

# THE CANADIAN GROCER

VOL. XII

TORONTO AND MONTREAL, APRIL 15, 1898.

No. 15

**SELL  
ONLY  
THE  
BEST!**



In Competition with the World  
we have received the

**Highest Awards  
Made. . .**

These substantiate our claim  
that . . . . .

## Colman's Mustard

**IS THE BEST IN THE WORLD**

### Cheese Cheese Cheese



All the Finest. You take no risk in ordering.

<b>English Stiltons</b>	8 lb. Each
<b>Roqueforts</b>	5 lb. Each
<b>Gorgonzola</b>	18 lb. Each
<b>Gruyere (Swiss)</b>	150 lb. Each
<b>Gouda</b>	11 lb. Each
<b>Pineapple</b>	2 lb. Each

Any quantity supplied. If you cater to a fine family trade, you should write to us at once for full particulars on all Fancy Cheese.

**A. F. MacLAREN & CO., TORONTO and STRATFORD, Canada.**

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Do You Handle



If Not. Why Not?

ORDER AT ONCE.

J. H. WETHEY

Sole Manufacturer St. Catharines, Ont.

... A PERFECT SNAP

We are now manufacturing a Ginger Nut, or Snap, which all who have seen them call the most perfect ever placed on this market.

Our Flg Bars

are Faultless—equal to, or better than, any ever made or imported. With every confidence of your approval, we offer these two lines for your criticism.

Queen Biscuit Co.

ST. JOHN, N.B.

Only authorized manufacturers in Canada of the

Famous Boss Lunch Milk Biscuit

Each Biscuit stamped "BOSS."

Safe Salt.

Safe for you to buy—safe for you to sell. Look at it either way, you are still safe—absolutely so. It is made in the only safe way—by the Vacuum Process. The only Salt in all Canada made by this, the most expensive method known to Science. Hence the recognized value of the saying, "as pure as Windsor Salt." Let's co-operate for more Salt trade with a Safe Salt. Sell it and you have the name of selling the very best there is and a home product, too.

Windsor Salt.

The Windsor Salt Co., Limited, Windsor, Ont.

Leading Wholesalers sell Table, Dairy, Cheese, Packing Salt made by us.

# "On The Square"

## A New Spring Seller

A quick seller to all economical women. A safe seller—it paves the way for more women customers for the store.

The new, clean, fadeless, brilliant Home Dye. Never disappoints. Washes and Dyes at one operation. All colors, in the

## Maypole Soap Dyes

## Bi=Carb. of Soda

Known everywhere now among good cooks for its absolute purity—great strength—matchless evenness of the grade.

Keep and suggest other brands if you want to—folks will wonder why.

Can you explain? "A woman convinced against her will" still sticks to her opinion.

## "Hand in Hand" Brand

## Fine Finnan Haddies

They have the rich, delicate flavor of the freshly caught fish—canned where caught, before they lose their goodness.

Clean—real Finnan Haddies. No dirt, no slime—nothing but Fine Finnan Haddies in every can.

## The "Thistle" Brand

## Stephens' Malt Vinegar

The piquant taste and piquant flavor never varies—the source from which the vinegar comes never varies.

It is pure Malt Vinegar through and through—no foul beers or wines used in making it.

Packed only in one size barrel—25 gallons. Used exclusively for preserving Stephens' Pickles.

The four "On the Square" are sold by leading wholesalers everywhere.

AGENTS:

A. P. Tippet & Co.  
Montreal and Toronto

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



# PATTISONS LIMITED

Highland Distillers

## LEITH

And at EDINBURGH, KEITH, BALLINDALLOCH and LONDON.

The largest shippers of Fine Whiskies from Scotland.

ESTABLISHED 1849



## AT A BOUND PATTISONS WHISKY HAS COME TO THE FRONT.

MORNING  
DEW

(10 Years Old)

MORNING  
DEW  
LIQUEUR

(12 Years Old)

ROYAL  
GORDON

(10 Years Old)

PERFECTION  
ROYAL  
GORDON

(15 Years Old)

### THE WHISKY PAR EXCELLENCE

Acknowledged to be perfection by all impartial men. That the public appreciate a really sound and wholesome drink is proved by the enormous increase year by year in the sale of Pattisons, and lovers of a genuine Scotch brand, who have not yet made its acquaintance, should give this, the King of Whiskies, an early trial. They will be delighted with its rich, full, cream-like flavor, and absolute purity.

Established nearly half a century; always at the head of, and to-day leading, the trade in Scotland in the extent of their business, Pattisons Limited may well point to their position as a guarantee of the quality of their Whiskies.

To merchants wishing to establish a private brand, or to control one of their many registered brands, and to those who will handle the standard brands, we will give exceptional inducements in prices and terms.

Orders taken from Wholesale trade only. For further information, samples and specimen labels, address—

## S. B. TOWNSEND & CO.

BOX 1125

## MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA.

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 BUTTER PLATES  
 BUTTER TUBS  
 BUTTER PRINTS  
 BASKETS  
 SCOOPS

And all Grocers' Sundries

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

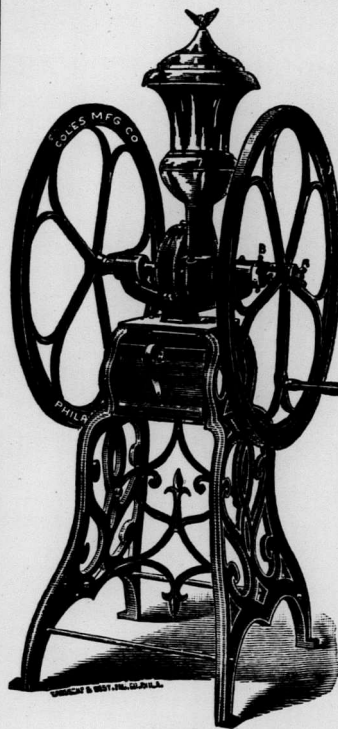
Sample room

...MONTREAL, QUE.

56 and 58 Front West, TORONTO.

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

**Sovereign Matches**



**Notice.**

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

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

**We Claim** to have the easiest and quickest Grinders.

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

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

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

No 18  
 Agents: **TODHUNTER, MITCHELL & CO., Toronto**  
**DEARBORN & CO., St. John, N. B.**  
**FORBES BROS., Montreal.**

**Coles Manufacturing Co.**  
 PHILADELPHIA, PENN'A.



**BRUNNER, MOND & Co.'S**  
**Bicarbonate of Soda**  
**Soda Crystals**  
**Concentrated Sal Soda**  
**Caustic Soda**  
**Bleaching Powder**  
**Pure Alkali**

**BEST IN THE MARKET**

**WINN & HOLLAND**  
 MONTREAL  
 SOLE AGENTS FOR CANADA

**PUREST THAT CAN BE MADE**

**"SURE CATCH"**

Seal Wax Border  
**Sticky Fly Paper**

**PRICE LIST FOR 1898.**  
 One or more Boxes ..... \$0.40 per box  
 Half Cases (Five Boxes) ..... 1.80 each  
 One to Five Cases (Ten Boxes each) ..... 3.40 per case

At the solicitation of many jobbers we shall also pack "Sure Catch" in half cases, thereby avoiding repacking small lots.

**SPECIAL OFFER**

In every case of "SURE CATCH" Sticky Fly Paper, we shall pack 10 sheets of "SURE CATCH" Poison Fly Paper free, (one sheet in each carton). At the usual price, this nets the dealer 66% per case more than the usual profit on Sticky Fly Paper.

Made of extra heavy absorbent felt paper.  
 Packed 6 sections in an envelope.

**"Sure Catch" Poison Fly Paper.**

**PRICE LIST: 1 Box, 50 Envelopes, \$1.25. 1 Case, 10 Boxes, 500 Envelopes, \$10.00**

**J. HUNGERFORD SMITH CO.**

ROCHESTER, N.Y.

Manufacturing Chemists

TORONTO, ONT.

We also manufacture "TRUE FRUIT" Fountain Syrups.



A few lines in

# FRUIT

California Egg Plums, beautiful goods, 25 and 50 lb. boxes.  
 Prime Apricots, 25 and 50 lb. boxes.  
 Choice Apricots, 25 and 50 lb. boxes.  
 Prime Peaches, 25 and 50 lb. boxes.  
 Extra Peaches, 25 lb. boxes.  
 Choice Peaches, 25 and 50 lb. boxes.  
 Halloween Persian Layer Dates, boxes about 60 lbs.  
 Santa Clara Prunes, 50/60, 80/90, 90/100's, 25 and 50 lb. boxes.  
 Solari's 4 and 5 Star Figs, 10 lb. boxes.  
 Solari's Loucam, 7 Star, 5 lb. boxes.  
 Extra Sultanas, boxes of about 20 lbs.  
 Choice Sultanas, boxes of about 20 lbs.  
 Finest Sultanas, boxes of about 20 lbs.

If open, we shall be pleased to see you.

**W. H. Gillard & Co.,** Wholesale Only **Hamilton**

JOHN MOUAT, Northwest Rep., Winnipeg.



A SHEET OF GENUINE

## TANGLEFOOT

SEALED  
STICKY  
FLY  
PAPER.

NOTE  
THE  
NEW  
PRICES

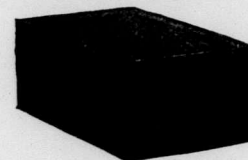
40 CENTS A BOX.



LOOKS LIKE THIS:



\$3.40 A CASE.



The paper that originated every modern idea and feature of Sticky Fly Paper, and made it a profitable and merchantable commodity. Tanglefoot is the paper your customers prefer and expect to get when they ask for Sticky Fly Paper.

**ONE OF THE MOST PROFITABLE THINGS A RETAIL GROCER SELLS.**

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

# THE CANADIAN GROCER

Vol. XII. (Published Weekly)

TORONTO AND MONTREAL, APRIL 15, 1898.

(\$2.00 per Year) No. 15

## INDIVIDUAL CREDITS.\*

(Concluded from last issue.)

By JAMES G. CANNON.

### REVOLUTION IN CREDITS.

EVOLUTION in business has produced new factors in mercantile circles in the way of department and cash stores, is likely, before long, to revolutionize individual credits, which, I believe, are destined, especially in the larger cities, to diminish each year, and, when given, to extend only over a very short period of time, not really for the ordinary purposes of credit, but simply to serve as a convenience in making purchases.

The drift in the retail line at present seems to be in the direction of closer terms, and it is now generally considered that an account that is not settled in thirty days is not desirable, whereas, years ago, retail merchants carried on their books a great many credits that ranged from six months to a year. In some quarters there is an apparent tendency to do away with the credit system entirely and reduce retail trade to a cash basis.

The question of competition in business is one that all departments of trade must meet, and the retailer who grants credit must recognize existing conditions and regulate his prices to meet those offered by dealers who sell for cash. Under these circumstances, unless his credits are made under a safe and well defined system and his business is conducted on an economical basis, his success will be problematical.

### DISCOUNTS TO CONSUMERS.

As a rule, no incentive is offered by the retailer in the way of discount or reduction in prices for cash or prompt payment of bills. If he would offer a concession for prompt cash, it would work to his advantage, by indicating who are his best customers, and at the same time providing him with cash with which to discount his bills.

The question as to whether or not there should be a difference between credit and cash prices in retail stores is one that I feel will receive considerable attention in the near future. The large retailers do not admit that any difference exists now, but there are undoubtedly some instances where a man who buys on time, and is tardy about making a settlement, has to pay more for his purchases than the one whose means and disposition lead him to liquidate his indebtedness at the time of the purchase. Of course, it would be very confusing to have two sets of prices in the same establishment, but I understand this is successfully done to some extent abroad.

Some small tradesmen do not send out bills promptly on the first of each month; consequently, they have great difficulty in securing the money due them, which operates to their disadvantage with those from whom they make their purchases. It naturally leads to the impairment of their credit, and may finally accomplish their ruin.

In some communities the custom is, in some instances, to take notes in payment for retail purchases, and it seems to me that this is an abuse of credit. Some time ago I heard of a man who gave his note for his winter's supply of coal. This indicates financial straits that ought to cause a retailer to be extremely careful as to the extent to which he gives credit to such a customer.

If the large retailer sells for cash, he will be able to pay cash for his purchases and avail himself of discounts, which is a very important item where competition is keen. He will then be in a position to offer his merchandise at figures that will attract custom, and be able to sell it much more readily than his competitor who sells on credit. He will also save the expense of

the maintenance of a credit department, entailing the employment of a force of bookkeepers and collectors necessary to carry on its work. Furthermore, he will avoid the losses from bad debts that are necessarily incident, to a greater or less extent, to the general extension of credit. While it is true that the losses sustained on retail credits are not, as a rule, very heavy, they are nevertheless felt, with the present narrow margin attending mercantile transactions, and, moreover, a large amount of capital can be tied up in slow accounts.

### ADVANTAGES OF THE CASH SYSTEM.

To show the advantages to be derived from conducting business on a cash basis, especially in large transactions, a little article—a silver-back hairbrush—owing to competition, has been reduced in price to \$4; from this price there is a discount of 10 per cent. for cash. The small retailer is generally unable to avail himself of this cash discount, so the brush costs him \$4. An order for three thousand of these brushes was recently filled for a large department store at a net cash price of \$3. The manufacturer, to be sure, did not make much, but he was able to keep his plant in operation during the dull times, with the certainty of receiving his money, which came to him all at once. The department store could retail these brushes for cash at \$3.90 each and make 30 per cent. profit, and yet, you see, the brushes would be sold for less than the cost to the retailer. They were only able to do this by handling their business on the cash basis.

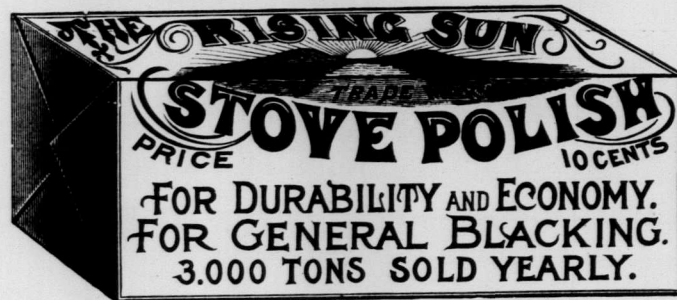
It is said, however, in favor of the credit system, that the customer is likely to become more or less attached to the store where he has an account, and to purchase there all his supplies that it can furnish. He will also be inclined to trade beyond his requirements, which will result in temporary profit to the merchant, provided he is certain to receive his pay, though extravagance in any

\*Extracts from a paper read before the Credit Men's Association of the United States.



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## THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

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

form should not be encouraged and is not a desirable habit for a customer to acquire.

This system also saves a great deal of time and annoyance to the customer in waiting for change, by making it possible to pay in one sum the bills for a considerable period of time.

The merchant who gives credit may do a very extensive business and appear to be enjoying the fruits of prosperity in good times, and he will doubtless succeed in handling a larger volume of trade than the one selling for cash, but when a panic comes and depression sets in, and the incomes of his debtors are depleted or entirely suspended, he will in many instances be forced to the wall, while the cash merchant, who did not owe anything and had no one owing him, will continue his business as usual, and will probably make more money twice over than he lost by not selling on credit when times were favorable; but even if the credit merchant succeeds in weathering the storm, his books will bear unmistakable evidence of financial wrecks left in its wake, which will be painfully apparent when he requires money to meet his maturing obligations and replenish his stock.

### JUDICIOUS CREDITS.

Judicious credits are of incalculable benefit; but I think that in retail lines they should be carefully restricted. It seems to me that the merchant who brings his business nearest a cash basis will eventually find he is the most prosperous.

It is difficult for those who live in large cities where people are paid for their labor weekly, semi-monthly or monthly, to judge of retail credits in smaller towns where conditions are essentially different.

In farming and manufacturing districts credit is, in many cases, a necessity. Take, for example, a farmer owning a large tract of land but without enough money to enable him to till it. He desires, say, to sow it with wheat, which perhaps, he may have to purchase. While he is preparing for the crop it is necessary for him to have a line of

credit, as he has to wait for a number of months for the returns from his harvest. While the crop is growing he must live, and, perhaps, maintain a family. Comparatively few farmers can cultivate their farms and pay cash for everything; and if no credit were extended, they could neither purchase nor produce anything. But credit, even in this case, must be kept within the limits of prudence, and the farmer should not be trusted \$500 when he is only entitled to \$100.

Co-operation is the key-word of successful reform, and merchants should freely exchange confidence relative to customers, especially with a view of giving warning against those who are unworthy of credit. They should impart candid information, and should not hesitate to communicate the unvarnished truth.

### THE TRAVELING PEDDLER.

The itinerant peddler is of no earthly use to a town. He gives nothing to churches or public expenses. He has nothing in common with the people in a town. He can swindle, and he often does, getting into the next town or state before his victims fully realize how badly they have been taken in. The home merchant has a reputation to sustain. He bears his share of the expenses of the town. When a subscription is passed he is the first to be approached. He builds a house and makes other permanent improvements that enhance the value of our property. He helps pay for the churches in which we worship, and the schools to which we send our children. He cannot afford to misrepresent his goods or swindle his customers. Self-interest alone prevents this. It is not difficult to decide which of the two classes of merchants should receive the patronage of the people.—The Storekeeper.

Robert Brooks, formerly of the firm of Brooks & Alexander, Listowel, has purchased the grocery stock and business of T. Tamblin, of Palmerston, and has taken possession of the store.

### TRADE CHAT.

A ST. JOHN, N.B., grocery concern having issued circulars to the effect that it intends to open up a cut rate patent medicine store in a central part of the city, druggists there have decided to cut prices to such an extent that the new house will probably have to abandon its project.

Counterfeit 5 and 10c. pieces are in circulation in Kingston.

A canning factory has been erected at Mink Cove, N.S., by E. A. Gidney, who intends canning lobsters, finnan haddies, kippered herrings, etc.

D. D. Morton & Sons, fish canners, Digby county, N.S., are negotiating for the purchase of a complete outfit for a canning factory at Centreville, N.S., and expect to commence operations in a few weeks.

George Washington Jones, a San Jose, California, grocer, issues a monthly price list called "George Washington's Hatchet," in which it appears that that cutting instrument is made full use of in the way of cutting and chopping prices. This enterprising person has done such destructive work with the Hatchet that his competitors suspect him of using an axe.—Chicago Grocer.

Judge Mathieu last week maintained the seizure in revindication of 5,000 bags of beet root sugar, valued at \$25,000, by the Canada Sugar Refining Co. from the Grand Trunk railway. The sugar had been shipped from Antwerp by the Boston City, for Montreal. Instead of calling at Montreal direct, the steamer had landed the freight at Halifax, whence it had come by rail to the G.T.R. station at Montreal. The railway company claimed freight charges over and above the \$1,115 which the Canada Sugar Co. had contracted to pay the owners of the Boston City. The court maintained the pretensions of the sugar company, and declared its seizure of the sugar good and valid.



YOUR INTERESTS SHOULD BE WITH

**L.S.&B. AND EMPIRE COFFEES**

Remember we stand back of every pound of these blends.

Sold in bulk—Cans 25 and 50-lb. each.

Freight paid on 100-lb. lots.

**LUCAS, STEELE & BRISTOL, HAMILTON**

**WE** THINK our range of **Coffees** is now one from which any grocer can select lines which will suit his trade, and become money-makers and trade-makers. Our facilities are such that we can handle the largest orders with despatch. Following is our list, including latest editions :

**THE MECCA**—The finest coffee the world produces, packed in 50 lb., 25 lb., and 2 lb. tins, whole or ground.

**DAMASCUS**—One of the best coffees now before the public, fully equal to many coffees selling at higher figures. Packed in 50 lb., 25 lb., and 2 lb. tins, whole or ground.

**CAIRO**—This coffee is prepared specially for grocers who have large buyers such as hotels, boarding houses, etc. Packed in 50 lb., 25 lb., and 2 lb. tins, whole or ground.

**OLD DUTCH RIO**—We only use high-grade Rios for this brand. Packed in 50 lb., 25 lb., and 2 lb. tins, whole or ground.

**OUR OWN BLEND RIO**—We only use high-grade Rios for this brand. The coffee is put up in fancy red, black and gold cartoons, whole or ground.

**JAMES TURNER & CO.,** Wholesale Grocers  
Importers and  
Manufacturers . . . **Hamilton**

**Keep your stock Fresh.**

The mistake merchants often make is to buy too largely at a time of Condensed Goods, i.e., Condensed Milk, and Condensed Coffee and Milk. Buy in small quantities, and buy often, and buy "Reindeer" brand when you do buy.

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WE ARE THE AGENTS FOR

# Crown Blend Ceylon Tea

In lead packets only, at **25, 40, and 50cts.** shows a larger profit than any other brand offered  
Our stock is always complete with—long lines

**Ceylons, Assams, Hysons,  
Congous, and Japans . . . .**

We also carry Japan Tea in 1-lb. lead packets, and Japan Dust in 1-lb. packets, at low prices.

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

## A VISIT TO ANNAPOLIS ROYAL.

**A** REPRESENTATIVE of THE CANADIAN GROCER recently reached the historic and interesting town of Annapolis Royal, Nova Scotia, and first paid a visit to the establishment of Mr. Geo. E. Corbett, the leading grocer of the district. Mr. Corbett does a large jobbing and retail business, and although busy with customers, took time to show THE GROCER through in order that the improvements may be noted. His store is up-to-date. It is heated by improved methods and lighted by electric light, while recent improvements in labor saving devices, such as computing scales, shop and office fixtures, etc., have been adopted.

Mr. Corbett buys in large quantities only, and carries a large stock in every department. He finds his business annually increasing.

The sights of the town are of deep interest to tourists, and THE GROCER took them in. First, a stroll was taken through the old fort, where during the seventeenth century many a brave British Soldier and gallant Frenchman gave up their lives struggling for the respective supremacy of the Union Jack and the Tricolor. All told Annapolis Royal has stood 13 sieges, a record, perhaps unequalled by any town on the continent. The barracks erected by the Duke of Kent, father of Queen Victoria, still remain on the garrison grounds, and at present are occupied by a caretaker. A grant from the Dominion Government, expended last year, has put the barracks, powder magazine and the "Black Hole" (an underground magazine or prison), in a good state of repair and arrested the destruction going on annually by time and the incursions of relic hunters. The old burying ground situated in rear of the fort is worth visiting, and the tourist should not omit doing so. A number of the epitaphs are very old, dating back nearly two centuries; the two following are interesting, if not comical:

Here lyeth ye body of Bathiah Douglass, who departed this life on October the 3rd, 1720, in the 35th year of her age. And Rebecca Douglass, endowed with virtue and piety, and was a good wife and tender mother, departed this life 1740.

Deposited here until the sound of the great trumpet, the remains of Charles Alex. Simpson, Assistant-Surgeon of the Sixteenth Regiment. A native of Staffordshire, England, who obeyed the mighty word Return, after an illness of three days, in the 30th year of his age. March 28, 1820.

## "ROYAL SOVEREIGN" STILTON CHEESE.

A. F. MacLaren & Co., Toronto and Stratford, manufacturers of MacLaren's "Imperial" cheese, importers and exporters of foreign and domestic cheese, have completed arrangements with Mr. A. R. Curzon, Guelph, manufacturer of "Royal Sovereign" prize English stiltons, to control the sale of the whole output of his factory (between 5,000 and 8,000 stiltons per year).

Mr. Curzon, in order to fill the contract, will be obliged to enlarge his factory and increase his facilities. The cheese will all have to pass the inspection of A. F. MacLaren & Co., and it is needless to say that this alone will ensure the finest quality in an English stilton product. The cheese will be packed six to the case, and weigh about 8 lbs. each. This will prove most suitable for the best family trade. These cheese will be placed on all the cheese markets of the world, and no doubt, before long, further additions to the output will follow, as with Mr. Curzon's experience in English stilton making, and the thorough knowledge of all cheese products of A. F. MacLaren & Co., customers can have no hesitation in placing full confidence in "Royal Sovereign" stiltons.

## GROCERS WILL AGAIN PLAY BALL.

The Toronto grocers' base ball team which for some three or four years has given the travelers' team an annual drubbing is again expressing its intention of capturing all prizes offered, and retaining its present position as champions against all old rivals.

## WHEN WE KEPT STORE.

Do you remember, Brother Joe, the dear old days when we Embarked in brisk commercial life, as hopeful as could be?

Investing all the hoarded wealth of copper cents and dimes,

And going into bankruptcy at least a dozen times: A dozen times at least, I say, but fancy it was more, We failed, and ate our stock of goods,

When we kept store.

We opened in a coal house once, with eighteen gaudy sticks

Of candy in an old fruit jar. (A nickel purchased six,

And having fifteen cents we stocked as far as we could go,

Buying direct from Mr. Mears, the groceryman, you know);

But not a customer appeared, I very much deplore To say, in fact, none ever came

When we kept store.

One time you sold your rags and bones, and I gave you a whip

Which you had coveted for half a working partnership,

And, invoicing some peppermint, some pins and indigo,

We opened in the haymow with our spirits all aglow.

We thought the pins and blue would lure housekeepers by the score,

But ne'er a person came to buy,

When we kept store.

We vigorously advertised in sheets most neatly penned,

But if the people read our bills they did not comprehend,

Or, comprehending, trusted not merchants of tender years,

But most discouragingly stuck (in trade) to Mr. Mears,

Driving us by the scantiness of patronage once more

To eat our edible assets,

When we kept store.

Trading in wheat, I've managed to lay up a fair amount,

And you, I understand, possess a pretty bank account,

Kind Providence has treated us extremely well as men,

But sometimes I look back and wish that once, just once again,

We two might for an hour or so, be boys just as before,

Eating the stock which failed to sell,

When we kept store.

—Chicago Record.

**You Can  
Sell The Kegs**

Additional inducements for you to handle that widely advertised, rich, delicate, easily digested "Flake Barley that Tillson makes." We now put them up in strong, neatly-made kegs holding 25-lb. each—after the Barley is gone, housekeepers will buy the kegs for their general usefulness—for storing their flour or other cereals. This is fact, not theory or "simply advertising." The kegs sell readily—some grocers write us they get fifteen and twenty cents apiece for them.

**Tillson's Flake Barley.**

From Manufacturer to  
Retailer Direct.

**THE TILLSON COMPANY, LIMITED, TILSONBURG, ONT.**

**PURE GOLD  
JELLY POWDER**

Hello! Is that 719?  
Send me at once, 5 Cases more assorted Jelly Powder.

**"WE NEVER HAD ANYTHING EQUAL TO IT. IT'S A GREAT SELLER."**

**Have you tried it?**

**Pure Gold Mfg. Co.**  
31 Front Street East - Toronto.

**This is it**



**RICE'S PURE SALT**

None better made.  
None better in price.

None in better packages.  
None easier to sell.

SOLE MANUFACTURERS

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

## TEA DUTY WANTED IN THE U.S.

THE N.Y. Journal of Commerce says: The talk of imposing a specific duty on tea as a war measure is naturally receiving attention in tea trade circles. It has also had an appreciable influence on the tea market. This influence may, perhaps, be best reflected by the prices obtained at the regular tea auction on Wednesday last, when green teas showed advance of  $1\frac{1}{2}$  c.; Pingsueys, 1c.; Japans, 1 to 2c.; Congou, 1c.; Indian and Ceylon, 1c.; Foochow, 1c., and Formosa, 1 to 2c.

It is not an exaggeration to say that the wholesale tea trade of the country is very generally in favor of a Customs duty. Two years ago a movement to have a duty imposed as a means of keeping out spurious and unwholesome teas received very strong support from importers and wholesale dealers throughout the country, a very large number of whom signed a memorial to Congress. It was proposed to provide for a duty in the Dingley bill, but the bill as enacted continued tea on the free list, largely, it is believed, on the ground of political opposition to violating the "free breakfast table," and largely, also, as the result of the free circulation of the argument that large importers who had made anticipatory purchases would be greatly benefited, while the Government before it could receive revenue would have to wait until the large stocks thus imported had been consumed. The speculation at that time was quite general and strong, and the result, in view of the failure of the duty to materialize, was somewhat disastrous, as the first-hand trade had become heavily burdened with large stocks.

There has, however, since been a material reduction in the stocks of tea in this country, the result, to a large extent of the new tea law, which went into operation on May 1, 1897, and which has excluded large amounts of spurious teas, not only in the form of the 846,017 pounds rejected at New York by the Government, but also in the form of similar rejections at other ports, and the decreased shipment of tea from China and Japan by such amounts as were known to be below the standards fixed under the new law. It is estimated by James and John R. Montgomery & Co., who are regarded as the statistical authorities of the tea trade, that the stocks of tea in the country at the present time are smaller in volume than they have been for years. It is not possible to give any figures of stocks that can be accepted as even approximately reliable, and the only idea of stocks must be based upon the receipts. The figures of the appended statement were furnished a representative of this journal yesterday by the Messrs. Montgomery:

Estimated Supply—	Seasons—	
	1897-8.	1896-7.
Pounds.	Pounds.	Pounds.
Green .....	15,000,000	16,216,906
Japan .....	42,500,000	42,676,418
Formosa .....	16,700,000	18,994,374
Amoy .....	250,000	1,152,846
Foochow .....	4,250,000	3,430,327
Congou .....	9,250,000	11,080,533
Total .....	87,950,000	93,551,357
Total receipts season to April 1, 1898 .....		82,204,919
Total afloat April 1, 1898 .....		2,919,728
Total shipments to this country, advised by		
mail, April 1, 1898 .....		85,124,647
do do 1897 .....		91,445,400
do do 1896 .....		99,428,198
do do 1895 .....		97,964,032
do do 1894 .....		96,156,530
do do 1893 .....		93,030,635
do do 1892 .....		86,424,354
do do 1891 .....		86,294,200
do do 1890 .....		81,219,300
do do 1889 .....		79,222,500

The fact, of course, should not be overlooked that there has been a material increase in the population and in the consumption during the ten years of the above record.

In view of the small stocks and the favorable part of the season, it is felt that the present time is particularly opportune, from a political standpoint, to secure the enactment of a duty. There is, however, no organized movement in the tea trade having this object in view, owing no doubt, to the unsatisfactory results of the recently organized movement. It is believed that the Representatives and Senators will appreciate the fact that stocks are small, and that this being the fag end of the season it will be impossible to rush goods forward to avoid payment of duty. The tea season opens in Japan about the first week in May, when new teas begin to arrive, but very little tea reaches this country before June 1. The Hankow market (about 600 miles from Shanghai) opens about May 10 to 15, but these teas do not reach this country before the latter part of June. Formosa teas arrive in Amoy, China, about the middle of May, and Foochow teas commence to arrive about the same time. Green teas do not arrive in Shanghai before the middle of June.

While the new tea law has been successful in reducing the importations of spurious teas, it is felt that it has not been so completely successful as a duty would have been. The duty, importers say, would not be borne to any appreciable extent by the consumer, but, it would prevent shippers sending teas here on which they would incur a decided risk. An importer, for instance, is not going to pay 15 or 25c. per pound duty except on a good article, and, with this idea in view, importers argue that spurious teas would be automatically shut out. At the present time, under the tea law, nearly every importer is importing, in addition to the higher grades, the lowest grade of tea

that will be admitted above the Government standard established by that law, and there is a great demand for this tea.

One pound of tea will, it is estimated, be five times as far as a pound of coffee. During the war the duty on tea was 25c. and on coffee 5c.; afterwards the duty was reduced to 15c. on tea and 3c. on coffee. When there was a duty of 15c. a pound gold (equivalent to over 20c. in currency) the average price of tea imported into the United States was 35c. making the net cost of importation 55c. The consumption then per capita was greater than it is to-day, when the average cost is less than 20c. The average price of tea sold at retail throughout the United States is estimated at 50c. per pound. Importers claim that people are willing to pay a fair price for good tea because a pound of it will go twice as far as a pound of poor tea. The average cost at wholesale is 20c. so that there is ample margin for retailers to assume a considerable part of the duty without advancing the price to consumers.

## SUGAR TARIFF AND RETAILERS.

THE CANADIAN GROCER called upon several retail grocers throughout Toronto this week to find their views in regard to the change in the duty on sugar.

The result of this enquiry tends to make one believe that, from a retailer's point of view, the change is, on the whole, satisfactory.

There is unanimity of opinion to the effect that Dutch sugar is inferior to the Canadian, yet it is possible to pass it off as the best quality. This possibility of deception has been a disturbing feature in retail circles for some time, so that any change in the tariff, that had the tendency to check the importation of Dutch sugar at cheaper prices than the Canadian, would have been welcomed by the majority of retailers. Therefore, as it is believed by the grocers visited that the present change will have the effect of, at least, sending up the price of Dutch sugar, and possibly of keeping it off the market, this change is satisfactory.

## A GOOD TREASURER.

An exchange says: "Auditors McManus and Little very justly gave Township Treasurer E. J. Cobean, of Camilla, a fair share of praise for the manner in which he discharged his duties. In Mr. Cobean the township of Mono has a first-class official, and he keeps his books in good shape—clear, neat and right up-to-date. He is the right man in the right place." Mr. Cobean is a merchant and a reader of THE CANADIAN GROCER.

## PERSONAL MENTION.

R. A. Jones, grocer, London, Ont., spent a few days in Toronto on business this week.  
C. A. Bassey, of Hagersville, has gone into the grocery business in Jarvis, Ont.

This week we have the pleasure of introducing to the trade our new package tea

# "JUNGLE"

A special blend of British grown tea.

OUR TRAVELLERS will see you.

## THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS.

TORONTO

### THE CURRANT SITUATION.

THE lower prices on currants which were quoted from Greece a few weeks ago appear to have been due to no weakness in the market itself.

According to the mail advices to hand, it was owing to the rapid decline in the rate of exchange, the drachma prices having been reduced considerably.

According to a London trade paper the growers in Greece have been disappointed in the requirements of several of their continental customers, notably Southern Germany, Russia and France, although this disappointment is somewhat discounted by the fact that the crop is short and the remaining stocks are light, in the middle of last month being only about 10,000 tons, which quantity is likely to go into consumption before the new crop is ready for shipment.

Hancock & Wood, of Patras, in their circular, state that the demand during the past two months has been extremely limited, being only about 9,000 tons, while some speculative sales have been made at lower rates than ruling quotations.

The circular referred to adds: "The Retention law will, no doubt, be voted again this year. Since it came into operation in 1895, about 45,000 tons have been de-

posited in Government stores, of which 22,000 tons have been used locally by distillers and wine makers. As the retention currants are sold at very cheap prices, these industries are developing very rapidly in this country, and it is expected that, before long, the total amount of currants retained annually by the Greek Government will be used locally for spirits and wine-making."

Shipments of currants from Greece up to March 19, compared with last year, were:

	Tons, 1898.	Tons, 1897.
London.....	28,637	29,442
Liverpool.....	23,170	22,102
Outports.....	4,667	7,638
United States.....	11,091	11,142
Canada.....	1,438	1,220
France.....	975	4,747
Germany, Belgium, Holland, Austria	23,313	29,939
Australia.....	2,802	2,427
Russia.....	.....	21,553
	96,093	130,210

### A GROCERY STORE ROBBED.

A bold robbery was perpetrated at Lawrence Station, Southwold, Elgin county, on Tuesday night. John Heckart is the postmaster at Lawrence Station, and conducts also a general grocery store. The two institutions are in the same building, and the burglars gained admittance to it by breaking open the back door. The Government did not lose anything, but Postmaster Heckart is poorer by several gold rings and a quan-

tity of jewelry. The burglars are thought to have been tramps.

### NEW FIRM IN WESTVILLE, N.S.

ON the 1st day of March, Messrs. Sutherland & Co., of Westville, N.S., opened their doors to the public. The firm consists of J. R. H. Sutherland and F. G. Konig.

They carry a stock of dry goods and boots and shoes, and intend to do a strictly cash business. The building which they occupy has been remodelled under their own supervision, and the interior presents a neat and attractive appearance.

Mr. Sutherland has traveled for the Whitham Shoe Co., of Montreal, for a number of years, and is a practical man in that department. Mr. Konig has been connected with the dry goods trade in Westville for over ten years, and fully understands the wants of their customers.

When The Review representative called on them, about the close of the first month, Mr. Konig said: "I have been a reader of The Review for years, and intended sending in our subscription. It is the finest trade journal that we have subscribed for."

In reply to The Review, Mr. Konig said: "Our first month's trade has been fully up to our expectations, and the prospects for the season's business are good."



### FOUR REASONS WHY GROCERS

should sell a brand of Stove Polish which, above ALL others, consumers want, and for which Grocers can offer no substitute without injury to their trade.

# Enameline

## The Modern STOVE POLISH

First: It is Superior to All others in Quality.

Second: It gives Perfect Satisfaction to Consumers.

Third: It is Thoroughly Advertised and Sells itself.

Fourth: NO OTHER Stove Polish ON EARTH has so large a sale

# Protect Your Customers

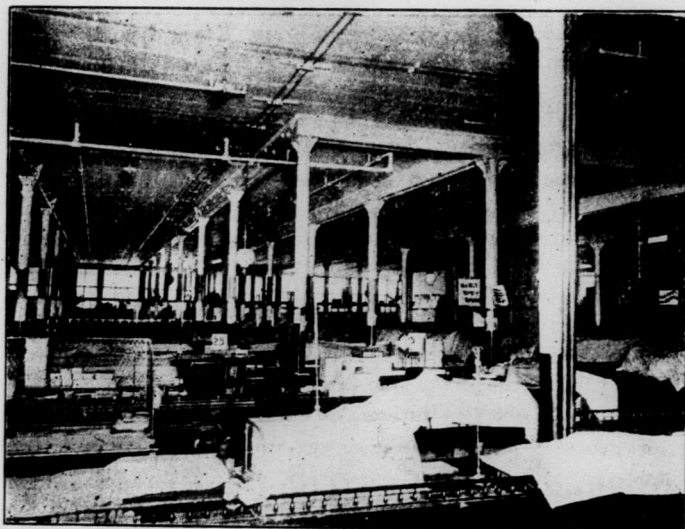
and they will protect you. If you want their approval you can conscientiously recommend

## Ludella Ceylon Tea

It's the richest, purest, and most delicious yet produced.

25, 40, 50, and 60c.

H. P. ECKARDT & CO., Wholesale Agents, TORONTO



T. EATON CO., LIMITED, QUEEN ST. SECTION

Lighted with Luxfer Prisms.



T. EATON CO., LIMITED, YONGE ST. SECTION

Lighted with ordinary glass and light wells.

3,000 Square Feet of Floor Space Saved by using

# LUXFER PRISMS

For Catalogue or Estimate, write

LUXFER PRISM COMPANY, Limited - 58 Yonge St., TORONTO



President, JOHN BAYNE MacLEAN, Montreal.  
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**WHEN WRITING ADVERTISERS  
PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER**

**EVADING THE DUTY ON COFFEE.**

THE more the matter is being investigated, regarding the shipment into Canada of green coffee taken from lots lying on the dock in New York, the more evident does it become that the spirit, at least, of the Tariff Act is being ignored.

The Act clearly states that green coffee, in order to come in free, must be imported direct from the country of production, and the Customs Department itself has furthermore declared that in order to be entered free as a direct shipment coffee must be consigned to the importer in Canada direct from the country of growth, as per invoice and bills of lading.

Now, we know these conditions are not being complied with. We know (1) that green coffee is being consigned to firms in New York in transit for Canada; (2) that the coffee is allowed to lie on the steamship dock in New York, often as many as six days, while samples are forwarded to Canada; (3) that the bulk is broken and that such portions as have been sold in Canada are forwarded here and passed through the Customs, duty free, while the balance goes to consumption in the United States.

Here not only is bulk broken, but there

is an actual change of ownership while the coffee is in process of transportation, and this in the face of the ruling of the Customs Department that in order to free entry coffee must be consigned to the importer in Canada direct from the country of production.

The Customs Department should either amend the Tariff Act or enforce it as it stands.

A simple talking machine: An idiot.

**CANADA'S CREDIT AT STAKE.**

SHOULD the insolvency bill, now before the House of Commons, fail to become law, Canada will undoubtedly lose prestige among the business community in Great Britain.

The influential deputation which waited upon the Finance Minister when he was in London; the tone of the British press ever since the preferential tariff was brought down in June last, and the private expressions of commercial men in the Mother Country have all emphasized the necessity of Canada passing an insolvency law. And now the British exchanges to hand are urging the adoption of Dr. Fortin's bill.

The Canadian Gazette, a journal published in London, England, primarily in the interest of Canada, says:

It is satisfactory to know that there is still some possibility of insolvency legislation this session at Ottawa. \* \* \* The Canadian House of Commons can hardly be blind to the fact that the time is more than ripe for resolute effort to remedy a state of affairs which is at once damaging to the Dominion's credit and a serious hindrance to the trade development which she is rightly anxious to promote.

"Sir Wilfrid Laurier himself frankly admitted the existence of a universal desire for reform," remarks the same paper, and it urges him to lend his influence in passing the bill. It is to be hoped he will do so.

THE CANADIAN GROCER does not for one moment believe that the rejection of Dr. Fortin's bill would destroy Canada's credit in Great Britain or that it would prevent the development of trade so much desired.

But we have no hesitation in saying that the rejection of the bill will injure Canada's credit and will hinder that trade development which business men in both Canada and Great Britain are aggressively trying to induce.

Business is usually dull in a dull store.

**A UNIQUE SYRUP DISPLAY.**

J. W. SANDERSON, corner Dundas street and Brock avenue, Toronto, has in his window a display which is worthy of a place among the displays that have succeeded.

Mr. Sanderson is one of those Toronto business men to whom spring time brings, among other memories, recollections of that joy of the country youth, sugar making.

Such recollections this spring suggested a window display depicting the method of making sugar. The window in which the display is placed is a large corner one, giving a side and a front view.

A background is made of large branches of trees. In the centre of the window is a small house, made of small slabs, to represent a log shanty. The floor is covered with leaves, small blocks of firewood, etc. A rabbit running around the floor in and out the shanty give a pleasant lifelikeness to the scene.

From the floor to the top at the right hand of the window runs a trunk of a tree which is bored about four feet up, a spout is placed in position, and, to the mystery of many spectators, a steady flow of sap is running into a wooden trough.

This seeming flow of sap is arranged by running a piece of hose from an adjacent tap to the end of the spout; and by accurate regulation the liquid is made to run slowly and steadily as in the open forest. The hose, of course, is invisible.

Two or three small barrels are standing near the back of the window, and on these is the only reference to the fact that Mr. Sanderson desires to sell maple syrup. It is a neatly worded card, "Syrup, 25c. per quart." At the right end of the window is a tripod made of stout limbs, upon which is swung a small boiling kettle. In this kettle some nice-looking sugar suggests the desirability of a purchase of this sweet product of the forest.

The whole effect of the window is rural to a great degree, and naturally attracts a deal of attention, especially from those who have "been in the bush" themselves.

The important consideration in such a display is its selling power, and it is noteworthy that this, as has usually been the case with such displays, has been eminently satisfactory in this regard. Many persons

have been attracted by the display, and have bought syrup when an ordinary display in other stores had not even attracted passing attention. Such displays as these take time and skill, yet the results are worthy of the effort.

#### TRADE WITH FRANCE.

AS everyone is well aware, there is a large and growing demand on the English markets for the products of this country, particularly for dairy and farm produce, but it will be news to the general public, at least, to learn that France is turning her eyes towards Canada, and enquiring for much which we can supply.

Le Chambre de Commerce Francaise de Montreal, an organization which has for its object the encouragement and extension of trade between France and Canada, is continually receiving enquiries from French merchants and importers regarding the chances of Canada supplying them with lumber, timber, pulp, pulp wood, seeds, grain, hams, sheepskins, raw feathers, etc.

One of these letters, which was received a short time ago, will be of interest to those engaged in the produce trade, as it shows the possibilities which exist for increasing our exports of hog products in that direction. The writers state that they alone import over 100,000 hams per year, and, as there are in all probability other establishments in France which do an extensive trade in this article, the question of securing at least a portion of this business is well worth the attention and interest of Canadian exporters. The letter in question is as follows:

#### HOUSE OF THE YORK HAM.

Provisions, Salted and Preserved, Wholesale.

E. OLIDA & CIE,

11 Rue Drouot,

Paris, Feb. 19, 1898.

M. Galibert, president, La Chambre de Commerce, Francaise de Montreal.

DEAR SIR.—Our house, which is well known in France, is the oldest and most important for the importation of English and other hams, over 100,000 received per annum.

We now desire to make importations of Canadian hams which are well known on this continent, and with that idea in view, we write to ask that you will supply us with the name and address of some house which handles this article, or that you will give this letter to such a house in order that it may make us an offer.

Thanking you in anticipation,

E. OLIDA & CIE

P.S.—We have tried to secure supplies from Liverpool, but the difference in duties is a drawback.

#### THE SUGAR REFINERS AND THE TARIFF.

WHAT the net results of the new tariff on sugar will be is something which experts, let alone laymen, have yet been unable to determine satisfactorily.

One thing upon which there is no difference of opinion is that from now until at least August 1, when the preferential tariff comes into operation, the Canadian refiners will enjoy a great deal more protection than they did under the previous tariff, for, while they will have to pay a higher duty on their raw sugar, the increase in the duty on the refined article is such as to give them 8 to 9c. per one hundred pounds more protection than under the tariff of 1897. Then, besides the duty, the refiners have the benefit of the polariscope test, which is an undoubted advantage to them.

When it comes to considering matters as they will be four months hence, the conditions are not so clear.

The one thing needful in order that the actual condition of the refiners may be ascertained is the demonstration, by actual experiment, how low a grade of raw sugar they can use in order to profitably turn out granulated sugar.

Under the old tariff, it will be remembered, the duty was the same whether the raw sugar imported by the refiner tested 88 or 96 deg. That compelled the refiners to use sugars which tested from 91¼ to 92 deg., as it would not pay them to bring in lower grades at one cent per pound duty. With the advent, however, of the polariscope test, the case is altered. The lower the grade of sugar they can bring in and turn into the refined article the better. It is what they can do in this respect that has yet to be demonstrated.

One well known expert who has gone into the matter figures that the protection to the refiner after August 1, when the preferential tariff goes into operation, will be from 49 to 50½c. per 100 pounds. If this estimate is correct it is evident the refiners's protection will be much about the same as under the tariff of 1897.

On 96 test the duty is .715c., and as it requires 107½ lbs. of 96 deg. test to make 100 lbs. of granulated, the duty on a sufficient quantity of that degree of sugar to make 100 lbs. of granulated would be 77c.

Taking the duty on 100 deg. granulated at \$1.26, it will be seen that the difference between that and the 77c. paid by the refiner on the raw material imported to make the 100 lbs. of granulated is 49c., which is the measure of the protection.

The quantity of 92 deg. sugar necessary to make 100 lbs. of granulated is 115 lbs., and, as the duty on the latter is 75½c., the difference between that and \$1.26 is 50½c., which is the protection which is accorded by using 92 deg. sugar, the grade which the refiners have been using, according to the statements made to the Minister of Finance.

This is to some extent theorizing, but it is practical enough to support the contention that the lower the grade of sugar the refiner can use, the greater will be the benefits which will accrue under the new tariff.

As with the refiners so is it somewhat indefinite as to what the effect of the tariff will be on imported refined sugars, although some business has been done on Canadian account during the past week in British yellow sugars.

None of the West Indies make refined sugar, and, although Great Britain, of course, does, yet it is difficult to see how sugars from there can come in under the preferential tariff, for something like two-thirds of the raw sugar imported by the British refiners is from Germany and other bounty-feeding sugar countries.

It is the general opinion, however, that, in spite of the preferential tariff, foreign refined sugars will still find their way into Canada, although there will be more obstacles in their way under the new than under the old tariff.

#### THE POSITION OF PEPPER.

Singapore pepper has again taken an upward turn in the outside markets.

Prices are now about 100 per cent. higher than they were a year ago, but, notwithstanding this sharp advance, they are still about 50 per cent. below the figures ruling twelve to fourteen years ago.

The present advancing tendency of the market is due to a shortness in the crop. The exports from Singapore and Penang for the first three months of the year were 2,620 tons, against 4,048 the same time last year, while the shipments to the United States during the same period aggregated but 390 tons, against 1,740 tons last year.

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**TRADE OF THE COUNTRIES WHICH WILL ENJOY THE PREFERENTIAL TARIFF.**

INCLUDING the Motherland, the colonies and dependencies of the British Empire whose products will, after August 1, have access to the Canadian market at a rate of duty one-fourth less than that levied against foreign countries, number somewhere in the neighborhood of a score. They are:

- Great Britain and Ireland.
- New South Wales.
- British East India.
- Bermuda.

The British West Indies, included in which are: The Bahamas, Jamaica, Turk's Island, Caicos Islands, Leeward Islands (Antigua, St. Christopher-Nevis, Dominica, Montserrat and the Virgin Islands), the Windward Islands (Grenada, St. Vincent and St. Lucia).

- Barbadoes.
- Trinidad.
- Tobago.
- British Guiana.

With some of these colonies Canada at present practically does no business whatever. It will perhaps, however, not be uninteresting to examine as far as we can the value of the trade we transact with them.

The following table gives, as far as we can ascertain, Canada's imports from and exports to the various countries interested:

	Imports.	Exports.
Great Britain .....	\$29,328,576	\$77,227,502
British East Indies .....	417,563	15,804
*Australasia .....	147,900	1,422,426
West Indies .....	1,057,489	1,445,449
British Guiana .....	102,700	271,457

\*We have no figures showing the trade with New South Wales alone, but our Australasian trade is principally with that colony.

The import and export trades, as far as ascertainable, of the countries in question are:

	Imports.	Exports.
Great Britain .....	£441,808,904	£296,379,214
New South Wales .....	\$100,066,015	\$111,983,698
India .....	413,618,243	529,688,915
Ceylon .....	24,922,062	21,707,522
Jamaica .....	9,034,368	7,155,173
Barbadoes .....	5,104,582	3,690,042
Trinidad .....	11,989,155	10,540,324
British Guiana .....	6,529,650	9,244,025
Bermuda .....	1,500,000	500,000
Bahamas .....	900,000	690,000
Leeward Islands .....	2,000,000	1,400,000
Windward Islands .....	1,925,000	1,900,000

As we here see, turning the figures for Great Britain into dollars, an aggregate import trade in round numbers of about \$2,300,000,000 and an export trade of \$2,180,000,000.

Now, Canada's imports from these countries only aggregate about \$31,000,000,

and her exports to these countries \$80,000,000.

In other words, Canada contributes to the aggregate imports of the parts of the British Empire enumerated only a little over 3 per cent., while of their aggregate exports Canada only receives about 1 1/4 per cent.

Under the preferential tariff, which goes into operation August 1 next, it is to be hoped there will be an all-round expansion in trade between the Dominion and the several parts of the British Empire.

There is no sound reason why there should not be an expansion. The articles which are Canada's staple exports are animals and their products, farm produce, lumber, minerals, etc., and most of the countries which are to share in the preferential tariff are importers, to a more or less extent, of these.

Then, of the staple exports of these countries Canada is more or less an importer. Great Britain's staple exports are, of course, manufactured goods. And, while Canada is gradually supplying her own necessities in this respect, the day is far distant when even relatively this country will be a small importer of manufactured goods.

The staple export of New South Wales is wool, of which it sends out about \$50,000,000 worth annually.

The principal products of India are rice, wheat, tea, cotton, sugar cane, tobacco and indigo.

Tea is the chief staple of Ceylon. Cocoa, cocoanut, rice, cinnamon, grain, etc., are cultivated. Ironware, cordage, etc., are manufactured, although only for local requirements.

The chief products and exports of Jamaica are sugar, rum, pineapples, and various fruits, coffee and dyewoods.

The chief exports of Barbadoes are sugar and its products.

Sugar, cacao, asphalt, cocoanuts and fibre are the staple products of the Island of Trinidad.

British Guiana produces and exports chiefly sugar, gum, molasses and gold.

Early vegetables, arrowroot, bulbs, etc.,

are the chief products of the Bermuda islands.

The chief exports of the Bahama islands are sponges, turtles, pineapples, oranges, hemp, cotton and cocoanut.

Sugar and molasses are the staple export articles of the Leeward islands.

The chief exports of Grenada, the Grenadines, St. Vincent and St. Lucia, which comprise what are commonly known as the Windward islands, are sugar, rum, fish, oil, cotton, corn, coffee, etc.

**THE AUSTRALIAN TRADE.**

A report has just been received at the Department of Trade and Commerce, Ottawa, from Mr. Larke, the Canadian agent in Australia. He reports the arrival of shipments of boots and shoes, which are taking well, and he prophesies a large trade from Canada if developed by the Canadian manufacturer. Fanning mills have also been received from Canada, and the Australians are readily seeing their utility, and a large trade is confidently expected.

Although there is at present a shortage in the visible wheat supply of some million and a half bushels, yet the prospects of a bountiful harvest in 1898 were never better. An abundance of rain has fallen and the mercantile community are in consequence feeling very buoyant.

The Canadian agent strongly urges manufacturers to establish agencies in Australia with a good supply of samples.

The want of direct cable communication with Canada is much felt, and on account of the eastern complications the feeling at present is acute.

**MEDIUM GRADE JAPANS DEARER.**

A decidedly better feeling in regard to Japan teas has developed during the past week or two.

Medium grade teas at from 15 to 17c. per pound are scarce and wanted in both Canada and the United States. In Canada the price for this grade is fully a half cent per pound higher.

There does not appear to be any more low grade Japans than will be sufficient for requirements until the new season's teas arrive, and that will not be in any quantity until September or October. This grade of tea has not changed in price, and it is firm.

In fine teas the demand is fair and prices firm.

# *Packing and Packages.*

The art of packing Lard, Butter,  
Mincemeat, Etc., revolutionized.

A lecture on packing, with proper regard for  
health and cleanliness illustrated by

## **Eddy's Antiseptic Spruce Fibreware.**

(Capacity, from 3 to 12-lb.)

It resists decay and corrosion, is impervious to grease and water and  
protects its contents from any contaminating surroundings. The cost is  
away down.

---

The **E. B. EDDY CO.,** Limited

**HULL, CANADA.**

61 Latour St - - - MONTREAL  
38 Front St. West - - - TORONTO

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

## MEETINGS OF RETAIL ASSOCIATIONS.

## TORONTO GROCERS' ASSOCIATION.

THE Toronto Retail Grocers' Association held their regular monthly meeting on Monday evening, in St. George's Hall, Elm street. In the absence of the president, S. W. Johnston, vice-president, occupied the chair. There was a good attendance.

Messrs. Trowern and Cleghorn, representing the Retail Merchants' Association, were present. At the desire of the association, they addressed the meeting in regard to the huckster nuisance. The Retail Merchants' Association intend to make an effort to have a license of \$30 placed on persons peddling with a one-horse wagon upon the streets of Toronto, and they desired the co-operation of the Retail Grocers' Association.

The matter was discussed at some length, a unanimity of opinion being expressed in favor of such a license. A motion, pledging co-operation, was passed, and a committee was appointed to work in conjunction with the Merchants' Association.

The committee appointed to look after a suitable place for the coming picnic reported progress. The report commenced a discussion in regard to the suitability of several points, notably Oshawa and Port Hope, but by general consent the matter was left in abeyance for the committee to secure further information.

The question of the enlargement of St. Lawrence Market, which was considered last December, was re-opened, and R. Donald, one of the commissioners appointed by the city council to enquire into the matter in some of the large cities of the United States, addressed the meeting in favor of decided action. Mr. Donald desired to have it understood that the purpose of the proposed market was to make Toronto a large central market for all the produce of the neighboring district, if not all Western Ontario.

A warm discussion followed, some holding that the proposed market would hurt retailers, others claiming it would be of great benefit. Nothing definite was done, as it was thought advisable that the members should secure further information regarding the subject.

## HAMILTON RETAIL GROCERS.

The Retail Grocers' Association, of Hamilton, held their regular monthly meeting Tuesday evening, April 5, Mr. J. C. Boligan, president, in the chair.

The following were received as new members: M. E. McFadden, S. Darch, J.

Stephens, J. A. Williamson, G. M. Echlin, P. F. McBride, Jos. Kirkpatrick.

It was decided to petition the city council to pass a by-law, making it compulsory to close all grocery stores at seven o'clock in the evening.

Mr. F. R. Close, who is retiring from the grocery business, tendered his resignation as first vice-president. It was with deep regret that it was accepted as Mr. Close was a valued member.

WM. R. HARVEY,  
Secretary.

## A GOOD WORD FOR "IMPERIAL" CHEESE.

AS in these days housekeepers exact from the manufacturer the highest excellence, the vogue of any article cannot be long continued unless it honestly lives up to the wise housekeeper's own motto, and is at one and the same time appetizing, pure, and nutritious. The fact that these qualities are found in MacLaren's "Imperial" cheese has gained it the confidence of housekeepers. It would be well if the same could be said of all other brands on the market. It is pleasant to be able to admit that there are some of which it can be said.

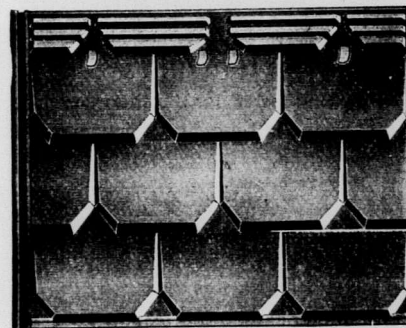
None of the articles of food supplies which have been subjected to the tests of the experts who conduct examinations of such products for this journal, deserve better of the consumers than MacLaren's "Imperial" cheese. It deserves to find a place in the menu of every household where health and hygiene are given the best and most unremitting attention. Its distinct value and permanent position as a desirable addition to the household supply receive our unqualified endorsement.

Praise must be given where it is due, because it is as essential to recommend as it is to warn, and while physicians are unceasingly upon the lookout to protect people from the dangers to which they are exposed by the unwarranted claims of unworthy products, they are none the less earnest to see that they avail themselves of the desirable qualities of products which, like MacLaren's "Imperial" cheese, is to be counted among the aids to the preservation of health.

The table, when well ordered, should both stimulate appetite and promote digestion; it is impossible for housekeepers to maintain this combination without the exercise of correct judgment based upon knowledge. The physician places this knowledge within reach of all when, as in the present case of MacLaren's "Imperial" cheese, he draws

## Their "all round" Reliability

has made them popular.



## EASTLAKE

Steel Shingles

Can't burn, can't rust, can't leak—but they can be laid more quickly than others, because of their perfect patented construction. They are the only shingles made with the patent cleat and water gutter. There's true economy in using them—write, and let us tell you more about them.

## Metallic Roofing Co., Limited

1180 King St. West, TORONTO

attention to the most meritorious brand of food products.—R. H. Gordon, M.D., in American Journal of Health.

## SHARP BUT CROOKED.

ONE day recently I witnessed the most barefaced attempt of a peddler to impose on the public I ever saw. It clearly shows what these itinerant peddlers, who oftentimes become the direct competitor of the grocer, do to win trade. Safe to say that such tactics never hold it. I saw this peddler down in Dock street, where he had purchased a lot of spoiled shad. You will appreciate what I mean by spoiled shad when I say that the meat of the fish had actually decayed so much that it was black and rotten-looking, especially around the gills. In a fresh shad the gills ought to be red, with blood showing. This shad had no such appearance, but what did that scoundrel do but go down along the wharves and get several heads of shad which were being cleaned, pull out the fresh red gills and stick them in the proper place in the spoiled fish? Then he rubbed the bloody head of the fresh fish all over the black head of the decayed shad, and when he had finished with it all signs of decay had gone and the fish presented a very fair appearance. But it was decayed all the same, and absolutely unfit for human food.—Grocery World.

**HINTS TO BUYERS.**

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

**L**APORTE, MARTIN & CIE., are booking orders for Barbadoes molasses, to arrive in June, at a price guaranteed against decline.

Perkins, Ince & Co. have a shipment of Moyune gunpowder tea arriving.

Chas. Graham is offering for sale some nice honey in 2-lb. tins at 8c. per lb.

The Pure Gold Manufacturing Co. is selling large quantities of its jelly powder.

Axle grease, of superior quality, is being offered to the trade by W. H. Gillard & Co.

Selected Valencia raisins are being quoted by The Davidson & Hay, Limited, at bottom figures.

Warren Bros. & Co. have received into store a large shipment of high grade green Rio coffee.

The Eby, Blain Co., Limited, have a full stock of Baltimore "Fruit Puddine" and Burnham's "Jellycon" in store.

An active demand is reported by W. H. Gillard & Co. for fine and medium grade Japans, especially for shipment later in the season.

The Davidson & Hay, Limited, offer some excellent values in their last arrivals of Darjeeling teas. Buyers should get samples.

W. H. Gillard & Co. have a varied assortment of California evaporated fruit, of superior quality, which they are offering at low figures.

"We have a lot of superior French sardines, 'Monastere' brand, which we are selling out at a low figure," write Laporte, Martin & Co.

Clemes Bros are waging war on microbes. Their ammunition is oranges and lemons, the acids, in which, are said to be sure death to these germs.

An imported 20-oz. pickle, to retail at 25c., and a half pint pickle, retailing at 15c., are among this week's specialties with the Eby, Blain Co., Limited.

The Eby, Blain Co., Limited, reports that its fine range and ample variety of canned goods enables it to supply any leading brand desired at closest prices.

The Davidson & Hay, Limited, report a steadily increasing sale for "Kurma" tea. Last month's turnover was away ahead of the corresponding month last year.

The trade can find, at Laporte, Martin & Cie.'s, Antigua "Pons," Barbadoes, North-

ern Island and New Orleans molasses, the prices of which have been cut to the lowest possible figures.

The seasonable demand for the lines of pure fruit jams and marmalades—"Seville" and "Gilt Edge"—handled by the Eby, Blain Co., Limited, keeps the goods moving briskly.

"Maple Leaf" brand smoked meats and lard are becoming more popular every day, judging by the increased demand. So report D. Gurn, Bros. & Co., the packers of this brand.

Rutherford, Marshall & Co. have received several large orders for both dairy and creamery butter for shipment at good prices. This has kept their market in a healthy condition.

Laporte, Martin & Cie. write: "Our stock of sardines (½ lb. tins) from l'Union Sardinere du St. Laurent has run down, during last week. The high quality and low price are the principal factors of this rush. We have a few cases left."

Burnham's clam chowder, 3-lb. tins, and clam bouillon, pints and half pints, are becoming more appreciated the better their nourishing and restorative qualities and reasonable prices are known. The Eby, Blain Co., Limited, has just passed a fresh supply of these excellent goods into stock.

To meet the requirements of the trade, who find a high-grade domestic cigar a profitable line to handle, the Eby, Blain Co., Limited, have just passed into stock a heavy purchase of these goods, to which attention is invited, the values being exceptionally fine.

The Davidson & Hay, Limited, are introducing to the trade a special blend of Indo Ceylon tea, to retail at 25c. per lb. They are packing this tea in pounds only, under the appropriate name of "Jungle," and have already taken many advance orders for it. Retailers requiring a really first-class 25c. package tea should examine "Jungle."

**CREDIT DESCRIBED.**

Credit is the most precious possession a business man can have. It is priceless. It cannot be bought. It is acquired, maintained and preserved by certain qualities that I believe are inherent in the man. Credit is like a delicate piece of procelain. You may break it and put it together again, and for purposes of utility it may possibly be just as good as it ever was, but the cracks are there, and you can see where it was broken. And so it is with the man whose credit is once impaired. He may be able to buy goods again, his standing among mercantile houses may be very fair, but it never can be restored to the superb con-

dition in which it once was. And so would warn all merchants, young and old, to regard credit as a priceless possession. Do not let it be trifled with, and allow nothing to impair it or injure it.—William B. Dean.

**POSTAGE ON CANADIAN NEWS PAPERS AND PERIODICALS.**

Mr. Mulock, the Postmaster-General, has introduced in Parliament a measure to impose postage on Canadian publications after January 1, 1899. The rate will be ¼c. per pound at first and then ½c. per pound. Publications in towns and villages (not cities) will continue to be carried free in a zone ten miles around place of publication. The publishers of Canada take the announcement with some philosophy, principally because they do not wish to appear as sturdy beggars, asking for the free carriage of the mails when other people have to pay. At the same time, the burden upon certain classes of publishers will be heavy, mainly on account of the discriminating nature of the charge. The town and country papers are, for the most part, to escape altogether. The United States publications will continue to get free transportation in Canada owing to the international agreement between the post-office authorities of the two countries. For these reasons, the new charges are not being laid equally upon all, but discriminate more or less against some periodicals.

The trade papers are hit hard, because they are usually printed on a heavy-toned paper, and the postage rate will be upon weight. The more successful they are, that is, the larger their circulation, the more they will have to pay. The publication of trade papers becomes, therefore, a greater uncertainty than ever. They have always been at the mercy of business conditions, for when business was bad their profit was small; in future the Government will add a new element of uncertainty by taxing them in proportion as they succeed. The religious papers, too, will feel the blow, as they must compete with similar papers of the United States that are to be carried in our mails free. The attitude of the legitimate publishing firms generally is probably this: they do not defend free postage, and if the impost comes it should be laid upon all equally.—Bookseller and Stationer.

McGill & Darroch have started a grocery and crockery store in Collingwood.

Liverpool mail advices to March 24, state that the arrivals of Valencia raisins in the market from the beginning of the season to that date had been 3,952 tons, an increase of 401 tons, as compared with arrivals during the same period last year. Retail sale of quarter-boxes were making at 23s. 6d.





# GRAND MOGUL

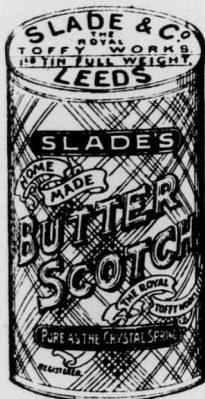
## Tea is a Quick Seller

It is superior in quality to many other packet teas in the market. Test and try it.  
Coupons in every packet, entitling holder to Silverware.

SOLE  
AGENTS

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

Retail at  
25c. per 1-lb. tin.



# Slade's Pure... English Butter Scotch

HOME MADE DELICACY

**M**ADE from Pure Cane Sugar and Fresh Butter. The most delicious,  
pure and wholesome Candy ever sold. Invaluable for coughs and  
sore throats.

Weekly sale in Great Britain and Europe, 50,000 TINS.

PURE AS THE CRYSTAL SPRING

**Slade & Co., Limited, The Royal Candy Works, Leeds, Eng.**

SOLD FROM

# ATLANTIC TO PACIFIC

FAC SIMILE OF CASK LABEL.



# PURNELL'S

PURE  
PLAIN and SPICED

# MALT VINEGARS

## Brewery, Bristol, England.

AGENTS

St. John, N.B.—W. S. CLAWSON & CO.

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

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

Hamilton—Bickle & Greening.

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

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

# POLYNICE OIL

CURES

## RHEUMATISM

Lumbago, Neuralgia

Dyspepsia and Kindred Diseases.

This new French medical discovery has been used with remarkable success in Bellevue Hospital, New York; Howard Hospital, Philadelphia; Maryland and Johns Hopkins University, Baltimore; Civic Hospital, Montreal, and in various other hospitals in the prominent cities.

WHAT A PHYSICIAN SAYS:

Johns Hopkins University,  
Baltimore, 5th April, 1897.

The experiments made here at the hospital with the Polynice Oil, witnessed by me, having been very successful, I hereby recommend it in all cases of rheumatism.

(Signed) Dr. F. L. ROGER.

## .. Polynice Oil ..

Sent postpaid on receipt of price, 50 cents, in money order, by the famous French specialist of Paris.

**Dr. A. Alexandre,**  
1218 G St. N. W., Washington, D. C.

## COWAN'S

Hygienic Cocoa  
Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers.

THE COWAN CO., LIMITED TORONTO



## THE MODERN GROCER



Being the largest makers of Refrigerators in Canada, we make several lines of Grocers' and Household Refrigerators of various styles and sizes. Modern in design, with best principle of dry cold circulation, best insulation, and zinc lining. Why buy a home made or poorly made article when you can get an up-to-date Refrigerator for less money? For prices and description send for catalogue.

Knowles, Ham & Nott Co., Limited  
BRANTFORD

DRINK :::

## :: Chocolate for Breakfast

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



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

VANILLA . .  
CHOCOLATES

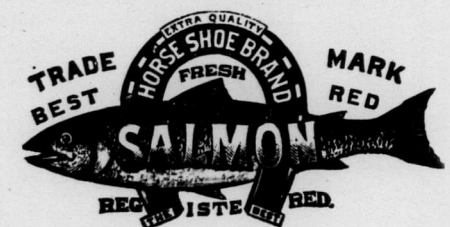
## CHOCOLAT MENIER

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

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

HERDT & CO. 13 St. John St. Montreal  
General Agents for the Dominion

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



All respectable grocers from the Atlantic to the Pacific keep it for sale, because it pays to do so, there being no old, unsaleable stock in "Horseshoe Salmon."

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

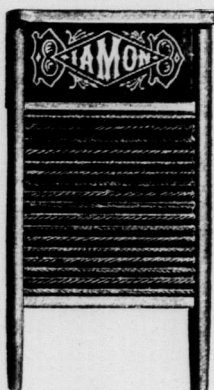
This Brand is packed from the fine Fraser River Sockeye Salmon, by

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

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

AGENTS.

Geo. Stanway & Co., Toronto, Agents for Ontario.  
W. S. Goodhugh & Co., Montreal, " " Quebec.  
J. Hunter White, Esq., St. John, N.B.  
Agent for Eastern Provinces.  
Tees & Pesse, Winnipeg, for Manitoba and N.W.T.



## Boeckh's Washboards

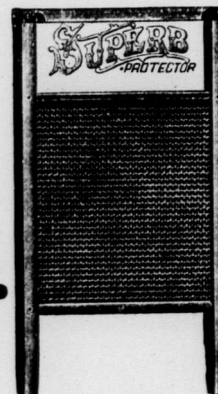
Pages

122 and 123 of our new illustrated book tell all about seven different styles of our Washboards, running from the small "Langtry" at \$1.10 a dozen, to the improved top "Superb" at \$3.90 a dozen.

Each style has its strong points—no two are alike. The only thing they have in common is the reliability of material and workmanship, you can depend on that.

**CHAS. BOECKH & SONS, Mfrs.**  
Toronto, Ont.

Established 1856.



# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

TORONTO, April 14, 1898.

### GROCERIES.

THE wholesale grocery trade in Toronto is gradually becoming more active, and, taken on the whole, a nice trade is being done for this time of the year. Business is not yet, however, what might be called active. Interest this week is being chiefly centred in sugar, which has been advanced 1-16 to  $\frac{3}{8}$ c. per lb. by the refiners. The demand for sugar has been decidedly active, although the advance which took place on Monday has naturally caused a slight lull in the demand. Canned goods remain much in the same situation as before, being devoid of any striking features. There has been an advance in Japan rice in the primary market, and the rice market generally is strong. Coffees are meeting with a fairly good demand for high grade descriptions, but the market in Rio is easier again. In spices, prices have again an upward tendency, particularly in pepper. Teas are beginning to move a little better, both representatives of shipping houses and wholesalers reporting a better demand. Medium grade Japan teas are fully  $\frac{1}{2}$ c. per lb. dearer than they were a week ago. Foreign dried fruits are steady in price and meeting with a fair demand.

### CANNED GOODS.

The canned goods market at the moment appears to be in a waiting condition, although there are indications of an improvement in business. It was last week noted that some wholesale houses were short of canned tomatoes. We hear this week of one or two houses being in much the same condition in regard to corn. There has been some enquiry for corn during the past week, but we hear of no transactions. The price of corn is now being quoted, as a rule, at from 90 to 95c.; 85c. has been obtained by one wholesaler from another for lots wanted to complete orders. The position of corn appears to be, on the whole, a strong one. The demand for salmon keeps steady, although it is not characterized by any great briskness. Stocks of salmon on the market are ample.

### SYRUPS AND MOLASSES.

There have been a few bright syrups offered, and a few enquiries have been heard, but in general, business in this line is almost at a standstill. Molasses is quiet, and values in the primary market for New Orleans descriptions are being well main-

tained, although business there appears to be light. There are no changes in prices in either of these lines to note.

### SUGAR.

The sugar market is stronger than it was a week ago. There has been a slight advance in prices on the London market. In New York the refiners are willing to pay recent prices for raw sugars, but there are few if any selling, as holders are hoping for more money. Towards the latter part of last week refined sugars advanced in New York, but on Monday last there was a slight decline, and prices are now about where they were before. On Monday last the Canadian refiners advanced their prices 1-16c. per lb. on yellows and standard granulated, and  $\frac{1}{8}$ c. per lb. on No. 2 granulated, and as a result our quotations this week show an advance all round, equal to the advance at the refineries. Foreign granulated is also quoted  $\frac{1}{8}$ c. higher by local wholesalers. The quotation for standard granulated is now 4 11-16c., and for No. 2 granulated, both imported and home made, 4  $\frac{1}{2}$ c. per lb. is the idea for ordinary quantities.

### NUTS.

Tarragona almonds are lower in Spain owing to the higher rate of exchange. Valencia shelled almonds are firm, and new crop Jordan almonds are dearer than in the primary market. Locally there is no particular feature to note.

### RICE.

Japan rice is scarce upon this market, and wholesalers report that they could not lay down fresh lots at less than 6  $\frac{1}{2}$ c. per lb. the way the market is now ruling. The rice market generally is in a strong position.

### COFFEE.

Rio coffees have taken a little easier turn again in the primary market, while West India and other growths appear to be fairly steady as to price. Locally there is a fair movement in Rio coffee of high grade. The demand for the cheap stuff, which has been so marked for some months, appears to be petering out, consumers evidently being tired of such goods.

### SPICES.

Advices to hand this week state that pepper is dearer, both in London and New York, while prices for spices generally, appear to be again on the upward turn. Latest mail advices from Macassar indicate that the supplies of nutmegs are more plentiful and of good quality, as a rule.

### TEAS.

The feature of the market this week is the advance in the price of medium grade Japans held in first hands,  $\frac{1}{2}$ c. per lb. being asked above the figures ruling a week or two ago. These teas are scarce, both in Canada and the United States. Low grade Japans are firm, and the same may be said of the fine grades. China green teas are becoming scarcer than ever, and the few that were offering in London, England, appear to be also about cleaned up. Mail advices from London state that the market for Indian tea still continues somewhat languid. Better competition was noted in the auction sales there of Ceylon teas, with prices showing a hardening tendency. The official estimate of the Ceylon crop for 1898 is 122,171,400 lbs., being about 6,000,000 lbs. above the actual outturn of 1897. Wholesalers in Toronto report a better tone to the market, as the demand from retailers is beginning to improve.

### FOREIGN DRIED FRUITS.

CURRENTS—There is a fair demand, and prices rule much as before. Advices from Patras state that the recent decline in quotations was not due to any weakness in the market, but was the result of an advance in exchange.

VALENCIA RAISINS—The demand on the local market during the past week has been a little better.

PRUNES—The demand is still nearly altogether for California prunes, which are being firmly held in the primary market.

SULTANA RAISINS—There is not a great deal doing. A Sultana raisin, of California growth, which sells wholesale at about 8c. per lb., is meeting with a fairly good demand, and is claimed to be about equal in quality to a Smyrna raisin, which sells at a cent or two per lb. more. As to the merit of the fruit, opinion seems to differ somewhat.

CALIFORNIA EVAPORATED FRUITS—There is a steady demand for both apricots and peaches, and prices rule firm. It is estimated that since the beginning of December three carloads per week of California evaporated fruits have arrived on the Toronto market and gone into consumption.

FIGS—Tapnet figs have been selling so well on this market lately that stocks are almost exhausted, while the demand is still being kept up. Wholesalers who have any are holding them at 3  $\frac{3}{4}$ c. per lb., which is about  $\frac{1}{2}$ c. per lb. dearer than a short time ago.

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# Examine the Profit

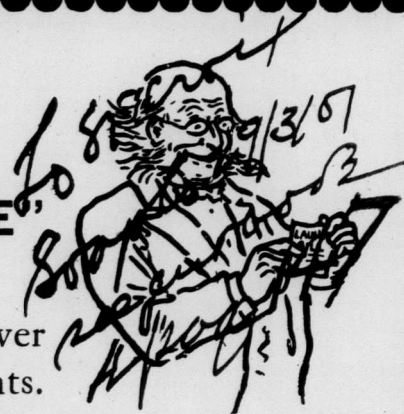
See if it pays you to push "SURPRISE" Soap. Look into the way it is handled.

You know it gives satisfaction. You never hear a complaint: You never make discounts.

It is clean, easily handled, profitable business.

"SURPRISE" is the name of the soap.

**It Pays to Push "SURPRISE" Soap.**



#### BRANCHES—

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

#### Made by

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

ST. STEPHEN, N.B.

#### GREEN FRUITS.

The market is active, a good movement being reported in all lines of fruit. The orange market is firm, with an advance anticipated, navels selling briskly. Bananas are moving actively, with prices steady. Pineapples are now coming in more freely and are selling well. The movement in lemons has not been as brisk as in oranges, yet it has been good.

#### COUNTRY PRODUCE.

EGGS—The supply is steadily increasing, with a good demand keeping receipts well absorbed. Some jobbers here have commenced pickling.

POTATOES—Offerings in carload lots are numerous, with prices weak and a decline of 2c. noted, the price quoted this week being 50c. On the market the offerings are large, with prices ranging from 55 to 65c.

DRIED APPLES—There is a moderate local demand, with prices steady at 3 to 4c. No export sales are noted.

EVAPORATED APPLES—Trade is fair, with local demand moderate but steady. Prices remain unchanged at 9½ to 10c., although the feeling appears to be somewhat easier.

HONEY—Business is quiet with prices steady and unchanged.

MAPLE SYRUP—The receipts have been small, evidencing a poor season. The demand is correspondingly easy, with prices

lower than last week. We quote syrup as follows: Imperial 5-gal. tins, 70 to 80c. per gal.; imperial 1-gal. tins, 75 to 85c.; wine 1-gal. tins, 60 to 65c. New sugar is rather scarce at 8 to 9c.

VEGETABLES—Sales of radishes and rhubarb have been large. Red cabbages are now on the market. We quote: Rhubarb, 75 to 90c. per doz. bunches; onions, 10c. doz. bunches; lettuce, 20 to 30c. doz. bunches; radishes, 45 to 60c. doz. bunches; celery, 75c. to \$1 doz. bunches; cabbage, 25 to 30c. doz.; red cabbage, 75c. to \$1 per doz.; parsley, 15 to 20c. doz. bunches.

BEANS—The demand is just steady, at 80 to 85c. for prime, and 85 to 90c. for hand-picked.

#### BUTTER AND CHEESE.

BUTTER—Receipts, especially in dairy rolls, are steadily increasing. The local demand has been good, and shipping orders from eastern points have kept market from any accumulation. A decline of 1c. is noted.

CHEESE—There is a much better feeling noted, in sympathy with firmer tone in the English market. Very little fodder cheese has been made so far, only three or four lots being offered, while last year at this time an abundant supply of this cheese was on this market.

#### PROVISIONS AND DRESSED HOGS.

There has been a lull in the briskness of trade since Easter, most merchants laying in for that season enough meats to last a few days later. Business is now picking up again and all lines are selling actively, with prices firm and unchanged.

#### FISH AND OYSTERS.

Frozen fish are off the market, the warm weather putting an end to the season. Salmon trout and whitefish are now offered, and are selling well. We quote: Oysters, \$1.25 per gal.; fresh salmon trout, 7c.; fresh whitefish, 7c.; steak trout, 7c.; fresh steak cod, 6 to 6½c. per lb.; pickerel, 6c. per lb.; fresh pike, 5½c. per lb.; fresh perch, 5½c. per lb.; fresh herring, 3½c. per lb.; Labrador herring, \$5.50 per bbl. and \$3 per half-bbl.; split herring, \$5 per bbl. and \$2.75 to \$3 per half-bbl.; boneless codfish, 3½ to 5c. per lb.; pure cod, 6½ to 6¾c. per lb.; fresh water herring (heads off), \$2.50 per keg; ciscoes, \$1.25 to \$1.30; haddies, 5½ to 6c. per lb.; fresh haddock, 5c. per lb.

#### GRAIN, FLOUR, BREAKFAST FOODS

GRAIN—Wheat remains steady. This week's quotations on cars outside are as follows: Wheat, red winter, 85 to 86c. white winter, 80 to 83c.; goose, 80 to 83c. The street market is quiet, little being offered



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**SPECIAL THIS WEEK**  
**STRAWBERRIES**  
**PINEAPPLES**  
**TOMATOES**  
**Sphinx Prunes--A's, B's, U's**  
 Close prices on these best goods, for one week.  
**Bananas**  
 Send us your orders, we will please you.  
**James Bros. - Toronto**

as farmers are engaged in seeding. We quote the street market as follows: Wheat, red, 87 to 90c., straight; white, 82 to 84c.; goose, 85c.; peas, 55 to 57c.; barley, 37 to 38c.; oats, 33 to 34c.; rye, 50 to 51c. No. 1 hard wheat is steady at \$1.08 Toronto and Montreal freights, or \$1.05 Midland.

**FLOUR**--The market is quiet, with prices steady at unchanged figures. We quote: Manitoba patents, \$5.30 to \$5.40; Manitoba strong bakers', \$4.90 to \$5; Ontario patents, \$4.65 to \$4.75; straight roller, \$4 to \$4.10, Toronto freights.

**BREAKFAST FOODS**--All foods, especially cornmeal, are firm in price, though no change of quotations is noted. Business is good. We quote as follows: Standard oatmeal and rolled oats, \$3.90 in bags and \$4.00 in bbls.; rolled wheat, \$2.75 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$3.50; pot barley, \$3.25.

**HIDES, SKINS AND WOOL.**  
**HIDES**--There is a decided weakness in prices in sympathy with weak condition of the United States market. Prices are considered too high, but no decline is yet noted. We quote: No. 1, 7 1/2c.; No. 2, 6 1/2c.; No. 3, 5 1/2c.

**CALFSKINS**--The prices quoted are, as in the hide market, considered too high, though no decline is yet reported. We quote: No. 1 veal, 8 lbs. and up, 10c. per lb.; No. 2, 8c.; Dekins, from 30 to 35c.; culls, 15 to 20c.

**SHEEPSKINS**--Trade is quiet. We quote at \$1.15 to \$1.35.

**WOOL**--There is a free offering of unwashed at 12c. per lb.

**SEEDS.**  
 Deliveries and offerings have fallen off considerably. Though numerous jobbers' orders are reported they are all small, evidencing a hand-to-mouth trade. Prices are unchanged. Jobbers are buying red clover at \$2.75 to \$3.25. For timothy \$1 to \$1.50 is paid, with 50c. extra for occasional choice lots. Alsike is quoted all the way from \$2 to \$4.50, as the quality varies greatly.

**SALT.**  
 Trade is active, with prices firm and unchanged. We quote: Carload lots, \$1.05 per bbl., and 65c. per sack; less than carload lots, \$1.10 per bbl., and 70c. per sack. At the wells we quote: F.O.B., barrels, 75c.; sacks, 45c.

**PETROLEUM.**  
 Business is quiet, with prices unchanged. We quote in 1 to 10-bbl. lots, imperial gallon, Toronto, as follows: Canadian, 14c.; Sarnia

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**The American Tobacco Co.**  
 OF CANADA, Limited.  
 Are sold by all the Leading Wholesale Houses.  
**CUT TOBACCOS** . . . . .  
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**SARNIA** Water White Lamp Oil. . .  
 Equal to the best American Water White Oil. Test it and be convinced. Genuine is branded **Sarnia Water White**. Wholesale only by  
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**OKELL & MORRIS' GOLD MEDAL BRANDS**  
 OF **PURE** Preserves, Pickles, Ketchups, Vinegars, Confectionery, Candied Fruits  
 We guarantee the purity of our manufactures. Works: VICTORIA, B.C.

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**CONCENTRATED GRAPE WINE VINEGAR**, best and most economical Vinegar made. One gallon Concentrated makes 25/27 gallons Standard Vinegar--specially suitable for Klondike, Coast, Lumber, Exploration, and Mining Parties. Great saving in weight and freight.  
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**EGGS and BUTTER**  
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 SHIP TO  
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 Toronto.

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

water white, 15c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

## MARKET NOTES.

Sheepskins have advanced 10c.

Eggs have declined ½c. per doz.

Pepper is dearer in both New York and London.

Refined sugars are quoted 1-16 to ¼c. per lb. dearer.

Maple syrup is 10c. per gallon cheaper than last week.

Butter is coming in more freely, and has declined 1c. per lb.

Medium grade Japan tea in first hands is ½c. per lb. dearer.

Potatoes are 2c. per bag cheaper in car-load lots than last week.

Frozen fish are off the market, and salmon trout and whitefish are now offered at 7c. per lb.

Over 58,000 boxes of lemons are afloat for Montreal, of which Canada is expected to use 40,000 boxes.

## QUEBEC MARKETS.

MONTREAL, April 14, 1898.

## GROCERIES.

**R**ATHER more business has been transacted in all lines of the grocery trade during the past week. The movement in teas on American account has been one of the chief features, some large lines of Japans having been disposed of. Another feature has been the stronger undertone to the sugar market on account of the increase in the duty on the raw article, and refiners have advanced prices 1-16c. per lb. all round, except for Canadian-German granulated, which is now held at 4¼c., and this figure is 3-16c. higher. Rice is excited and strong in sympathy with foreign advices, and still higher figures are anticipated in the near future. All other lines are firm, but without any special feature.

## SUGAR.

Demand continues slow and trade is limited for the season. Some enquiry has been experienced for round lots of granulated at 4 7-16c., which is an advance of 1-16c. Yellows are quiet, the range being 3 9-16 to 4 1-16c., as to grade. Advices

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## McLauchlan's Biscuits

Practical experience, a large and competent staff of employes and personal attention to all orders bring us unsolicited commendations from old and new customers.

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from foreign points on the raw article have been quiet. Beet is dull, but prices show no change from a week ago, the quotation being 9s. ¾d. for April and 9s 1½d. for May. In New York, refined is firm—in fact, higher—having advanced from ⅛ to ¼c. per lb., but the demand is slow.

## SYRUPS.

There is no change in syrups, prices being purely nominal at 1½ to 2½c., as to grade. Stocks are light, and therefore holders are very firm.

## MOLASSES.

Notwithstanding the firmer market cabled from Barbadoes buyers are indifferent. Advices from the Island quote 8c. first cost. A few small lots are moving in local way and stocks in second hands are down to a very small lot. Prices are unchanged at 24c. in car lots, and 25c. in puncheon.

## CANNED GOODS.

Firm offers have been made again for tomatoes from western buyers, but holders here apparently want all the stock they have on hand for their own purposes. The jobbing demand is of an ordinary character. Quotations are as last reported.

## TEAS.

The improved demand noted for tea last week has been well maintained. The feature of the market has been the inquiry from American buyers. Some 2,000 packages of Japans being taken for New York account at a price averaging about 16c. Other sales aggregating about 600 packages were made at 14 to 15½c. China teas have been in fair inquiry. Ping Suey and Young Hysons changing hands at 1 to 2c. advance on quotations ruling a month ago. This strength in the market is attributable entirely to the American demand, as local buyers appear to be entirely indifferent to the strength exhibited at primary points.

## SPICES.

The spice market rules about as noted last week. Black pepper for prompt shipment is very firm. Demand here is fair and prices show no alteration.

## COFFEE.

The coffee market is quiet and prices show no change, round lots of Maracaibo and Rio sold at a range of 9 to 12.

## RICE.

There has been some excitement in the rice market owing to an advance of ½c. per lb. named by the mills at the close of last week. This is due principally to advices received from points of production in the east to the effect that the market has been cornered. Demand here for importation has been considerable, and several sales have been made at the advanced prices. Stocks on spot of all kinds are small.

## DRIED FRUIT.

The currant market has been easier abroad, but there is no change on spot. Some sales are noted by the direct steamer to Montreal, which will arrive during May, but they are chiefly on western account. The retail demand here is of a hand-to-mouth character. Valencia raisins are unchanged at last week's prices. California raisins have been moved in a quiet way. Prices are unchanged, though advices from the Coast are quite firm.

Prunes are moving well, especially Californias in the larger sizes, which are somewhat difficult to obtain; prices are steady. European sorts remain as last noted. There is a fair enquiry for figs, and the same can be said of dates.

## GREEN FRUIT.

There is a fair trade in green fruit with the advance of the season. Oranges show improved sales at unchanged prices. Lemons are firmer, in sympathy with the New York

**WE ARE  
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FOR**

**DRIED  
APPLES**

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

46 FRONT ST. E. **Toronto**

# TEAS

To Retail at

486 PACKAGES

JAPAN

429 PACKAGES

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VALUES—

**COMPARISON AND CUP TEST INVITED.**

Samples and Quotations on Request.

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The name sells the Goods.

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The BEST GOODS at the BEST PRICES.

**TEAS**—All grades, supplied to the wholesale trade only.

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Write us for samples and quotations, and we will give you the best value on the market.

## S. H. Ewing & Sons,

Manufacturers  
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## Montreal

market. Bananas have been arriving more freely and sales have been reported at \$1 a bunch. Pineapples which were scarce last week have been arriving more freely, and 15 to 30c. each is now asked, according to size.

### APPLES.

Apples are a slow sale; the prices are unchanged.

### DRIED APPLES.

Dried have been somewhat easier, owing to the fact that one or two large lots were forced for sale at 3½c. In a regular way, 6½c. is still asked, but it is difficult to obtain.

### COUNTRY PRODUCE.

**EGGS**—Eggs are quiet, and increased receipts have led to a further decline, 9½ to 10c. now being the top price.

**BEANS**—Beans are quiet. In a jobbing way, 75 to 80c. is asked for ordinary sorts; handpicked are held at an advance of 5c. on this price.

**HONEY**—Honey is quiet, and reports from the country state that stocks of last year's yield are well diminished. White clover comb has sold at 12c.; other sorts are unchanged.

**MAPLE PRODUCTS**—A fair trade was done in maple products, and prices show no change. Syrup in wood is selling at 4½ to 5c. per lb., and in tins at 45 to 50c., as to size. Sugar moves freely at 6 to 6¼c. per lb.

**POTATOES**—Demand for potatoes is good for the season at 70 to 75c. a bag in car lots.

**ONIONS**—Onions are unchanged, at \$2.25 per bbl.

### PROVISIONS.

There was no change in the provision market. The demand for all lines was slow and trade was quiet, which will likely continue so for the balance of this week. We quote: Canadian pork, \$16 to \$16.50 per barrel; pure Canadian lard, in pails, at 8¼ to 8½c., and compound refined at 5½ to 5¾c. per lb.; hams, 11½ to 12c.; bacon, 12c. per lb.

### FLOUR, FEED AND MEAL.

The export demand resulted in the Lake of the Woods Milling Co. making the following sales: 10,200 sacks for June shipment, 500 sacks on London account, and 8 cars on West Indies account. There was no improvement in the local or country demand, and trade in this respect was dull. We quote: Winter wheat, patents \$4.65 to \$4.85; straight rollers, \$4.30 to \$4.40; bags, \$2.15 to \$2.20; Manitoba patents, \$5.30; strong bakers', \$4.90.

The demand for meal continues slow, and the market is dull, with no change in prices to note. Rolled oats are offering at \$3.90 to \$4 per barrel, and at \$1.90 to \$1.95 per bag.

### GRAIN AND FEED.

On spot business was quiet, but the undertone was firmer, and values in some cases show an advance. A sale of 8,000 bushels No. 1 hard Manitoba wheat was made at \$1.02½ afloat Fort William. Ontario red wheat was quiet, but firm, at 86c. at shipping points west. Buckwheat was strong, and advanced 1 to 1½c. per bushel, and is likely to go still higher. Oats sold at 34 to 34¼c. store, and 35c. was bid afloat May, with holders asking 35½c. These figures show an advance of ¼ to ½c. per bushel. Rye sold at 56c. ex store. We quote: No. 2 white oats, 34 to 34¼c., ex store; 35 to 35½c. afloat, May delivery; peas, 62½ to 63c. ex store; buckwheat, 47 to 47½c. ex store.

There was no change in feed, but the demand is very slow at present. We quote as follows: Ontario winter wheat bran, \$14 to \$14.50; shorts, \$16 per ton in bulk; Manitoba bran, \$14, and shorts, \$16 per ton, including bags.

### CHEESE AND BUTTER.

There was nothing new to note in the cheese market, business being exceedingly quiet, on account of the scarcity of stock to trade in, and until the new commences to come forward the market will, no doubt, remain dull and featureless.

An easier feeling prevails in the country

for butter owing to the increased make, but prices locally show no actual change, as the demand up to the present has been ample to absorb all offerings. Finest creamery sold at 20 to 20½c.; Townships dairy, 18 to 19c. and western rolls, 17 to 18c.

### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., April 11, 1898.

**T**HERE is quite a large movement in all lines, and business for some time will be active. The river steamers are making short trips, and expecting soon to get up all the way to Fredericton. The holiday made dealers the more busy. As the season itself is a busy one, two days work had to be done in one. The budget gives general satisfaction here, the change in the sugar tariff tending to increase business relations with the West Indies. It is thought here that Canada is about to get a large share of the West India flour trade, and there is the hope that a better line of steamers will be put on than those now running. In lumber, to which we often refer in our report because of its importance, it is said the cut this year will be but about two-thirds as large as last year. At present the market is a dull one, but better things are expected later.

**OILS**—This is a busy season with dealers owing to the near approach of the opening of the saw mills, of which there are so many for which lubricating oil is bought here. This is also the busy season in paints and oils. Turpentine is again higher. In burning oil there is the regular demand of this season. The prices hold at the late advance.

**SALT**—There is a firm feeling, and prices must go higher in Liverpool coarse salt, as the regular steamers to Liverpool will soon be withdrawn and sent to Montreal. There is a good demand, stocks are ample for the present, and there is some afloat for here. In other lines, while this is a busy season, there is nothing new to report. We

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**CASH GROCERY BUSINESS FOR SALE IN THE** City of London. Apply at once, M. M. this office. (16)

**BUSINESS FOR SALE IN BEST LOCALITY IN** Manitoba. General stock, about four thousand dollars. Building for sale or rent. Owner retiring from business. A good chance for the right man. Apply to box 264, Winnipeg. (15)

**BIRD BREAD** and Cottams Seed, manufactured under six patents. Reliable standard goods; nothing to approach them for popularity and value. All wholesalers.

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

The  
**DAWSON** Commission Co., Limited

**FRUIT, PRODUCE AND COMMISSION MERCHANTS,**  
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**TORONTO.**

**California Navels**  
**California Seedlings**  
**Messina Lemons**

Seedlings are now arriving in Good Condition and are taking the place of Valencia's. Our Lemons and Navel Oranges were never better.

**AUCTION SALES**

Write us for particulars of sales. We are making special efforts to make these sales mutually profitable. They are held every Wednesday.

We attend personally to all consignments of Fruit and Produce.

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Wholesale Commission Merchants,  
25 and 27 Church St., TORONTO, Can.  
Telephone 645.



**E**ASTER marks the opening of the season for Hams and Bacon. We are having a good trade for the Easter Holiday goods, and we predict a good demand for the coming summer business. The "Star" Brand is always reliable, is always saleable, and is always and easily the best that you can buy. Let us have your orders for Hams, Breakfast Bacon, Roll Bacon, Back Bacon, Long Clear Bacon, Lard, etc.

**F. W. FEARMAN**

**HAMILTON, ONT.**

Now receiving weekly a carload of Bananas, finest imported, also Pineapples and Florida Tomatoes. Give us a trial order. We will give you entire satisfaction.

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**BALFOUR & CO. - Hamilton**

**FANCY** MOUNT ROYAL MILLS

INDIA BRIGHT  
JAVA  
ROYAL  
JAPAN GLACE  
POLISHED  
IMPERIAL SEETA  
IMPERIAL GLACE

**D. W. ROSS CO. RICES**  
Agents

THE MOST NUTRITIOUS COCOA.

**EPPS'S**  
GRATEFUL-COMFORTING  
**COCOA**

In labelled Tins. 14 lb Boxes.

Special Agent for the entire Dominion, C. E. COLSON, Montreal; In Nova Scotia, E. D. Adams, Halifax. In Manitoba, Buchanan & Gordon, Winnipeg.

FIRST QUALITY

**Oak Dash Churns**

WHITE SPRUCE

**Butter Tubs**

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**Butter Paper**

Also complete lines of Woodenware, Brooms, Brushes, Paper, Paper Bags, Twines, etc.

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**KNORR'S**

Evaporated Soup Tablets, Vegetables Sliced and Granulated Potatoes Beef Bouillion, etc.

Undoubtedly the finest goods on the market. Write for prices.

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Mercantile Broker, Manufacturers' Agent,

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Wholesale trade only.

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

76 COLBORNE ST.,  
**TORONTO, ONT.**

**Eggs and Butter**

**WANTED**

Ship us, or write for prices.

**D. GUNN, BROTHERS & CO.**

Pork Packers  
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**TORONTO, ONT.**

Extra Fancy California Navel and Seedling Oranges, all sizes. Valencia Oranges, fine stock 420's and 714's, repacked before shipping. Extra Fancy Messina Lemons, 300's and 360's  
Quality Right! Prices Right!

We  
Guarantee  
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FLUID BEEF.

BEST ---  
FOR STRENGTH AND FLAVOR.

THE VIMBOS FLUID BEEF CO., Limited  
of Edinburgh and London.

53 St. Francois Xavier  
Street MONTREAL

quote: Coarse, 44 to 48c.; Liverpool factory-filled, 90 to 95c.; Canadian fine, \$1 to \$1.10 per bag; 5-lb. bags in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.50 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartons, \$2 per case of 2 doz.; bottled salt, \$1.25 to \$1.30.

**CANNED GOODS**—While this season sees an active demand, there is at the present little that is new. In vegetables the market is a strong one. Stocks are not large, and but little is offering. One New Brunswick packer was in the market this week with some corn and tomatoes. He wanted full figures. In some cases retailers are selling at wholesale prices. Canned meats are firm at the higher figures. Scallops have a steady sale. Salmon keep low. There is quite a stock here. There are but few lobsters. In pumpkin this market shows a good demand at this season.

**GREEN FRUIT**—Is again becoming a busy line, now that the danger of frost is over. Oranges are still the staple. In Valencias, prices are rather higher. Bloods are somewhat easier, but the demand has increased. Californias are dull. Bananas are still high, but show a larger sale, and are beginning to take the place of oranges. Strawberries

are rather lower, but the business is still small. In rhubarb there is a steady sale, though the price is still high for big business. Lemons are a good sale, and the prices keep low, though any change will be toward higher prices. Apples are not an active line. Prices are hardly as firm.

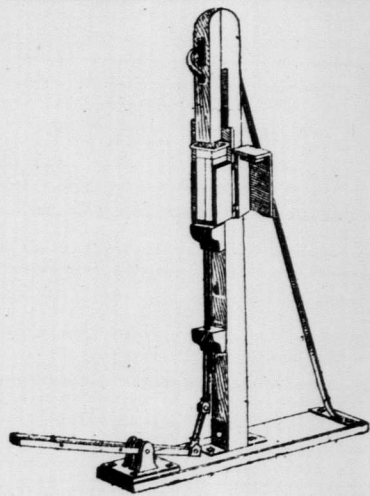
**DRIED FRUIT**—The nearness of rhubarb and small fruits is beginning to be felt in the demand for prunes and such lines, though there is still a good business. Prices are firm. Evaporated peaches show quite a large business this spring. The quality of the fruit has been satisfactory. In apricots, prices are advancing, and will rule higher. In raisins, Californias have the chief sale. The stock here is not large, and the quality good. Currants have but fair sale. Dates, figs, and peels are quiet. Peanuts, which at this season begin to sell more freely, are higher, and price will likely rule firm. Onions are easy.

**SUGAR**—The market is a firm one, and owing to the change in duty, prices are rather higher, the more as stocks here are not large. This, however, is not a cause of much disappointment, for, while some would like to have had rather more than they did have, the advance is not enough to pay carrying expenses on a large stock. No

doubt, the disappointment of last season had much to do with the present light stock. The fine standard granulated has the preference in this market over the other grades. In the German made Canadian, sales here are not large, though they are increasing. There is little or no foreign sugar here. Yellows have been somewhat scarce during the past week.

**MOLASSES**—The market is an active one. The West India steamer to hand this week brought quite a cargo, chiefly Barbadoes, the market for which is rather firmer. In Porto Rico the quantity yet to hand is small, but further arrivals are expected. The price this season is rather below that of last year. This grade has a large sale here.

**DAIRY PRODUCE**—The coming of Easter, as usual, caused quite an increased interest in the egg market. The retail price was pushed down to two dozen for 25c., the wholesale price being almost the same. It is thought any change will favor easier prices. In butter the stock is light and prices are higher. There is a demand for almost any grade, but particularly good. Local creameries are oversold; and there is practically no creamery in the market. Cheese is still dull, and factories which have held



## THE "ARMEDA" Tea-Packing Machine

Patented in Canada, Oct. 16, 1897.

This machine is now a general favorite with merchants. **LAST WEEK FIVE MACHINES SHIPPED.** Enquiries coming in from every province in the Dominion. Every merchant desirous of holding his tea trade should have the "Armeda" Tea Packer, and sell his own tea, put up in lead packages by himself.

Write \_\_\_\_\_

A. H. CANNING & CO., 57 Front St. East, TORONTO

FOR DESCRIPTIVE CIRCULAR AND PRICES.

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# Quality Counts:

## Crown Brand Flavoring Extracts.

"Their flavor is excellent and they also possess extra strength. These two qualities combined make them fast sellers."

Extract from a letter from Provost Bros., of Ottawa.

Letter follows letter in every mail we get, telling about the demand that springs up wherever the Crown Brand Extracts are introduced—thus, facts show that "Quality Counts."

40 different, absolutely true-to-nature, fruit, flower and spice flavors—40 different, good, strong reasons why the forty flavors are "the best there is or can be."

Greig Manufacturing Co.  
Montreal.

Robert Greig & Co., Selling Agents.

## John Mackay's Kola Cafe.

An essence of the finest coffee and chicory that grows, combined with the extract of that marvellous, life-sustaining West African Kola Nut.

We're not exaggerating—"marvellous" is the word that famous physicians use the world over. Easily Digested, Healthful, Stimulating—the coffee drinkers' substitute, with the true, rich aroma of freshly roasted coffee.

"Cereal Coffees" have to take a back seat, along with this Kola Cafe made by John Mackay & Co., of Edinburgh.

It's a seller and a good one.

Robert Greig & Co., Agts.  
Montreal.

Progressive—stimulating—up-to-date advertising matter for your store with each order of the Crown Extracts. It has helped many a man to win "more business."

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any stock over from last fall find a weak market and little demand.

**FISH**—Fresh fish, which have the chief demand at this season, have been scarce, and dealers have not been able to fill orders. Gaspereaux are late this season, the catch so far being very small. In halibut, receipts are also light, those to hand coming from Yarmouth. Lobsters still scarce, as far as this market is concerned. They are rather lower in Boston owing to large shipments. In dry fish there is a good steady business at even prices. Pickled are dull, and prices show no change; stocks light. Smoked herring are again quoted higher. There is a good steady business. We quote: Large cod, \$3.50 to \$3.60; medium, \$3.25 to \$3.35; pollock, \$1.90 to \$2; Grand Manan pickled herring, \$1.85 to \$1.95 per half-bbl.; smoked herring, 8 to 9c.; Canso, pickled, \$5 per barrel; boneless fish, 3½ to 4½c.; cod, 6 to 7c.; finnan haddies, 4 to 4½c.; fresh Gaspereaux, \$1.25 per 100; fresh halibut, 7 to 8c. per lb.

**PROVISIONS**—Dealers report this a particularly dull season for barrel meats, particularly pork. Smoked meats rule rather easier. The American hams which have been on this market, while giving fair satisfaction, are not liked as well as our own. Lard, which has been so firm, shows signs of an easier feeling, being more freely offered.

**FLOUR, FEED AND MEAL**—The feeling is still easier, though there is no change in price, and there is no particular reason why there should be. Oatmeal seems to have regained the slight decline of the past few weeks, and is firmly held, oats being still high. Cornmeal is rather lower. The competition between the city mills is keen. Beans are rather higher, and there is a feeling that higher prices will rule. Barley is higher, and will rule high during the coming season. This is also the case with blue and split peas. In seeds, stocks here are large. They are, however, beginning to move. This season finds clover seeds well below last year's prices, but grass seeds firmly held. We quote: Manitoba, \$5.85 to \$6; best Ontario, \$5 to \$5.10; medium, \$4.85 to \$4.95; oatmeal, \$4.15 to \$4.25; cornmeal, \$2.05; middlings, bulk, car lots, \$19 to \$20; bran, do., \$17 to \$18; hand-picked beans, \$1 to \$1.10; prime, 95c. to \$1.00; barley, \$3.40 to \$3.50; round peas, \$1.25; split peas, \$3.60 to \$3.75; yellow eye beans, \$1.75; oats, 35 to 40c.; hay, \$8.50 to \$9.50; timothy seed, American, \$1.70 to \$1.90; do., Canadian, \$2 to \$2.25; mammoth clover, 7 to 7½c.; red clover, 6 to 7c.; alsike, 7¾ to 8½c.

#### ST. JOHN NOTES.

Middleton, N.S., is to have a pork packing factory. Everything will be the best.

It is to be called the Nova Scotia Pork Packing Co. Capital stock \$25,000.

W. T. L. Reed Brown, manufacturer, Fredericton, has sold out to Wm. Lawrence.

The next Furness Line steamer to London from here takes 1,000 bales pulp wood from one of the Nova Scotia mills.

A. L. Goodwin, our large wholesale green fruit and dried fruit merchant, this week received a shipment of fine evaporated peaches and apricots.

Wm. Thomson & Co., of this city, whose steamers have been running in the direct steamship line to London, during the winter, have three of their boats now here, namely the Platea, Cheronea, and the Arbelia.

In St. John the trade is rapidly working away from China tea chiefly to blends, and that in packages under private brands. Even the smaller country storekeeper now has his own private brand of package blend tea.

The freight rates on the Intercolonial have been uncertain for some time past on account of the effort to overcome the general feeling of disapproval against the new tariff. Slowly and surely the new order of things is giving way and more satisfactory rates are charged.

The West India steamer Druart Castle, which arrived this week, had a full cargo for St. John, among which was 400 casks Barbadoes molasses, 70 tierces Trinidad, 25 casks St. Croix, 200 crates Bermuda onions; also 150 bags cocoanuts from Trinidad, to be forwarded to Toronto, and 200 for Montreal.

More than half the entire exports of St. John to the United States for the last three months has been American lumber sawn here. It is valued at \$120,000. The value of fish entered from Grand Manan was \$35,000. There was spruce gum to the value of \$212, sent from Fredericton to the same market.

#### USE AND ABUSE OF CREDIT.

ONE of the greatest, if not the greatest, evils of modern business is the credit system, remarks Trade. While there will be occasional instances and occasional business where it seems a positive necessity, the stores where it is practised are growing gradually less. It is possible for merchants in adopting this plan to do business on so much smaller capital, and with so much less margin of profit they can necessarily sell goods very much lower than their credit competitors, as they quite naturally draw a largely increased trade in consequence, and they can know every day when they close their business just where they stand.

It is a very common occurrence for buyers to exhaust their credit at every available

store, and then transfer their patronage to some cash dealer leaving a list of unpaid, uncollectable bills to be charged to the profit and loss account. If credit must be given, and it is unquestionably necessary at times, the next best thing to do is to procure some good, well-tried coupon book, such as is issued by any of the larger coupon book makers, and never, under any circumstances, allow a credit except by means of one of these books. They enable every merchant to keep easy and accurate track of his credits, and he never lets goods go uncharged, as is frequently the case with the old plan.

Further, it removes every possible chance for any of the many disputes which so frequently arise between the merchant and the patron by means of which good paying patrons are often lost. It is an exemplification of the old adage, of two evils choose the least. Credit of any kind in a retail establishment is an evil; it is much less so when conducted along the lines possible under a coupon or some similar system.

#### FOR SALE.

**BUSINESS FOR SALE IN THE CITY OF LONDON**; dry goods, boots and shoes; established thirty years; small stock, rent low; reason for selling, retiring from business; price right to responsible party. R. A. Jones, London, Ont. (1f)

**Paul Campbell,**  
Assignee.  
**Campbell & Campbell,**  
Accountants.  
McKinnon Building, TORONTO

STEEL  
CEILINGS  
FOR  
CHURCHES

HALLS, THEATRES, PUBLIC  
BUILDINGS, PRIVATE  
RESIDENCES, SCHOOLS,  
LODGE ROOMS, STORES, ETC.

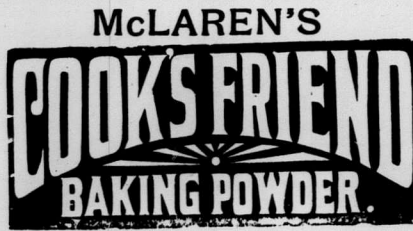
Not a Substitute

but superior to lath and plaster,  
will not crack and fall off, absolutely  
fire-proof, handsome in appearance.  
Send for our beautiful catalogues showing  
three hundred designs; free for the  
asking. Estimates furnished on receipt  
of plans.

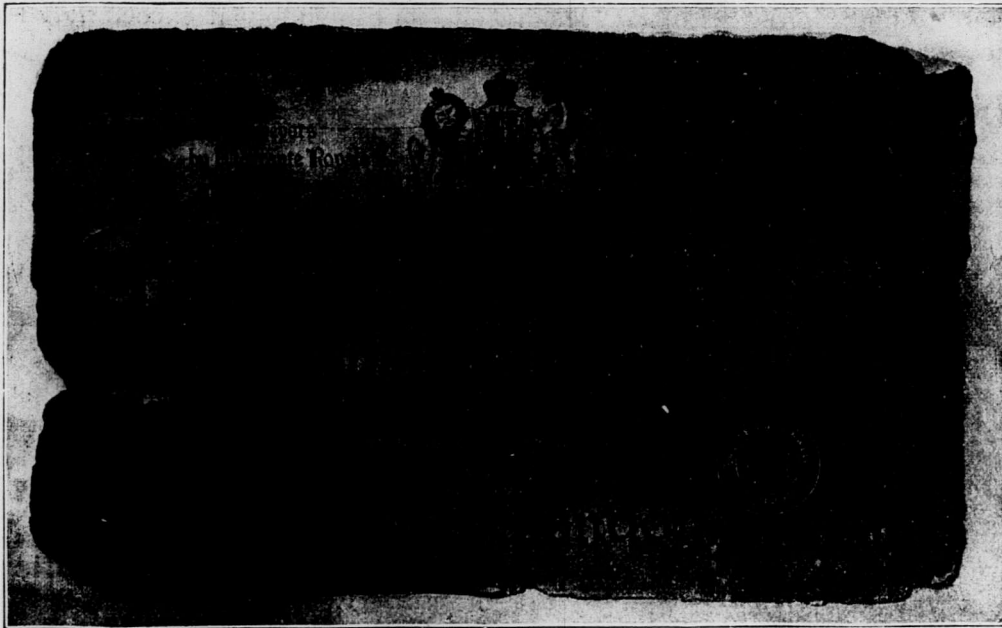
The  
**PEDLAR METAL ROOFING CO.**  
Oshawa, Ont.



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



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



C. E. Colson

Montreal



## New Profits —More Pleased Women

Think of the great  
army of women that are won-  
dering how to economize on  
their clothes this Spring.

Fancy their pleasure if  
you display a sign inside the

store, something like this: "Home Dyeing made easy and safe and  
pleasant with Maypole Soap. We sell it. All colors."

This helps the woman out of a dilemma—she'll remember *you*,  
please remember that.

There's a good profit in handling Maypole  
Soap. It is a **Clean** way of Dyeing at home.  
Powder Dyes can't approach it in the brilli-  
ant, fast, even color it yields. It is the Dye  
of highest quality. Free booklet about it by  
addressing,

**Maypole Soap  
Washes and Dyes**

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

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WE ARE QUOTING FOR DELIVERY IN JUNE

# Finest Barbadoes Molasses

Our stock has been bought from one of the best firms of Barbadoes, and has been secured at such price as to allow us to **GUARANTEE ANY DECLINE IN PRICE UNTIL DELIVERY.** Write, or ask our quotations, you are sure to find a profit with us. Meanwhile, we can supply at exceedingly low figures, following stock of molasses :

" BARBADOES "	Molasses,	" Choice, "	in puncheon
"	"	"	in barrel
"	"	"	in half barrel
" PONS "	Molasses,	" Fancy, "	in puncheon
"	"	"	in barrel
"	"	"	in half barrel
Northern Island	Molasses,		in puncheon
"	"	"	in barrel
"	"	"	in half barrel
Antigua	Molasses,	" Choice, "	in puncheon
"	"	"	in barrel
"	"	"	in half barrel
New Orleans Molasses, in barrels			

This means that we have molasses at every price, and to suit all tastes. **Samples and prices given on demand.**

## How is your stock of Teas ?

Our assortment is complete in every line, and our prices, as usual, are low.

We would like to see  
you try our

# Blended Teas

In 1-4, 1-2 and 25-lb. Tins.

Branded —

# "VICTORIA"

and

# "PRINCESS LOUISE"

You would find the quality of these teas superior in every respect, and ready sellers for your trade.

We will always be happy to quote any goods in our line, we keep the assortment and can give satisfaction.

Laporte, Martin & Cie. Wholesale Grocers Montreal

**CADBURY'S  
CHOCOLATES**

ARE  
SIMPLY  
DELICIOUS  
AND ARE  
PACKED  
SPECIALLY  
FOR  
CANADIAN  
MARKET.

**CADBURY'S COCOA**

The LANCET says:—  
"CADBURY'S represents the standard of highest Purity."

The ANALYST says:—  
"CADBURY'S is the typical Cocoa of English Manufacture." IT IS ABSOLUTELY PURE, THEREFORE BEST.

The MEDICAL MAGAZINE says:—  
"For Strength, or Purity, and for Nourishment, there is nothing superior to be found." It is not dark, luscious like those prepared with Alkali.

VIEW OF MANUFACTORY, BOURNVILLE

SCENE ON CADBURY'S COCOA STATE

**CADBURY'S  
COCOA**

(Absolutely Pure)  
AND  
MEXICAN  
CHOCOLATE  
HAVE  
AN  
ENORMOUS  
SALE  
ALL OVER THE  
WORLD.

Agents: **MESSRS. FRANK MAGOR & CO.,** 16 St. John St. **MONTREAL**

**THE DOMINION BANK**

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

**DIRECTORS**

HON. SIR FRANK SMITH President.  
E. B. OSLER, M.P. Vice-President.

W. INCE. W. R. BROCK.  
EDWARD LEADLEY.  
WILMOT D. MATTHEWS.  
A. W. AUSTIN.

HEAD OFFICE TORONTO

**AGENCIES**

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

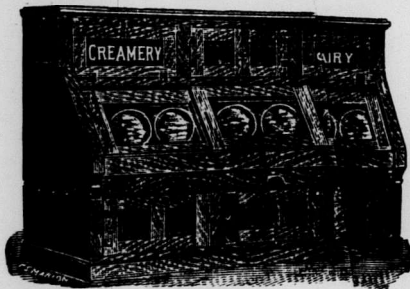
TORONTO—Dundas street, corner Queen.  
" Market, corner King and Jarvis street.  
" Queen street, corner Esther street.  
" Sherbourne street, corner Queen.  
" Spadina avenue, corner College.

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

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

**R. D. GAMBLE, General Manager.**

**Aubin's Patent Refrigerator**



The "Grocer's Standard" is the favorite.

This celebrated Refrigerator took Prize and 1st medal at Montreal and Ottawa Exhibitions, 1897 and for Catalogue and Price List.

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

FRESH

**Maple Syrup**

keeps coming in large quantities.

PLACE YOUR ORDER NOW.

**REMEMBER**—We hold a Bronze Medal for Vinegar, Pickles, Preserves, etc., and command a large share of Canadian trade for these goods.

**T. A. LYTTLE & CO.**

Canada Vinegar Works, TORONTO

**Rio Coffee**

Large shipment now in store ex SS. Dalecarlia.

Strictly High Grades.

**Warren Bros. & Co.**

TORONTO.

**BRANTFORD SOAP WORKS CO.**



"Ivory Bar" is put up in 1-lb., 2½-lb. and 3-lb. bars, 60 lbs. to the box; and in 10 and 12-oz. cakes, 100 cakes in the box. All wrapped with a paraffin waxed wrapper.

Quotations for "Ivory Bar" and other brands of soap furnished on application. See our list of attractions in Premium Circulars offered in exchange for Ivory Bar Soap Wrappers.

**Extra Choice  
Hams Bacon  
Pure Lard  
Mess Por**

**PARK, BLACKWELL & CO., Limited**

Pork and Beef Packers,  
TORONTO

**SULPHUR**

(FLOUR)

**SALTPETRE**

GROUND AND CRYSTALS

Shipments of above just to hand.

**PERKINS, INCE & Co.**

TORONTO.

**"ONE OF THE FINEST"**

A Coffee of Quality.



With a Quarter Century Reputation.

Look out for  
Spurious Imitations.





## TRADE IN OTHER COUNTRIES THAN OUR OWN.

### SUGAR IN THE UNITED STATES.

THE feature in the market for raw sugars was the advices received from Cuba stating that last week the American Sugar Refining Co. had purchased at least 30,000 tons of sugar in Cuba, and it was stated that prices paid were equal to 4 1-16 to 4 1-8c., duty paid, for 96 deg. test. The latter named figure being the last price, paid. Locally, a moderate volume of business has been transacted at unchanged prices, and the market closed firm at 4 1/4c. for centrifugals 96 deg. test; 3 3/4c. for muscovado 89 deg. test, and 3 3/4c. for molasses sugar 89 deg. test. Refined has had a less active sale than was noted a week ago; still a moderate volume of business has been transacted, and prices have been advanced 1-16 to 1/8c., closing with granulated at 5 1/4c.—Journal of Commerce, April 11.

### COFFEES IN NEW YORK.

An exceptionally large business has been transacted in the Brazil grades, and prices have advanced sharply, showing a rise of 1 1/2c. per pound from the lowest. The stimulating feature has been the fear of hostilities breaking out between Spain and the United States, and a belief that as a war measure the Government would place an import duty of 4c. per pound on coffee. The activity and upward movement in prices started on Saturday and continued on Monday and Tuesday. A large business was also transacted on Wednesday, but the advance culminated on Tuesday. It is estimated that the volume of business transacted in coffee on the spot, to arrive, and cost and freight from Brazil and Europe, was about 500,000 bags. At the advance about 50,000 bags of Rio coffee held here in consignment were sold on Tuesday and Wednesday, and the prices reported paid were on the basis of 7c. for No. 7. The sharp upward turn to values in the invoice market naturally stimulated a demand from the country trade, as interior roasters were, as a rule, bare of supplies. The fact that Arbuckle Bros. and McLaughlin & Co. advanced the price of roasted coffee 1/2c. per pound to 8 1/2c., although the Woolson Spice Co. continued unchanged at 8c. also had a favorable influence; and jobbers stated that during the first half of the week they had an unusually large call for supplies, and that the advances asked were readily paid. The war and duty talk have also had a stimulating influence in the market for the West India growths, as jobbers have been free buyers, absorbing the bulk of the supplies held by importers, and prices advanced to 9 3/4c. for good Cucuta.

The sales for the week were considerably in excess of 100,000 bags. East India growths have had a more active jobbing sale, but in an invoice way no business of importance has been reported; prices have been unchanged and firm.—N.Y. Journal of Commerce.

### LOWER PRICES.

Bradstreet's study of price changes shows a slightly higher level of prices April 1 than a year ago, but for March there were more declines than advances as compared with the beginning of the year. Probably the tendency of prices downward was a reflection in part of the expectation of war, but that has been complicated both as to March and as to last week by unseasonable weather, and the increase of building materials and the weakness of coal are the natural incidents of the season.

### CANNED GOODS IN THE STATES.

In the market for canned goods the chief feature seems to be the strong tone of the market for tomatoes. Spot stocks are reported to be well controlled and offerings of goods from the south for prompt shipment are light. The western spot stock, it is said, has been closely absorbed by purchases made during the week by a prominent Chicago jobbing house. Canned salmon is very unsettled. There is reported to be sharp competition among the large handlers of the various descriptions, which has resulted in the present demoralization of prices. With the consuming demand light and prices steadily tending in their favor most buyers seem disposed to hold off for further developments.—N. Y. Journal of Commerce.

### SULTANA RAISINS IN NEW YORK.

Last year on April 1 there were 47,000 boxes of Sultana raisins on the spot and to the end of crop 12,000 boxes were received additional, making a total supply to the end of the season of 59,000 boxes. This year the stock at the beginning of April was 18,000 boxes and the prospects, it is reported, are not favorable for further receipts, as the price in the primary market is at least 1c. higher than the spot quotation.—N.Y. Journal of Commerce.

### RICE EXPORTS FROM SAIGON.

Wm. G. Hale & Co., in their circular dated Saigon, March 1, say of rice: The weather has been tolerably fine, but at times there are signs of rain and even occasional showers, which, it is to be hoped, will not culminate in any serious fall. Sup-

plies are 40,000 to 45,000 piculs daily, and will presently increase considerably. Demand is for Singapore and Hong Kong to a moderate, and for Japan to a fairly active degree, and prices are stronger. The following is a statement of this year's exports of white rice, cargo rice and paddy:

	Pre-viously.	Since Feb. 4, 1898.	Total Piculs.
Hong Kong.....	356,550	435,800	792,350
Singapore.....	26,750	.....	26,750
Sourabaya.....	27,500	28,250	55,750
Europe.....	24,200	103,900	128,100
Japan.....	102,300	335,650	437,950
Tonkin and Annam.....	.....	41,000	41,000
Total.....	537,400	944,600	1,482,000
Same period last year.....	.....	.....	1,748,300

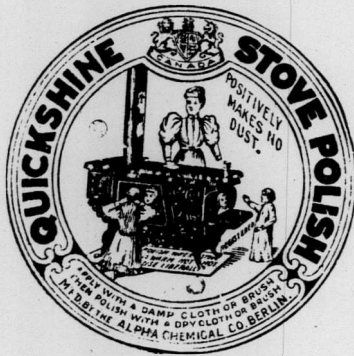
### CURRENTS UNSETTLED.

The competition of California seedless and Sultana raisins, it is reported, has, during the past season, materially curtailed the consumption of Grecian currants, which, notwithstanding the comparatively low prices made, have been neglected to a considerable extent by consumers, who have given preference to the cheaper California product. Late advices from Patras report an easier feeling there, as demand has not come up to expectations and supplies in the primary markets are still comparatively large. The European demand has been only average, while the trade with the United States has been reduced owing to the competition of California goods above referred to.—N.Y. Journal of Commerce.

### CALIFORNIA PRUNE SITUATION.

Reviewing the situation in prunes on the Coast The California Fruit Grower, in its issue of April 2, says: "Prunes are moving more freely, but no advance in prices is noted by those having goods for sale. A few holders have practically withdrawn their fruit by asking from 1/4 to 1/2c. above the present market. Outside prunes are moving on 2c. basis, with a few offerings at 1 1/8c., while some grower-holders are asking 2 1/4c. basis. Santa Clara Valley stock can be had from sellers on 2 3/4 to 2 7/8c. basis, but holders are asking 3c. strong and are not inclined to sell at that price. The shipments of prunes from San Jose, for week ending March 26, were 330,670 pounds. This is the smallest week since January. It is estimated that some 200 cars remain for shipment. If that quantity remains the shipments from that valley will run close to 60,000,000 pounds for season of 1897-98. This will cause the State to overrun the 100,000,000-pound mark. Frost damage to the prune crop has not been heavy, but growers are anxious about the lack of rain as well as frost."

DEALERS purchase and sell these brands of goods, all made in Canada, and not surpassed in quality by any made in the world. This may seem loud talk, but nevertheless it's true. Try these goods and be convinced. Sold by the wholesale trade throughout Canada.



Manufactured by . . .  
**THE ALPHA CHEMICAL CO.,  
BERLIN, ONT.**

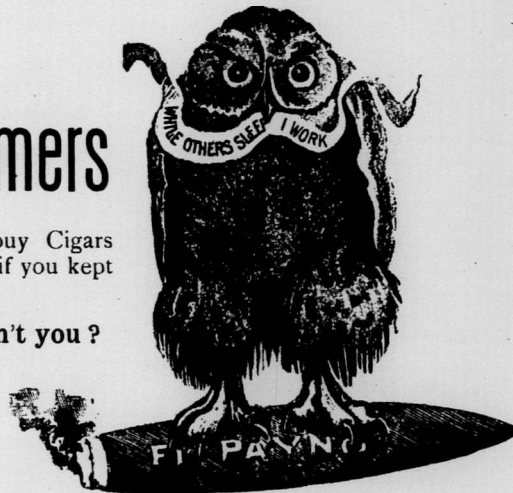
## Your Customers

Would buy Cigars from you if you kept them.

Why don't you ?

**J. BRUCE PAYNE'S CIGARS**

are profitable trade winners.



**"PHARAOH" the 10c. Seller.**

**"PEBBLE" the 5c. Seller.**

and a host of other popular brands.  
Write for particulars.

**J. BRUCE PAYNE**  
GRANBY, QUE.

# GILLARD'S NEW PICKLE

**Five Thousand** Leading Hotels throughout Great Britain use them daily.

**Twelve Gold Medals** have been awarded for their superior quality. That they are the best has been proven beyond a doubt. Packed 2 doz. in case ; Single case lots \$3.40 ; 5 case lots \$3.30.

# GILLARD'S NEW SAUCE

A Sauce of peculiar merits; the excellence of which has won for it a world-wide reputation. Barrel lots of 12 doz. \$1.75 ; Single doz. lots \$1.90. These goods are rapidly attracting the attention of Canadian lovers of really fine table relishes.

SOLD BY ALL WHOLESALE GROCERS IN CANADA.

**GILLARD & CO.,** Sole Manufacturers, **London, England**



## MANITOBA MARKETS.

WINNIPEG, April 11, 1898.

THE balmy spring air has made the Eastertide a genuine holiday, and trade has been remarkably good. "Business is rushing" is the general expression. Seeding began at Emerson and Alexander on Friday, but will not be general throughout the province for another ten days. As far as wheat is concerned, it is now definitely known that there is no more wheat in the farmers' hands than will be required for seeding and for their own use until the next crop is off. Some of the more visionary class have been talking all week of what prices wheat will bring if the war eventuates between the United States and Cuba, but just at present the only thing on this market effected by the war scare is Havana cigars. Importers of these cigars are worrying badly over the situation. For the past year it has been extremely difficult to get the material required, at a reasonable figure, and should war ensue it is more than probable that it would be impossible to get any Havana goods at all. In this event it will mean, no doubt, smoke a pipe or nothing. Winnipeg has added the manufacture of chocolate and cocoa to her other industries. Mr. August Lion is the proprietor. The supply of fruit has increased both in quality and variety. Eggs were rather short for Easter, and butter is not so plentiful as it might be. Meat market is very stiff.

RICE—It is gathered, from recent reports received from India, that the situation is very much stronger, supplies from Japan and Java being unobtainable. The market here is bare of Japan, and it is not possible to renew stocks at present. "B" rice has advanced 1-5c. per lb., with every possibility of another sharp advance in the near future.

CEREALS—Show little change for the week, except that Ontario firms have sold in this market in competition with American. There cannot be much money in it for them, however, the way the tariff stands at present. Rolled oats are a shade easier, and are now selling at \$2.05. The price of standard oatmeal and granulated remains at last week's figure, however, namely, \$2.20 per sack; pot barley, \$2.25; pearl barley, \$4, and split peas, \$2.30.

CANNED GOODS—Are in good demand, with slightly firmer prices. This, of course, refers to vegetables. Tomatoes, \$3.20; peas, \$2.25; corn, \$2.25; beans, \$1.80. Canned fruits are steady sellers in these days, with no change of price. Stocks are neither heavy nor light.

MEAT—This market is very strong, there being an advance of  $\frac{1}{4}$ c. on all lines during the week. Hams, 11  $\frac{1}{4}$  to 11  $\frac{3}{4}$ c., according

to size; long dry salt, 8  $\frac{3}{4}$ c.; do. smoked, 8  $\frac{1}{2}$ c.; fancy bellies, 12  $\frac{1}{4}$ c.

LARD—In sympathy with cured meats lard has advanced. Local dealers seem short, and American lard is offering at \$1.70 per 20-lb. pail, freight and duty paid.

CHEESE—Owing to shortage of Manitoba article a car was imported from Ontario last week and another half car is in course of transit.

BUTTER—Stocks of dairy continue cleared up and supply is not equal to demand. No change in price is reported. Quotations all week have been 16 to 20c. according to quality.

EGGS—Eggs have been coming in quite freely, but not in sufficient quantities to satisfy Easter demand. Prices have remained firm, and on Saturday advanced 2c. per dozen on cased eggs, the price now being 15c. This state of things is not likely to continue beyond the beginning of next week.

SUGAR—The change in the reading of the tariff re this article is such as can only be understood by those thoroughly posted in the business. However, no change has been made up to date by the refiners. The market remains firm with fair demand. Granulated, 5  $\frac{1}{8}$ c.; bright yellow, 4  $\frac{3}{8}$ c.

COFFEE—Rios have made a slight advance and are now bringing 11c., but market is very dull. The normal demand continues for Mocha and Java.

DRIED FRUITS—Apricots have advanced another  $\frac{1}{2}$ c., as anticipated, and are now bringing 12  $\frac{1}{2}$ c., and still higher figures may be looked for. Prunes have advanced  $\frac{1}{4}$ c., the price now being 5  $\frac{1}{4}$ c. up, according to size, and are likely to take another jump in the course of a week or ten days. Higher prices are to be looked for in peaches, as they have been too low, compared with other fruits. Dried apples are, if anything, a shade easier, but evaporated remain firm, and are likely to so continue. Prices are: Evaporated, 11c.; dried, 6  $\frac{1}{4}$ c.

GREEN FRUIT—This market is active with some new lines showing. Pineapples have arrived and are good quality. They are selling well at \$6 for extra fancy large. Bananas are again scarce and have resumed their old price of \$2.50 to \$3, according to the size of bunch. Navel oranges, \$3.50 to \$4; seedling ditto., \$3.75 to \$4. Lemons, \$3.75 to \$4. Apples, southern, \$4 to \$4.50; Canadian, \$3 to \$5. Domestic onions, \$3 per cwt.; fancy, \$4. Maple sugar is again on the market and is selling at 11c. per lb.

M. R. Smith & Co., biscuit manufacturers, Victoria, are opening a branch factory in Vancouver.

## THE SUGAR REFINERS' POSITION.

THE Montreal sugar refiners are not satisfied with the changes in the tariff regarding sugar," said a refiner to THE CANADIAN GROCER this week. "Our contention is that we have less protection, if anything, than we had before, for the reason that the duty we will have to pay on the raw article has been increased, but there had not been a proportionate advance made in the case of refined. The allowance of 25 per cent. in the case of West Indian cane sugars does not offset this, because the refiners in Montreal depend for their supplies of raw material largely upon Europe, Java and the Philippines. We do not believe that the preference will very materially increase the Canadian importations of West Indian sugars; that is, in Montreal at least, though it may do so at Halifax, where the proportion of cane stock used by the Acadia people is much larger than in Montreal. Under the scale of the new tariff, the duty on 89 test Muscovadoes will be 61c. per 100 lb., and on 96 test centrifugals 71  $\frac{1}{2}$ c. per 100 lb. Consequently, the reduction on sugar of these grades from the British colonies will be about 15c. per 100 lb. in one case, and 18c. in the other. This discrimination may prove to be a moderate stimulus to Canadian importations, but it did not give such sugars the advantage which they now have in the United States over their competitor—beet—where the discrimination in favor of cane, by reason of the countervailing duties, is 27c. per 100 lb.

"Another interesting point in connection with the preference clause is that English refined sugar, providing that beet has not been used in its manufacture, is entitled to admission at the reduction of 25 per cent. Now, in the case of a dispute, it will be very difficult to prove whether beet has been so used or not, and of course friction is likely to arise from this fact.

"The polariscope test also is not so favorable to beet as to cane sugar, owing to the larger proportion of ash in the former than in the latter. The application of the test means, therefore, that a low grade raw owing to this fact will pay proportionately more than a high grade.

"The average duty on refined under the new tariff is about \$1.18 per 100 lb., and as the duty on raw beet is about 68  $\frac{1}{2}$ c., there is a difference of about 50c. per 100 lb. in favor of refined sugar, or  $\frac{1}{2}$ c. per lb. The difference was rather more under the old tariff, so that as a matter of fact there is less protection on the refined article under the new than under the old tariff," he concluded.



### THE BRITISH SUGAR REFINING INDUSTRY.

A LETTER has been addressed to Members of Parliament by the British Sugar Refiners' Committee (Chairman, Mr. Edwin Tate), of which the following is an extract: From 1870 to 1884 the quantity of sugar refined in this country ranged from 84 to 85 per cent. of the total consumption, but from 1884 to 1897, though the consumption had gone up from slightly over 1,000,000 to rather over 1,440,000 tons, the quantity refined in this country decreased from 842,000 to 602,000 tons—that is, from 84 to 41 per cent. of the total consumption. On the other hand, the importation of foreign refined sugar, protected here by bounties, rose from 85,000 tons in 1870 to 791,000 tons in 1897, an increase of over 800 per cent. There can be no question that we have a constitutional right, like all other British industries to free competition in our own markets, and that this is denied to us so long as foreign governments are permitted to protect their manufacturers in British markets by means of bounties. The great fall in sugar took place in 1884, but, owing to the violent fluctuation in price, caused by artificially stimulated over-production of bounty-fed sugar, and the consequent periodical reaction, the average price of unrefined sugar during the thirteen years,

1884 to 1897, was nearly £13 a ton, while the present cost of production is less than £10 a ton. It is, therefore, clear that there has been no substantial gain to the consumer or confectioner by the operation of the bounties. It is equally clear that as the cost of production is under £10 a ton, the price of sugar, if bounties were abolished and free competition restored, is more likely to remain under than over the average price of the last 13 years. But in the case of refined sugar, the operation of the bounties is to constantly undersell the refiners of this country in their own markets by means of a fraction of the extra bounty of 10s. a ton on refined sugar, which, though inappreciable to the consumer, is sufficient to deprive our industry of its legitimate profit, and thus to transfer the trade to the foreigner. Foreign refiners have only to sacrifice a small portion of this additional bounty in order to secure the trade, and this sacrifice has been of no advantage to the consumer in this country, since, even if he received the whole of the 10s. a ton, it would only amount to one-fifth of a farthing a pound, a sum quite inappreciable to him, but representing £50,000 a year to a large refiner.

McPerson & Hickey, cannerymen, Vancouver, B.C., have dissolved, Wm. Hickey continuing.

### WATCHES AND CLOCKS FOR GROCERS.

The Alpha Chemical Co. has adopted a unique method for interesting the retail trade in its "Sunlight" black lead. On condition the merchant purchases \$22.50 worth of this black lead, the company will give him a musical clock for his window, this clock to be awarded to the retailer's customer who makes the nearest guess to the number of "Sunlight" bars displayed in the window. Then the merchant himself is given a clock for allowing the company the use of his advertising space in the local paper, while the merchant who sells the greatest quantity of "Sunlight" black lead in a certain time is awarded a gold watch.

### SALADA'S NEW BUILDING.

The "Salada" Ceylon Tea Co. has purchased the stone warehouse on Yonge street, Toronto, between the Banks of Montreal and Hamilton. These three buildings are of sandstone, and present a fine appearance. The "Salada" Tea Co.'s building has a frontage of 40 feet by 130 feet deep, and five storeys high. Mr. Larkin proposes to make great improvements in the building throughout, and says that in the course of a couple of months it will be an ornament to Yonge street.



# ROSE'S Lime Juice



IS THE

## Original and Genuine Brand

### THE STANDARD FOR PURITY AND EXCELLENCE.

Being the product of absolutely the finest cultivated Lime Fruit in the World, it is the best procurable.

Canadian Agents: LAW, YOUNG & CO., Montreal.



#### BRITISH AID FOR DRY DOCK AT ST. JOHN.

At a meeting of the St. John, N.B., common council, on the 6th inst., Mayor Robertson stated he had had for a long time in mind a work which he felt would result most advantageously to the city. He had already sent, through Hon. Mr. Blair, a letter to the British Government asking assistance in the provision of a dry dock at this port. St. John had become, in the eyes of the world, an important place during the past two or three years because of the development of the winter port business. This, he hoped, would enable the city to induce the Imperial Government to come to our assistance in this matter. The Federal Government would, without doubt, do as much for St. John as they had done for Halifax. Then, the local Government should lend a hand, and the city itself could possibly afford to do more than provide a site for the dock. A dry dock would be a necessity here in the

course of three years. Its provision would be the initial step in the introduction of iron shipbuilding here. Canada was throwing wide open her doors to England, and the result would be that a greater interest would be taken in Canada by the Mother Country.

The Mayor here dwelt upon the interview he had at Ottawa with the Manchester delegation, and the hope the gentlemen composing that party expressed, that St. John and Manchester might be drawn close together in a business way. St. John should, under all the circumstances, send a representative to England. He had served the city as mayor for four years, during which time he had used every effort to promote the interests of the city. He would be able to proceed to England in the course of a few days and spend several weeks there as mayor, in which capacity he would be able to do more for St. John than he could otherwise accomplish. The Federal Government were willing to

assist him in every way, and the Lord Mayor of Manchester had undertaken to lend him a helping hand. His Worship, in closing, said he was willing to undertake the work, in which he trusted he would attain some degree of success. It was for the council to say whether he should go or not.

The mayor's suggestion was favorably commented upon, but final action in the matter was deferred.

#### VERY HONEST.

"Papa," said Johnny, "I am a very honest little boy, and I proved it to-day."

"Tell me all about it," asked his father proudly, taking his son on his knee.

"I went to the store," answered Johnny "and the groceryman went into the back room and left me alone near a barrel of apples. I could have stolen them all, but thought I would be honest, so I only took two."—New York World.

FOR

Apply



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Are you  
samples.

Oak

1, 2,  
1, 2,  
1, 2,  
1, 2,  
Butch  
Fruit

**FOR SALE.** Choice Prime Beans.  
Evaporated Apples.  
Apply JAS. R. SHIELDS & CO.  
Board of Trade, TORONTO



—A  
**Ton of Cocoanut  
for Klondyke.**

Against the competition  
of all brands..

**WHITE MOSS**

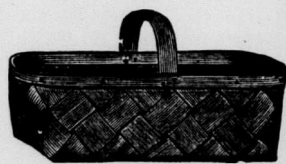
dehydrated, was chosen (on account of its quality) as the Pioneer Cocoanut of the Yukon, we having just received an order for a ton to be put up in tins made specially for this order.

Are you carrying our goods? If not, write us for samples.

**CANADIAN COCOANUT CO.  
MONTREAL.**

**THE  
Oakville Basket Co.**

MANUFACTURERS OF



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

For sale by all Woodenware Dealers.

**OAKVILLE, ONT.**

**HIGHEST  
PAILS  
TUBS**  
And Wood Packages  
FOR  
Lard, Candy, Spices,  
Pickles, Syrup, etc.  
Manufactured by  
**The Wm. Cane &  
Sons Co., Limited**  
Newmarket, Ont.  
**CHAS. BOECKH & SONS**  
Sole Agents, Toronto  
**QUALITY**

**THE PRESS CLIPPING  
DEPARTMENT**

Reads every paper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

TERMS—\$5 per hundred clippings; \$40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

**The Press Clipping Department, Board of Trade, Montreal**

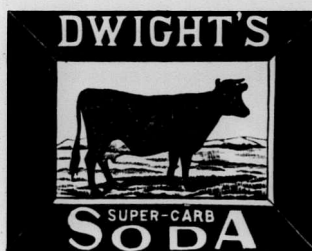
**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**  
**GRIMBLE & CO., Limited., LONDON, N.W. ENG.**

**SALT** SUMMER RATES of freight  
in effect April 1st.  
Don't you Want a Car of Salt?  
**VERRET, STEWART & CO., Montreal - Quebec.**

**RETAILERS**

Do you sell

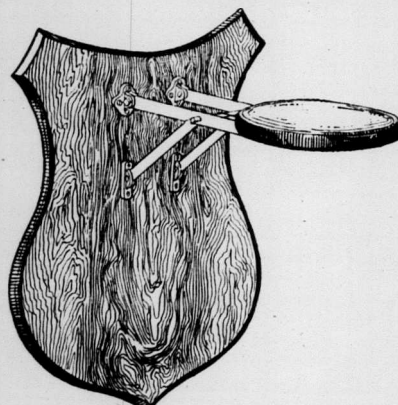
**COW  
BRAND  
BAKING  
SODA ?**



**IT SAVES  
TIME AND  
LABOR ..**

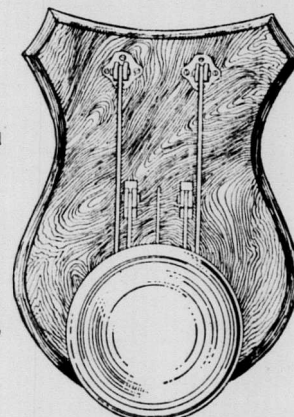
Try a box with your next  
Grocery order. Whole-  
salers handle it.

**Gem Folding Counter Stool** with the Globe Fruit and  
Globe Pepsin Chewing Gum,



OPEN.

You make a  
good profit on  
the Gum and you  
get this high-  
class patented  
Stool **FREE.**  
Get one from  
your wholesaler,  
or write for cir-  
cular to



CLOSED.

**GLOBE AUTOMATIC SELLING CO., - Toronto, Ont.**

**THAT RECIPE FOR BLACKING.**

Some years ago, in a small country village, a poor old soldier called at a hairdresser's and asked relief, stating that he had stayed beyond his leave of absence, and, unless he could get a lift on the coach, fatigue and severe punishment awaited him. The hairdresser listened to his story respectfully, and gave him a guinea.

The veteran was profuse in his thanks.

"How can I repay you?" he said. "I have nothing in the world but this"—pulling from his pocket a dirty piece of paper. "It is a recipe for making blacking, and you may be able to get something for it to repay you for your kindness to the poor old soldier."

That dirty piece of paper was the recipe for the renowned Day & Martin's blacking; and that hairdresser was the late wealthy Mr. Day, whose manufactory is one of the ornaments of London, and whose palace in Regent's Park rivalled in magnificence the mansions of the nobility.—Answers.

**WHERE BEET SUGAR FAILED.**

The advertised sale of the beet sugar factory at Farnham is a grim reminder to the people of the section of the futility of competition with the cheap agricultural labor of Europe in lines where unskilled muscle is the chief implement. The factory at Farnham was well equipped, the help of a paternal Government was not wanting, and good beets could be raised nearby. But in our short, forcing summers farmers cannot take their own time with crops; labor costs never much less than a dollar a day, sometimes more, and there is much hand work about beet culture. In Germany, where women and young children are to be hired for such work at a few cents a day, it is different. And so the promoters of this factory found.—Leader, Granby, Que.

**ST. JOHN'S WINTER TRADE.**

At a meeting of the St. John, N.B., Board of Trade, held on the 6th inst., President D. J. McLaughlin stated that the inward package freight up to three weeks previous was over 11,000 tons, compared with 5,000 tons altogether last season, and the outward was over 100,000 tons compared with 77,000 last year. Mr. Sutherland, of the C.P.R., had stated to him that the total for the whole season would show a most gratifying further increase.

Application has been made for the incorporation of F. C. Colwell & Co., Limited, as general merchants, St. John, N.B.

**The Class Acting**

up to the belief that it does "Not Pay" to be noticeably "Unlike" all others, continues to dwindle.



Ceylon Tea has gained its name and earned its fame, solely through its being noticeably "Unlike" all competitors, inasmuch as it is of incomparable Quality and Deliciousness—captivating and holding in everlasting captivity "all tastes." Don't you think, in view of the wide-spread agitation for the suppression of the notoriously adulterated Teas of China and Japan, that it would be good business policy for you to handle "Salada" Ceylon Tea?

Others are doing so with the utmost satisfaction and profit.

Montreal Wholesale Depot, 318 St. Paul St.  
and at

Toronto, Winnipeg, Vancouver, Buffalo,  
Detroit, Boston, Pittsburgh.

**Evaporated  
Vegetables**

FOR SOUP

Always Ready  
Always Delicious

Specially adapted for **Miners' and Sailors'** use.  
Samples sent on application.

Kerr Vegetable Evaporating Co.  
Limited  
KENTVILLE, NOVA SCOTIA

**Dewar's Famous Scotch**

Can be had from

Geo. J. Foy  
Perkins, Ince & Co.

R. H. Howard & Co.  
Adams & Burns

Toronto.

James Turner & Co., Hamilton, and all first-class houses.

**BROCK'S BIRD SEED**

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

NICHOLSON & BROCK - TORONTO

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

Agents for Canada:

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

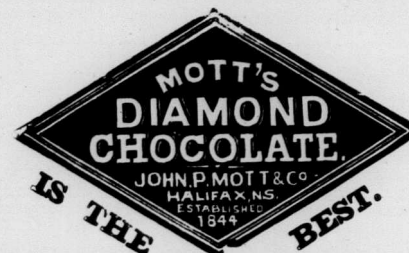
**"GOLDEN LEAF"  
BRAND JAPAN TEA**

"Udarella" Ceylon Blend  
"Atlas" Blend

All of extra cup quality.  
Samples on application.

Sole Agents:

George Foster & Sons  
BRANTFORD, ONT.



ASK FOR  
**MOTT'S**

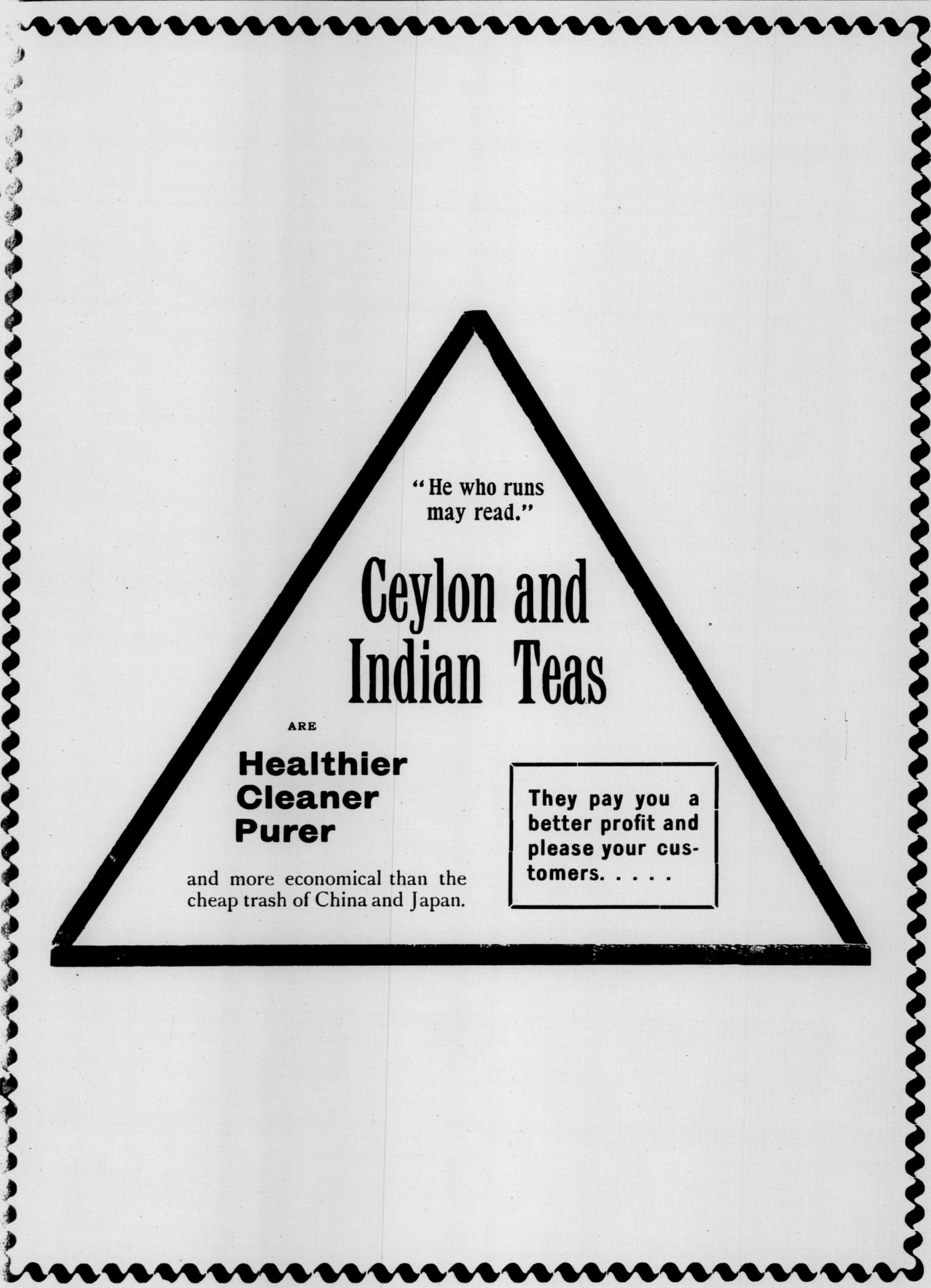
MONSOON INDO-CEYLON TEA

**YOU ARE SERVED BETTER** By a Specialist than a Jack-of-all-trades.

**MONSOON INDO-CEYLON TEA**

is put up by specialists, who watch every stage of its preparation with scrupulous care. You will notice the absence of the dust, stalks and dirt which play such a prominent part in making many teas cheap. Drop a post card for samples.

THE MONSOON TEA CO. - 7 WELLINGTON ST. W. TORONTO



“He who runs  
may read.”

# Ceylon and Indian Teas

ARE

**Healthier  
Cleaner  
Purer**

and more economical than the  
cheap trash of China and Japan.

They pay you a  
better profit and  
please your cus-  
tomers. . . . .



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**ONTO**

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**MONSIEUR  
MONTAGNE  
TEA**



**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**P**LANGLAIS has been appointed curator of A. Therriault & Co., general merchants, Fraserville, Temiscouata county, Que.

Mrs. L. A. Carriere, grocer, Montreal, has assigned to Lamarche & Benoit.

John Whyte, general merchant, Drayton, Ont., has obtained an extension.

J. R. Bonter, grocer, etc., Trenton, Ont., has assigned to R. Tew, Toronto.

F. E. Burke, general merchant, Joggins, N.S., is offering 50c. on the dollar.

C. Cheval, general merchant, Waterloo, Ont., has assigned to Kent & Turcotte.

C. E. Pineo, general merchant, Griswold, Man., has assigned to S. A. D. Bertrand.

Samuel Ritcey, general merchant, Ritcey's Cove, N.S., is offering 40c. on the dollar.

McRae, Alexander & Co., general merchants, Eloa, Man., have assigned to S. A. D. Bertrand.

Atkinson & Co., general merchants, Hamiota, Man., have assigned to S. A. D. Bertrand.

Hugh Baxter, general merchant, Sturgeon Falls, Ont., has assigned to H. E. McKee, Sturgeon Falls.

**PARTNERSHIPS FORMED AND DISSOLVED.**

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

J. H. Smith & Co. are commencing business as general merchants in Almonte.

J. Barry & Sons, general merchants, Morrisburg, have dissolved, John T. Barry continuing.

Misael Vincelette and Joseph J. Robin have registered as proprietors of the firm of Vincelette & Robin, grocers, Ely, Que.

**SALES MADE AND PENDING.**

The stock of F. C. Wanless, grocer, Chatham, Ont., is to be sold.

The stock of Laura B. Sanson, general merchant, Stanley, N.B., has been sold at auction.

The assets of Wm. Hickey, general merchant, Deux Rivieres, Que., are advertised for sale by tender.

The assets of Tester & Co., wholesale confectioners, Montreal, have been sold at 42½c. on the dollar.

The stock of M. Leguerrier, general merchant, St. Therese, Que., has been sold at 60c. on the dollar.

The stock of Taber & Co., general merchants, Carleton Place, Ont., has been sold at 50c. on the dollar.

**CHANGES.**

Arthur Monty has started business as grocer in Granby Que.

Ellen Cullum has gone out of business as grocer in Victoria, B.C.

Salter & Elliott, general merchants, Pug-

**Clark's Meats****A Full Line**

**Full of Good Things  
Full of Good Prices  
Full of Satisfaction  
Full of Profit**

They're Good and You Know It!

**ORANGE MARMALADE**

**Have you tried Upton's  
Gilt Edge Brand ?**

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

**THOS. UPTON & CO., Hamilton****DEFINITION OF A GROCER.**

"What is a grocer, papa?"

"What is a grocer, child? Why, he is a good-natured man who deals in the necessities of life at the corner, and is too humble to believe for a minute that he has any rights. He solicits trade by marking all his goods down to cost, and when the customer don't pay promptly, he waits. Yes, my child, some grocers stand and wait until the undertaker gets his bill in and then they lean over the graveyard fence and wonder how to get their money.

"Yes, he is the man that lives by selling sugar and makes so much money on it that he is expected to give lumps of it to all the children.

"Oh, yes, the grocer is a pious man. He rarely ever swears, except when he sells 18 pounds of raisins out of a 26-pound box, or when he weighs out a barrel of granulated sugar and it lacks just 6 pounds, or when he hears Mr. Never-Pay say, 'Charge it,' or when the summer is so hot he loses a dozen good cheese, or when the winter is so cold that his potatoes freeze, or—but your mother is calling you. Good night, child; I'll tell you the rest about the grocer another day."—Gastonia Grocer.

**MR. R. A. DONALD.**

The Toronto Globe daily publishes under the heading, "Men of the Day," a short sketch of some prominent man. On Monday, last, the subject was Mr. R. A. Donald, a well-known Toronto retail grocer. Here is the paragraph:

The name of Mr. R. A. Donald is associated with the ambitious project for enlarging St. Lawrence Market. Mr. Donald was born in this city in 1862. After school days spent at the public schools and the Jarvis Street Collegiate Institute, he entered his father's grocery house at the age of thirteen. He became a partner in the business while still a youth, and at his father's death assumed full control. He is an enthusiastic military man, and has long been a prominent member of the Young Liberal Association in the city.

wash, N.S., have sold out to Frank Schurman.

G. E. Munroe, grocer, Victoria, B.C., has sold out to James Townley.

Israel St. Marie, grocer, Chateauguay Basin, Que., is adding bakery.

H. E. Miller, grocer, Chatham, Ont., has been succeeded by James J. Miller.

E. A. Smith, general merchant, Dutton, Ont., has sold out to Peter Cameron.

Martin E. Eby is commencing business as general merchant in Bamberg, Ont.

James Hodge, general merchant, Winterbourne, Ont., has sold out to Wm. Sherriffs.

E. C. Hurdle, grocer, etc, Glencoe, Ont., has sold out his grocery business to John Scott.

J. J. O'Brien, grocer and confectioner, Stratford, Ont., has sold out to Wm. G. Brown.

W. J. Cheyne, general merchant, Hampstead, N.B., has sold out to George C. Watson.

George Lightbound has registered as proprietor of the Victoria and Vancouver Packing Co., Montreal.

Wm. Harston, general merchant, Roseneath and Harwood, Ont., has been succeeded at Harwood by R. Mercer.

**DEATHS.**

Israel Mosher, general merchant, etc., St. Martin's, N.B., is dead.

**KLONDYKE OUTFITS.**

Wilson Bros., Klondyke outfitters, Victoria, B.C., have prepared a price list of supplies and tools necessary for a trip to the Yukon with blank spaces for the price of each article. They offer the whole outfit of these goods at a reasonable price. Another list has been prepared including clothing, tools, etc., necessary for the trip with prices for each article and for the outfit.

# The Blue of Blues

**Always  
Reliable.  
Always  
The Best.**



**THIS IS THE SEASON FOR LAUNDRY BLUE.  
HOW IS YOUR STOCK OF OXFORD ?**

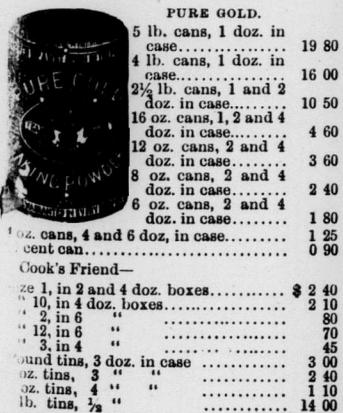
## Current Market Quotations for Proprietary Articles.

April 14, 1898.

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

### BAKING POWDER.

PURE GOLD.	
5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2 1/2 lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4 oz. cans, 4 and 6 doz. in case.....	1 25
cent can.....	0 90
Cook's Friend—	
size 1, in 2 and 4 doz. boxes.....	\$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	80
" 12, in 6 ".....	70
" 3, in 4 ".....	45
round 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.	
lb. tins, 2 doz. in case.....	per doz. 1 20
lb. tins, 3 " ".....	90
lb. tins, 4 " ".....	80



### MAPLE LEAF BAKING POWDER.

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

### BLACKING.

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

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

### THE ALPHA CHEMICAL CO.

Shoe Dressing— in 1/4 gross cases. Per Gross.....	\$ 22 00
French Oil in 3-4 doz. cases.....	9 00
Reliable Shoe Dressing.....	12 00
Ecliptic Combination.....	12 00
Moody's Ox Blood.....	12 00
Chocolate.....	12 00
Alpha Chemical Co. French Castor Oil.....	9 00
Alpha Chemical Co. Refined Sweet Oil.....	9 00
Alpha Chemical Co. Turpentine.....	7 80
Moody's Non-Corrosive Inks.....	4 50

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

Alpha Metal Polish No. 2.....	9 00
Patent Stove Polish—	
Sunlight Lead Bar.....	4 25
Packed in 1/2 gross cases.....	
Sunlight Liquid, 1/4 gross cases.....	10 80
Moody's Black Lead.....	25
Reliable Stove Pipe Varnish.....	1/2 gross cases
1/4 gross cases.....	6-oz. bottles

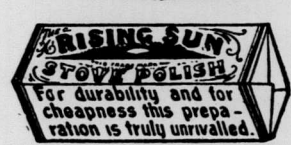


Quickshine Pipe Varnish.....	12
1/4 gross cases pressed top tins.....	

### Stove Polish—

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

### STOVE POLISH.



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

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# Two Leaders

.... FOR THE LAUNDRY

## Edwardsburg Silver Gloss and Benson's Satin STARCHES.

We can conscientiously recommend the above for general use in all laundry work. They are done up in very attractive packages, which go a long way in brightening up your store. Beware of imitations, for there are many of them gotten up to resemble ours.

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

THE F. F. DALLEY CO.


Gem Stove Polish, ¼ gross cases \$9 00

per doz

Stovepipe Varnish, 4 oz. bottles 1 00

6 oz. bottles..... 1 25

Boston Brunswick Black, 8 oz. bottles..... 1 7



Fnameline.



No. 4 - 3 dozen in case ..... \$4 59

No. 6 - 3 dozen in case ..... 7 59

**BIRD SEEDS**

BART, COTTAM & CO.

"Cottams," with Patent Bird Bread..... 0 07

Warbler, with Song Restorer..... 0 05½

Belgian, with Bird Improver..... 0 05½

International, with Bird Treat..... 0 05½

German X, with Cuttlefish Bone..... 0 04½

German, with Cuttlefish Bone..... 0 04½

London Bird Seed, bulk 25 lb. cases..... 0 04½

Bird Gravel, 10c. pkts., 24 in case..... 0 06

Bird Gravel, 5c. pkts., 48 in case..... 0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases 0 06

Dalley's Bird Seed, 40 lb. cases..... 0 06½

NICHOLSON & BROCK.

Brock's Bird Seed..... 0 07

Norwich Bird Seed..... 0 06

Maple Leaf Bird Seed..... 0 05

Bird sea-gravel, 10c. pkts., 24 in case 0 06

5c. " 48 " 03

**CORN BROOMS**

CHAS. BOECKH & SONS. per doz.

Carpet Brooms— net.

"Imperial," extra fine, 8, 4 strings.. \$3 65

" " " 7, 4 strings.. 3 45

" " " 6, 3 strings.. 3 25

"Victoria," fine, No. 8, 4 strings.. 3 30

" " " 7, 4 strings.. 3 10

" " " 6, 3 strings.. 2 90

"Standard," select, 8, 4 strings.. 2 90

" " " 7, 4 strings.. 2 75

" " " 6, 3 strings.. 2 60

" " " 5, 3 strings.. 2 40

**BLUE.**

KEEN'S OXFORD. per lb.

1 lb. packets ..... \$0 17

¼ lb. " ..... 0 17

Reckitt's Square Blue, 12 lb. box..... 0 17

Reckitt's Square Blue, 5 box lots..... 0 16

**CANNED MEATS.**

ARMOUR PACKING CO.—HELMET BRAND

Corn Beef 1 lb..... 1 65 1 70

2 lb..... 2 65 2 75

4 lb..... 5 50 5 80

6 lb..... 8 50 8 80

14 lb..... 18 50 19 00

Roast Beef, 1 lb..... 1 40 1 50

2 lb..... 2 75 2 90

Luncheon Beef, 1 lb..... 1 60 1 90

2 lb..... 2 75 2 85

Brawn 1 lb..... 1 30 1 40

2 lb..... 2 50 2 75

6 lb..... 6 60 6 80

14 lb..... 14 50 15 00

Ox Tongue, 1½ lb..... 7 00 7 20

2 lb..... 8 50 8 80

" 2½ lb..... 10 75 11 00

Lunch Tongue, 1 lb..... 3 35 3 50

2 lb..... 6 50 6 80

Chipped Beef, ½ lb..... 1 75

1 lb..... 3 50

Pigs' Feet 1 lb..... 1 65 1 75

" 2 lb..... 2 75

Potted Meats, Tongue or Ham ¼ lb..... 70 75

Potted Meats, Tongue or Ham ½ lb..... 1 20 1 25

Potted Deviled Ham or Tongue, ¼ lb..... 70 75

Potted Deviled Ham or Tongue, ½ lb..... 1 20 1 25

**WHITE LABEL.**

Soups Assorted, 1 qt..... 3 00 3 15

1 pt..... 2 00 2 10

Gelatine of Boar's Head, 2 lb... 3 00 3 20

Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb..... 3 00 3 10

Plover Roast..... 5 00

Sliced Gold Band Bacon..... 3 00

**CHEWING GUM.**

ADAMS & SONS CO. per box

Tutti Frutti, 36 5c. bars..... \$1 20

" " (in cream pitcher) 36 5c bars 1 20

" " (in sugar bowl) 36 5c bars 1 25

" " (in glass jar) 115 5c pkgs.. 3 75

Pepsin Tutti Frutti (in glass jar) 115 5c packages..... 3 75

Pepsin Tutti Frutti, 23 5c packages.. 0 75

Round Pepsin, 30 5c packages..... 1 00

Cash Register, 390 5c bars and pkgs.. 15 00

Cash Box, 160 5c bars..... 6 00

Tutti Frutti Show Case, 180 5c bars and packages..... 6 00

Variety Gum (with book in each box) 150 1c pieces..... 1 00

Banner Gum (English or French wrappers) 115 1c pieces..... 1 00

Flirtation Gum (English or French wrappers) 115 1c pieces..... 1 20

Mexican Fruit, 36 5c bars..... 0 90

Sappota, 150 1c pieces..... 0 75

Orange Sappota, 150 1c pieces..... 0 75

Black Jack, 115 1c pieces..... 0 75

Red Rose, 115 1c pieces..... 0 75

Magic Trick, (English or French wrappers) 115 1c pieces..... 0 75

**CHEESE.**



MACLAREN'S IMPERIAL. Per doz.

Large Size, cases 1 doz..... \$8 00

Medium Size, cases 1 doz..... 4 50

Small Size, cases 2 doz..... 2 40

Individual, cases 2 doz..... 1 00

**CHOCOLATES & COCOAS.**

Cocoa— EPPS'S. per lb.

Case of 14 lbs. each..... 0 35

Smaller quantities..... 0 37½

CADBURY'S.

Frank Magor & Co., Agents. per doz

Cocoa essence, 3 oz. packages..... \$1 65

per lb.

Mexican chocolate, ¼ and ½ lb. pkgs. 0 40

Rock Chocolate, loose..... 0 40

" " 1-lb. tins..... 0 42½

Cocoa Nibs, 11-lb. tins..... 0 35

TODHUNTER, MITCHELL & CO.'S.

Chocolate— per lb.

French, ¼'s—6 and 12 lbs..... 0 30

Caracas, ¼'s—6 and 12 lbs..... 0 35

Premium, ½'s—6 and 12 lbs..... 0 30

Sante, ¼'s—6 and 12 lbs..... 0 26

Diamond, ¼'s—6 and 12 lbs..... 0 22

Sticks, gross boxes, each ..... 1 00

Cocoa—

Homeopathic, ¼'s, 8 and 14 lbs.. 0 30

Pearl, " " " " " " " " 0 25

London Pearl, 12 and 18 " " " 0 22

Rock " " " " " " " " 0 30

Bulk, in boxes..... 0 18

Royal Cocoa Essence, packages..... per doz 1 40

BENSCHDORF'S ROYAL DUTCH COCOA.

¼ lb. tins, boxes 4 doz..... 2 40

½ " " " 2 " " " " " " 4 50

1 " " " 1 " " " " " " 8 50

per lb.

Ralston Health Club boxes 6 lbs..... 45

CHOCOLAT MENIER.

In Cases of In 12

Vanilla—per lb. 5 case 10x12 lb lb bxs

lot. bxs.

Yellow wrapper, \$ 0 32 \$ 0 34 \$ 0 36

Unsweetened—

Blue Premium C 35 0 37 0 38

Per case. Less than case

Pastilles—

Yellow wrapper, 108 bxs. to the case..... \$20 00 0 20

Croquettes—

Yellow wrapper, 9 bxs. of 12 packages..... \$20 00 0

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



The Toronto Biscuit & Confectionery Co., Limited, are putting on the market a Biscuit that every grocer ought to handle. It is called

# WHEAT MEAL

Besides being very palatable, it is invaluable for invalids and persons with weak digestion. Include a tin in your next order.

THE TORONTO BISCUIT & CONFECTIONERY CO. LIMITED,

A. W. Porte, President.

7 Front Street East, Toronto.

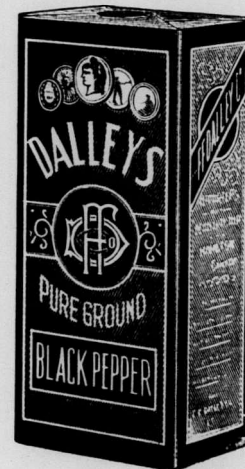
S. R. Parsons, Vice-President

FRY'S.		COFFEE.		Tea Biscuit Flour, 2 lb. packages, 3 doz		LICORICE.	
Chocolate—	per lb.	JAMES TURNER & CO.	per lb.	in case	per doz.	YOUNG & SMYLLIE'S LIST.	
Caracas, 1/4's, 6-lb. boxes	0 42	Mecca	0 34	Graham Flour, 2 lb. packages, 3 doz.	1 20	5-lb. boxes, wood or paper, per lb.	\$0 40
Vanilla, 1/4's	42	Damascus	0 30	in case	20	Fancy boxes (36 or 50 sticks) per box	1 25
"Gold Medal" Sweet, 1/4's, 6 lb. bxs	42	Cairo	0 40	Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20	"Ringed" 5 lb. boxes, per lb.	0 40
Pure, unsweetened, 1/4's, 6 lb. bxs.	0 24	TODHUNTER, MITCHELL & CO.'S		GELATINES.		"Acme" Pellets, 5 lb. cans, per can	2 00
Fry's "Diamond", 1/4's, 14 lb. bxs.	0 24	Excelsior Blend	0 33	KNOX'S		"Acme" Pellets, fancy boxes (40) per box	1 50
Fry's "Monogram", 1/4's, 14 lb. bxs.	0 24	Bourbon Blend	0 31	Sparkling calves foot, 2 qt. size		Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Cocoa—	per doz.	Our Own	0 30	Acidulated, 2 qt. size		Licorice Lozenges, 5 lb. glass jars	1 75
Concentrated, 1/4's, 1 doz. in box	2 40	Jersey	0 28	(Sold by all wholesale grocers.)		5 lb. cans	1 50
1/2's	4 50	Laguaya	0 25	KEOPFF'S FAMILY GELATINE.		"Purity" Licorice, 200 sticks	1 45
1 lb.	8 25	Rajah Blend	0 21	Robert Greig & Co., Agents.		100 sticks	0 73
Homeopathic, 1/4's, 14 lb. boxes	8 25	Mocha and Java	0 32	1 oz. Packages, White, per doz.		Dulce, large cent sticks, 100 in box	0 75
1/2 lbs. 12 lb. boxes	8 25	Old Government Java	0 30 0 32	1 " Red, " "			
JOHN P. MOTT & CO.'S.		EXTRACTS.		COX'S		MINCE MEAT.	
(R. S. McIndoe, Agent, Toronto.)		per doz.		1 Quart size, per doz		Wetley's Condensed, per gross, net	
Mott's Broma	per lb. 0 30	Dalley's Pure Fruit Extracts, 2 1/2 oz. bottles, all flavors	\$2 00	2 Quart size, " "		per case of 3 doz., net	
Mott's Prepared Cocoa	0 28	Dalley's Tropical Extracts, 2 oz. bottles	0 75	INDURATED FIBRE WARE.		COLMAN'S OR KEEN'S.	
Mott's Homeopathic Cocoa (1/4's)	0 32	Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors	1 25	THE E. B. EDDY CO.		Square Tins—	
Mott's Breakfast Cocoa in tins	0 45	Crown Brand (Robert Greig & Co.)—		1/2 pail, 6 qt.		D. S. F., 1 lb. tins	
Mott's No. 1 Chocolate	0 30	1 oz. Bottle, per doz.	0 90	Star Standard, 12 qt.		" 1/2 lb. tins	
Mott's Breakfast Chocolate	0 28	2 " " "	1 50	Milk, 14 qt.		" 1/4 lb. tins	
Mott's Caracas Chocolate	0 40	3 " " "	2 00	Round-bottomed fire pail, 14 qt.		Round Tins—	
Mott's Diamond Chocolate	0 23	4 " " "	3 00	Tubs, No. 1.		F. D., 1/2 lb. tins	
Mott's French-Can. Chocolate	0 18	8 " Bottle " "	6 00	" 2.		F. D., 1/4 lb. tins	
Mott's Navy or Cooking Chocolate	0 28	4 " Glass Stop'r " "	3 50	" 3.		F. D., 4 lb. jars, per jar	
Mott's Cocoa Nibbs	0 35	8 " " "	7 00	Fibre Butter Tubs (30 lbs.)		" 1 lb.	
Mott's Cocoa Shells	0 05	ROBINTREE'S SELECT COCOA		Nests of 3.		" 4 lb. tins, decorated, p.t.	
Vanilla Sticks, per gross	0 90	Robert Greig & Co., Montreal, Agents.		Keelers No. 4.		FRENCH MUSTARD	
Mott's Confectionery Chocolate	0 21 0 43	1/2 lb. Tins, boxes 2 doz.	2 40	" 5.		Crown Brand—(Robert Greig & Co.)	
Mott's Sweet Chocolate Liqueurs	0 19 0 30	1/2 lb. Tins, boxes 2 doz.	4 60	" 6.		per gross.	
COWAN COCOA AND CHOCOLATE CO.		1 lb. Tins, boxes 1 doz.	8 70	" 7.		Pony size, \$7 50 Beer Mug	
Hygienic Cocoa, 1/2 lb. tins, per doz.		ROBINSON'S BARLEY AND GROATS.		Milk Pans.		per gross.	
Cocoa Essence, 1/2 lb. tins, per doz.		per doz.		Wash Basins, flat bottoms		Small Med. 7 50 Tumbler	
Soluble Cocoa, No. 1 bulk, per lb.		Patent Barley, 1/2 lb. tins	1 25	" round bottoms		Medium 10 80 Cream Jug	
Diamond Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.		" 1 lb. tins	2 25	Handy Dish.		Large 12 00 Sugar Bowl	
Royal Navy Chocolate, 12 lb. boxes, 1/2 lb. cake, per lb.		Groats, 1/2 lb. tins	1 25	Water Closet Tanks.		Spoon 18 00 Caddy	
Mexican Vanilla Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.		" 1 lb. tins	2 25	7 60		THE F. F. DALLEY CO.	
COCOANUT.		DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.		Dish Pan, No. 1.		Dalley's Mustard, bulk, pure, per lb.	
CANADIAN COCOANUT CO.		per doz.		2.		Dalley's Mustard, 1/2 lb. tins, 2 doz. in case, per doz.	
White Moss Brand—		Buckwheat Flour, 2 1/2 lb. packages, 3 doz. in case.	1 20	Barrel Covers and Trays		Dalley's Mustard, 1/4 lb. tins, 4 doz. in case, per doz.	
Pkgs. 1 lb., 15 or 30 lb. cs.		Pancake Flour, 2 lb. packages, 3 doz. in case.	1 20	Railroad or Factory Pails.		Dalley's Superfine Durham Mustard bulk, per lb.	
1/2 " "		JAMS AND JELLIES.		JAMS AND JELLIES.		1/2 lb. tins, 4 doz. in case, per doz.	
3/4 " "		per doz.		SOUTHWELL'S GOODS.		1/2 lb. tins, 2 " " " "	
1 " "		per doz.		Frank Magor & Co., Agents.		1 lb. jars, per doz.	
Bulk—		per doz.		Orange Marmalade		4 lb. " " "	
White Moss, 10, 15 or 20 lb. Pails		FLOURS.		Clear Jelly Marmalade		1/2 lb. glass tumblers	
Feather Strip, " " " "		per doz.		Strawberry W. F. Jam		Jersey Butter Color, 2 oz. bottles, per doz.	
Special Shred, " " " "		Buckwheat Flour, 2 1/2 lb. packages, 3 doz. in case.		Raspberry " "		1 gallon tins, per gal.	
Macaroni, " " " "		Pancake Flour, 2 lb. packages, 3 doz. in case.		Apricot " "		Celery Salt, 2 oz. bottles, silver tops, per doz.	
Crown Distic, 12, 20 or 25 lb. " "		Terms, 3 p.c. off 30 days.		Black Currant " "		Curry Powder, 2 oz. bottles, silver tops, per doz.	
Special, " " " "				Other Jams " "			
Barrels, 2c. per lb. less.				Red Currant Jelly			
0 18				(All the above in 1 lb. clear glass pots.)			

If you want the very best, order

## DALLEY'S PURE PACKAGE SPICES

These spices, put up in this manner, are purer and stronger than any bulk goods sold, as no spice can hold its strength when kept in drawers or pails. Our name is on every package, which is a protection to the merchant, as we guarantee every one to be pure.



The F. F. Dalley Co., Limited, Hamilton, Can.

The merits of the Starch are generally estimated by the demand there is for it.

# CELLULOID STARCH

is recognized by all the leading grocers as a brand that their best class of customers require and must have.

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

**PICKLES---STEPHENS'**

A. P. TIPPET & CO., AGENTS.  
 Patent stoppers (pints) ..... 2 39  
 Corked (pints) ..... 1 90

**SODA.**

COW BRAND



Case of 1 lbs. (containing 60 p'k'gs) 3 00  
 " " 1/2 lbs. ( " 120 " ) 3 00  
 " " 1/2 lbs. and 1/4 lbs. (containing 39 1/2 lbs. and 60 1/2 lb. packages) 3 00  
 Case of 5c. p'k'gs (containing 96 p'k'gs) 3 00

**SOAP.**



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



BRANTFORD SOAP WORKS CO.  
 Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 100 in box; Twin Cake, 11 1/4 oz. each, 100 in box.  
 Quotations for "Ivory Bar" and other brands of soap furnished on application.

A. P. TIPPET & CO., AGENTS.

Maypole Soap, colors ..... 12 00  
 " " black ..... 18 00  
 10 per cent. discount on gross lots.

**STARCH.**

EDWARDSBURG STARCH CO., LTD.

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

Rice Starch—  
 Edwardsburg No. 1 white, 1-lb. cart. 0 09  
 Edwardsburg No. 1 White or Blue, 4-lb. lumps ..... 0 05

KINGSFORD'S OSWEGO STARCH.



40-lb. boxes, 1-lb. p'kgs., 0 08  
 SILVE } 6-lb. boxes, sliding covers  
 GLOSS } (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. 0 07 1/2  
 CORN STARCH. } packages .....  
 ONTARIO } 38-lb. to 45-lb. boxes, 0 06  
 STARCH } 6 bundles .....  
 STARCH IN } Silver Gloss ..... 0 07 1/2  
 BARRELS } Pure ..... 0 06 1/2  
 THE BRANTFORD STARCH CO., LTD.  
 Laundry Starches—  
 Canada Laundry, boxes of 40 lbs.. 0 04 1/4

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

Lily White Gloss—  
 Kegs, extralarge crystals, 100 lbs. 0 06  
 1 lb. fancy cartons, cases 36 lbs. 0 07  
 6 lb. draw-lid bx. 8 in crate, 48 lb. 0 07  
 6 lb. tin enamelled cannisters, 8 in crate 48 lbs ..... 0 07

Brantford Gloss—  
 1 lb. fancy boxes, cases 36 lbs. 0 07 1/2

Brantford Cold Water Rice Starch—  
 1 lb. fancy boxes, cases 28 lbs. .... 0 09

Canadian Electric Starch—  
 40 packages in case ..... 3 00

Culinary Starch—Challenge Prep. Corn—  
 1 lb. p'kgs., boxes 40 lbs. .... 0 05

No. 1 Pure Prepared Corn—  
 1 lb. p'kgs., boxes 40 lbs. .... 0 06

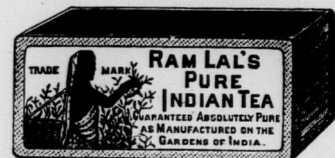
**TEAS.**

"SALADA" CEYLON.



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

RAM LAL'S (lead packages)



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

"KOLONA"



Ceylon Tea, in 1-lb. and 1/2-lb. lead packets, 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 25  
 Red Label " 50c ..... 0 35  
 Orange Label, retail at 60c. .... 0 42  
 Gold Label, " 80c. .... 0 58  
 Terms, 3 per cent. off 30 days.

CROWN BRAND.

(Ceylon in lead packages)

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

**WOODENWARE.**

THE E. B. EDDY CO. per doz

Washboards, Planet ..... 1 60  
 " " XX ..... 1 40  
 " " X ..... 1 25  
 " " Special Globe. .... 1 50  
 Matches—  
 5-Case Lots, Single Case  
 Telegraph ..... \$3 00 \$3 20  
 Telephone ..... 2 80 3 00  
 Parlor ..... 1 30 1 40  
 Red Parlor ..... 1 50 1 60  
 Safety No. 1, wall box 1 40 1 50  
 " No. 2, slide box 2 80 2 90  
 " No. 3, capital... 2 75 2 85  
 Flamers, slide boxes... 2 25 2 35  
 " wax stems... 3 20 3 30  
 Tiger ..... 2 65 2 85

BRYANT & MAY.

Robert Greig & Co., Agents.  
 No. 9 Safety, per gross ..... \$ 2 00  
 " 10 " ..... 1 10  
 " 2 Tiger, " ..... 5 00  
 " 4 " " ..... 2 00



# LICORICE..

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

**YOUNG & SMYLLIE**

Established 1845.

BROOKLYN, N.Y.

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First-Class Grocers are particular about the quality of the smaller as well as the larger lines. Take Salt for instance—a mere trifle in housekeeping, but it **must be good**. If you do not keep a good brand your customers will get it elsewhere, and other things with it.

## Buy the Best.

For Table and Household use, **Coleman's Salt is the Best**. Pure, White, Crystalline, Sparkling, in first-class packages, each one guaranteed to the consumer. The five pound carton is a wonderful package—neat and handsome—for shelf display it ranks with the finest fancy groceries.

## Have you a Dairy Trade?

You cannot hold it with Common Salt that is a menace to the quality of every pound of butter and cheese it touches. Better run no risks but get **Coleman's Special Dairy Salt**, put up in bags, sacks and barrels.

## Common Salt in Carloads.

The better it is, the better it pays the retailer. We carry large stocks at several shipping points and can always guarantee prompt shipment of clean, dry salt.

**R. & J. RANSFORD, Clinton.**

CAN.

Lead packets.

.....	0 19
.....	0 20
.....	0 22
.....	0 25
.....	0 25
.....	0 25
.....	0 42
.....	0 55

.....	1 60
.....	1 40
.....	1 25
.....	1 50

E. per doz

.....	1 60
.....	1 40
.....	1 25
.....	1 50

.....	2 00
.....	1 10
.....	5 00
.....	2 00

the Gro  
S. St  
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LIE

# NO JOB LOT

BUT STRAIGHT GOODS

A line of

## White Granite Plates

Three Sizes, (6-inch, 7-inch and 8-inch) that

# Can be Retailed for 5 Cents Each

Particulars Gladly Given.

## GOWANS, KENT & CO.

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WILL TICKLE THE SAUCIEST PALATE.

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repared by R. PATERSON & SONS,

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ATERSON'S "Eureka" Chutnee Pickles, &c.

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Hamilton, Ont.



WANZER.

INVERNESS, P.Q., Feb. 14th, 1898.  
WANZER LAMP & MFG. CO.,  
Hamilton, Ont.

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Very truly yours,

JOHN YOUNG.

Write us for illustrated and descriptive pamphlets and testimonials.

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