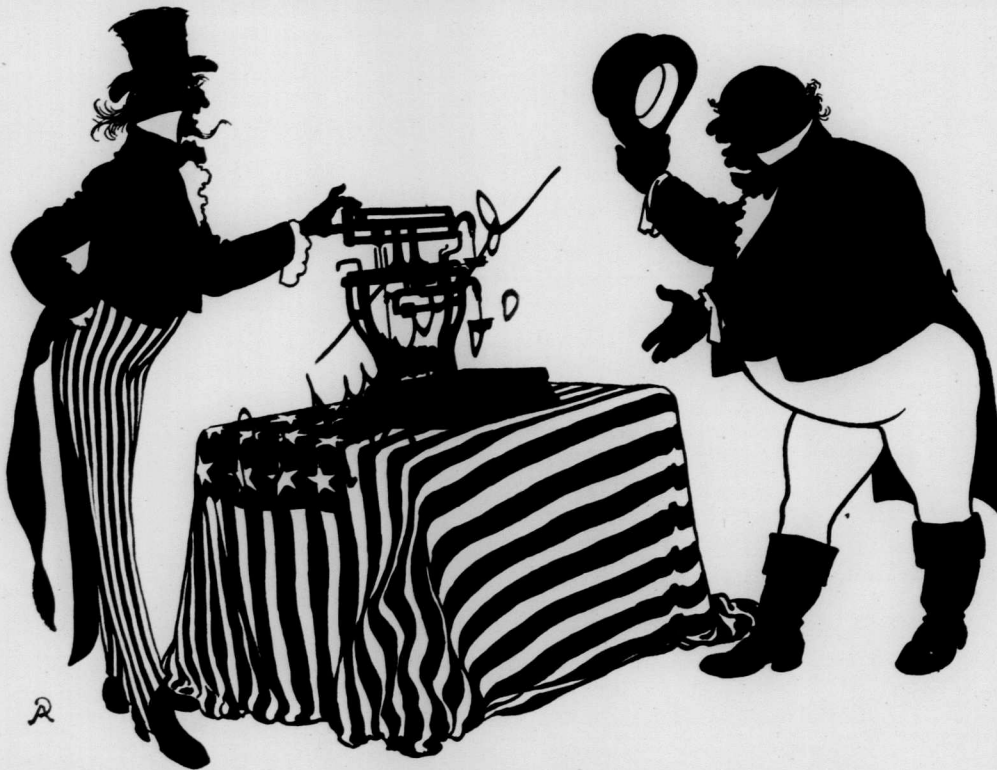
It must inevitably follow that the jobbers and wholesale dealers will, perforce, advance their prices. We do not know when this advance will take place, but would advise our friends to secure the present low prices by ordering at once. If our traveller calls, bear this fact in mind: Now is the best time to order—delays are dangerous.

SAMPLE ROOMS:

G. L. MITCHELL,
 312 McDermott St., Winnipeg, Man.

C. R. KING,
 Victoria, B.C.

AN ANGLO-AMERICAN ALLIANCE!



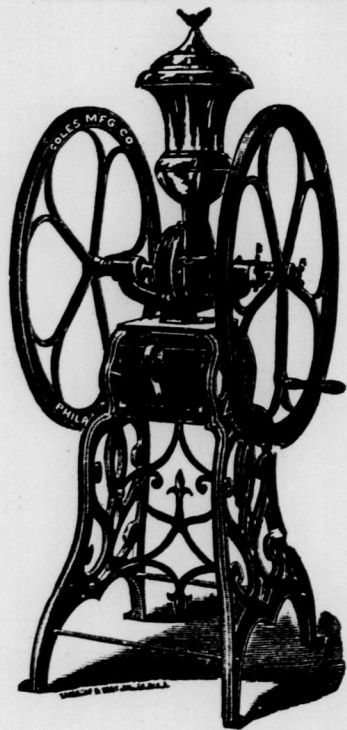
Uncle Sam is giving John Bull a lesson in economy. We can give our cousins lots of pointers and they are not slow to adopt them either, even the deliberate conservative Englishman has adopted "The Money-Weight System." He knows a money-maker when he sees it. Must we carry you clear across the ocean for an object lesson? Don't you see the point, don't you realize your position? Drop us a card. Remember our scales are sold on easy monthly payments.

THE....

COMPUTING SCALE CO.

DAYTON, OHIO, U.S.A.

Or Money-Weight Scale Co., No. 47 State St., Chicago, Ill.
 Money-Weight Scale Co., No. 142 Chambers St., New York, N.Y.
 James A. Hossack, Dist. Agent, No. 1662 Notre Dame St., Montreal, Que., Canada.
 L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto, Canada.



The Canadian Grocers Know

a good mill when it is presented to them.

They have taken up the . . .

COLES COFFEE MILL

Because it saves them dollars in money and pounds of energy when they grind coffee. It works easily, grinds evenly, and is recommended earnestly.

Agents { **TODHUNTER, MITCHELL & CO., Toronto.**
DEARBORN & CO., St. John, N. B.
FORBES BROS., Montreal.

Coles Manufacturing Co.
 PHILADELPHIA, PENN'A.

Rowntree's

High-Class Confectionery.

Rowntree & Co., Limited, of York, England, desire to call the special attention of the Canadian trade to their well-known

Gum Pastilles and Jujubes.

The perfection of confectionery art of world-wide fame for purity and delicacy of make. Rowntree & Co., Limited, are the largest manufacturers of Gum Confectionery in the world, the large Yorkshire Factories employing over 1,500 hands.

Chocolate Creams of all varieties.

Rowntree's
 ELECT COCOA

A delicious, highly-nourishing, and thoroughly digestible Cocoa, so economical in use that 120 breakfast cups can be filled from a 1-lb. tin.

Agents for Canada are:

For Manitoba, Northwest Territories and British Columbia:
THE HUDSON'S BAY CO., Winnipeg.

And for Quebec, Ontario and the Maritime Provinces:
Mr. CHAS. GYDE, 80 St. Francois Xavier St. Montreal.



President,
JOHN BAYNE MacLEAN,
Montreal.

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

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

**A STRONG CANNED SALMON
MARKET.**

SINCE THE CANADIAN GROCER in a recent issue referred to the strength of the market for canned salmon, the situation has rather gathered than lost strength.

The formation of a combination by the packers on the Coast is a factor whose influence will in all probability materially assist in maintaining values.

Then there is the increased cost of materials to be considered. The manager of a packing firm in British Columbia, who is at present in Great Britain, writes his Toronto agents as follows: "Everything points to higher prices, for which the trade must be prepared, owing to the increase in the cost of plates and solder, the position of salmon in England and the extraordinary strength of the American market."

The stocks in England were a week or two ago 90,000 cases less than the same time last year.

THE CANADIAN GROCER has only so far heard of one offer being made for next

season's pack of sockeye. It was submitted by the packers of a well-known brand of canned salmon, and the figure asked was from \$5.50 to \$5.75 f.o.b. the Coast. To this must be added freight, insurance, etc., in order to arrive at the laid-down cost in eastern Canada.

A more confident feeling obtains in regard to canned salmon of last season's pack, as well as in regard to futures. And for some cohoes that are being offered the price asked f.o.b. the Coast is about 20c. per case above the figures at which recent sales were made.

At this distant date it is of course impossible to say what the conditions will be when the market actually opens. In the meantime, however, the tone of the market is decidedly strong.

According to the British Columbia papers to hand the spring salmon fishing season opened on the 1st inst. The catch was reported to be good.

MOLASSES LOWER AT ISLANDS.

THERE have been no import contracts in new Barbadoes molasses of importance put through yet at Montreal, because buyers believe that deliveries at the Islands will soon increase, and that then more reasonable prices will be obtainable.

So far, advices from Barbadoes do not afford any light on this important aspect of the case. However, recent cables quote sales at 15c. first cost, which is a decline of 1c., with \$4 for puncheons, not including charges. At this price it was intimated that buyers were operating pretty freely at the Islands.

Antigua intelligence, it may be interesting to note, states that the market there opened at 15c. imperial gallon, first cost, and many planters have been refusing to sell at this figure.

The price named means 29c. laid down in Montreal, and is considered by operators to be more unreasonable than the prices asked for Barbadoes, because the latter generally sells 3 to 4c. per gallon, wine measure, above Antigua stock.

So far, the only purchases of any importance made on Canadian account have been for Halifax houses, but the quantity has not been very large, so far as can be ascertained.

BUSINESS MEN FOR PARLIAMENT.

ANOTHER vacancy has occurred in the Canadian Senate by the death of Senator Lewin.

In appointing a successor it is to be hoped the Government will select a business man.

Legislating, in either the Senate or the Commons, is practically only another term for business. Because this has been recognized but seldom and ignored with frequency, it is none the less a fact.

Representative institutions are not in favor with a great many thinking men, some of whom go so far as to wish for their removal. And we have no reference to men who are on principle opposed to representative government. We have in mind only such men as are zealous for good government, but are discouraged, because, under the party system now in vogue, there is so much bad government, no matter which party may be in power.

But while the party system of government may not be the ideal system, it would be much more efficient than it is were those appointed to both Senate and Commons selected, not for their adherence to party principles, as is now too often the case, but for their practical business common sense.

Upon this hinges the whole question of good or bad government.

None are more interested in having good government than the business men of the country, and it behooves them at all times to exercise their influence to secure the appointment to the Senate, as well as to the Commons and the Legislature, of men whose first qualification is sound business common sense. What their party complexion is should be of secondary consideration.

CANNED MEATS ARE HIGHER.

A decidedly strong feeling obtains in regard to the canned meat market. Some sharp advances have taken place in the United States, but there have been no recent advances in Canada until this week, and then only so far by one of the packers, although others may be expected to follow.

The advance which has taken place is material, being 20c. per doz. on 1-lb. tins to \$5 on 14-lb. tins.

UNIFORM FREIGHT RATES THE YEAR AROUND.

THE present system of the railway companies in regard to freight rates may be all right as far as the railway companies themselves are concerned, but it is decidedly all wrong as far as the business men of the country are concerned.

We have special reference to the practice of reducing rates in the spring and increasing them in the fall.

In consequence of this practice, we have manufacturers and wholesale houses piling up goods in their warehouses, in the spring, awaiting the lower rates before shipping, and, in the fall, getting in all the goods they can before the high rates go into force. This is something akin to forcing a man to overload his stomach at breakfast because to feed at the spot where he will be at noon the cost will be relatively much higher.

But the evils attendant upon the present system do not end with the particulars already noted, for, in the haste to ship goods before the high rates go into force, and after the lower ones come into operation, congestion of traffic, and its consequent evils in return, is repeatedly caused.

Now, it seems to us that the railways, if they at all appreciated their duty, would devise ways and means of remedying these evils.

As already pointed out, there is haste on the part of shippers to send their goods forward before the high winter rates go into effect, and in the spring to wait for the lower rates to come into operation.

From this another evil arises: there is a congestion of traffic and a delay in the delivery of goods. We are experiencing it now. We experienced it last fall, and shall continue so to experience it at the advent of each of these seasons until the causes of which they are the effect are removed.

It is clear to everyone that the influence which causes the freight rates to be increased at one season and reduced at another is steamboat competition. But, granted for the sake of argument, that steamboat competition has nothing whatever to do with it, why could not the railway companies make their freight rates uniform the year around? There would certainly not then be the same hurry and scurry that is now so prevalent

every spring and fall, for goods would be shipped earlier in the one season and later in the other, thereby spreading their delivery over a greater period than at present.

Under a uniform rate the year around, traffic would, no doubt, at times become congested, but, with such a rate in vogue its possibility would obviously be much lessened.

FODDER CHEESE AGAIN.

THE high price now current for cheese is having one influence that cannot fail to be injurious to the market.

This is the production of fodder cheese, receipts of quite a few hundred boxes of this undesirable stock being noted in Montreal this week.

This is weeks before any fodder make has ever been offered before, and for the past two or three seasons the output of these goods has been curtailed to the general benefit of the trade.

Canadian factorymen will be wise if they follow the same course this year.

It is natural that they should desire to find employment for the increasing supply of milk, but they will find a much more profitable outlet for it in the manufacture of butter than of cheese. The former is scarce and high enough in all conscience. Every pound of milk to spare should be wanted between now and the time the cows go to grass, but, if dairymen go in for fodder cheese, the inevitable result will be a large output of this stock, which will have to be absorbed to the detriment of the regular spring and summer makes.

Butter at 30c. is bound to pay better than cheese at 12½ to 13c., so Canadian dairymen should turn their milk into the former, and not into the latter product.

THE QUESTION OF TEA DUTIES.

The fact that the British Government has put an extra duty of 2d. per lb. on tea, bringing up the duty to 6d. per lb., has caused some speculation among members of the trade.

Some say they would not be surprised if the Canadian Government put a duty of 4c. per lb. on tea and coffee in the coming budget.

This, however, is only the opinion of a

small minority, the great bulk of the trade believing that there will be no change in the Canadian fiscal regulations regarding tea.

A PIECE OF PRESUMPTION.

THE manoeuvres of a firm of English produce and provision merchants to secure an annual bonus of \$20,000 from the Quebec Legislature, to enable them to inaugurate an abattoir and cold storage establishment at the city of Quebec, has set the packers and dairy produce exporters up in arms.

The firm in question are Campbell, Shearer & Co., and their request is about as presumptuous as one could well imagine. In plain language, it means that they ask firms who have their own capital invested to contribute to their support, and enable Campbell, Shearer & Co. to compete with them at a decided advantage.

If they do not consider that they can do business without Government money they had better remain away from Canada. Their scheme is unsound in principle and unworkable.

The margin of profit in the produce business is now so small, that, not only must they utterly fail to give farmers an advance of 25 per cent. upon present prices of stock, but they cannot even give 2½ per cent. above the rates established by the local market.

Quebec's trade in bacon, butter and cheese already foots up to \$10,000,000 or \$12,000,000 a year, and it is quite satisfactorily handled by private enterprise, while the firm now seeking bonuses for competing with citizens of the Province have, as yet, put little of their capital into the Canadian trade.

Men now in the trade court fair trade opposition, but not a bonused rivalry, to the business which private capital has established and built up.

Any action of the Government in annually voting aid for building creameries, providing competent instructors, etc., cannot be too strongly endorsed. Such measures are for the general good, but it is another matter when the Legislature is asked to step into the regular business field.

The United States Flour Mill Trust has collapsed. Its gluten properties were evidently poor.

TORONTO RETAILERS DISCUSS MANY MATTERS.

THE regular meeting of the Toronto Retail Grocers' Association was held on Monday evening in St. George's Hall, Elm street. There were present: President D. J. Kelly, Vice-president Ben. Panter, Secretary Ed. Hawes, Treasurer D. Bell, F. W. and J. A. Johnson, A. W. Johnston, T. Clark, J. G. Gibson, Fred. Mauthie, R. Stewart, R. Davies, T. Holmes, F. Thorne, J. Nolan and A. Nettleton.

One new member, Jerry Burns, corner Berkeley street and Wilton avenue, was admitted.

The report of the "At Home" committee was read by the secretary. It showed that, notwithstanding the unusually heavy expenditure entailed by the "At Home," there was but \$7.50 of a deficit, the smallest shortage reported for some years.

The early closing committee reported that the council had finally disposed of the early-closing question by amending the by-law passed last December to make 8 p.m. the hour of closing all nights except Saturdays and days preceding holidays, and that the by-law as amended goes into effect on March 15.

R. Stewart reported that some grocers in the east end of the city who were opposed to the by-law were taking means to have it quashed or repealed.

In reply President Kelly stated that no fear need be entertained as to the validity of the by-law. It had been passed in accordance with the statutes, and was in every respect similar to laws which had been enforced, and had been tested in the courts; for instance, the early-closing laws of Peterboro' and Orangeville. As the law had not been passed on the strength of the petition presented to council, but on the council's own initiative, a counter-petition, no matter how largely signed, could not force the council to repeal the law it has passed.

A. Nettleton expressed his sorrow that the law had been passed. His business was not a large family one, but was rather of a transient nature, so the loss of his night trade, he was afraid, would seriously limit his business. He felt it an injustice that he should be compelled to close because his neighbor wanted to.

Though Mr. Nettleton was the only member not in sympathy with the by-law, he was given a good hearing. In reply, R. Stewart argued that it was not an injustice that the hour of closing should be made uniform, but rather an act of mercy. No man's health would long stand the strain of business from 5 a.m. to 10 or 11 p.m., which Mr. Nettleton wanted, and it was but fair

that the few should be hindered from trying to secure the trade of the many who wished relaxation and recreation in their evenings. Those who now opposed early closing, he felt sure would, before long, appreciate its benefits, and would find it did not mean as much difference in their trade as they anticipate.

On motion of F. W. Johnson, seconded by T. Clark, \$100 was granted to the National Patriotic Fund.

President Kelly announced before adjournment that at the next meeting the subject of purchasing committees would be considered.

EARLY CLOSING IN TORONTO.

THERE seems to be in some sections of Toronto a misconception as to the terms of the early closing by-law, recently passed by the Toronto city council, and which went into effect on Thursday, March 15.

Some grocers have understood that on Fridays as well as Saturdays they are exempt from the necessity of closing at 8 p.m. Others do not realize that there is a penalty for doing business on a public holiday.

It would be well, therefore, that all grocers should familiarize themselves with the following extract from the by-law:

From and after the eighth of January, 1900, all retail grocery shops and butcher shops within the city of Toronto shall be closed and remain closed on each and every day of each week throughout the year, except Saturday and the day immediately preceding a public holiday, from the hour of eight o'clock in the afternoon of one day to the hour of five o'clock in the forenoon of the next day, but upon Saturdays and the days preceding public holidays as defined by "The Interpretation Act of Ontario," such shops may remain open until and shall close at eleven o'clock in the afternoon, and shall remain closed until five o'clock in the forenoon of the next lawful day.

The penalty for breach of the by-law is a sum not to exceed \$50 for each offence, or a term not exceeding six months in jail.

WIARTON'S BEET SUGAR FACTORY.

The prospects of the Wiarton beet sugar industry continue bright, and preliminary work is being rapidly pushed ahead. The whole of the balance of capital stock necessary for its establishment has been offered on certain conditions and the directors are confident of meeting these conditions. All doubt respecting the supply of beets has been removed. Farmers in all sections are taking beet stock and making contracts to supply certain quantities. The indications of a Government bounty and the admission

of machinery free of duty are most favorable. B. B. Freeman left on Wednesday for Toronto and Ottawa to further the interests of the company—Wiarton Canadian, Mar. 8.

BEET SUGAR INDUSTRY.

At Welland and Aylmer the Canadian Sugar Syndicate is going to experiment with the sugar beet. The syndicate has its headquarters at Glasgow, Scotland, and will send an expert to Canada to see that the sowing and harvesting of the beets are properly done. Upon this experiment will depend whether a refinery will be established in Ontario next year. Prizes will be offered by the firm for the best lots of the beets. The Ontario Minister of Agriculture is taking a great deal of interest in the test, and the analysis of the beets will be made at the Guelph Agricultural College.

A number of petitions have been received from municipalities, praying that the Government grant the beet sugar bounty asked for. These petitions being a request for aid, and presented by private members, not having come through the Provincial Secretary's and Attorney-General's Departments, are thereby valueless, and will not be read at all.

CANADIAN PRODUCTS WANTED.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London during the week ending February 23:

The names of Canadian shippers of dried codfish are asked for.

An important London firm of lubricant manufacturers desire to enter into communication with Canadian importers of solidified lubricant, petroleum jelly, oils, greases, etc.

Inquiry is made for the names of Canadian manufacturers of paraffine wax, and exporters of graphite, crude oils, asbestos fibre, asbestos, soapstone, mica and other mineral substances.

Canadian manufacturers are invited by the promoters of an International Patentees Exchange and Mart to take advantage of the opportunity their exhibition department affords for the display of Canadian-made goods. A sales department is also being organized, and it is claimed that through this a large number of wholesale buyers throughout the kingdom will be made acquainted with the exhibits.

Inquiry comes from Fler de l'Orne, France, for names of Canadian exporters of linseed cake, wheat starch, and lubricating mineral oils.

NEW STORES STARTED.

W. O. Loucks is opening a grocery in Kars, Ont.

W. D. Sanson is about opening as grocer in Nashwaakis, N.B.

D. B. Grieve is starting as grain merchant, etc., in Newton, Ont.

A GOOD LEADER

in tea is the fundamental part of an "Up-to-date" Grocer's business.

"SALADA" CEYLON TEA

is the pioneer brand that set out to revolutionize the tea trade of this continent. Its Success is a matter of common knowledge. You can share in its success by selling this tea.

Toronto. Montreal. Boston. Buffalo. Pittsburgh. Detroit. Cleveland. Toledo. Philadelphia.

ARE YOU A BUYER of
**Hardware, Metals,
Paints, Oils, etc. ?**

Drop a Post Card, if you wish it, and we will send you a copy of the latest issue of **Hardware and Metal**, the leading authority on these trades. Address:

The MacLEAN PUBLISHING CO., Limited.

Board of Trade, MONTREAL.
26 Front St. West, TORONTO.
109 Fleet St., E.C., LONDON, ENG.

The **"BOSS"**
**WASHING
MACHINE**

Still Leads.

If you have not tried the "BOSS"
do so now.

Walter Woods & Co.
HAMILTON.

CONDENSED OR "WANT"
ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

FOR SALE—1 "HOWE" SOLDERING MACHINE, 6-ft. long. Apply to The Thos. Davidson Mfg. Co., Limited, Montreal, Que.

How are you fixed for . . .

BASKETS?

Are you in need of any of the following kinds :

GRAIN AND ROOT BASKETS
CLOTHES BASKETS
FRUIT BASKETS
AND BUTCHER BASKETS?

If so, we can supply you.

THE . . .

OAKVILLE BASKET CO.,
Oakville, Ont.,

HORSE HAIR.

Have you any? We buy it.

GEO. ROSSITER & SONS

10-14 Pape Avenue TORONTO



**HORSE-SHOE
SALMON**

Is packed ONLY from the finest

Fraser River Sockeye Salmon.

For twenty years the leading brand on the Canadian Market.

It pays to buy the best.

For Sale by all Wholesale Grocers throughout the Dominion.



PENNY WISE and POUND FOOLISH

That's what you are when you keep on using that old scale. Buy a new one, something that is up-to-date. We can furnish you with finest grocers' scales in the market at most reasonable prices.

Think of this. It's worth while, and write us for Catalogues and Prices.

THE FAIRBANKS CO.

749 Craig Street, MONTREAL.

MARKETS AND MARKET NOTES

GROCERY QUOTATIONS BY WIRE.

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

ONTARIO MARKETS.

March 15, 1900.

GROCERIES.

ALTHOUGH the general wholesale grocery trade cannot be termed brisk, there is rather a better demand than was noticed last week, and an improvement from this out is looked for. The situation all around may be said to be better. The weakness which characterized the sugar market last week has given place to a firmer tone, while the demand for this commodity is also more active. Canned goods are, as a rule, quiet, although business is a little more active than it was a week ago, and prices rule steady. In canned salmon, everything, so far, points to a strong market in future. The coffee market is firm, with the demand good. A moderate business is being done in molasses and syrups, and trade is steady in rice and tapioca. The tea trade, taken all around, appears to be only moderate. In foreign dried fruits, the most interesting feature is the firmness in currants, higher prices being cabled from Patras. The scarcity in Valencia raisins, noted in previous issues, is becoming more pronounced. Prunes are still in active demand, and there is a little doing in Californian evaporated apricots and peaches.

CANNED GOODS.

According to advices the outlook for canned salmon for future delivery is decidedly strong. Quotations for next season's pack are not yet being generally received, but we know of one instance in which \$5.50 to \$5.75 per case f.o.b. the Coast was asked for a well known brand. This is \$1 advance on last season's figures. We hear of some Cohoes being offered for prompt shipment from the Coast, and the prices asked are about 20c. higher than transactions of a short time ago. In canned vegetables, there has not been much change in the situation since a week ago. A little more business is probably being done, however, while prices rule steady and unchanged at 90 to 95c. for tomatoes; \$1 to \$1.05 for corn, and 75c. up for peas. We hear of one or two

nice little lots of peas changing hands. At the time of writing no figures have been given out for futures by the packers' association, but one wholesaler on the street was this week offered tomatoes, by an independent packer, for future delivery, at a price in the neighborhood of 15c. above last year's opening figure. Retailers are beginning to inquire more freely for canned apples, but they do not appear willing to pay the prices asked. A firmer feeling exists in regard to canned meats, and one Canadian packer this week announces an advance of 20c. in 1-lb. tins and of \$5 in 14-lb. tins. A moderate demand is reported by the wholesale trade for canned fish generally. The scarcity in finnan haddies noted in previous issues is being more keenly felt on account of a slightly increased demand.

COFFEES.

The demand on the local market is not as brisk as it was for green coffees, but there is still a fair trade being done at firm

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

prices. European advices report a firm market, and cables from Brazil state that receipts are not large. Cable advices from Aden, Arabia, state that coffees cannot be shipped from there on account of the bubonic plague. Santos coffee is rather scarce on the local market, and it is questionable whether anything in this description of coffee can be got under 10½c. per lb. Our quotations range from 10½ to 15c. per lb.

SUGARS.

A much better feeling obtains in the sugar market, compared with a week ago. Raw sugars have advanced 1 16c. in New York, and, in London, prices have also advanced. On Tuesday they appreciated 3¼d. In Canada, there has not, up to the time of writing, been any advance in prices, but a great deal more confidence is exhibited, and both refineries and wholesalers are doing a little more business. The market, at the present time, undoubtedly favors sellers, and the immediate outlook is promising. The price in Toronto for Montreal granulated is still \$4.53, and \$4.48 for Acadia. Yellows run from \$3.71 upwards.

SYRUPS AND MOLASSES.

Some of the refineries have been doing

a little business on the local market in syrups, and the wholesalers are experiencing a fair demand. Quite a little molasses is selling, and prices rule firm.

SPICES.

The wholesalers are doing just a moderate business in spices. The outside markets rule generally firm, but we hear of no changes of any importance since last week.

RICE AND TAPIOCA.

Most of the wholesale houses on the street have placed orders during the past week for fresh supplies of Japan rice. Advices from Japan state that the market there is nearly exhausted, and that it will soon be necessary to substitute Java for Japan rice. The tapioca market rules strong, but without change in price. Wholesalers are still quoting 4¼ to 5c. per lb.

TEAS.

A little more business is probably being done on the local market, but the volume of business, taking it all round, is not satisfactory to everyone. The brokers, for instance, are doing but a slight trade. There are not many low-grade Indian and Ceylon teas on the spot, but those that are here are above the views of the wholesale trade, while the holders do not appear disposed to concede prices. The steamship Maria overdue from Colombo with a good deal of tea on board for the Canadian market has at last reached New York. There has been some inquiry from wholesalers for old season's Japan teas, but there have been few, if any, transactions, as buyers do not want to pay the prices asked. There are still some new season's tea being offered, but it is yet early for much business to be done. There is little or nothing doing in China teas, either black or green. The demand for China green teas is unusually poor.

FOREIGN DRIED FRUITS.

CURRENTS.—Cable advices received in Toronto on Monday noted an advance of 6d. per cwt. in Patras. The cable also stated that the market was strong with an upward tendency. No business appears to be doing at the moment for importation. Wholesalers report that the demand from the retail trade has improved a little during the past week. Quotations remain as before.

VALENCIA RAISINS.—Stocks on the local market are getting into smaller compass, and quite a scarcity is becoming evident in No. 1 selected. There have been more inquiries come from the wholesalers, and the latter are able to report an improved demand from the retailers. Prices are firm

At 5 cents--- This is the price at which
SURPRISE SOAP retails.
 Your customers get a pure
 hard Soap---**You** get a good
 profit.

BRANCHES—
 MONTREAL: Board of Trade Building.
 TORONTO: 51 Colborne Street.
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 VANCOUVER: 430 Cordova St.
 ST. JOHN'S, NEWFOUNDLAND.

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N. B.

and rule as follows: fine off stalk, 6½ to 6¾c. selected; 7 to 7½c. and layers 7½ to 8c.

PRUNES—A feature of the trade this week in this line is the receipt of inquiries from western buyers for figures on Bosnia prunes. The inquiry seems to have been caused by the scarcity of the smaller sizes of Californian prunes. Local wholesalers are finding business still fair in prunes, although the volume of business is not as large as it was a few weeks ago.

FIGS—There are a few mat figs selling, but the volume of business in this line does not amount to very much. Prices range from 3½ to 4c.

GREEN FRUITS.

The past week or so has witnessed a considerable improvement in the demand for fruits. Oranges and lemons are in especially good demand, and are very firm. Messina lemons are 25c. dearer, the quotation now being \$2.75 to \$3. Valencia oranges, 420's, are 50c. dearer throughout. The larger boxes, 714's, are not much sought for, and can be had at last week's prices. Navels are unchanged in price, but a decidedly firmer feeling is manifested, and an advance is looked for, as prices have gone up about 15c. per box for carload lots in California. Bananas keep high in price. This limits the demand, though the latter is good, considering the range of values. Winter apples keep firm. A good demand for the best stock is noted, but sales of inferior grades are rather slow. The demand for cranberries is dull. No Almeria grapes are offering.

COUNTRY PRODUCE.

EGGS—The receipts are steadily increas-

ing and prices have dropped, in consequence, 3 to 3½c. The range of new-laid eggs is now 13 to 13½c. Stocks of pickled eggs are about done, and any prime stock offering is taken at 10 to 12c. The proportion of held eggs coming with the new-laid is small, and readily brings 10c.

POTATOES—There is no change. There are sufficient stocks for requirements, and prices are steady at 38 to 40c. for carlots, and 45 to 55c. for lots out of store.

BEANS—The market continues to stiffen. Hand-picked are selling well at \$1.75 to \$1.85, and mixed at \$1.55 to \$1.65, an advance of 10c. throughout.

DRIED AND EVAPORATED APPLES—The market is fairly active. A big proportion of the evaporated stock offering could not be classed as choice, but yet is good stock. This is steady at 7 to 7½c. As high as 8¼c. has been paid for fancy small cases. Dried apples continue strong at 5¾ to 6c. in a jobbing way for choice stock. The demand is good.

POULTRY—There is a fair demand. Turkeys are steady at 12 to 12½c. per lb.; ducks at 60 to 80c. per pair, and chickens at 50 to 75c.

HONEY—Some good strained clover is quoted as low as 8½ to 9c., a decline of ½c. Strained buckwheat is quiet at 5½ to 6c. Clover comb is steady at \$1.50 to \$2.25.

BUTTER AND CHEESE.

BUTTER.—The past week has been a great one for buttermakers. On Saturday last the price of dairy went as high as 27c., and creamery to 1 to 2c. above that figure. Receipts have been rather more liberal this week, and prices are consequently down 2c. Dairy prints and rolls are selling at from 24

to 25c.; creamery boxes at 25c., and prints and squares at 26 to 27c.

CHEESE.—The market is firm as ever and the range of a week ago, 13 to 13½c., is well maintained.

FISH AND OYSTERS.

Oysters have declined 30 to 45c., the amount of the advance noted last week. The supply is more abundant, and the demand is excellent. The Lenten trade in fish is proving an excellent one, the cold weather materially increasing the demand. Trout and whitefish are in big request, and as supplies are sufficient a large trade is doing. Haddies are 2c. per lb. cheaper. Herrings are 25c. per half bbl. lower. We quote: Trout 7c.; whitefish, 8c.; perch, 5c.; blue pike, 4c.; yellow pickerel, 7½c.; herrings, 3½c.; steak cod, 6c.; haddock, 5c.; white halibut, 12½c.; high-color salmon, 12½c.; red snappers, 12½c.; Spanish mackerel, 12½c.; frozen herring (large) per 100, \$1.60; haddie, 7 to 8c. per lb.; ciscoes, per 100, \$1; bloaters (St. John), per 100, \$1; Yarmouth, extra mild and large, \$2.20 to \$2.25; salt herrings, splits, \$2.75 to \$3 per half-bbl.; boneless fish, 4½ to 5c.; quail-on-toast, 4½ to 5c.; pure cod, 6½c.; shredded cod, \$1.80 per box; oysters, Baltimore selects, \$4.80; Baltimore standards, \$3.75; Norfolk standards, \$3.30 per pail.

VEGETABLES—Spinach, celery, and cauliflower are done, and will not likely be offered till the garden-grown stuff comes in the early summer. We quote as follows: Rhubarb, \$1 per doz. bunches; green onions, 10 to 15c. per doz.; parsley, 15 to 20c.; radishes, 35 to 40c. per doz. bunches; lettuce, 30 to 50c. per doz.; cabbage, 60 to 75c. per doz.; red cabbage,

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

Cost retailer 7½c. and sell at 10c. No scraping goods out of bags or mats; no dust and dirt nor loss of weight, time and custom, but

CHOICE GOODS THAT SELL AT SIGHT.

Half size sample mailed on receipt of 5c in stamps; or, to meet numerous requests, we will on receipt of value (\$3.60) ship and prepay freight on 2 caddies to any part of Ontario. State name of your wholesaler in ordering. Assorted caddies (24 cakes each Figs and Dates) make a fine display, and are having a large sale.

W. B. BAYLEY & CO., Ontario Agents, 59-63 Front St. East, TORONTO

Corona
Figs and Dates

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

Toronto Salt Works

TORONTO, ONT.

Write us for **SALT** of any kind. Also **SALTPETRE**, car lots or less.

CANADIAN

Manufacturers and Shippers who are not represented in

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Will do well to correspond with me.

E. NICHOLSON

124 Princess Street, Winnipeg, Man

Successor to W. F. Henderson & Co.

Wholesale Commission Merchants and Brokers.

Established 1882.

16 years' experience.

POULTRY, HONEY, BUTTER, EGGS, and DRIED APPLES.

Consignments Solicited. Prompt Returns.

The Wm. Ryan Co., Limited.

70 and 72 Front St. E., Toronto.

BUTTER WANTED

Tubs, Pails, Crocks, large or small Rolls. Creamery, Dairy or Bakers'. State quantity and prices.

T. H. SMITH & CO.

70 COLBORNE STREET, - TORONTO

Reference, Imperial Bank of Canada, Yonge St. and Mercantile Agencies.

CALIFORNIA NAVEL

ORANGES

are fine eating now.

We have them in all sizes.

PRICE RIGHT.

CLEMES BROS.,

31 Front East, TORONTO.

40 to 50c. per doz.; onions, \$1 to \$1.25 per bag.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—The wheat market keeps steady at 65c. outside for both red and white wheat. There is a fair delivery to buyers. On the Toronto street market an active business is being done. Rye is 3 to 4c. cheaper. We quote the street market as follows: Wheat, white and red, 68 to 69c.; goose, 71c.; peas, 60c.; oats, 31½ to 32c.; barley, 45 to 46c.; rye, 50c. No. 1 hard Manitoba wheat is firm at 78c.

FLOUR—There is a brisk trade doing, though orders are, as a rule, small in size. We quote: Manitoba patents, \$3.80; Manitoba strong bakers', \$3.55; Ontario patents, \$3.55 to \$3.65; straight roller, \$3.35, Toronto freights.

BREAKFAST FOODS—The advance which was anticipated in rolled oats and oatmeal has taken place, the rise being 10c. in both bags and barrels. We now quote: Standard oatmeal and rolled oats, \$3.40 in bags and \$3.50 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$4; pot barley, \$4.

HIDES, SKINS AND WOOL.

HIDES—There is not much doing, but the demand is active. Prices are firm. We quote: Cowhides, No. 1, 9c.; No. 2, 8c.; No. 3, 7c. Steer hides are worth ½c. more. Cured hides are quoted at 9½c.

SKINS—There is no change. We quote as follows: No. 1 veal, 8-lb. and up, 11c. per lb.; No. 2, 9c.; dekins. from 40 to 45c.; culls, 20 to 25c. Sheep and lambskins are selling at \$1.10 to \$1.25.

WOOL—There is little doing. Prices are firm. We quote: Combing fleece and clothing wool, at 19 to 20c. and unwashed at 12c.

SEEDS.

There is no change. Red clover is steady at \$5.25 to \$5.75. a range likely to be maintained for some time. Alsike is quiet but unchanged at \$4.50 to \$6.50. Much inferior timothy is still offering, but first-class stock is sought. For good stock sellers could get \$1 to \$1.25 aboard cars outside for good to choice machine threshed, and \$1.50 to \$2 for bright, unhulled, flail-threshed seed.

MARKET NOTES.

Currants are cabled 6d. dearer in Greece.

Messina lemons have advanced 25c. Valencia oranges in 420 boxes are 50c. dearer.

Eggs are now selling at 13 to 13½c., a decline of 3c. since last week.

W. A. Dunseath has sold his grocery business, in Turner's block, to Mr. Hill, of Wingham with immediate possession. — Algoma Pioneer, Sault Ste. Marie.

GOLDEN CROWN LOBSTER, flats and tails
GOLDEN KEY LOBSTER, flats only.
GOLDEN CROWN CANNED CLAMS, 1-lb. talls.
GOLDEN DIAMOND BLUE BERRIES, 2's size.

W. S. Loggie Company,

CHATHAM, N.B.

Limited

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

ST. JOHN, N.B.

Etc., Etc.

Wholesale trade only.

Established 1873.

CONSIGNMENTS SOLICITED

**POULTRY
BUTTER
EGGS**

DRESSED HOGS

Highest market prices.

Quick returns.

D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants

76-78-80 Front St. E. - - TORONTO

Established 1892.

Rutherford, Marshall & Co.

68 Front Street East, Toronto.

Exporters of

POULTRY

**BUTTER, CHEESE,
EGGS, HONEY, DRIED
AND GREEN APPLES.**

We buy outright, or receive on consignment, all kinds of Produce. Correspondence solicited. References—Mercantile agencies or Canadian Bank of Commerce.

FLEISCHMANN'S

**VEGETABLE
COMPRESSED YEAST
HAS NO EQUAL.**

SHIP YOUR NEW-LAID

EGGS TO

JOHN J. FEE

62 Front St. East

Phone 8129.

TORONTO.

Correspondence Invited. Consignments Solicited. Prompt Returns.

References, Standard Bk. and Commercial Agencies.

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

Cor. Market and
Colborne Streets,

TORONTO

QUEBEC MARKETS.

MONTREAL, March 15, 1900.

GROCERIES.

HERE has been a fair distributing trade during the week in wholesale grocery circles, but only a small business in a large way between jobbers, with few features of importance. Sugar has shown no further change since last week's decline, and syrups are deadly dull. There is a fair trade in a jobbing way in molasses, and prices are steady. Canned goods are firmly held with a good average trade from second to third hands. Dried fruits supply a seasonable business, and rice is firm in line with the feeling at foreign markets. Spices continue stiff, and coffee shows less activity, while the chief feature in tea has been some forward purchasing of new crop Japans.

SUGAR.

Since the decline in refined here the demand for sugar has been slow, and, with the feeling still unsettled, buyers will only anticipate immediate wants, so that business is unsatisfactory. Here we quote granulated \$4 40, and yellows, \$3 60 to \$4 30 per 100 lb. The raw sugar situation has been steady and unchanged since last week at the advance made on Wednesday a week ago. In fact, cables from London stated that beet had a little higher tendency, if anything, with both March and April delivery firm at 9s. to 10s 6d. Cane, in London, has been steady, but quiet and unchanged at 12s. for Java, and 11s. for fair refining. In New York raw sugars have advanced a fraction since last week to 3 $\frac{3}{8}$ c. for fair refining, and 4 $\frac{3}{8}$ c. for 96 test centrifugal. Refined has shown no further change in that market since the decline noted last week.

SYRUPS.

There is no change in syrups, and the demand is limited at 1 $\frac{1}{2}$ to 2c. per lb. at the factory.

MOLASSES.

Business in molasses, in a wholesale way, continues quiet, and the market has been almost featureless during the past week, as far as spot business is concerned. In the course of another week or 10 days, however, buyers should be commencing to operate in new-crop stock, as the prospects are that deliveries at the Islands will be much larger, and a reaction in price is looked for. Some lots of mixed Barbadoes have been offered here at 40c., and the basis, in a jobbing way, for first-class stock, is 43c. in single puncheons and 42c. for carlots. Demand is fair on this account, now that the Lenten season is on. Antigua is quoted at 32 $\frac{1}{2}$ to 34c., as to quantity.

CANNED GOODS.

There has been no change in the canned

goods situation. Demand for round lots is limited, but a fair jobbing trade is reported, and, with stocks in most lines none too large, prices rule firm. Beans are held at 85c.; peas at 85 to 90c.; tomatoes at 87 $\frac{1}{2}$ to 90c.; corn at \$1.05 to \$1.10, and one gallon apples at \$2.10 to \$2.15.

DRIED FRUITS.

Business in dried fruits shows little change, a fair jobbing movement being noted in raisins. Currants are unchanged also, and the same can be said of prunes and dates. A steady demand is experienced for evaporated apples, and sales of choice stock in round lots are reported at 7c., while inferior move slowly at 6 $\frac{1}{2}$ c.

NUTS.

With limited stocks of all sorts prices are steadily held.

RICE.

The rice market remains very firm in tone, in line with continued strength in the foreign markets. A fair demand is experienced in a jobbing way at \$3.30 to \$3 40 for standard B.

SPICES.

There has been considerable inquiry for spices, and a fairly active business is noted in nutmegs, cloves and ginger at full prices. We quote: Nutmegs, 35 to 60c. per lb., as to size; mace, 45 to 50c. per lb., as to quality, and pimento, 8 $\frac{3}{4}$ c.

COFFEES.

The tone is firm, but the demand has been less active, as buyers appear to have filled their wants for the time being. We quote: Maracaibo, 9 $\frac{1}{2}$ to 14c.; Mocha, 17 $\frac{1}{2}$ to 20c.; Rio, 8 to 14c., and Mexicans, 10 $\frac{1}{2}$ to 15c.

TEAS.

There has been some speculative buying of new Japans at 15 to 16 $\frac{1}{2}$ c. for June pickings, the buyers taking their chances of the outturn and the future of the market. As regards spot business, the market here has been quiet, a few lots of Japans selling at 12 to 14c., and less desirable stock at 11 $\frac{1}{2}$ c. Fine to finest are held at 16 to 22c., and are extremely scarce. Blacks have changed hands to a small extent at 13 $\frac{1}{2}$ to 14c., and Ceylons are steady, with supply limited. There has been some inquiry for greens at 15 to 16c.

FISH.

With good winter weather, all lines have moved freely for local and country account, and stocks have been materially reduced; in fact, some lines are out of the market. Fresh caught haddock are arriving freely, frozen stock being exhausted. Pickled herrings in barrels are out of the market for the season, and only half-barrels are to be had. We quote: Labrador salmon, \$13 per bbl.; B.C. salmon, \$13; No. 1

mackerel, \$16 to \$16 50; No. 1 green cod, \$4 50 to \$4 75; No. 2 green cod, \$3.50; dried codfish, \$4 50 to \$4.75 per 112 lb.; dressed or skinless cod, \$4 to \$4.50, and boneless codfish, 5 $\frac{1}{2}$ to 6c. per lb.; haddies, 7 to 7 $\frac{1}{2}$ c. per lb.; bloaters, 80c. to \$1 per box; smoked herring, medium, 12 to 13c.; Lock Fyne herring, \$1.05 per keg. Fresh fish—Haddock, 4 to 4 $\frac{1}{2}$ c.; steak cod, 4c.; whitefish, 7 $\frac{1}{2}$ to 8c.; dore and pickerel, 5 to 5 $\frac{1}{2}$ c.; pike, 4 to 4 $\frac{1}{2}$ c.; salmon, 9 to 10c.; halibut, 9 to 10c.; fresh herrings, \$1.75 to \$2 per 100; smelts, 3 to 6c. per lb., and tommycods, \$1.25 to \$1.50 per bbl.

GREEN FRUITS.

There has been more activity in fruit during the past week, but there is little or no change in prices to report. Apples are steady, and Almeria grapes are scarce and firm. Oranges continue much the same as reported last week. Lemons meet a limited demand, but are steady, while cranberries are scarce, but demand is light. We quote: Apples, \$3 to \$5 for No. 1, and \$2 to \$2.50 for No. 2. Almeria grapes at \$7 to \$9 per keg. Oranges, Valencias, 420's, \$4.25 to \$4.50; 714's, \$5.50; Californian navels, \$2.85 to \$3.50, and budded, \$2.25 to \$2.50; Jamaicas, \$5 to \$6 per bbl. Lemons, \$2 to \$2.75 per box. Cranberries, \$8 to \$10 per bbl.

COUNTRY PRODUCE.

EGGS—The demand was fair, and a moderately active business was done at steady prices. New-laid sold at 16 $\frac{1}{2}$ to 17c.; Montreal limered, 14 to 14 $\frac{1}{2}$ c., and western limered, 13 to 13 $\frac{1}{2}$ c., per doz.

BEANS—The market for beans continues quiet, but prices rule firm. Choice hand-picked, pea beans are held at \$1.80 to \$1.85, and choice primes at \$1.70 to \$1.75.

MAPLE PRODUCT—There was no change in maple product, and business was quiet. Choice is quoted at 70 to 75c. per wine measure, and large tins, 90c. to \$1. Pure sugar, 10 $\frac{1}{2}$ to 11c.; common, 8 to 10c. per lb.

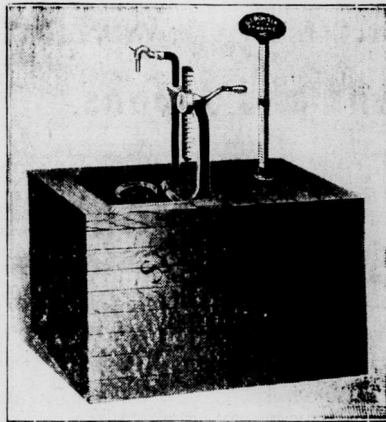
HONEY—There was nothing new in honey to note. White clover, in comb, is quoted at 14 to 15c.; white extracted, in large tins, 9 to 9 $\frac{1}{2}$ c.; and in small tins, 10 to 10 $\frac{1}{2}$ c., and buckwheat extracted, 8 to 9c.

POTATOES—Only a jobbing trade is passing in potatoes. Carlots on track, 42 $\frac{1}{2}$ to 45c. per bag, and small quantities at 5 to 10c. per bag advance, according to the size of the lot.

ASHES—The demand for ashes is slow at firmer prices. We quote: First pots, \$4.85; seconds, \$4.50, and pearls, \$5.60 per 100 lb.

DRESSED HOGS—The tone of the market was firm under a good demand at \$6.75 to \$7 per 100 lb.

...TWO IN ONE...



First Floor Tank.

We are not propounding a riddle. We only desire to call your attention to the

Bowser...

SELF MEASURING

DOUBLE OIL TANK

It is not one tank with a partition, but is two complete tanks, with double walls between, cased in one case for convenience and economy.

It enables the merchant to carry two grades of oil, or oil and gasoline, in about the same space occupied by an oil barrel.

TWO COMPLETE OIL TANKS

Of Galvanized Steel, cased in a single handsomely finished grained Cabinet.

TWO COMPLETE PUMPS

Black Enameled or Nickel Finished, equipped with Dial Discharge Registers, Anti-Drip Nozzles and the

NEW STEEL BALL VALVES

throughout. The best and handsomest oil outfits ever offered to the trade. Cellular outfits of the same style and of any desired capacity. Safe, economical and handy. Labor, time and money saving. Send us your address. A postal card will do.

S. F. BOWSER & CO., P. O. Box 564, TORONTO, ONT.

Factory: Fort Wayne, Ind.

The Spring

season it the time when poultry owners experience the greatest need of a tonic for their fowls. Hens will not lay freely nor will young chicks grow quickly unless properly cared for.

Pratts Poultry Food

fed regularly, meets just this need.

Pratts Animal Regulator

for Horses, Cows, Sheep and Hogs. The worst run-down animal quickly recovers when Pratts Food is fed. It goes to the root of the matter.

Grocers and storekeepers all over Canada are making money by handling Pratts Foods.

PACKAGES RETAIL AT 30c.

2 DOZ. IN A CASE, \$4.80 PER CASE
50 PER CENT. PROFIT.

Freight allowance on two cases or over.

ROBERT GREIG

29 Melinda St., TORONTO.

SOAP "IMPERIAL" AND "SNOW" TWIN CAKES. NOW IN STORE.

PERKINS, INCE & CO., TORONTO.

PROVISIONS.

There was no change in the situation of the local provision market, prices being firm all around. The demand was good. We quote: Canadian short cut mess pork, \$15.50 to \$16; short cut back, \$14.50 to \$15, and heavy long cut mess, \$14.50 to \$15 per barrel; pure Canadian lard in pails, 7½ to 8c. per lb.; and compound refined, 6¼ to 6¾c. per lb. Hams 10 to 12c., and bacon 11 to 12c. per lb.

FLOUR AND GRAIN.

FLOUR—A fair jobbing trade was transacted in flour, but the market, on the whole, is quiet, as buyers are only taking sufficient to fill actual wants. We quote: Winter patents, \$3.50 to \$3.75; straight rollers, \$3.25 to \$3.35; in bags, \$1.55 to \$1.60; Manitoba patents, \$3.80 to \$4, and strong bakers', \$3.50 to \$3.60.

GRAIN—The grain market was much quieter to-day, there being no demand to speak of from foreign buyers; in consequence, business was dull, but the tone is steady, and values on spot show no change.

For May delivery, afloat, the following prices were quoted: Ontario spring wheat, 73 to 73½c.; peas, 72 to 72½c.; rye, 61½ to 62c.; buckwheat, 54½c.; No. 1 barley, 51c.; No. 2 do., 49c.; oats, 32½c. Spot prices are: Oats, 30½ to 31c.; peas, 69 to 70., and buckwheat, 53½c.

OATMEAL—The demand for rolled oats was limited, but the market was steady at \$3.40 per bbl., and \$1.65 per bag.

FEED—Owing to the continued scarcity of bran and shorts, and the active demand for the same, a strong feeling prevails in the market, and prices to-day were advanced \$1 per ton. We quote: Manitoba bran, in bags, \$17; shorts, \$18; mouille, \$19 to \$25; Ontario bran in bulk, \$17.50, and shorts, \$19 per ton.

HAY—The demand for baled hay was slow, and the market rules quiet with an easy tone. We quote: No. 1, \$9 to \$10; No. 2, \$8 to \$9, and clover, \$6.50 to \$7 per ton, in carload lots.

CHEESE AND BUTTER.

CHEESE—The market was nominal to-

day, and prices may be quoted at 12¾c. for white, and 13 to 13¼c. for colored.

BUTTER—The advancing tendency in prices continues, and 31 to 32c. was paid for small parcels of finest creamery to-day.

MONTREAL NOTES.

All the Almeria grapes have been cleaned out of first hands here.

The price of butter at present is simply what the holders care to ask.

There has been forward purchasing of new Japan tea, June pickings, here.

Buyers appear to have filled their wants for coffee, as demand has slackened appreciably.

RETAIL ASSOCIATION AT RAT PORTAGE.

The retail grocers of Rat Portage, Ont., are forming an association. THE CANADIAN GROCER wishes them every success.

Buy Tea Now, Buy tea always, but don't buy TEA until you have consulted us. We have some splendid values in **Ceylons, Indians and Japans.**

Wholesale only. Samples and prices on application.

S. H. EWING & SONS, Montreal
96 KING STREET.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., March 15, 1900.

BUSINESS begins to be quite active. Values continue to climb. Owing to the very sharp advance in woodenware, and in all grades of paper, very many other lines are affected, for there are no goods in which at least one, if not both, of these lines do not count. Quite a business is being done in ice here at present. Along the Nova Scotian coast very little ice could be obtained this season, and many of the fishermen have sent their schooners here to get supplies. There will be a large demand this season. In spices, pepper, ginger and cloves are higher. Cream of tartar shows little change. Tapioca, while quite high, is somewhat off in price.

OIL—Prices show no change with a rather less demand for burning oil. There is increased sale in other lines, lubricating and paint oils being both active. Prices are very high, and there is no prospect of any lower figures. Wax holds high. Competition in oil continues to grow less. The Vacuum Oil Co.'s office here has been closed for some time. The Imperial oil Co. have controlled their business.

SALT—In Liverpool coarse, which is so largely handled here, price continues to slowly but surely advance. Supplies con-

tinue to arrive regularly and there are good stocks held. Demand is improving, but, owing to price, has been more backward than usual. In fine, there is a steady sale at even figures. There is complaint that Canadian shipments are much delayed in transit. We quote as follows: Liverpool coarse, 50 to 55c. English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20 to 22c. each; 10-lb. wood boxes, 12 to 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt 60c. per 100 lb.

CANNED GOODS—Firm values in all lines still rule. The season of demand will see higher prices. Dealers will do well not to give these goods away for the sake of doing business. There will be lots of buyers later at advanced figures. There are just fair stocks held. The high prices at which it is expected new goods will open will very much strengthen the general position. There is some western inquiry for lobsters, but there are no stocks. The higher prices in oysters have affected sales. Apples are beginning to move more freely. Prices unchanged. In meats, less interest is taken than usual, fair stocks being bought early to

arrive. Tendency is to higher figures. In canned clams, improved demand is noted.

GREEN FRUITS—Business moves more freely. Valencia oranges are still the staple. Prices continue to move up, and the sale is active. There is not the cutting as yet that is often seen in the retail trade. Californians and Messinas have a fair sale. The latter are being received quite freely in half boxes. Lemons are still low. There is fair sale. In bananas, there is quite a marked improvement in the demand. Prices for the season are quite low. Apples are light sellers. Best stock is scarce. Full figures are asked. There is quite a quantity of cheap goods offered. Business in grapes is over. Cranberries are also out of the market. A few Southern strawberries are seen in a retail way.

DRIED FRUITS—Californian prunes are still the active line. The demand is for small sizes, which, though the supply is reported scarce and some of the larger people not offering any, work up very slowly in price. There is but fair demand. In raisins, little is doing, but, except in Valencias, stocks are very small and higher values are looked for. Figs move, in a small way, at unchanged figures. Dates are very firmly held. There is a fair sale. Evaporated apples are easy. Fair stocks are held, but there is an improved sale. In

Williams Bros. & Charbonneau's

Sweet and Sour Pickles, Catsups, Mustards, Baked Beans and Relishes. This season's product finer than ever.

2 New Lines: "WALDORF RELISH," and "FANCY MIDGETS" are exceptionally attractive goods.

— ASK YOUR JOBBER —

A. E. RICHARDS & CO., SELLING AGENTS, **HAMILTON.**

The Following Brands
Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO

OLD CHUM.

SEAL OF NORTH CAROLINA

OLD GOLD.

CIGARETTES

RIOHMOND STRAIGHT OUT.

SWEET OAPORAL.

ATHLETE.

DERBY

CALIFORNIA ORANGES

Messina Lemons, Fruits and Nuts of all kinds. An excellent assortment of only the best grades always on hand and we can supply you at lowest market prices.

Bananas. The fruit is arriving in first class condition. Port Limon stock is exceptionally fine.

Fruit Auction Sales. These auction sales are held every Wednesday and we will be pleased to give you any information required.

McWILLIAM & EVERIST

Wholesale Commission Merchants.

25 and 27 Church St., TORONTO, Can

Telephone 645.

**AT
LOW
PRICES**

New Dry Cod
Labrador Salmon
Green Cod
Canned Mackerel
Canned Clams

J. & R. McLEA,

23 Common St.

MONTREAL.

Until you have seen

Clark's Pork and Beans

You have yet to see the best seller in the market.

If you have never used them a trial order will develop a permanent trade for you.

Plain and with Tomato.

THE MANITOBA

Produce & Commission Co.

WINNIPEG, MANITOBA.

Limited

WHOLESALE DEALERS IN

Butter, Eggs, Cheese, Fruits, Cured Meats

PICKLED, DRY AND
SMOKED FISH

Consignments and

Correspondence Solicited.

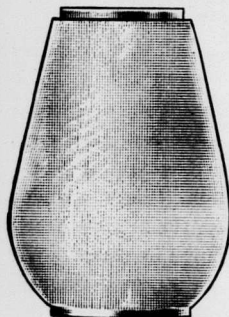
BRANCHES
AT:

Vancouver,
Victoria,
Nelson,
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GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Limited, London, N.W., Eng.

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.

CANADA'S CANNED FISH

Sardines, all grades
Oval Kippered Herring
Oval Kippered Haddles
Scallops
Clams
Clam Chowder

Every Tin Guaranteed.

Order from your wholesale grocer.

JOHN SEALY, St. John, N.B.



The Best Criterion of the Merit of

DEWAR'S WHISKY

is the ever increasing demand. The high Standard of Quality which first brought the Whisky into prominence is rigidly maintained, and every bottle **CORKED** in Dewar's Distilleries is a guarantee that you get the "BEST" in "SCOTCH."

Ogilvie's Hungarian Ogilvie's Glenora....

All BAKERS and GROCCERS handling this Flour exclusively are making money.

**Superior Quality
Always Good**

dried apples, very little is being done. Onions have a fair sale. The quality of Canadian onions received on this market during the past season has given poor satisfaction. In evaporated peaches, a few are moving, but prices are too high for any large business.

PRODUCE—It has been a long time since this was a line of such general interest in St. John. Particularly is this true in regard to cheese. There is practically no cheese to be had, and the few that are held by dealers are held at figures about out of sight, at least, for business. In butter there is very light stock held. Best butter is very scarce. The small quantity of creamery made in this Province does not begin to supply demand at even the advanced figures. These strong features do not extend themselves to eggs, which tend somewhat dull and to lower figures.

SUGAR—There has been considerable interest during the week because of reported declines in the American market, and as we write values are lower. In Dutch imported some nice values have been shown, but it is not a favorite, being in bags. In yellows, considerable quantities of English continue to arrive. These goods have been offered at low figures during the week.

MOLASSES—Stock is very light and full figures asked. There is still some Porto Rico held, and small lots of choice New Orleans continue to arrive. New Porto Rico is expected very shortly. The party to whom it is consigned holds it at high figures, wanting 39 to 40c. from ship's side in wholesale quantities.

FISH—There is lots of demand but no fish. Fresh are very scarce. There are so few haddock that finnan haddies are hardly offered. There are really no pickled fish, and the few that are offering are not A1 stock. Dry cod show no change, and are in ample supply, but pollock are scarce.

Smoked herring are easy, with but fair sale. Bloaters, and particularly kippers, are scarce. There is good sale for boneless, and, if people will pay the price, extra fine stock is offered. A few halibut are being received. Gaspereaux will soon be on the market. We quote as follows: Large and medium dry cod, \$3.70 to \$3.80; small, \$2.50 to \$2.60; pickled shad, \$4.50 to \$5, as to quality; haddies, 5c. per lb.; smoked herring, 8 to 9c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$2.35 to \$2.45 per 100; pickled herring, \$2 to \$2.25 per half bbl.; bloaters, 70c.; kippers, \$1.50; smelts, 5c.; Shelburne, \$4.50 to \$4.75; halibut, 11c.

PROVISIONS—In barrelled beef and pork, while prices are firmly held there is but light business reported. Stocks held here are small. In smoked meat there is rather improved sale, but price is high for general business. Lard, while tending firmer, shows little change in price.

FLOUR, FEED AND MEAL—Flour, with sugar, is very low, and, while dealers have continued to look for higher prices, they come slowly. There is but a moderately fair business. Oats and oatmeal are rather higher, but in the local market the latter shows little change. Cornmeal is in steady demand at unchanged figures. Beans show some range in price, but are still high with limited sale. Split peas are firm. Hay is higher, owing to export demand. Seeds have very general attention. Prices, particularly clovers, are higher than last season. Shippers show quite a range in value. We quote: Manitoba flour, \$4.50 to \$4.70; best Ontario, \$3.80 to \$4.00; medium, \$3.60 to \$3.75; oatmeal, \$3.85 to \$3.90; cornmeal, \$2.20 to \$2.25; middlings, \$2.1 to \$2.2; oats, 38 to 40c.; hand-picked beans, \$1.90 to \$1.95; prime, \$1.75 to \$1.80; yellow-eye beans, \$2.25 to \$2.45;

split peas, \$4.00 to \$4.25; round, \$3.25 to \$3.40; pot barley, \$3.75 to \$4.00; hay, \$9 to \$9.50; timothy seed, American, \$1.50.

ST. JOHN NOTES.

Northrup & Co. report an increased demand for their canned clams.

THE CANADIAN GROCER recently received a call from Mr. Brock, of Nicholson & Brock, Toronto. Mr. Brock reports a slight advance in both bird seed and mince meat.

Spring changes are beginning to take place. The firm of McAfee & Loomer has been dissolved, and the business will be carried on by D. E. Loomer under his own name.

It is with deep regret we have to report the death of Collector J. R. Ruel, whose illness we referred to last week. It will be very difficult to find a successor who will give equal satisfaction.

The mercantile brokerage and general commission business carried on by the late J. C. Bowman will be continued by his son, A. S. Bowman, under his own name. Mr. A. S. Bowman has been the active man in the business for some years.

COX'S GELATINE **Always Trustworthy**
ESTABLISHED 1725.

Agents for Canada:

C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal

COWAN'S

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers.

THE COWAN CO., LIMITED, TORONTO

DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

CURRENT MARKET QUOTATIONS

March 15, 1900.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, Hamilton, London, St. John, N.B., Halifax, Winnipeg, Vancouver and Victoria. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors who call daily upon all the leading houses in the principal centres.

BUTTER, CHEESE AND EGGS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Dairy, choice, large rolls, per lb.	24	25	20	25
" " " " tubs, best.	23	24	25	28
" " " " tubs, second grade			20	22
Creamery, tubs and boxes	24	26	25	30
" " " " prints and squares	26	27	27	30
Cheese, per lb.	13	13 1/2	14	15
Eggs, new laid, per doz.	13	13 1/2	16	17

CANNED GOODS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Apples, 3's	90	90	95	110
" " gallons	2 25	2 20	2 25	2 40
Asparagus			2 40	
Beets			1 00	
Blackberries, 2's		1 40	1 70	1 60
Blueberries, 2's	70	75	85	90
Beans, 2's		85	85	90
Corn, 2's	1 05	1 10	1 10	1 25
Cherries, red, pitted, 2's		1 90	2 00	2 30
" " white		1 90	2 00	2 40
Peas, 2's	85	90	95	1 00
" " sifted		1 00	1 25	1 25
" " extra sifted		1 25	1 50	1 80
Pears, Bartlett, 2's		2 00	2 40	2 25
" " 3's		2 40	2 50	2 25
Pineapple, 2's		2 40	2 50	2 15
" " 3's		2 60	2 60	2 50
Peaches, 2's		2 50	1 75	1 90
" " 3's		2 50	2 60	2 70
Plums, green gages, 2's		1 10	1 25	1 30
" " Lombard		1 00	1 10	1 50
" " Damson, blue		1 00	1 10	1 30
Pumpkins, 3's			85	1 00
" " gallon		2 10	2 25	2 10
Raspberries, 2's	1 60	1 60	1 70	1 75
Strawberries, 2's		1 60	1 75	1 95
Succotash, 2's			1 15	1 10
Tomatoes, 3's	90	1 00	90	95
Lobster, tails		2 95	2 75	2 50
" " 1-lb. flats		3 00	3 25	2 75
" " 1/2-lb. flats		1 75	1 80	1 65
Mackerel		1 30	1 35	1 25
Salmon, sockeye, tails		1 30	1 40	1 50
" " Horseshoe		1 50	1 60	1 85
" " "		1 35	1 40	1 60
" " Clover Leaf, tails	1 to 4 cases		1 50	
" " "	5 " 9 "		1 47 1/2	
" " "	10 " 25 "		1 45	
" " "	1 " 4 "		1 65	
" " "	5 " 9 "		1 62 1/2	
" " "	10 " 25 "		1 60	
" " Cohoes		1 05	1 10	1 15
Sardines, Albert, 1/4's	12	12 1/2	13	14
" " 1/2's	21	20	21	21
" " Sportman, 1/4's	20	12 1/2	12	12
" " 1/2's	20	21	20	21
" " key opener, 1/4's	10	11	10 1/2	11
" " 1/2's		18	18 1/2	23
" " P. & C., 1/4's		23	25	23
" " 1/2's		33	36	33
" " Domestic, 1/4's		4	4 1/2	3 3/4
" " 1/2's		9	11	
" " Mustard, 1/4 size, cases				
50 tins, per 100	9 50	11 00	8 50	9 00
Haddes			1 00	1 15
Kipperd Herrings	1 20	1 50	1 00	90
Herring in Tomato Sauce	1 30	1 45	1 55	1 60

CANDIED PEELS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Lemon, per lb			11	12
Orange, "			12	13
Citron, "			16 1/2	17

GREEN FRUITS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Oranges, Washington Navels, bx		3 25	3 50	3 75
" " Valencias, ord. 420's		5 50	6 00	4 50
" " large 420's		6 00	6 50	6 00
" " 714's			5 50	5 50
Lemons, Verdilli, p. box		1 75	2 00	
" " Messina, per box		2 75	3 00	3 00
Bananas, per bunch		1 25	2 25	2 00
Winter Apples, per bbl	3 00	3 50	2 00	3 50
Cranberries, per bbl	5 00	6 00	6 50	7 00
Almeria Grapes, per keg		6 00	10 00	6 00

SUGAR

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Granulated (St. Lawrence, Red-path)	4 40		4 53	4 50
Granulated, Acadia	4 35			4 40
Granulated, American			4 50	
Paris lump, bbls. and 100-lb. bxs	5 18		5 33	5 1/2
" " in 50-lb. boxes	5 23		5 43	5 1/2
Extra Ground Icing, bbls.	8 20		8 43	
Powdered, bbls	5 05		5 25	5 1/2
Phenix	4 25		4 35	
Oream	4 25		4 35	
Extra bright	4 10		4 23	
Bright coffee	4 00		4 13	3 1/2
Bright yellow			4 13	3 1/2
No. 2 yellow	3 70		3 88	3 1/2
No. 3 yellow	3 70		3 84	3 1/2
No. 1 yellow	3 80		3 71	
American, yellow		3 80	3 70	

HARDWARE, PAINTS AND OILS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Wire nails, base	3 45		3 50	
Cut nails, base	2 85		2 85	
Barbed wire, per 100-lb.	3 72 1/2		3 72 1/2	
Smooth Steel Wire (oiled and annealed, etc.), base	3 45		3 45	
White lead, Pure	6 75		6 87 1/2	
Linseed oil, 1 to 4 bbls., raw	66		65	
" " " " boiled	69		68	
Turpentine, single bbls	83		81	

SYRUPS AND MOLASSES

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Syrups—				
Dark	1 3/4			
Medium	2	30	32	
Bright	2 1/4	35	37	34
Corn Syrup, barrel, per lb			2 1/2	36
" " " kegs			2 1/2	38
" " " 3 gal. pails, each			1 80	
" " " 2 gal. "			1 00	
Honey	90		1 00	
" " 25-lb. pails			1 00	
" " 38-lb. pails	1 20		1 40	
Molasses—				
New Orleans		23	27	28
Barbadoes	43		42	30
Porto Rico	41	38	42	35
Antigua	35			25
St. Croix				28

CANNED MEATS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Comp. corn beef, 1-lb. cans	1 50	1 50	1 60	1 50
" " 2-lb. cans	2 65	2 65	2 75	2 50
" " 4-lb. cans	5 25	5 25	5 50	
" " 6-lb. cans	8 25	8 25	8 75	9 25
" " 14-lb. cans	18 00	18 50	19 50	20 00
Minced callops, 2-lb. can	2 60		2 60	2 80
Lunch tongue, 1-lb. can	3 30	2 90	3 25	3 00
" " 2-lb. can	6 70	6 75	7 00	5 80
English brawn, 1-lb. can	2 40	2 50	2 50	2 75
Camp sausage, 1-lb. can			2 50	2 50
" " 2-lb. can			4 00	4 00
Soups, assorted, 1-lb. can			1 50	1 40
" " 2-lb. can			2 20	2 25
Soups and Boull, 2-lb. can			1 80	1 75
" " 6-lb. can			4 50	4 25
Sliced smoked beef, 1/2's	1 70	1 65	1 70	2 00
" " 1's	2 75	2 80	2 95	3 25

FRUITS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Foreign—				
Currants, Provincials, bbl			4 1/2	5
" " Filiatras, bbls			5	5 1/2
" " 1/2-bbls	4 1/2		5 1/2	5 1/2
" " cases	4 1/2	4 1/2	5 1/2	5 1/2
" " 1/2-cases	4 1/2	4 1/2	5 1/2	6
Patras, bbls			6	7
" " 1/2-bbls			6	7
" " cases			6	7 1/2
" " 1/2-cases			5 1/2	6
Vostizzas, cases			6	7
Dates, new, boxes	5	5 1/2	4 1/2	6
Figs, 10-lb. boxes, per lb.			12 1/2	14
" " 20 & 28-lb. boxes, per lb.			14	18
" " Mats, per lb., new			3 1/2	4
" " Naturals, per lb.			5 1/2	
" " 1-lb. glove boxes			13	
Prunes, California, 30's	10	10	10 1/2	10
" " 40's	8 1/2	8 1/2	8	8 1/2
" " 50's	7 1/2	7 1/2	7 1/2	8 1/2
" " 60's	7	7	7 1/2	8
" " 70's	6 1/2	6 1/2	7	7 1/2
" " 80's	6	6 1/2	6 1/2	7
" " 90's			5 1/2	6
" " Bosnia, A's			8 1/2	9
" " B's			7 1/2	8
" " U's			6 1/2	7
Raisins, Fine off stalls			7	6 1/2
" " Selected	7 1/2	7 1/2	7 1/2	6 1/2
" " Layers	8	7 1/2	8	7 1/2
" " Sultanias	10	12	10	12
" " California, 3-crown			8 1/2	9
" " 4-crown			9 1/2	10
" " seeded, 3-cr.			11 1/2	10
" " Malaga, Lon. layers		1 60	1 75	1 65
" " Black baskets		1 90	2 00	1 80
" " Blue baskets		2 00	2 25	1 90
" " Dehesa clusters		3 00	3 25	2 75
" " Royal clusters		4 00	4 50	3 50
" " 1/4-flats black baskets			75	
" " 1/4-flats blue baskets			85	
" " 1/4-flats Dehesa			1 00	
" " S. Mal. Musc. lb. pkg.			10	

PROVISIONS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Dry Salted Meats—				
Long clear bacon			7 1/2	8
Smoked meats—				
Breakfast bacon	11 1/2	12 1/2	11	12
Rolls		9	8 1/2	9
Hams	12	13 1/2	11 1/2	12
Shoulder hams		10	8 1/2	8
Backs			11	12
Barrel Pork—				
Canadian heavy mess	15 00	15 50	15 00	14 00
" " short cut			16 00	16 00
Clear shoulder mess			12 50	13 00
Plate beef			12 00	12 50
Lard, tierces, per lb.			7	7 1/2
Tubs	6 1/2	7 1/2	7 1/2	7 1/2
Falls	7 1/2	7 1/2	7 1/2	7 1/2

All meats out of pickle i.e. less.

Get out of the rut of selling goods at no profit, but sell

TIGER Stove Polish

which will give you fair profit, and, better still, perfect satisfaction to your customers, which will hold your trade.



THE F. F. DALLEY CO. LIMITED
HAMILTON.

PURE GOLD GOODS

ARE Standard for Quality

always.

They allow you a good profit and are never cut in price.

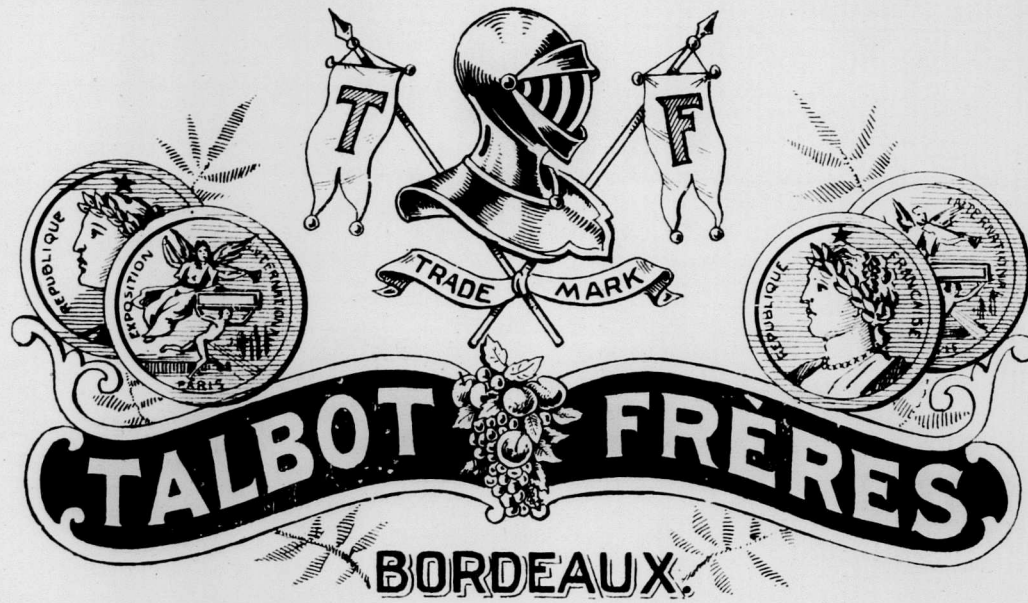
The Big

4

Jelly Powder.
Baking Powder.
Flavoring Extracts.
Coffee.

	Montreal, Quebec	Toronto, Hamilton	St. John, Halifax	Manitoba and B.C.
COFFEE				
Green—				
Mocha	24	23	28	30
Old Government Java	27	22	30	30
Rio	10	9½	12½	12
Santos		10½	15	
Plantation Ceylon	29	26	30	29
Porto Rico		22	25	24
Guatemala		22	25	24
Jamaica	18	15	20	18
Maracabo	13	18	18	13
NUTS				
Brazil			13	8½
Valencia shelled almonds	26	30	25	30
Tarragona almonds			14	13
Formegetta almonds			13	
Jordan almonds		35	40	
Peanuts (roasted)	6½	9½	9	10
" (green)	5½	8	7	9
Cocoanuts, per sack	3 00	3 75	3 50	4 00
" per doz	60	60	70	70
Grenoble walnuts	14	15	14	9
Marbot walnuts	12	12½	10½	11
Bordeaux walnuts			9	9
Sicily filberts			10	9
Naples filberts		10	11	10
Pecans		10	11	12
Shelled Walnuts	20	23	23	25
SODA				
Bl-carb, standard, 112-lb. keg	2 25	2 50	2 00	2 25
Sal soda, per bbl	70	75	80	85
Sal Soda, per keg	95	1 00	1 00	95
Granulated Sal Soda, per lb			1	
SPICES				
Pepper, black, ground, in kegs, palls, boxes	13	15	18	14
" in 5-lb. cans	14	17	19	15
" whole	11	12	19	12
Pepper, white, ground, in kegs, palls, boxes	20	23	18	24
" in 5-lb. cans	20	23	20	22
" whole	19	25	19	20
Ginger, Jamaica	19	25	22	20
Ginger, whole	12	30	14	35
Pure mixed spice	25	30	25	30
Cassia	20	40	20	40
Cream tartar, French	25	24	25	20
" best	28	25	30	25
Allspice	18	17	18	16
WOODENWARE				
Palls, No. 1, 2-hoop			1 90	1 90
" " 3-hoop			2 05	2 05
" half, grained			1 75	1 75
" quarter, jam and covers			1 20	1 45
" candy, and covers			2 70	3 20
Tubs, No. 0			11 00	11 00
" " 1			9 00	9 00
" " 2			8 00	8 00
" " 3			7 00	7 00

	Montreal, Quebec	Toronto, Hamilton	St. John, Halifax	Manitoba and B.C.
PETROLEUM				
Canadian	12	12	18	
Sarnia water white	12	13	18	
Sarnia prime white			16½	
American water white	17	17½	19½	21
Pratt's Astral	18	19	20	21½
TEAS				
Black—				
Congou—Half-chests Kalsow, Morning, Paking	13	60	12	60
Caddies Paking, Kalsow	17	40	18	50
Indian—Darjeelings	35	55	35	55
Assam Pekoes	20	40	20	40
Pekoe Souchong	18	25	18	25
Ceylon—Broken Pekoes	35	42	35	42
Pekoes	20	30	20	30
Pekoe Souchong	17½	40	17	35
China Greens—				
Gunpowder—Cases, extra first	42	50	42	50
Half-chests, ordinary firsts	22	28	22	28
Young Hyson—Cases, sifted extra firsts	42	50	42	50
Cases, small leaf, firsts	35	40	35	40
Half-chests, ordinary firsts	22	28	22	28
Half-chests, seconds	17	19	17	19
" thirds	15	17	15	17
" common	13	14	13	14
Pingsueys—				
Young Hyson—½-chests, firsts	28	32	28	32
" seconds	16	19	16	19
Half-boxes, firsts	28	32	28	32
" seconds	16	19	16	19
Japan—				
½-chests, finest May pickings	38	40	38	40
Choice	32	36	32	36
Finest	28	30	28	30
Fine	25	27	25	27
Good Medium	22	24	22	24
Medium	19	20	19	20
Good common	16	18	16	18
Common	13	15	13½	15
Nagasaki, ½-chests Pekoe	16	22	16	22
" Oolong	14	15	14	15
" Gunpowder	18	19	18	19
" Siftings	7½	11	7½	11
RICE, SAGO, TAPIOCA, MACARONI				
Rice—Standard B.	3 30	3 40	3 3½	3 25
Patna, per lb			4½	5
Japan			5½	6
Imperial Beeta			4½	5
Extra Burmah			4½	5
Java, extra			6	6
Sago	3½	4½	4	5
Tapioca	3½	4½	4	5
Macaroni, dom'ic, per lb, bulk			9	10
" imp'd, 1-lb. pkg., French			11	12½
" Italian			11	12½



PACKERS OF FRENCH DELICACIES.

FRENCH PEAS, 1-lb. Tins, Cases 100 Tins.

Pois.....	per case	\$8 50
Petits Pois.....	"	9 00
Petits Pois Mi-Fins.....	"	10 00
Petits Pois Fins.....	"	12 00
Petits Pois Extra Fins.....	"	14 00
Petits Pois Sur Extra Fins.....	"	16 00

FRENCH PEAS, Glass Jars, Cases 2 doz.

Petits Pois Mi-Fins.....	per doz.	2 20
Petits Pois Fins.....	"	2 40
Petits Pois Extra Fins.....	"	3 00

FRENCH MUSHROOMS, 1-lb. Tins, Cases 100 Tins.

Hotel.....	per case	14 00
Choice.....	"	16 00
First Choice.....	"	17 50
Extra Quality.....	"	18 00
Extra Small.....	"	18 50
Extra Buttons.....	"	19 00

FRENCH MUSHROOMS, Glass Jars.

Extra Quality, 1/2-Bottles, Cases 2-doz.....	per doz.	4 00
Extra Quality, 1/4-Bottles, Cases 2-doz.....	"	2 50
Extra Quality, 1/8-Bottles, Cases 4-doz.....	"	1 75

HUDON, HEBERT & CIE., MONTREAL

MANITOBA MARKETS.

WINNIPEG, March 12, 1900.

THERE has been little change in the situation during the past week. Business is fair, and spring orders are being shipped regularly. Collections are still unsatisfactory, and March 4, or rather 5, witnessed a great many requests for renewal of paper, more, probably, than for any month during the past six.

The elevator commission has finished its report and forwarded the same to Ottawa, and the text of it will, no doubt, reach Winnipeg early in the week. The general impression gathered so far is that the commission has recommended freedom in the construction of flat warehouses. Retail trade is decidedly slow, but not more so than is usual at this season of the year.

WHEAT—This market has been listless and devoid of new features all week. In fact, there has been nothing doing. European cables showing a stronger tone and the slightly increased activity of the American market have helped to keep prices where they were last week and, in fact, advance them a little; but, as wheat at Fort William is from 2 to 3c. above export basis, it is not possible for business to move unless European prices advance further or freight takes a tumble. Buyers are extremely shy, and holders are resolute to maintain prices, and, consequently, things are pretty much at a deadlock. Fort William wheat closed at 66c., showing a slight advance on last week's prices. May wheat is 68c.

FLOUR—The chief event of the week has been the purchase by the English Government of 50 carloads of Lake of the Woods flour for immediate shipment to South Africa. Part of the order has been filled, and the balance goes forward next week. This order is felt to be a feather in the cap of Manitoba. Prices locally remain unchanged, and business is steady, but rather slow.

CEREALS—There is little new in this market. American rolled oats are being offered freely, but I could learn of no transactions of any magnitude taking place. Rolled oats are practically 5c. per 80 lb. sack higher, for, while last week's price was from \$1.70 to \$1.75, this week's price is \$1.75 straight. Standard and granulated oatmeal are unchanged at \$2.25. Pot barley is a shade higher, being quoted at \$2.30 to \$2.35; split peas are \$2.50; cornmeal, \$1.20; beans are very firm at \$2.15 to \$2.20. Rice, coffee, dried fruits, evaporated fruits, spices and sugars are all without change for the week. Business in all these lines is normal.

GREEN FRUIT—This market is improving, and all stocks show full line of seasonable fruits. The apple situation is without

change. Lemons are down a trifle. Bananas are arriving more frequently and in better condition. Seville or bitter oranges are meeting with good sale. Prices for the week are as follows: Apples, best repacked, \$4 to \$4.50; navel oranges, \$4; seedlings, \$3.50; Californian lemons, \$4.75; bananas, \$3 to \$3.25, according to size of bunch; cranberries, \$7.50; fancy Californian celery, 75c. per doz. In retail stores small consignments of fresh tomatoes, cucumbers, green onions, lettuce and radishes are received daily, but wholesale houses are not touching these goods yet.

BUTTER—The supply of butter is small, and has not increased as was anticipated. The supply is not nearly up to the demand. Small lots of separator-made bricks are worth 20 to 21c., but the supply of these is almost nil. Fresh dairy, neatly put up and sweet, readily brings 18 and 19c., but a goodly portion of the very limited supply coming in is distinctly below par. Why, in these enlightened days, farmers bring butter to market as white as lard and as keen as mustard, when they could readily get 3c. per lb. more for a properly-colored sweet article, is one of the mysteries that will forever remain unexplained.

CHEESE—Nominal. There is a cheese market of 14c. for small and 13½c. for large, but practically there is nothing doing.

EGGS—Hen fruit is like butter, only more so (very much). The few that are coming in are fairly fresh, but they seem to have been laid by bantams instead of the Plymouth Rock, which are supposed to be the pride of the poultry keepers of Manitoba. Dealers are offering 22c. Winnipeg, for freshly gathered. Strictly fresh laid are retailing on the Winnipeg market at 40c. per dozen, and 10 dozen could be sold for every one dozen that can be got even at that figure.

CURED MEATS—Hams have advanced ½c. during the week, and are quoted at 12½c. per lb.; other prices are without change. We quote: Breakfast bellies, 12c.; backs ditto, 10c.; spiced rolls, 9½c.; shoulders, 8½c.; dry salt long clear bacon, 8½c.; shoulders, 8c.; short clear, 8½c.; backs, 9c.

FISH—Fish is in good demand, and the market is well supplied. We quote: White fish frozen, 6 to 6½c.; pickerel, 3 to 3½c.; pike, 3c.; trout, 10c.; salmon, 12c.½.; halibut, 11c.; salt whitefish in ½-bbls., \$6.50; haddies, 7c.; salt cod, 7c.; mackerel, fresh, 15c.; herring, ditto, 20c.; Labrador herrings, ½-bbls., \$4.

NOTES.

President Hargreaves, of the N.W.C.T.A., has been held in quarantine for two weeks at Nelson, B.C., owing to a case of smallpox on the lake steamer on which he was

traveling. According to accounts, the British Columbian Government might profitably spend some of the time they are wasting in trying to form a Cabinet, on improving their quarantine regulations, which, from Mr. Hargreaves' letters, certainly leave much to be desired.

J. Norman Hicks, of Mills & Hicks, is getting around again after an attack of pneumonia.

H. L. Knowles, who for some years traveled for Tees & Persse, is now on the road for The Empire Tobacco Co.

J. H. Morris, of J. H. Morris & Co., Edmonton, spent a few days in town during the week on his return trip from Eastern markets.

E. B. Nixon, grocery buyer for The Hudson's Bay Company, left for the south and east on Wednesday. He will be absent about three weeks.

S. A. Erskine, salesman for The National Cash Register Co., returned Thursday from a successful trip to Dauphin and along the Manitoba N.W. railway.

J. H. Houck, of Hamiota, was in the city on a purchasing trip; also, A. E. Chandler, of Plumas. Mr. Chandler carries a large general stock.

W. S. Crone, representing H. A. Nelson, Sons & Co., is in town with samples for next Christmas. He will wend his way westward to the Coast in about 10 days.

HONEST RETAILING.

At the invitation of the Toronto Retail Merchants' Association, Hon. Senator Salomon, of Chicago, lectured in Toronto on Monday evening on "How to Preserve Honest Retailing." The lecture, which which was fairly well attended, was held in the Temple Building. Mayor Macdonald occupied the chair, and on the platform were the speaker of the evening, W. B. Rogers, President of the Association and John Hargreaves.

Senator Salomon expressed the belief that the great hindrance to honest retailing is the departmental store. He referred to the moral dangers to female employes in departmentals and made a plea for their protection. The daily press, he claimed, was influenced by the large advertising patronage of the departmentals, and were therefore ever ready to support them. He believed the best plan to deal with departmentals was to divide the different lines of business into groups and to enact that trade in each of these groups should be done in a separate building. The turnover tax, which is proposed by the Retail Merchants' Association, was opposed by Senator Salomon. He considered the graded tax unjust and a detriment to enterprise.

The . . .

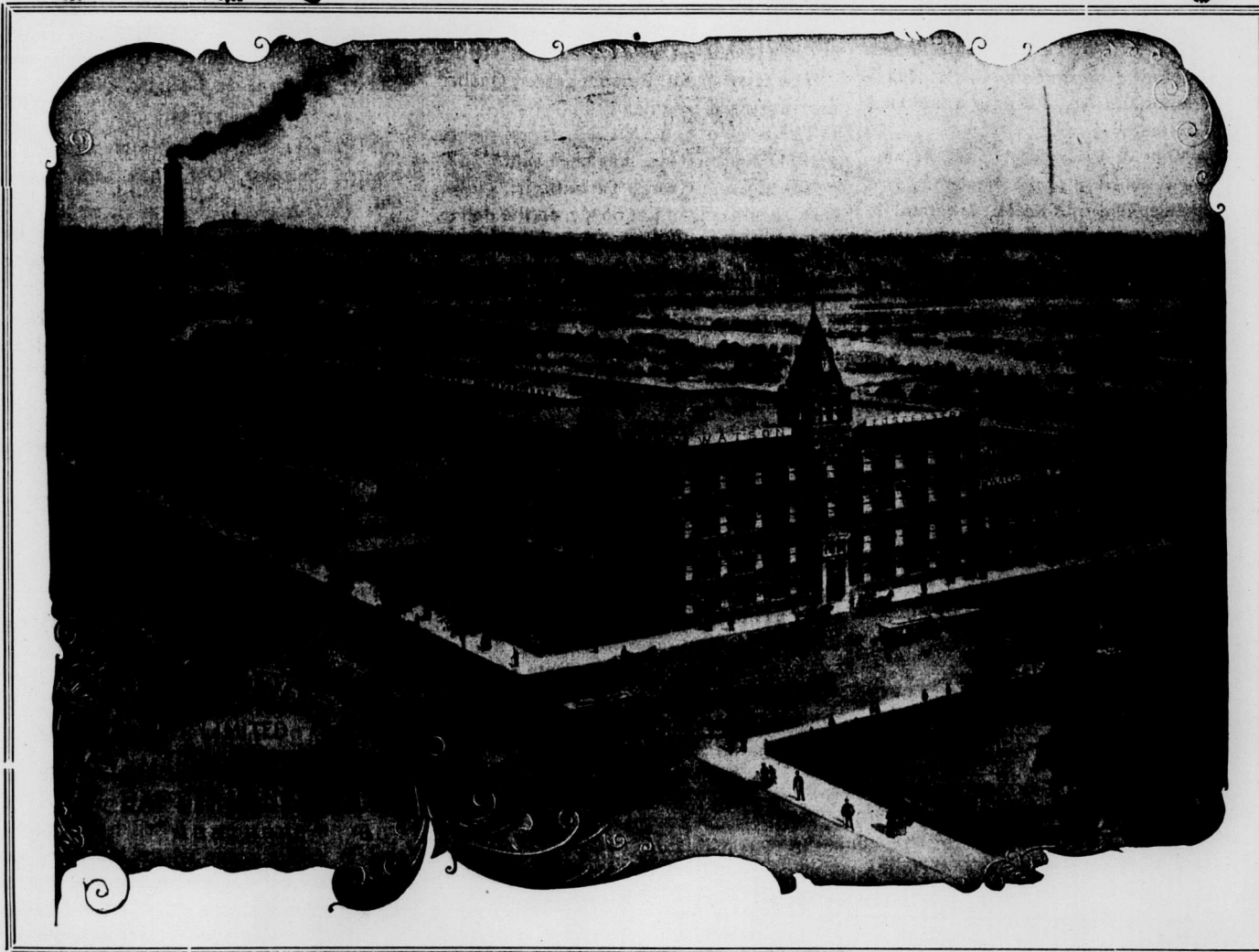
Watson, Foster Co.

LIMITED

Every grade of
Wall Papers

VASTER AND BETTER EQUIPPED WALL PAPER
FACTORY "THAN HAS BEEN."

MONTREAL, QUE.



AN IMPORTANT ? FOR 1900.

Have you seen our **NEW WALL PAPERS** for Spring Trade? If not, ask for our Special Circulating Sample Books by Post or Express (prepaid).

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| No. 5 | Plain and Embossed Gilt |
| No. 6 | Plain Gilt and Flats |
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| No. 9 | Wide Gilt |
| No. 10 | Ingrains (in combinations) |

N.B.—These books cost you nothing, but are invaluable for selecting or sorting up your stock.

Teas "fragrant", "delicious", "perfect" and "best" are now as plentiful as gold mines, but customers only smile and say - "Give us Blue Ribbon Ceylon" - Blue Ribbon Tea Co. - 42 Scott St. Toronto.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JENNIE RICHARDSON, confectioner, Toronto, has assigned to G. H. May, Toronto, and her stock is advertised for sale by tender.

James Watt & Co., tobacconists, Winnipeg, have assigned to C. H. Newton.

Joseph Beaulieu, fruit dealer, Montreal, is offering 20c. cash on the dollar.

Assignment has been demanded of Wm. Blouin & Co., grocers, Quebec.

Joseph Longpre, general merchant, St. Jovite, Que., has assigned to H. Lamaire.

H. W. Prendergast has been appointed curator of Edward Auld, confectioner, Montreal.

P. N. Savard, general merchant, Lorette, Que., has suspended, and is offering 65c. on the dollar.

C. B. Poisson, general merchant, St. Sophie de Levrard, Que., is offering 50c. on the dollar.

Kent & Turcotte have been appointed curators of Dame J. Seiden, general merchant, Rigaud, Que.

Eamen & Stoneburner, general merchants, Oznabruck Centre, Ont., have assigned to J. H. Bredin, Woodlands.

PARTNERSHIPS FORMED AND DISSOLVED.

H. & U. Langlois, general merchants, Coteau Landing, Que., have dissolved.

Poirier & Therien, general merchants, St. Remi, Que., have registered partnership.

Irvine Bros., general merchants, Drayton, Ont., have dissolved, Henry Irvine continuing.

Cross & McQueen, general merchants, Killarney, Man., have dissolved, R. Cross continuing.

O'Neil & Hobin, grocers and hardware dealers, Welland, Ont., have dissolved, James S. O'Neil continuing.

Dennis Demont and Charles Buist have registered partnership under the style of Demont & Buist, cigar dealers, etc., Sydney, C.B.

SALES MADE AND PENDING.

C. L. Robertson, grocer, St. Thomas, is about selling out.

T. Pouliot, general merchant, St. Samuel de Gayhurst, Que., has sold his stock at

71c. on the dollar, and his book debts at 60c. on the dollar.

P. Donato, grocer and fruiterer, Nelson, B.C., has sold out.

The assets of Alf. Emond, grocer, Quebec, are advertised for sale.

The stock of Gray & Co., general merchants, Duntroon, Ont., has been sold.

The stock of George Turcotte, jr., grocer, Que., has been sold at 60 $\frac{1}{4}$ c. on the dollar.

G. A. Vallee, general merchant, St. Anne de Bellevue, Que., has sold his stock at 71c. on the dollar.

The stock of the estate of M. McKenzie & Co., general merchants, Wyoming, Ont., is to be sold.

J. J. McKenna, general merchant and liquor dealer, Dublin, Ont., has sold his liquor department to Joseph Miller.

The stock, etc., of H. P. Cloverdale, general merchant, Nelles Corners, Ont., is advertised for sale by auction on March 19.

D. D. Yorke, general merchant and dealer in agricultural implements, Harrietsville, Ont., has sold his general store to S. Adams & Sons.

The stock, etc., of the estate of J. D. Stewart, general merchant, Carman and Elm Creek, Man., are advertised for sale by auction on March 14.

CHANGES.

Vital Raby, grocer, Montreal, has sold out to Joseph Picard.

The premises of W. J. Cullen, grocer, Montreal, have been closed.

C. H. Nelson, general merchant, Marburg, Ont., has been succeeded by M. C. Priest.

Couch & Roy, general merchants, Winchelsea, Ont., have been succeeded by Jones & Roy.

S. E. Morton, postmaster and general merchant, Keswick, Ont., has sold out to Jesse Connell.

P. B. Lester, groceries, etc., South Woodslee, Ont., has been succeeded by Thomas Allison.

Dinorah Michaud has registered as proprietress of J. S. Michaud & Co., general merchants, La Prairie, Que.

A. & W. Hicks, general merchants, Hampton, N.B., have sold out to the G. & G. Flewelling Manufacturing Co. Limited.

G. C. Bristow, general merchant, Duart, Ont., has removed to Aylmer.

Emilienne Forest has registered as proprietress of E. Forest & Co., general merchants, St. Anne de Beaupre, Que.

FIRES.

Fletcher Cross, baker, confectioner and printer, Petrolea, Ont., has been burned out.

J. A. Spenard, grocer, Quebec, has suffered damage to stock by fire and water; partially insured.

The Carleton Place branch of McNally Bros., general merchants, Carleton Place and Westport, Ont., has been burned out.

DEATHS.

Francis Rogers, confectioner, Ottawa, is dead.

J. J. Chapman, general merchant, Elgin, Ont., is dead.

A. D. Hamelin, general merchant, Deschambault, Que., is dead.

Hermine Michaud, proprietor of Pineau & Co., general merchants, etc., Fraserville, Que., is dead.

HEART DIDN'T ENLARGE.

An Irishman who was employed in the iron works of a western town was, according to an exchange, advised by his physician to seek a place where the labor was less severe on account of enlargement of the heart. He proceeded, therefore, to set up a small grocery, which was well patronized by his friends. He was not in the habit of diminishing his prospects of financial success by giving "down weight," and one afternoon, when a customer asked for a pound of sugar, he added pinch by pinch until the scale barely turned.

"Pat," inquired the customer, "what was it the doctor said was ailing ye?"

"Enlargement of the heart," answered Pat, with pride.

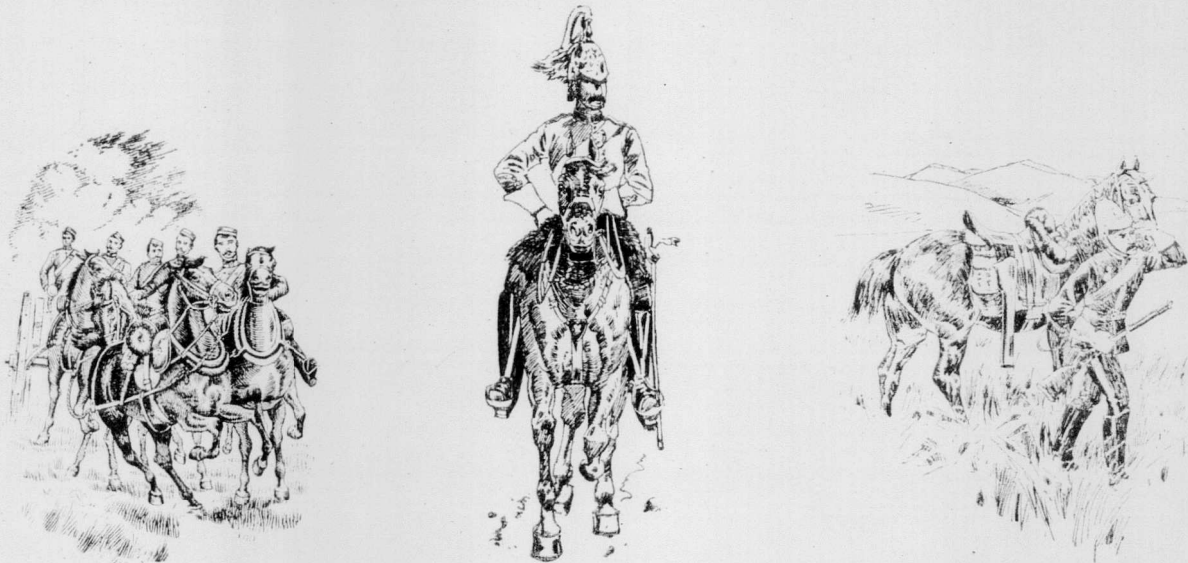
"Well, then," said the customer, "it is time ye were changing yer doctor, Pat; the one that is tindin' ye now don't understand yer disease, me boy. Yer heart is getting mighty small fast, and it's in great danger ye are."

For the "Gentlemen in Khaki Ordered South"

WAR TAX

::: ON :::

Sulphur Matches.



Until the South-African War is ended we shall voluntarily tax ourselves half a cent on every gross of boxes of Sulphur Matches we sell from 1st February, 1900, and will give the amount so raised to the Canadian Patriotic Fund on behalf of the Canadian Volunteers at the front or to help those whom any of them may have left behind at home who may be in need of help or comforts.

The E. B. Eddy Co., Limited, Hull

With branches at Montreal, Toronto, Ottawa, Hamilton, Quebec, Halifax, St. John, Winnipeg, London, Kingston, Vancouver, Victoria, St. John's, Nfld.

CANNED SALMON.

THE following is a copy of a circular Delafield, McGovern & Co., New York, are sending out to the grocery trade: "The organization of the Fraser River Cannery Association has been completed and will, in the future, control the price of canned salmon on the Fraser River, and, possibly, acting in harmony with the canneries outside of the Fraser River, it may control the price for the entire British Columbian pack. This should be an advantage to the trade inasmuch as a firmer market would be established and overselling prevented.

"The Fraser River canners have been forced to organize for their own protection. The salmon canning business on the Fraser River has been unprofitable because of excessive competition, 46 canneries having been operated where half that number would do the work. The fishermen have dictated the price of raw fish because of no cohesive movement to oppose them. Notwithstanding the fact that the total pack of salmon last year was one of the largest on record, the world's markets for this product are in better condition than for many years past, both as regards demand and supply.

"The increase in the demand last year in the usual trade channels, supported by the consumption in both the American and English armies, was phenomenal. Only a very small percentage of last year's pack remained in first hands, and it is expected that a scarcity will be felt before the new pack will become available. The Columbia River, Puget Sound and Alaska packs will all open at a higher range of prices than last year. The contract price for raw fish (Sockeyes) on Puget Sound is already established on a basis equivalent to an increased cost of the canned article of 70 cents per case. The increased cost of materials, tinplate, solder, etc., is fully 25 cents per case more. All of this, in connection with competition in selling being reduced to a minimum, should enable the packers to sell freely at a profitable price.

"As an indication of the demand for the coming pack, we would state that we have in hand orders for over 100,000 cases of the pack of the Columbia River Packers' Association, for whom we are the sole agents, subject to price, and this with practically no solicitation. We expect to have the total estimated pack placed in this manner within the next ten days. It is generally conceded that the price of Columbia River salmon will be \$1 per case above last year.

"We have made arrangements for an increased quantity of choice Fraser River salmon for our "Clover Leaf" and other

brands for Canada, and will be in the market just as soon as the selling price is agreed upon. We would advise our Canadian customers not to part with their present holdings unless at a good profit, as they will not be able to replace them except at a considerable advance."

CRANBERRY CULTURE.

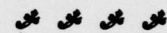
THE number of commercial cranberry-growers in the United States is over 2,000. They are found mainly in the States of Massachusetts, New Jersey, Maine, Connecticut, Michigan and Wisconsin, but Minnesota, Oregon, Rhode Island, Washington and New York reported bogs. The number in Michigan and Wisconsin is on the increase, despite a temporary set-back by forest fires. A new field, or bog, is made by clipping and thrusting into the earth sprouts from vines not more than three years old. There are many varieties of cranberries. Over 100 of them, of good keeping and shipping qualities, were raised at the State Experiment Station, at Madison, Wis., in 1898, and exhibited at the succeeding cranberry convention. The United States consular officers report about an equal number in the Canadian Provinces, the best of which are being transplanted to this country. The methods of cultivating, picking, screening or grading and marketing cranberries are practically the same everywhere, and more nearly uniform than those of any other considerable branch of agricultural production that covers widely-separated areas.

The growers are well organized, the National Association having its headquarters at Trenton, N.J., and local organizations existing in Massachusetts and possibly elsewhere. They keep a record of acreage and production, and gather for their own use certain annual statistics. They also are attempting to secure the adoption and common use of barrels and crates of uniform size sanctioned by law. What is known as the "Western barrel," so fixed by law in Wisconsin, is 25½ inches high, 16 inches in diameter at the heads, and 18 inches in diameter at the bilge, inside measure, and must be officially branded, under severe penalties for failure. The Massachusetts or Cape Cod barrel is slightly different, being 16 x 17¾ x 26¼ inches inside measure, and must contain 100 quarts. The Wisconsin (legal) or Western crate is 22 x 12 x 7½ inches, inside measure, and must be branded. The Cape Cod crate, in use also in Connecticut, Maine and New Jersey, is of the same dimensions.—N. E. Grocer.

The Manitoba Cream Separator Co., Limited, Winnipeg, has been incorporated.

SMOKING

TOBACCO



POPULARITY is the proof of merit, and no brand of tobacco has ever achieved popularity so quickly as

EMPIRE

-- IN --

5, 10, AND 15 CENT PLUGS.



EMPIRE costs you only 36 cents, and pays a good profit.

EMPIRE is well advertised.

EMPIRE is selling well in almost every store from Halifax to Dawson City.

EMPIRE is a big plug for little money.



Made by the

EMPIRE
TOBACCO
CO., Limited

Granby, Que.



The Grocers of Canada
who sell

KEEN'S D.S.F. MUSTARD

are selling the
Best Mustard.



Other Brands are **not** just
as good.

Current Market Quotations for Proprietary Articles

March 15, 1900.

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

BAKING POWDER.

PURE GOLD.	
3 oz. cans, 4 and 6 doz. in case	88
4 oz. cans, 4 and 6 doz. in case	95
6 oz. cans, 2 and 4 doz. in case	1 40
8 oz. cans, 2 and 4 doz. in case	1 80
12 oz. cans, 2 and 4 doz. in case	2 70
16 oz. cans, 2 and 4 doz. in case	3 60
2 1/2 lb. cans, 1 and 3 doz. in case	9 00
4 lb. cans, 1 doz. in case	14 40
5 lb. cans, 1 doz. in case	18 00
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	\$ 2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 "	2 40
oz. tins, 4 "	1 10
lb. tins, 1/2 "	14 00
Diamond— W. H. GILLARD & CO	
1 lb. tins, 3 doz. in case	per doz 3 00
1/2 lb. tins, 3 "	1 25
1/4 lb. tins, 4 "	0 75
JERSEY OREAM BAKING POWDER	
1/2 size, 5 doz. in case	40
1/4 size, 4 doz. in case	75
" 3 "	1 25
" 2 "	2 25
OCEAN WAVE BAKING POWDER.	
No. 10, 5-ounce Cans, round or square, 4 doz. in case	\$0 75
1/2-lb. Cans, round only 3 doz. in case	1 20
14-oz. Cans, round only 2 doz. in case	1 80
16-oz. Cans, round only 2 doz. in case	2 00
3-lb. Cans, round only, 1/2 and 1 doz. cases	5 75
5-lb. Cans, round only, 1/2 and 1 doz. cases	9 00



BLACKING

P. G. FRENCH BLACKING	
per gross	
No. 4, 1/4 grs. bxs.	\$4 00
" 8, 1/2 " "	4 50
" 10, 3/4 " "	7 50
" 10, 1/2 " "	8 25
" 10, Jet Enamel.	8 25
CARR & RONS.	
per gross	
No. 2-1/4 gross boxes	2 70
No. 4-1/4 gross boxes	5 75
No. 5-1/4 gross boxes	8 00
SHOE POLISH.	
Per gross.	
Jonas'	\$3 00
Froments	7 50
Military dressing	24 00
BLUE.	
Keen's Oxford, per lb.	\$0 17
In 10 box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
BLACK LEAD.	
Reckitt's, per box	1 15
Box contains either 1 gro., 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro., 4 oz.	
COBN BROOMS	
BOECKH BROS & COMPANY doz. net	
Bamboo Handles, A, 4 strings	
" " B, 4 strings	
" " C, 3 strings	
" " D, 3 strings	
" " E, 3 strings	
" " G, 3 strings	
" " I, 3 strings	
BISCUITS.	
PEEK, FREN & CO.	
Metropolitan mixed	40 lb. tins 10c.
Florence Wafers	8 lb. tins 36c.
Venice Wafers	8 lb. tins 36c.
Florence Wafers	Small tins \$3.70 per doz
CARR & CO., LIMITED.	
Frank Magor & Co., Agents.	
Cafe Noir	0 15
Ensign	0 12 1/2
Metropolitan mixed	0 05
Special price list of Fancy Tins for Xmas trade and other lines on application.	

CANNED GOODS.

MUSHROOMS.	
HENRI JONAS & Co.	
Mushrooms, Rionel	\$14 75
1st choice Duthell	17 50
1st choice Lenoir	18 50
extra Lenoir	20 00
Per case, 100 tins.	
FRENCH PEAS—DELORY'S.	
HENRI JONAS & Co.	
Moyen's No 2	\$9 00
" No. 1	10 50
1/2 Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
FRENCH SARDINES.	
HENRI JONAS & Co.	
1/2 Trefavennes	\$9 00
1/2 Rolland	9 50
1/2 Delory	10 50
1/2 Club Alpines	11 50
CHOCOLATES & COCOAS.	
Epps cocoa, case of 14 lbs., per lb.	0 35
smaller quantities	0 37 1/2
CADBURY'S.	
Frank Magor & Co., Agents.	
Cocoa essence, 3 oz. packages	\$1 65
Mexican chocolate, 1/2 and 1/4 lb. pkgs.	0 40
Rock Chocolate, looses	0 40
" 1-lb. tins	0 42
Nibs, 11-lb. tins	0 35 1/2
TODHUNTER, MITCHELL & CO.'S.	
Chocolate—	
per lb.	
French, 1/4's—6 and 12 lbs.	0 30
Caracas, 1/4's—6 and 12 lbs.	0 35
Premium, 1/4's—6 and 12 lbs.	0 30
Sante, 1/4's—6 and 12 lbs.	0 26
Diamond, 1/4's—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, 1/4's, 8 and 14 lbs.	0 30
Pearl	0 25
London Pearl 12 and 18 "	0 22
Rock	0 30
Bulk in boxes	0 18
Royal Cocoa Essence, pkgs., per doz.	1 40

FRY'S.	
Chocolate—	
per lb	
Caracas, 1/4's, 6-lb. boxes	0 42
Vanilla, 1/4's	0 42
"Gold Medal" Sweet, 1/4's, 6 lb. bxs.	0 29
Pure, unsweetened, 1/4's, 6 lb. bxs.	0 42
Fry's "Diamond," 1/4's, 14 lb. bxs.	0 24
Fry's "Monogram," 1/4's, 14 lb. bxs.	0 24
Cocoa—	
per doz	
Concentrated, 1/4's, 1 doz. in box	2 40
" 1/2's	4 50
" 1 lb.	8 25
Homeopathic, 1/4's, 14 lb. boxes	
" 1/2's, 14 lb. boxes	
JOHN P. MOTT & CO.'S.	
R. S. McIndoe Agent, Toronto.	
Mott's Broma	per lb. 0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (1/4's)	0 32
Mott's Breakfast Cocoa (in tins)	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 28
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21 0 43
Mott's Sweet Chocolate Liquors	0 19 0 30
COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes	0 25
Royal Navy Chocolate, 12 lb. boxes	0 30
Mexican Vanilla Chocolate, 12 lb. bxs	35
CHEESE.	
Imperial—Large size jars, per doz.	\$3 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial Holder—Large size	15 00
Medium size	15 00
Small size	12 00
COFFEE.	
JAMES TURNER & CO.	
per lb	
Mecca	0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2

"Good Starch"

The word "good" has lost its meaning when applied to starch—it has become commonplace from frequent use. Pure Starch must be something more than simply "good" now-a-days to enable a grocer to hold his trade, and, because our oldest customers are the best ones we have to-day, we believe that Edwardsburg Starch can safely claim the right to use the word "best."

Look at it from any point of view—it is still best. The experience of over 40 years of Starch making counts when "quality" is at stake—it counts in your profits, your new business and your upward progress. It pays to sell the "best"—simply "good" won't do.

Benson's Prepared Corn.
Silver Gloss Starch.
Benson's Enamel Starch.

EDWARDSBURG STARCH.

Edwardsburg Starch Co., Limited
ESTABLISHED 1858.
Cardinal, Ont. Montreal, Que.

TODDINGTON MITCHELL & CO.'S	
Excelsior Blend	0.28
Royal	0.28
Old Government Java	0.30
Maraschino	0.30
West India	0.18
Rio, choice	0.12
CLOTHES PINS.	
BOKON Bros. & Co.	
5 gross in case, per case	0.65
12 to a case (12 to a case)	0.75
6 doz. packages	1.00
EXTRACTS.	
Crown Brand (Greig Mfg. Co.)	
1 oz. Bottle, per doz.	0.90
2 1/2 " "	1.50
4 " "	2.00
8 " "	3.00
16 " "	6.00
32 " "	12.00
64 " "	24.00
128 " "	48.00
256 " "	96.00
512 " "	192.00
1024 " "	384.00
2048 " "	768.00
4096 " "	1536.00
8192 " "	3072.00
16384 " "	6144.00
32768 " "	12288.00
65536 " "	24576.00
131072 " "	49152.00
262144 " "	98304.00
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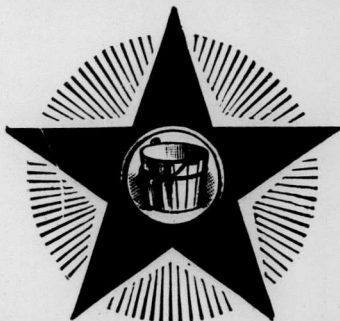
"Daisy Fruit"

is a great seller. It is a good Fruit Biscuit at a low price. You should have a barrel at least. Samples and prices on application.

THE HOME CAKE CO.
GUELPH, ONT.

THE "STAR BRAND"

— OF —
Pails, Tubs, and General Wooden-ware is always reliable.



BOECKH BROS. & COMPANY
Selling Agents, Toronto, Ont.

THE WM. CANE & SONS MFG. CO.,
OF NEWMARKET, LIMITED,
Manufacturers.

DON'T PAY FREIGHT ON WATER

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

Agents—

W. H. SEYLER & CO.
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Agents for HEINRICH FRANCK SOHNE & CO.
German Chicory, Coffee, Extracts and Essences
LUDWIGSBURG, GERMANY. FLUSHING, N.Y.

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Telephone Main 1255.

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It Gives Good Profit

PLEASES USERS
DECORATES THE SHOP

Cow Brand Soda

IN PACKAGES

JOHN DWIGHT & CO. - Toronto and Montreal,
Victoria, B.C., Halifax, N.S., St. John, N.B., Quebec, P.Q., St. John's, Nfld.

WHEAT MARROW

SATISFYING FULLY, RECUPERATING QUICKLY,
DIGESTING EASILY.

The best properties of Choice Winter Wheat are given in this article. Every grocer should keep it. You can recommend it to your customers and the first package will insure their buying it from you regularly.

Manufactured by

THE EXPRESS ROLLER MILLS

WM. MACK, Proprietor.

CORNWALL, ONT.

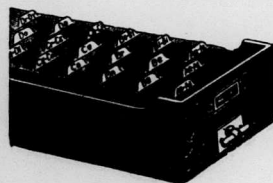
THE RUBLEE FRUIT CO.

LIMITED.

IMPORTERS OF FOREIGN AND DOMESTIC
GREEN AND DRIED FRUITS, NUTS, Etc

151 Bannatyne St., 12th St.,
WINNIPEG, MAN. BRANDON, MAN.

A System for Buyers



\$2.25

Shipped on approval. If not satisfied, return it at my expense.

New 1900 Catalogue for the Asking.

THE

Canadian Typewriter Exchange,
45 Adelaide St. East, Toronto.

worth any number of quotation books or pigeon holes for recording, arranging and afterwards finding instantly all quotations and prices that are made you.

Consisting of 1 quarter-sawed oak desk drawer box, 9 inches long; 400 Record Cards, ruled; 1 set of Alphabetical Index Cards; 1 set of Daily Guides; 2 extra Dividers; "Quotations Received" and "Blank Cards."

Correspondence Solicited from



CANADIAN EXPORTERS.

A reliable house, with headquarters at **STOCKPORT, ENGLAND**, and facilities for covering the towns in Lancashire, Yorkshire, and Cheshire, is in a position to do an import agency business in

**CANADIAN PRODUCE,
CANNED GOODS,
MANUFACTURED ARTICLES.**

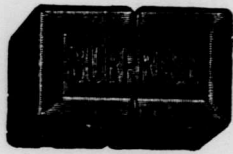
TO BUYERS

We can quote low prices on **CONFECTIONERS' ANILINE DYES, COCOA** and **VANALINE CRYSTALS** for Cocoa manufacturing. **SOAP COLORS, GUMS, VARNISHES.**

Address **TAYLOR & CO.**

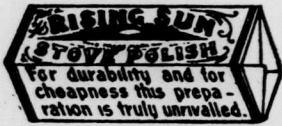
287 Wellington Rd. South,
STOCKPORT, ENGLAND.

SOAP



Gloriola Soap, per gross 12 00
Straw Hat Polish, per gross 10 20

STOVE POLISH.



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



No. 4-3 dozen in case, per gross .. 4 80
6-3 dozen in case " " " " .. 8 40

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches— per lb
No. 1 White or Blue, 4-lb. cartons 0 05 1/2
No. 2 " " 3-lb. " " 0 05 1/2
Canada Laundry " " " " 0 04 1/2
Silver Gloss, 6-lb. draw-lid boxes 0 07
Silver Gloss, 6-lb. tin canisters... 0 07
Edwards'g Silver Gloss, 1-lb. pkg. 0 07
Kegs Silver Gloss, large crystals 0 06
Benson's Satin, 1-lb. cartons... 0 07 1/2
No. 1 White, bbls. and kegs... 0 04 1/2
Benson's Enamel, per box... 3 00
Culinary Starch—
Benson & Co.'s Prep. Corn... 0 06
Canada Pure Corn... 0 04 1/2
Rice Starch—
Edwardsburg No. 1 white, 1-lb. cart. 0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps... 0 07 1/2



KINGSFORD'S OSWEGO STARCH.
SILVER (40-lb. boxes, 1-lb. pkgs., 0 08
GLOSS (6-lb. boxes, sliding covers
(12-lb. boxes each crate) 0 08 1/2
PURE—40-lb. boxes 1-lb. pack... 0 07
48-lb. " 16 3-lb. boxes... 0 07
For puddings, custards, etc.

OSWEGO } 40-lb. boxes, 1-lb. packages..... 0 07 1/2
CORN STARCH }
ONTARIO } 38-lb. to 45-lb. boxes, 0 06
STARCH } 6 bundles
STARCHE IN } Silver Gloss..... 0 07 1/2
BARRELS } Pure 0 06 1/2



TEAS.

SALADA CEYLON.

Wholesale. Retail
Brown Label, 1's..... 0 20 0 25
Green Label, 1's and 1/2's... 0 21 0 26
Blue Label, 1's and 1/2's... 0 22 0 30
Blue Label, 1's, 1/2's, 1/4's and 1/8's... 0 30 0 40
Red Label, 1's and 1/2's... 0 36 0 50
Gold Label, 1/2's... 0 44 0 60



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

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

CROWN BRAND.

Wholesale Retail
Red Label, 1-lb. and 1/2's... 0 35 0 50
Blue Label, 1-lb. and 1/2's... 0 28 0 40
Green Label, 1-lb. " " 0 19 0 25
Green Label, 1/2's... 0 20 0 25
Japan, 1's... 0 19 0 25



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



LUDELLA CEYLON, 1's AND 1/2'S PEGS.

Blue Label, 1's..... 0 18 1/2 0 25
Blue Label, 1/2's..... 0 19 0 25
Orange Label, 1's and 1/2's... 0 21 0 30
Brown Label, 1's and 1/2's... 0 28 0 40
Brown Label, 1/4's... 0 30 0 40
Green Label, 1's and 1/2's... 0 35 0 50
Red Label, 1/2's... 0 40 0 60

TOBACCO.

EMPIRE TOBACCO CO.

Smoking—Empire, 3's, 4's and 9's 0 36
Royal Oak, 2 x 3, Solace, 8s..... 0 52
Something Good, 7s..... 0 53
Louise, 2 x 3, 14s..... 0 54
Chewing Currency 13 1/2 oz. bars, 9s... 0 39
Patriot, 2 x 6, Navy 5s..... 0 41
Old Fox, Narrow 12s..... 0 44
Free Trade, 8s..... 0 44
Snowshoe, 10 1/2 oz. bars, 8s..... 0 44
Snowshoe, pound bars, 6s..... 0 44

WOODENWARE.

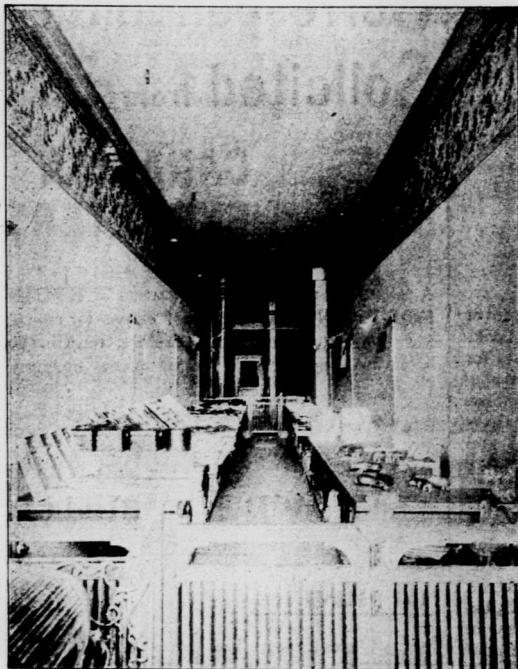
THE E. B. EDDY CO. per doz

Washboards, X..... 1 70
" " XX..... 1 90
" " Waverly..... 2 10
" " Planet..... 2 00
" " Special Globe..... 2 10
" " Solid Back Globe..... 2 20
" " Electric Duplex..... 3 00

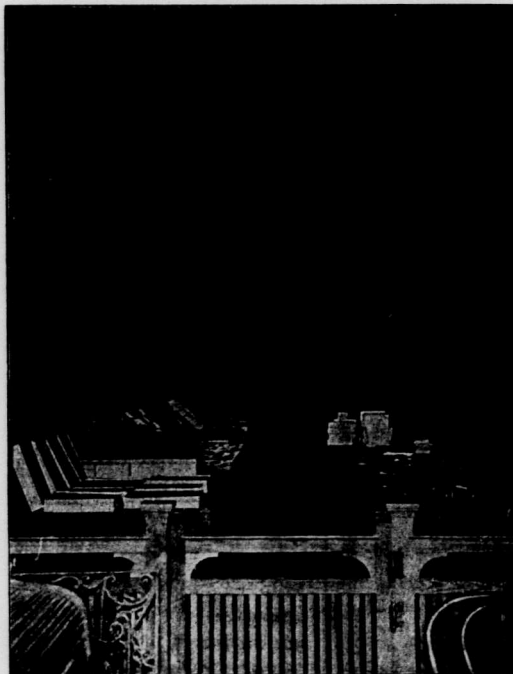
Matches— 5-Case Single Case
Lots. Lots.
Telegraph \$3 70 \$3 90
Telephone 3 55 3 75
Tiger 3 45 3 65
Telephone (1/2-gross)..... 3 70 3 90
Empire, (slide box)..... 2 50 2 60
Safety, Capital..... 3 00 3 10
Parlor, Eagle, 200 s..... 1 50 1 60
" " 100's..... 1 70 1 80
" " Victoria..... 2 75 2 85
" " Little Comet..... 2 00 2 10
Flamers..... 2 60 2 70
" (wax stems)..... 3 70 3 80

BOEKH BROS. & COMPANY. Per doz

Washboards Leader Globe..... 1 65
" Improved Globe..... 1 70
" Standard Globe..... 1 80
" Solid Back Globe..... 1 90
" Jubilee (perforated)..... 2 45
" Crown..... 1 50
F.o.b. Toronto.
Matches, Kodak, per case (10 gross in case)..... 3 50



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Ordinary glass made the store unrentable without artificial light.

A visit to our test rooms will furnish ample proof that these contrast pictures underestimate, rather than exaggerate the lighting results of Luxfer Prisms. Write for our blank form and obtain an estimate of cost.

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Appreciated by Tenants.

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Crystal and Gold Decorated

Opal and Floral Decorated

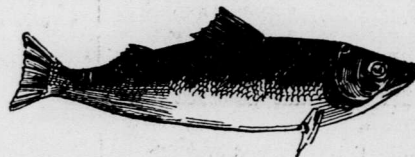
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**Gowans, Kent
& Co.**

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WINNIPEG...**



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J. H. WETHEY
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JAMS and CONDIMENTS
KIPPERED HERRINGS** in Tomato or Shrimp Sauce.

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