

THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, FEBRUARY 5, 1897.

No. 6

COLMAN'S MUSTARD



BEST ON EARTH

Kippered Herrings

The recognized leading Brand in all the markets of the world.



- Fresh Herrings
- Herrings in Tomato Sauce
- Herrings in Shrimp Sauce
- Herrings in Anchovy Sauce
- Herrings a-la-Sardine
- Preserved Bloaters, etc.

SALT HERRINGS IN KEGS. "CROWN" BRAND.

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

MARSHALL & CO.

Spring Garden Works, ABERDEEN, SCOTLAND.

Walter R. Wonham & Sons

Sole Agents for Canada, MONTREAL.

VARSAITY CIGAR 5c. THE BEST IN THE MARKET

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

THE ONLY TEN CENT CIGAR

OLPH
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OBS.
YORK
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gland
street

HERE IS A GOOD CHANCE . .

to work up a nice trade in high-class soup and make money at the same time by handling

Armour's White Label SOUPS!

Write for price and list of assortment to

H. P. ECKARDT & CO.
TORONTO

Batty's



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

ALL WHOLESALERS
HAVE THEM.

. . . EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

. . . Montreal

is Honest Goods and just the Thing on Which to make or Extend a Business.

McLAREN'S



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

DON'T FORGET

That in selling Silver Dust Washing Powder you

MAKE MORE MONEY

than by selling any other. It gives the greatest satisfaction. Don't wait for the spring rush. Order now.

The Silver Dust Mfg. Co.
Hamilton, Ont.

The wise grocer does not compete with Sugar, but looks and points with pride to the extra value of the

RETURNED
Feb. 8/12.
TEAS



he offers

Our sales of Teas for 1896 were enormous, but we want 1897 to eclipse all past efforts. We will make it worth your while to help us break all past records.

INDIANS
CEYLONS
JAPANS
CHINAS } All grades

T. B. ESCOTT & CO.

LONDON, ONT.

Standard Goods THE Best to Handle

**FOR
PURITY**

This brand is
always reliable.



**FOR
STRENGTH**

Highest test
98³/₁₀₀ pure.

"NEW PROCESS" SODA, FINEST ON THE MARKET.

Lazenby's Jelly Tablets

These are **ABSOLUTELY PURE** and
made with Choicest Flavorings only.

THEY STAND AT THE HEAD as the Finest Quality made.

FLAVORS

LEMON,
ORANGE,
CHERRY,

PUNCH,
COGNAC,
RASPBERRY,

VANILLA,
CHAMPAGNE,
MADEIRA,

CALVES' FOOT,
STRAWBERRY,
PINE APPLE.

BOXES CONTAIN: 2-do. 1/2-pint, 1-do. pint, or 1-do. quart packets.



A RELIABLE

Castile Soap

IS

"LE LION ROUGE"

AGENTS

A. P. TIPPET & CO.
MONTREAL and TORONTO

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

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

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

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

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

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

CRESCENT BRAND



BRUNNER, MOND & CO., Ltd,
NORTHWICH, ENGLAND

MANUFACTURERS OF

BICARBONATE of SODA

REFINED and RECRYSTALIZED--The Purest and Cheapest in the Market.

SODA CRYSTALS

Of the Finest Quality.

In Barrels and Drums
Orders for direct importation from
the Wholesale Trade only.

WINN & HOLLAND - - - MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA

As Spring is now close at hand and merchants throughout the Dominion will be replenishing their stock of Shoe Blackings, why not keep the best when it is just as cheap, and will give every satisfaction to the user?

ENGLISH ARMY BLACKING

*For a Quick, Lasting and Bright Polish,
it is the Best in the World.*

Now, that seems to be saying a good deal, but it is not one word too much, for everybody that has used this Blacking has spoken of it in the highest terms.



The F. F. Dalley Co. Ltd. - Hamilton, Can.

GRAHAM'S PEPTONIZED CONDENSED MINCE MEAT

is now being sold by most grocers, and is as good as any on the market. Remember our package will make three medium sized pies, and the retail price is 10c. per package. Liberal discount to the trade.* Try some.

.. DRIED APPLES ..

I am paying cash for these goods delivered at Belleville and Norwich. Write for prices stating quantity and quality.

R. J. GRAHAM, Belleville, Ont.



FOR THE
Whitest
Lightest
and
Sweetest
Cakes



Ocean
Wave
Baking
Powder

Manufactured by the

Hamilton Coffee and Spice Co.
HAMILTON, ONT.

WESTERN ASSURANCE COMPANY

Incorporated 1861.

Fire and Marine

Capital, subscribed \$2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - 2,320,000.00
Annual Income - 2,400,000.00

Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.

Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.

Send for Catalogue and Price List.

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

"CROSSE & BLACKWELL"

SEASON 1897

Fresh Fruits, Jams, Jellies and Orange Marmalade, in glass jars with patent vacuum covers. Also

CANDIED PEELS

Lemon, Orange, Citron.

The above are the finest goods in the market.



Prices were advanced on 1st February.

The E. B. EDDY CO., Ltd.

HULL, QUE.

38 Front St. West - - TORONTO
 318 St. James St. - - MONTREAL

AGENTS—F. H. Andrews & Son, Quebec ; A. Powis, Hamilton ; 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.

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BROOMS

**ROSE,
THISTLE
PANSY**

Freight paid on 5-doz. lots.

MATCHES

**SOVEREIGN
MATCHES**

Freight paid on 5-case lots.

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

SPECIAL
LIQUEUR HIGHLAND WHISKY.

Cockburn & Co.,

ESTABLISHED 1796 *Leith & London*

B. LIME STREET, E.C.

Try—

**COCKBURN'S
SCOTCH
WHISKY**

Nothing Finer in the Market

Cockburn & Co this year attain their centenary, the firm having been founded in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are

J. & R. McLEA, Montreal

AGENTS FOR
THE DOMINION

◆

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

GOOD MILK

at all times

"Reindeer" Brand Condensed Milk.

PROFESSOR JAMES W. ROBERTSON, Dominion Dairy Commissioner, says :

"The Truro Condensed Milk, 'Reindeer' Brand, has been analyzed by our Chemist, and found superior to the famous Swiss products."



TEAS . .

That please the consumer and make money for the seller. We have them in all growths and grades—handsome in style and draw, and bought at right prices too. The value to the retailer is unquestionable.

To be retailed at 25c. and upwards—our assortment of **JAPANS** and **YOUNG HYSONS** offers bargains for the keen buyer and judge of value. It is a pleasure at all times to submit samples for comparison and draw. The result we leave with the buyer.

W. H. GILLARD & CO.

Wholesalers Only

JOHN MOUAT, Northwest representative
... Winnipeg ...

HAMILTON

A Double Profit

"Rose Brand"
Hams, Bacon, Lard

You save time if you don't have to stop to explain why "something else is just as good," and time is money to most of us. You make your profits certain because you keep your customers good natured by handing out just what they ask for—without coaxing.

"ROSE BRAND" LARD

is an honest Lard and folks know it as such and buy it for what it is. It has led all other brands in sales for twenty years. It is always fresh. It is absolutely free from things that don't belong in lard. Kettle rendered—white—hard. It is the lard that sells.

THE GEO. MATTHEWS CO. LTD.
OTTAWA AND PETERBOROUGH

FIT FOR THE QUEEN



Our condensed mince meat is a pure, clean and wholesome article fit for the very best tables. It pleases the most fastidious tastes just as it comes from the package, but is improved by the addition of a little cider or wine.

For mince pie, plum pudding, or fruit cake it is most delicious. Easily and quickly prepared.

J. H. WETHEY, Mfr. ST. CATHARINES, ONT.

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. XI. (Published Weekly)

MONTREAL AND TORONTO, FEBRUARY 5, 1897

(\$2.00 per Year) No. 6

THE DEPARTMENT STORE.

By Samuel Hopkins Adams in Scribner's Magazine.

IN the working machinery of the store's daily existence, the buyer has no part. Even in his own department, for which he has supplied the stock, he has no direct authority. The floor-walker, sometimes called an "usher" (either name is equally inadequate as descriptive of his duties) gets from \$15 to \$40 a week, and he earns it fully. What the buyer is to the inner management of the store he is to the outer. To the public he is nothing more than a politely convenient living directory, who knows promptly that the ribbon sale is seven counters down to the left, and that carpet-sweepers may be found at the middle aisle on the third floor. Such matters as these are the simplest of his duties. To keep his salespeople up to the standard in dress, deportment, and activity; to be polite to everybody, to stand as a buffer between the salespeople and the wrath of those who have grievances against the store for goods mis-sent, or other mistakes made; to see that the rules are obeyed, in short to be the arbiter of conduct and store etiquette; these are enough to guard him against ennui. Under a combination of a far-seeing, shrewd buyer, and a courteous, hard-working "aisle manager," as he prefers to be called, with a knack of managing people, any department will more than pay its share of the expenses of the establishment.

Under the floor-walkers as captains, and the executive officers as generals, with the firm as commander-in-chief, the great army of salespeople goes through its daily drill. In first-class stores they receive from \$6 to \$15 per week; in low-class, as little as \$3. As yet the co-operative system, such as exists in some of the Paris shops, has not taken hold in this country; although occasionally as an incentive to "cleaning out" some particular stock, a percentage on sales from that counter is allowed. All the stores have rules of greater or less strictness to which their salespeople are held. The

duties of the clerks are so well known as to require no description here. Anyone who has ever made a purchase at a department store counter has had opportunity while waiting for change to observe the process of sale. The very largest of the stores employ in the holiday season 2,500 salespeople, whose duties are entirely at the counters, of whom 500 are "extra help." Lowest of all in the scale come the errand boys and cash girls, who, while gaining the experience which will fit them to go behind the counters when they grow older, are content to be at everybody's beck and call for a consideration of \$1.50 up to \$3 a week. It will not be long, by the way, before the cash boys and girls are done away with entirely, and to the benefit of all concerned. The mechanical "carriers" are much more convenient, and, of course, vastly cheaper than human hands and feet. In the newest stores every department has its own cashier and wrapper. This is an expensive system for the store, but swift and convenient for the purchaser.

Some idea of the magnitude of the work necessary in the carrying on of one of these establishments may be gained from the fact that only one-third of the staff comes in contact with the public. At the top of the building, where the space is least valuable, are the stock rooms, where a busy corps, under command of the "head of stock," arranges the goods, unpacked in the receiving-room next door, in their places on the shelves, and transfers them upon order from the floor-walker, when he needs them to keep his department fully stocked. The work-rooms, where hundreds of girls, mend, repair, and alter all day long, are tucked away here and there, where the customers may pass their doors without suspecting their existence. It is but due to the merchants as a class to say that the "sweat shop" does not exist in the big stores. As a rule the working rooms are light and well

ventilated, the pay of the women is about the same as that of the saleswomen, and the rules of the department are far less strict than those which obtain behind the counters.

Not so in the cashier's department, the pool into which all the rivulets of coin in the place empty. In many stores this is a dark room in the basement, where the air is poor, the light artificial, and the noise like a boiler factory. As the pay is not exceptional and the work is extremely trying, the cause for the envy with which the average salesgirl regards her sisters in the cashier's department is a puzzle over which the writer declines to waste time. To add to the difficulties of the cashier's department is the necessity of absolute accuracy; and where actual money is handled in some days during the busy season amounting to \$100,000, practically all of it in small and odd sums of money with much change-making, the chances of mistake and error are enormous. Each day's business is balanced, and the totals must agree with the cash tickets.

In obedience to the law of gravitation the delivery department is most often in the basement, and here a great corps of men is employed sending out purchases. This department is like an express office, and it keeps in employment some four or five hundred men in the largest stores. It is the hardest worked part of the establishment, particularly in the holidays, when the men are on duty day and night, often for eighteen hours a day. For the two or three nights preceding Christmas many of them do not leave the store, having their meals served there and getting such cat-naps as they can in corners or improvised beds of bagging. To the delivery department by elevator, in wheeled boxes, or in the baskets of the floor boys, come all articles bought and not taken away by the purchasers. It is divided into local, freight and express delivery, the mail-order department being separate. Each article having come to the delivery room, and having been properly wrapped, marked and entered on the books, if ad-

THE RISING SUN STOVE POLISH

AND

THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.



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

dressed for local delivery, is thrown on a long table, manned by youths who carry implements like the rake of the croupier. Around these tables, which are smooth and slippery, are sets of bins, each bearing a number, corresponding to the number of the driver who collects from it. As soon as the address on a parcel is read the youth who gets it slides it over the table, calling out the number to which it goes, whence it is raked in by another youth who unerringly tosses it to its destination. It is as good as watching a game to see the parcels disposed of, so swift and accurate is the action of the practised corps. Outside and above, in the streets, stands a long row of delivery wagons, of which a number of firms own more than 125 each, with twice that number of horses. In each wagon sits a "driver's boy." From his own bin the driver collects his goods and sends them up to his boy, who packs them in order for delivery.

Over the delivery department in every store presides a genius. How it happens that there are enough geniuses to go round is a mystery; but surely that is none too exalted a term for a man who keeps a whole city mapped out in his brain, and can tell you at once the nature of any locality you may name, whether it is built in brown stone or brick, the average of rents and whether it is a residence, boarding-house or apartment district. This employe in a New York store remembers and can immediately recall the address of several thousand credit customers. He keeps track of the growth of the city and the changes in character of various neighborhoods, a particularly difficult matter within the last three years, during which the character of many districts has changed radically. With the delivery of the goods at the house of the purchaser the store's duty ends, unless there is some mistake. Each article after it gets to the store is handled by six persons before it reaches the customer in the hands of the sales clerk and by nine more before it is finally delivered at the house—fifteen in

all. Some goods go through a longer course than this; as, for instance, articles which are to be altered to suit the customer; but every bit of stuff, whether it be a hundred-dollar piece of silk or a five-cent notion, must pass through the fifteen processes. The persons who handle goods are in order as follows:

The receiving-room man, who unpacks it.

The head of the stock, who disposes of it in the stock-room.

The buyer's assistant, who marks it with his price.

The transfer or stock-boy, who carries it down to the sales-room.

The head of counter, who receives it.

The head clerk, who places it on the shelf or counter where it belongs.

The salesman or saleswoman, who sells it.

The inspector, who examines it after the sale.

The collector, who takes it in his basket to the delivery-room.

The packer, who makes a neat bundle of it.

The addresser, who copies from the accompanying slip the name and address of the purchaser, writing it upon the wrapping paper.

The assorter, who distributes the bundles into lots to go to the different parts of the city.

The youth of the long table mentioned above, who slides it with unerring dexterity into the proper bin.

The driver, who takes it from that bin.

The driver's boy, who helps the driver pack it in the wagon, and who finally completes the long list by handing it in at the door.

No other business that is conducted under one roof equals the department store in magnitude of detail. Take, for instance, the case of one of the giants of the species. It employs from 3,500 to 5,000 persons, according to the season. In a year it does nearly \$10,000,000 of business. Its largest individual sale last year was an orchestration for \$4,500, and its smallest a patent clothes-pin for 1c. During the holiday rush there were several days when its gross receipts ran over \$100,000. It has more than 70 departments. To heat it 100 miles of steam pipe are required, and the electric light plant would adequately equip a small city. It represents a rental of nearly \$300,000 a year, and at a conservative estimate the daily expenses of the store are \$5,000. When it is considered that this enormous

sum is made up from the profits on sales, for the most part in small parcels, one gets an inkling of the infinite care in details and the perfection of system which go to make such enterprises as largely profitable as they are. A man who has himself conducted one of these businesses recently made this statement:

"The profits of the department store are represented by the cash discounts on its bills."

That is, the big store, by virtue of its quick returns, is able to pay cash for purchases instead of buying on long time; and as it is well known that five per cent. is a high average discount we have an index as to yearly profits if this statement, which has been several times verified, is exact. So fine is the line that divides profit from loss. The store should turn over its whole stock five or six times a year, though some special stock may turn a dozen times. It is a water-wheel which is propelled by the stream of trade, and the drops which it throws off in its revolutions are the profits. And here it may be said that in the conduct of the business the unvarying rule is that for every expenditure of time, space, or money there must be a sufficient and calculable return. This principle pervades every department.

The finances of the department store are constantly in motion, a never-ending stream pouring in and out and in and out, and leaving at the end of the year a sediment of gold at the bottom. But, in addition to this perpetually moving capital, there is a stationary capital; for such the brains of men who do the firm's work must be considered. In order to keep the employes who are most useful to the store, men with ideas in their heads and originality in their ideas, the firm must offer opportunities for progress; for the men best worth having will not stay where there is no chance to rise. Death and retirement are constantly making breaches in the executive forces, and men must be found who can step into the places of those made vacant. This is why every firm makes the human element

The **Circle Brand**  is the best TEA for the money in Canada to-day ...

We have made a "radical departure" in supplying you with an **air-tight odorless** packet. Our system is **new**—it is **rational**.

3 Bar is packed in 60 lb. cases, all pounds. 4 Bar is packed in 60-lb. cases, pounds and halves.
5 Bar is packed in 60-lb. cases, pounds and halves.

LUCAS, STEELE & BRISTOL Wholesale Grocers HAMILTON

RAM LAL'S PURE INDIAN TEA



The first introduced in the market of Package Teas.

The most largely imitated and most abused by competitors.

Is Still Leading the Van

The reason is: the company has always kept up its standard. There are package teas more extensively advertised, but we find our tea once introduced advertises itself, by its sterling worth. This tea is packed on the gardens in India and (is not a blend of teas picked up all over) it loses none of its fragrance, aroma nor strength from the time it leaves the gardens until it goes into the teapot.

Ram Lal's Pure Indian Tea Co., Calcutta.

JAMES TURNER & CO., - HAMILTON
WHOLESALE AGENTS.



Don't Believe

That MacLaren's Imperial Cheese is the best, just because we say so. Find out what others say—others who know what good cheese is. All competent judges will tell you the same thing, in just about so many words—

MacLaren's Imperial Cheese is Perfect.

MOLASSES

AND

SYRUP

We have a special line of N. O. Molasses, also Extra Bright Sugar Syrup. Best value in the market.

SEE OUR PRICES

T. KINNEAR & CO. - 49 Front St., East.

of the store a never-ending study. In the case of the buyers and executive officials, and others in prominent positions, such a reckoning is not so difficult, since their work shows for itself. So exactly is the selling machinery of a store adjusted that there would seem to be little opportunity for the clerks to show special ability; but the ever-vigilant usher is constantly on the watch for evidence of work, and the salesman or saleswoman who does good work is seldom unappreciated.

(To be continued in our next issue.)

FALSIFYING INVOICES.

CASES are frequently made public in which importers pass goods through the Customs on false invoices. It is reasonable to suppose that there are many other cases which are not made public. These false invoices often work great injury to honest business men, because the rogue can undersell the man who pays full rates. When a man is found guilty of passing goods through on such an invoice he is generally let off very easily. It is often hinted, and there can be no doubt of it, that on his political opinions very often depends the severity of his punishment.

A. M. Bell, wholesale hardware merchant, Halifax, in giving evidence before the Tariff Commission last week, discussed this question. He said: "I would put a man who passed a fictitious invoice into the penitentiary and keep him there so long as not to give him an opportunity of repeating the offence."

Several leading members of the different branches of trade were called upon in Montreal in regard to the matter. They all were unanimous in condemning the practice.

President Bickerdike, of the Board of Trade, said that such practices tended to lower the ethical standard of the business community, and he could not condemn them too strongly. When an unscrupulous merchant found that he could practically ignore one law it was calculated to create a feeling of contempt for all laws, and

engender a low code of business morality. If the law was on the statute books it should either be rigidly enforced or wiped off. A law that could not be enforced should never be enacted, and if it was the case in this instance, the best thing to do would be to repeal it and enact some practical measure in its place. While it was law, however, the Custom House authorities should try and have it as rigidly enforced as possible. There was a penalty in the case of a man perjuring himself in the courts. Why should a man who committed practically the same offence at a Custom House not be treated in the same manner? If it was suspected that an importer falsified his invoice and swore to it as correct he should be tried in the courts the same as any other perjurer, and if found guilty sentenced as such.

Geo. E. Drummond, president of the Montreal Metal and Hardware Association, had been told that the Custom House authorities experienced considerable trouble in regard to falsified invoices. He was in favor of as severe a penalty in case of infractions of the law as in the case of perjury in the criminal courts. When an importer testified to a false invoice he was committing as grave an offence as a witness who swore a false oath in a court of law. The crime was identical in each case, and the same penalty should be imposed. If it was true, as claimed, that the practice was winked at or passed lightly, it was bad in a moral sense, inasmuch as it tended to create a contempt for the law. Mr. Drummond added that a system of specific duties would be the best safeguard against such immoral practices in the case of heavy hardware. On such lines the freight rate from point of production formed a large part of the actual cost. Then there was great variation in the price of such material, making the proper collection of ad valorem duties difficult. United States pig iron furnished an instance. The price was gauged on the cost at northern markets, which was say \$10.50 to \$13 per ton, according to grade, whereas in the south,

owing to cheap negro labor, they were as low as \$6.50 to \$7 per ton. The only safe form of duty to guarantee a revenue in such a case was the specific. Pig iron fluctuated in price from year to year almost as much as wheat. For that reason also the specific duty was the only sure guarantee of a stable revenue.

L. E. Geoffrion, of L. Chaput, Fils & Cie., said that dealers who falsified their invoices should certainly be prosecuted the same as any other person who took a false oath. It was his experience, however, that the Customs people by their methods encouraged importers to make declarations which they could not conscientiously swear to. He had called the officials' attention to this on more than one occasion, and the reply was that such declarations were more a matter of form than anything else. In one case he had positively refused to sign a declaration because he could not agree to the values set forth in the document. He did know how it was in other branches of business, but in the grocery trade importers were frequently obliged to "declare" invoices the value of which had been altered by the Customs people. For instance, his firm might import a line of groceries the actual cost value of which was, say, 10s., but the Customs authorities might mark it 12s. and the importer before he got his goods through had to declare to such, knowing at the same time that it was incorrect. Such practices were, in his opinion, calculated to create contempt for the laws, which was bad socially and morally.

Geo. B. Fraser, of S. Greenshields, Son & Co., the partner who bought and fixed values on the large quantities of dry goods handled by this firm, said that they had experienced very little trouble in regard to the Customs. Their goods, however, were different to hardware and groceries, which were sold from a list and frequently fluctuated in value. With a chief appraiser who knew his business as well as Mr. Brosseau, of Montreal, the chances for trouble of this kind were slim. In any case where a dis-

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"CALUMET"

BAKING POWDER.

A high-grade American powder at a moderate price. Stylish label.
All grocers should sell it. Order from

The DAVIDSON & HAY, Ltd.

WHOLESALE GROCERS, - - - TORONTO.

Telephones 399 and 1399.

honest trader passed goods at an undervaluation it was bound to render injustice to his honest confrere. If the Customs authorities came across such cases, the offender should certainly be as severely punished as the law allowed.

CROW'S NEST SURVEY.

C. E. PERRY, the Canadian Pacific Railway Co.'s engineer in this district, accompanied by a corps of 15 men, has established a camp at the mouth of Duck Creek, near where the Kootenay River empties into Kootenay Lake. The party will remain in the field at least six weeks, for the purpose of making a survey for a railroad from Duck Creek to a point opposite Balfour.

This is the route of the main line of the Crow's Nest Pass railway and is the second section of location by the C. P. R. officials, the first section being along the south shore of the

outlet from Nelson to a point opposite Balfour, which was made some time ago. The completion of the work now being done will give sixty connecting miles from Nelson eastward.

The third section will embrace the territory lying between Duck Creek and the divide which separates East and West Kootenay. The survey of this will very probably be commenced as soon as the snow will permit. The location of the line across East Kootenay to the Crow's Nest Pass will then quickly follow. The pass and its approaches have been surveyed, as has the route through Southern Alberta.—Rossland Miner.

WHAT HE MEANT.

I say, do you think that Wiggins is a man to be trusted?

Trusted? Yes, rather. Why, I'd trust him with my life!

Yes, but with anything of value I mean?

SPICE-ODORED STORES.

Next to the florist's the grocer's place of business appeals with most success to the olfactory nerves, and it is a pretty good criterion of the rank of a grocer in the business when the spicy odors of tea, coffee, cinnamon, cloves and pimento, to mention only a few of the most aromatic articles, are not overpowered by less pleasant scents, remarks Merchants' Review. The cleaner the store, the better the stock and the more prosperous the grocer—the more grateful are the odors which assail one's nostrils when one enters the store. Sometimes the fruit and vegetable trade of a grocer assumes such proportions that the scent of crushed leaves and wilted vegetables and fruit completely overpower the usual odors of the grocery part of the business, and we have noticed that when the green grocery smells prevail the grocery part of the business is apt to be neglected to a degree that injures trade.

Better

Pan Dried Rolled Oats are not so white as some brands, or as flaky, but what do regular customers care about that?

It's taste they're after—that rich, nutty flavor that only Pan Drying (our way) brings. It's taste, not sight, that keeps the regular customer coming for

Pan Dried (registered) Rolled Oats.

From Manufacturer to
Retailer Direct.

and

Yes—your customers often judge by appearances, but they often regret it afterwards. White, flaky Rolled Oats look nice—but that's not the point. They're to be eaten—the sense of taste is going to sell them or not sell them a second time.

Better

The Tillson Company, Ltd.
Tilsonburg, Ont.

THE TARIFF ENQUIRY.

THE Tariff Commission sat in Ottawa on Friday, Saturday and Monday last.

THE OIL INDUSTRY.

The case for duty on coal oil was presented by Mr. Jenkins, who said the question was simply one of business life or death. Going into the history of the industry, he said that petroleum was early considered by the Government to be a fit subject for taxation. When it became an article of commerce in the early sixties, the Government imposed a revenue tariff of 10c. a wine gallon upon all oils. At that time Canada had many flowing wells. The United States imposed a duty of 48c. a gallon upon Canadian refined oil. There was no change until after Confederation, when the business was put under excise at 5c. per wine gallon. A revenue tariff of 18c. per Imperial gallon was imposed by Canada upon importations. In 1873 it was proposed to place the duty at a low figure. An enquiry took place, and the Mackenzie Government dealt with the industry in a bold and progressive way by making the duty 7 1-5c. a gallon. This remained for 17 years, until in 1894 it was reduced to 6c. a gallon. The Government of the day were told the business could not stand that reduction. The effect of it was that for months Petrolea was like a city of the dead. Providentially the United States market improved, and the industry began to thrive again. Mr. Jenkins proceeded to quote calculations to show that Canadian oil did not enjoy the full advantage of the six cents protection. The Government charges equalled one cent a gallon, duties paid by oil producers equal one cent a gallon on the oil produced. One cent a gallon was lost by competition with the American oil. The Canadian oil sold at from 2 to 4 1/2c. less than the American oil. This was not due to any inherent defect, but to the fact that most of our lamps are constructed to burn American oil. The Canadian oil contains more carbon than the American, and consequently requires greater draught or more oxygen than the other. In a proper lamp it was worth one-third more than the American oil. The geographical conditions of Canada were very hard on the industry, too. The Dominion is a long, thin country, and freight charges are therefore very high. The oil industry is one which has been now 30 years in existence, and they claimed that the public have been well and faithfully served. Their working margin was infinitely small, and any action to lower the duty would have the effect of putting the business on the first stage of decline.

In reply to a question from Sir Richard

Cartwright, Mr. Jenkins stated that the price of oil in Canada was regulated from Halifax. He estimated the production of petroleum in Canada at 800,000 barrels per annum, and of this between 41 and 42 per cent. is manufactured into coal oil. There are five active refineries in the country at the present day, all separate and distinct from one another. There are 8,000 oil wells in operation in the Petrolea district, owned by 600 different parties.

Mr. F. A. Fitzgerald said the American consumer has been stated to pay less for his coal oil than the Canadian, but the oil men of Canada had gone to the expense of securing sworn testimony from points in every part of the United States to show that the price usually was about the same as in Canada.

Mr. J. H. Fairbanks set down the average consumption of oil per family in Can-

The Canadian Grocer The Dry Goods Review The Hardware and Metal Merchant

are the only papers that have had their shorthand reporters with the Tariff Commission constantly. They have taken down every word of the evidence. They have published the most complete reports—fuller than any of the dailies.

MORAL.—If you want all the news of interest to business men in Canada you must subscribe for

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each

MONTREAL
TORONTO

ada as 15 gallons. At present the Government gets 6c. a gallon from coal oil, but, supposing this were removed, the public would only have to pay the money on other articles, and the question is a very grave one whether, if the Canadian competition were cut off, the price would go up instead of down. The Canadian interests would certainly die. Canadian oil has been improving right along. The duty to-day is just one-half what it was before the National Policy. The last reduction in the tariff was ill-advised, and the Finance Minister himself opposed it in Parliament. If the American oil industry had not made the opening the drills would have stopped, and the men would be walking the streets. One-third of the oil consumed in Canada is American and two-thirds Canadian. Last year \$1,200,000 was the amount spent on oil.

THE SUGAR INDUSTRY.

A deputation representing the sugar industry waited upon the Commission on Saturday. The deputation consisted of Senator Drummond, Messrs. J. F. Stairs, ex-M.P., W. W. Watson, E. Baumgarten, T. Labatt, G. N. Greenshields, B. T. Rogers, Vancouver, and T. M. Cutler, Halifax.

The interview was private. The duty at present is 50c. per 100 pounds on raw material, and \$1.14 on the hundredweight for the finished article. If the duty on raw material is raised they pointed out that to continue the protection it would be necessary to increase the duty on the finished article. Senator Drummond, who was the chief spokesman, declared that Canadian granulated sugar was the best in the world. Employment was given to about 3,875 men, including subsidiary trades. The plant in existence could turn out 50 per cent. more refined sugar if there was a market for it.

THE VALUE OF CREDIT.

IS there anything under the sun, says a writer in Dry Goods Chronicle, that will fill the place of credit? I believe not. If there is I have never met with it. Cash is the only available substitute, and even that fails in many instances.

There are firms in New York that will refuse to open account for cash with a man who has no credit; they will have no business transactions with anyone who has not a current credit rating in this market. Yet those same firms will not hesitate to open an account with a man whom they find relatively well rated.

I have experienced that singular thing, a wholesale firm that refused to sell goods for cash to a merchant who had no credit rating. Reference showed that he always paid cash and neither sought nor received credit. The firm in question refused to sell him; they had no assurance of his soundness, no other testimony of his disposition to play fair other than that he paid as he went, so they positively refused to do business with him. He asked no accommodation at their hands; he wanted goods and would pay on the spot, yet they positively refused to place his name upon their books in any capacity whatever.

This only goes to show that "no record" is a bad record. The man who is not rated good is bad. Some men will persist in judging every man a rogue until he is proven honest.

Be careful of your credit; you can have no more precious possession than a good name, nor more valuable capital than a credit rating. The practice of having your check received by your creditor the day it is due, instead of sending it on that day, is a trifling thing, yet it will not go unnoticed. Trifles like this supplement your rating in dollars and cents, and help to stiffen it. Make no promises you cannot keep, and whether prompt or slow, be as good as your word.

There is only one way to make a successful
business. That is to handle only
such goods as are known

to the public
for their
high quality.

Such goods
are the kind
we handle.

Would you
like to try
a sample
order?

Crown Brand Flavoring Extracts.

Their purity commends them to the wise
cook. Their popularity commends them to
the dealer.

Lorimier's Sauce.

Made from the purest materials—once used
always used. Put up in half-pint and pint
bottles.

Buchanan's Marmalade.

A shipment just received of Buchanan's Scotch
and Home-Made Marmalade. The very
best. Made from new fruit. In glass jars
and 1-lb. tins.

Buchanan's Candied Peel.

Fresh and pure Lemon, Orange and Citron
Peel. There are none better and few as good.

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Now is the time to place your orders for
Maconochie Bros'. Pickles, Fish, etc., for
Spring shipment.

ROBERT GREIG & CO.

— MONTREAL

Your Customers are getting tired of Apples

Give them something for a change. We have a large assortment of DRIED PEACHES, APRICOTS, EGG PLUMS, Etc., at low prices. Send along your orders.

H. P. ECKARDT & CO., WHOLESALE GROCERS, TORONTO.



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“DIAMOND”

Used by thousands of Canada's best cooks, and emphatically endorsed by them. Have you offered this to your customers yet? It is beyond all doubt the best low-priced powder within the reach of the people to-day. We didn't always sell it so cheap, but our facilities are now greater and the ingredients lower, and the retailer and consumer get the benefit.

“There's none better—not even at twice the money.”

1-lb. tins, 2 dozen in a case	\$1.20 per dozen.
½-lb. “ 3 “ “ “	90 “ “
¼-lb. “ 4 “ “ “	60 “ “

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PROSPECTS FOR RECIPROCITY.

ONE cannot tell what a day may bring forth in national life any more than in the individual life; but, judging from the present outlook, the prospect for reciprocal trade relations between Canada and the United States appears to be remote indeed.

As every newspaper reader is aware, a movement is on foot in the United States to rehabilitate the reciprocity policy, fathered by the late James Blaine, and given effect by the McKinley tariff. But in all the discussions which have taken place practically no reference has been made to a trade arrangement with Canada. Reciprocal trade relations with the republics of South America is the one object apparently sought.

Only last week the National Association of Manufacturers in session at Philadelphia signified its approval of the principle of reciprocity, but it is evident from a perusal of the resolution which was adopted that it was designed that Canada should not come within the provisions of the scheme. Here is the resolution in question:

Resolved, That Congress be invited to re-establish and extend the system of reciprocity which may be employed to secure for us tariff favors in Latin-American and other markets in which we are the largest buyers, while Europe is the preferred seller solely because of the lower wage rates and lower general costs of production in European factories.

He who runs may interpret this.

Of course, the attitude of the United States in regard to this matter is not very satisfactory to Canadians.

At least nine-tenths of us in this country are in favor of extended trade relations with the United States on an equitable basis. We would be foolish if we were not. Individuals do not hesitate to enlarge business relations with each other. And nations are aggregations of individuals.

But Canada will not mourn like men without hope if the United States refuses to be a party to reciprocal relations with her.

If the United States sets more value upon the trade of a group of semi-civilized republics, whose purchases from it aggregate but a few million dollars, more than it does the fifty-five million dollars worth of goods it sells to Canada annually all we can do is to stand aghast at the short-sightedness of its statesmen and business men.

The United States' total exports last year to the five Central American republics aggregated but \$7,844,880; to eight countries comprising the West Indies, \$26,541,529; and to twelve countries in South America, \$36,296,984. A total all told of \$70,683,393, divided among twenty-five countries, or only about ten millions more than to her near-by neighbor alone. Of course, it is only with comparatively a few of these countries that our neighbors expect to make treaty arrangements. It is only fair to state that the figures above given do not include the exports of the United States to Mexico, valued at \$19,000,000.

Canada is by no means dependent upon the United States, and if our cousins across the border have an idea to the contrary they never had a more erroneous one.

Canada is by far a better customer of United States products than the latter is those of the former: Of the total exports of this country 36 per cent. go to the United States, but of our total imports a percentage of over 50 per cent. comes from the land to the south of us.

THE CANADIAN GROCER only wishes that the efforts of the Government to bring about a reciprocity treaty with the United States might be successful, but we are decidedly sceptical about the matter. And in the meantime we should redouble our efforts to develop our export trade with Great Britain and other countries.

FURTHER ADVANCE IN CURRANTS

CURRANTS have experienced another advance during the past week, private cables received in Toronto this week quoting prices 6d. higher, with the tendency still upward.

The strength of the market is due to its statistical position, stocks in Greece being less than one-half what they were this time a year ago. Stocks in all the chief consuming centres are also lighter than usual. This latter remark also applies to the local market.

Last year at this time the market fluctuated a great deal, with the tendency as a rule downward. The remembrance of this fact caused importers to exercise caution with the result already cited.

As already noted, the tendency of the market is now upward, while prices are from 3 to 4s. per cwt. higher than those which obtained a year ago.

A LESS VEXATIOUS TARIFF.

WHILE very little can be gained from the Ministers as to what they propose doing in a general way with the tariff, THE CANADIAN GROCER learned from a member of the Government that one important object they will have in view when preparing a new tariff will be to simplify it as much as possible.

For the past two years this policy has been continually advocated in these columns. Hon. Clarke Wallace endeavored to make changes, but he had a hard fight with the permanent officials and politicians.

The ordinary Customs officer imagines the tariff is made for him and not for business men and the country. He is fond of red tape, and is continually making regulations for importers. These suit his own convenience, but they harass the importer. The Government has selected the officials for their political and not for their practical business experience. By chance we occasionally get good men.

A sample case was mentioned the other day by a Montreal dry goods merchant. A man who knows nothing about dry goods was appointed assistant to the appraiser in dry goods. He had been a dealer in hides.

The evidence given before the Commission at every point emphasized the strong feeling among business men against the vexatious annoyances to which they are subjected by officious officials and unfair rulings. It is also likely that a strong effort will be made to reduce to a minimum the different valuations for duty of the same article at different points.

Among the hardware jobbers it is generally understood that there will be a reduction in the duty on shovels. We doubt if there is any ground for this rumor. Still it is what might happen in view of the very injudicious action of the shovel manufacturers in combining to pay a large sum of money to American makers to keep them out of this market.

SHARP ADVANCE IN VANILLA BEANS.

During the past three or four months vanilla beans have been advancing in price by leaps and bounds. Ordinary qualities of Mexicans, which could have been purchased a year ago as low as \$6 to \$8 per lb. are now held at \$9.50 to \$12, and are scarce. This is caused by a partial failure of the crops in all the principal places of growth, and it appears unlikely that any great decline in prices can take place during the next year. This will in all probability have a tendency to increase the price of extract of vanilla, which is one of the most popular flavors in use in this country.

WANT CITY POSTAGE REDUCED.

AT the recent annual meeting of the Montreal Board of Trade, J. B. Learmont, of the firm of Caverhill, Learmont & Co., spoke strongly in favor of the reduction in the rate of city letters from two to one cent.

He contended, and with considerable reason, that the cities and towns were taxed in order to make up for the deficiency that occurred in the country.

A large proportion of the city postage was distributed by the Government at practically little or no cost, being simply dropped in the post office and called for without ever touching the hands of the carriers.

He made the strong plea that by maintaining the present rate the country rather lost than gained in revenue, as many merchants found it cheaper to employ one of their junior clerks part of the day in delivering business letters than to pay postage on them.

The board had called attention to the matter before, but he presumed that it had been pigeon-holed like many other petitions.

The business men should keep persistently at the Government, which was the only way to secure the desired reform.

A motion in accordance with his remarks was unanimously adopted, and the Government will be again petitioned.

Everything is changing these days: Even Jack Frost is being cut out of his job by the ice machine.

PEPPER STILL ADVANCING.

Pepper, both black and white, continues to advance in the primary markets.

Compared with a year ago, prices are fully $1\frac{1}{2}$ c. per pound dearer. The lowest point touched last year was the lowest ever known.

Stocks in both London and New York are much reduced. One reason for this is that during the last three years the pepper market has been an unsatisfactory one, advancing one day and receding the next, thus causing a lack of confidence and an absence of buying.

Shippers' agents report that a few good-sized orders have lately been placed in Toronto, but as a rule there is not a great deal being done in this commodity.

CALIFORNIA ORANGES ARE KING.

California oranges are king on the Canadian market at the moment.

In spite of the fact that they are materially higher than the Valencia product, the demand for them is much keener than for the latter.

The way things are at present on the Toronto market wholesalers report that it takes about as many weeks to dispose of a carload

of Valencia oranges as it does days a carload of the California product.

California oranges are not only larger than usual, but the quality this season is exceptionally good, dealers declaring that they have not had as good fruit of the kind since the calamity which befel the Florida orange a couple of years ago.

WANTS NO DELAY.

THE question whether prospective changes in the tariff should take effect at once in the ordinary course or whether a certain space of time should elapse before they go into effect is attracting a great deal of attention.

A leading manufacturer, speaking of the matter the other day, delivered himself as follows: "There are good arguments in favor of both courses. It is unquestionable that sudden changes in the tariff are a hardship in many instances, and frequently inflict serious losses on importers. Still, I think that with the conditions as they are, the chief object to be strived for is to dissipate the present contraction in business. The Customs returns prove this. At Montreal the duty collections for January were \$517,362, against \$773,184 in January, 1896, a decrease of \$255,821. At Toronto they were \$312,507, against \$418,925, or, in other words, there was a falling off at the two centres of \$362,239 during the past month.

"I contend that such a shrinkage is abnormal, is mainly owing to the uncertainty regarding the tariff changes, and anything calculated to prolong the undesirable condition of affairs is prejudicial to the best interests of the mercantile community. Besides, the general belief is that the alteration will be in the direction of declines. In this event there is nothing to be gained by delay. Then, with importers confining themselves, as they now are, to the barest necessities, the inconvenience, even in case of an advance, will be slight. Altogether to my mind it seems highly advisable that the proposed tariff changes should be brought down and go into effect with as little delay as possible."

CHANGE IN AN OLD FIRM.

After nearly 40 years in the grocery trade Mr. M. Masuret, of the wholesale firm of M. Masuret & Co., London, has decided to retire from business. The business itself, however, will still "go marching on," Mr. Masuret having transferred it to his three sons, William, E. J., and Albert, who will continue under the old firm name.

THE CANADIAN GROCER hopes that health and long life will attend him in his retirement, and that the success which attended him will follow his successors.

HINTS FOR STOREKEEPERS.

Editor CANADIAN GROCER,—As you are aware, I have been traveling a good deal west of Toronto since the first of the month, and as I once sold sugar, tea, etc., behind a grocer's counter and am now trying to induce the grocers to buy a good article from me, I naturally allow my eyes to wander over every grocery I call upon to see how the store is conducted, etc., and I must say we have hundreds of people selling food stuffs who have very little idea of the "fitness of things," as far as the arrangement of their stocks is concerned. So many have their teas, coffees, butter, coal oil, etc., jumbled up that I often wonder they ever sell one dollar's worth. I have repeatedly (in my most polite way) suggested alterations that, I am pleased to say, have been accepted and acted upon in almost every case with pleasure, but there are some men whom, to offer such a suggestion, would be to gain their everlasting enmity, and a traveler can't afford that in this age of competition.

I hope every grocer in Canada will read this and profit by it. Stocks should be so arranged that the flavor of the coffee is not affected by the odor from his spices. Butter, lard, etc., should be kept away from the fish barrel. All canned goods, woodenware, etc., can be near any of the above, but the general mixing up of groceries is to cause danger to the fine flavor of many of the articles the merchant has for sale. In one store I noticed that the boxes of biscuits were without any covers, all exposed to the atmosphere, dust, etc., and, to crown all, the biscuits were immediately above boxes of laundry and toilet soap, likewise exposed, and lending their beautiful flavors to the biscuits. Above all, no grocery store should be left at night time without some opening whereby a supply of fresh air can be admitted into the shop, if not, then the smell of fish, butter, soap, coffee, etc., is transmitted one to the other, and the whole is ruined. If you doubt this, observe the awful conglomeration of smells that meet you on "opening up" in the morning.

DRUMMER.

Work like a nigger if you would enjoy the comforts of a white man.

JUMP IN MATCHES.

For some time there has been a great deal of senseless cutting among the makers of matches in Canada. And to such an extent was this carried on that the manufacturers were actually losing business.

During the last few days, however, an arrangement has been made whereby prices have been advanced 40 to 50c. per case. The new figures are given in our prices current.

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MR. A. E. KEMP.

BY W. L. E.

THE Toronto Board of Trade is to be congratulated upon its wisdom in selecting Mr. A. E. Kemp as its second vice-president, while it was a tribute to Mr. Kemp's ability in electing him to the office by acclamation. Mr. Kemp did not seek the honor; the honor sought him. That the Board will ever regret the wisdom of its choice is about as likely as it is that water will refuse to find its level. Mr. Kemp is a man who when he puts his hand to the plow never turns back. In business he does with his might what his hand finds him to do, and it is safe venturing that the same peculiarity will characterize him in his conduct of the second vice-presidency of the Toronto Board of Trade.

Mr. Kemp first saw the light of day in the Eastern Townships, Quebec. That was in August, 1858, not yet 39 years ago. The inducements for him to remain in his native place were brighter than they are for a good many boys: His father was a farmer, besides controlling other industrial enterprises in the neighborhood. But the subject of this sketch had made up his mind to seek a larger sphere, and, accordingly, in 1874, at about the age of 16 he set off for Montreal to court fortune there. In his inside pocket he carried testimonials, but under his vest he had what was still better, namely, a determined and resolute heart.

On one occasion, while conversing with Mr. Kemp about his first venture from home, I remarked: "What avocation had you planned out for yourself?"

"None; I only wanted to get away from the farm."

When young Kemp reached Montreal he realized that distance indeed often lends enchantment to the view. The year Mr. Kemp went to Montreal was just about the dawn of that period of depression which spread over the American continent, and it was by no means an easy thing for young Kemp or any other boy to find work. But, nothing daunted, he persevered until he at last found employment in a retail hardware store.

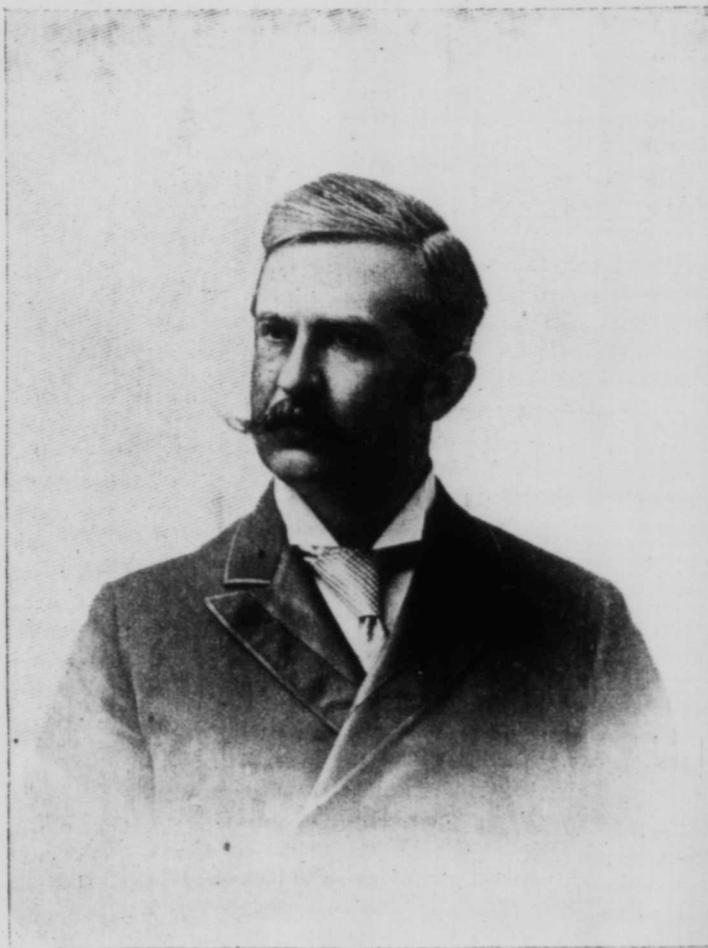
There is a divinity that shapes our ends,
Rough hew them how we will

sings the poet. And it seems to me that it

was a divinity that shaped the boy Kemp's course. At any rate, that retailer's store was the stepping stone which eventually led him to where he is to-day.

In 1885 Mr. Kemp removed to Toronto, where he became a partner in the manufacturing business owned by Mr. McDonald at Gerrard and River streets, under the style of McDonald, Kemp & Co. Before the expiration of two years, however, the partnership was dissolved, Mr. McDonald retiring.

Mr. Kemp soon after associated his brother, W. A. Kemp, with him and re-organized the business, the firm name be-



Mr. A. E. Kemp, 2nd Vice-President Toronto Board of Trade.

coming what it is to-day, namely, the Kemp Manufacturing Co.

Besides getting a new name the business took, as it were, a fresh start in life. Besides having confidence in himself Mr. Kemp has also confidence in the country, and one of the first things he decided upon after the new firm had been launched was to undertake the manufacture of many of those lines appertaining to the sheet metal trade which hitherto had been imported. Besides extending the lines of stamped tinware, etc., it was decided to manufacture a number of specialties. About five years ago the bold venture of manu-

facturing enamelled ware was undertaken. This was one the most important things the firm has so far undertaken, for not only was there the difficulty of working out the secret of producing a first-class article, but there was the keen competition of the German and United States manufacturers to contend with. The success which attended the efforts in this direction are too obvious to need any elucidation on my part. The company's business now extends from the Atlantic to the Pacific. In the Maritime Provinces, when Mr. Kemp came to Toronto, the demand for the lines he manufactures was largely supplied by the United States. He decided it should be captured for Canadian manufacturers, and he, with his competitors, has secured the desideratum.

The expansion of the firm's business has naturally necessitated an extension of the firm's premises. And this has gone on to such an extent that the works of eleven years ago would scarcely be recognized in the works of to-day.

In 1885 the only substantial brick building was that immediately on the corner of Gerrard and River streets. It was 90 feet deep by 40 feet wide. Since then that building has been enlarged until it to-day extends for a distance of 410 feet along Gerrard street. This building ranges from three to four storeys in height. Then, on Bell street has been erected a large enamelling factory and an extensive warehouse. The latest improvement in the way of buildings is the erection of a new engine and boiler house and the putting therein of a new steam and electric lighting plant. The steam plant consists of two new engines.

One is a compound Wheelock, with a horse power of 250, while the other is known as the Ideal, and its particular office is to generate electricity for the 450-light dynamo. In the boiler room there are two high-pressure boilers. The boiler and engine rooms combined have a frontage of 85 feet by 40 deep. The new smoke stack is about 200 feet high.

But I am getting away from Mr. Kemp. And, in getting back to him, I am reminded of a conversation I once had with him regarding young men launching out into life.

"Now," I said to him, "you have had a great deal of experience in life, even if

you are but a middle-aged man ; what advice would you give a young man who was starting out into life ? ”

“ Briefly, my advice to any young man,” rejoined Mr. Kemp, as he swung around in his chair, “ is this : Be careful what avocation in life you select. And then, having selected it, stick to it. In other words, set a goal and steer for it all the time. Never change from one thing to another. Every day that a man spends in one particular avocation naturally gains him experience. Well, is it not unwise for him to take up another and distinct avocation and throw all that experience away ? Then, let there be no such word as ‘ can’t. ’ It is time enough to say ‘ I can’t ’ when the effort has failed. Another thing, ‘ Never put off till to-morrow what you can do to-day. ’ ”

“ As far as Canada is concerned,” said Mr. Kemp to me on this same occasion, “ I hold that there is lots of room at the top in this country for young men who strive to get there. Economic conditions are changing, but I have every confidence in the Dominion. I always had. And when young men of my acquaintanceship were running off to Boston, New York and Chicago, I decided to stay on. This is a great country. ”

A few days after the Board of Trade elections I was talking with a gentleman regarding Mr. Kemp's qualities. This gentleman knew him in Montreal as well as in Toronto, and this is in substance what he said : “ He is one of those men who would make this country if he only had a chance. Mr. Kemp is a man of enterprise, who has confidence in this country. Combined with that is that integrity that brings about the development of national industries, and during times of trial and depression would carry the community through to a better state of affairs again. Then there is his quiet, confident bearing. I like that. ”

Mr. Kemp is connected with other local industries besides his own business, and is president of the Manufacturers' Association.

During the last general elections of the Dominion Mr. Kemp's name was actively canvassed for Parliamentary honors. And it is to be hoped that his business interests will some day allow him to accept the honor which so many of his fellow-citizens are desirous of bestowing upon him.

PERSONAL MENTION.

Mr. W. H. Clemes, of Clemes Bros., and Mr. Howard Clemes, of D. Gunn, Bros. & Co., left on Tuesday last for a trip to Jamaica. They will be away about a month.

Major A. G. Campbell, representing the MacLean Publishing Co.'s admirable trade journals—Dry Goods Review, CANADIAN

GROCER, Hardware and Metal, Printer and Publisher, Bookseller and Stationer and Military Gazette—is in town on business. Mr. Campbell has just returned from a thorough trip of the Northwest and British Columbia, and, like most travelers, is immensely pleased with the far west. He speaks in glowing terms of the wealth and prospects of British Columbia, and has a specimen of the Le Roi gold ore in his inside pocket the place where he carries his wad of mining stocks.—Brockville Daily Times.

WINDOW DRESSING HINTS.

“ HARLEM GROCER ” writes as follows in Retail Grocers' Advocate regarding window dressing :

“ I think there is one part of the grocery business, which is not very well understood by the majority of grocers, I mean the art of window display. I will give my idea of it and start the subject in your valuable paper :

“ To fix up a good grocery display is not to bring into a show window an agglomeration of cans, bottles, cases, barrels, etc., but in order to make a success of it, it is necessary to study the use of each article. Take, for instance, such articles as preserved fruits and sweets, which are mostly intended for dessert ; it is a good policy to introduce the original fruit and show with the preserved, so as to give a chance for comparison and to let people see what kind of stuff the preserves are made of. It is also best to display them in just about the same way as they would be served ready to eat. I think by showing bottles of any kind of fruits with a big jar of the same is a good idea, as the latter gives more chance for people to appreciate the quality of the goods. Leaving fruits aside and coming to canned fish and vegetables, a different sort of display must be made, introducing samples of natural goods displayed, surrounded with cans of the same. If the whole is surrounded with spices it makes a very inviting display. Of course, these suggestions do not seem to be of much account on paper ; it is for the window dresser to know how to profit by them. My display of groceries only consists of fruit—that is, the fresh and the same preserved. I also display the fruit liquors for beverages, and have a display of preserved olives and pickles in the rear. I also show samples in bottles of asparagus, peas, French beans, carrots, etc., to give it a general grocery appearance. This being my first attempt of this kind of a window, my ideas have not quite been carried out to advantage, but I have been successful in pleasing the public and in making everybody's mouth water who has seen the display. ”

SUGAR NOT INJURIOUS.

A writer in The Contemporary Review devotes most of an article on champagne to the popular idea that gout is produced by the sugar contained in that drink. The paper is “ not a medical paper,” but the writer brings forward considerable evidence to show that champagne has nothing to do with the production of gout, and in an aside speaks of that other popular notion that sugar destroys the teeth. He says :

“ In corroboration of the fallacy of the sugar and gout idea it may be mentioned that the still more reprehensible dogma, from a sanitary point of view, that sugar ruins the teeth, is equally false. Indeed, how the idea ever came into existence is a mystery, seeing that the finest, whitest and strongest teeth are found in the mouths of negroes brought up on sugar plantations, who, from the earliest years upward, consumed more sugar than any other class of people whatever. Those at all skeptical of the value of this fact have only to look around among their personal friends and see whether the sugar eaters or the sugar shunners have the finest teeth, and they will find other things being equal that the sugar eaters, as a rule, have the best teeth. The only possible way for accounting for this libel against sugar seems to be by supposing that it originated in the brain of one of our economically disposed great-grandmothers at the time when sugar was two shillings a pound, in order to prevent her children gratifying their cravings for sweets at the expense of the contents of the sugar basin. ”

MAXIMS FOR ADVERTISERS.

Honesty is the best advertisement.

There is no politics in an advertisement.

An advertisement pulls in every direction.

Business needs advertising as the flowers need rain.

When a merchant drops his advertising something is going to break.

Advertising is the locomotive that butts the bull of dullness off the bridge.

Praying without ceasing is to religion what advertising without ceasing is to business.

The larger the cheque the advertiser draws, the larger the trade the advertisement draws.

As all roads lead to Rome, so do all advertisements lead to the advertiser's place of business.

An advertisement is an inclined railway down which trade slides without pushing and lands in the advertiser's bosom, as it were.—Fame.

THE POINT OF VIEW.

THERE'S a great deal of unnecessary discontent among merchants nowadays, writes "C.B.R." in Grocery World. My business necessitates that I shall go among all classes of small merchants, grocers, hardware men, dry goods men, clothing dealers, and so on. I reflected last week, after a hard day's tramping among them, that I hadn't heard a single bright expression regarding the future from a single one.

One hardware man said to me: "Oh, this business is all cut to the deuce? I was a fool to go into it! Now, if I'd only learned the dry goods business, or the grocery business, or some other nice, easy profitable line, how much better I'd be off."

A grocer said to me: "If you know any boy who talks about learning the grocery business, for heaven's sake stave him off! The young man who learns the business nowadays will starve to death or lose a lot of money, one of the two. I've had this store here for 18 years, and I'm only making a bare living. Last year I lost money. Every day I kick myself because I didn't go into some other business!"

A clothing man talked to me thus:

"My business is awful! You see, the trouble with the clothing business is that people will economize in clothing when they haven't got any money, or else they'll get the clothes on credit. Either is about as bad as the other. I regard the grocery business as the best to be in nowadays. The grocer sells the necessaries of life. People have got to eat, while they haven't got to buy new clothes, or jewelry, or lots of other things. I believe the grocers here are about the only people who are making any money."

And that's what I heard everywhere. Every man's business was terrible, and they all regretted not having gone into something else. At least they said they did, but my private opinion, expressed confidentially to the readers of The Grocery World, is that every last man of them would fight a good while before he would give up his business for any other. "We never miss the water till the well runs dry," you know. A thing gets more valuable and more desirable according as the danger of losing it increases.

WHITE TEA OF PERSIA.

The British Consul at Ispahan has sent home a small quantity of the "white tea" of Persia for the Museum of Economic Botany. The tea proved to be very similar to that described in The Kew Bulletin under the name of P'u-erh tea, in 1889. The nest of this tea is said to be reserved for

the Court of Peking. The sample from Yezd was composed of the undeveloped leaf buds so thickly coated with fine hairs as to give them a silvery appearance. The liquor from the Persian white tea was of a pale straw color, with the delicate flavor of good China tea. It is not unknown, but now little appreciated in the English market. The following particulars respecting it were communicated by a well-known firm of tea brokers in London: "This class of tea has been very scarce during the last few years upon the London market, the price which the English trade were prepared to pay being very unsatisfactory compared with that which could be obtained in Persia. In London this class of tea is called 'Flowery Pekoe Congou,' and the last lot that we remember having seen, which was some two or three years ago, we ourselves sold to a client in Constantinople, the tea evidently being destined for the Persian market. For home consumption this tea is not worth much more than 1s. per pound, but for export purposes good specimens command as much as 3 to 5s. lb."

SOME STRANGE TEA NOTES.

Lovers of the fragrant cup of tea, as we know it in Britain, would scarcely recognize their favorite drink were they invited to partake of it with their Tibetan brethren, who are no less devoted to tea, made after their own particular fashion. Brick-tea, made at best of the offscouring and dust of tea leaves and stems of the tea plants (though more often of any worthless plant dust) is used by them, instead of the crisp, curly tea leaves we employ. It derives its name from the dust being pressed into hard, solid, brick-shaped lumps, from which pieces are clipped when tea is to be made.

Substitutes for tea have been found at different times by settlers in out-of-the-way places. Thus, in Tasmania and the Falkland Islands, the leaves of certain myrtles have been used to make "tea," and from this fact have received the name of "tea trees." The Tasmanian "tea tree" is usually a shrub. The leaves are too aromatic to produce a really satisfactory infusion. The "tea tree" of the Falkland Islands has less aromatic leaves, which, therefore, give a more palatable beverage. The leaves of another variety were used for a similar purpose by the crews of Capt. Cook's ships, who found this "tea" passable, though, if made too "strong," it had an emetic tendency, as has what we call green tea. These leaves, if added to spruce leaves, in equal quantity, modify the astringency of the beer brewed from the spruce leaves, and much improve its flavor.—Chambers's Journal.

WHERE CREDIT IS NECESSARY.

THE Washington Evening Star tells a story of a Kentucky postmaster which illustrates the value of credit and the resourcefulness of both buyer and seller in the case rather than the advantages enjoyed by Kentucky trading postmasters.

Most salesmen would have left the trader to buy the postage stamps of the Government, and by so doing lose the sale of his goods. The trading instinct in this instance came to the fore and made both ends meet.

"I obtained a peculiar order from a Kentucky storekeeper," said a cigar salesman. "I left the railroad to work some interior towns and stopped at the country stores en route. At one of these places I found a man whom the commercial agencies gave a good rating and who acted as postmaster as well as storekeeper. I handed him my card, and he said:

"'Thar ain't but one thing yo' kin sell me.'

"'What is that?' I enquired.

"'Yo' kin sell me 'bout \$50 wuth o' stamps, envelopes an' postal kyards.'

"'Why, you can get them from the Government.'

"'No. I kain't. Yo' see they won't credit me. I hev ter sell stamps an' put 'em on people's bills, but th' Government won't let me hev none 'thout sendin' th' money. 'Tain't right, o' cose, fer I'm good, they orter know thet. But I hain't got a stamp nor a kyard in th' office an' no way ter git none. I'll hev ter buy 'em somwhars.'

"After becoming convinced of the man's solvency, I sold him a line of stamps, stamped envelopes and postal cards, to be shipped with a bill of cigars."

HAS GOT TWO STOCKS FOR SALE.

Mr. James Adams, formerly manager for Smith & Keighley, can be found for the time being at 154 King street east, near St. Lawrence Market, Toronto, where he has two stocks of groceries to dispose of, both in a jobbing and retail way. The stocks are those of Peters & Co. and Munro & Co. This latter stock Mr. Adams purchased at 45c. on the dollar and consists of exceptionally fine goods.

Fresh salt water herrings are offered by Lucas, Steele & Bristol in barrels and casks. They are big Newfoundlanders; not ordinary Nova Scotians.

E. C. Harvey, druggist, has purchased the grocery business of J. T. Clarridge, Mitchell street. The business will be carried on by Mr. Harvey's father-in-law, of Mooretown.—Times, St. Thomas.

MR. JOHN MCKERGOW.

FORTY odd years or so ago a boy of Scotch parentage was born within sound of London's famous Bow Bells who was destined to make his mark in the Canadian business community. This youngster was John McKergow, the popular Montreal merchant, who was elected to the presidency of the Board of Trade last week.

Although born in the world's metropolis, the new president is a native Montrealer to all practical intents and purposes, as he came to Canada with his parents when very young. They settled in Montreal, and their son, John, was educated with a number of others, who now are also leading merchants of the city, at the old McGill Model School.

Leaving school, young Mr. McKergow entered the employment of the Grand Trunk Railway, and was with that company for several years. While still a railway employe he attracted the attention of A. A. Ayer, the senior partner of the firm of which he now is a member. This discovery of men with latent valuable talent is a characteristic of Mr. Ayer, and not a little of the success of his great business depends upon this faculty of his to select and pick out the right men for his purposes. Mr. McKergow is, of course, the most notable example of it, but other employes of the old house have made a success in business for themselves, Messrs. Duckett and Hodge being two other examples. However, to get back to our mutton, it was not many years before Mr. Ayer was convinced that his judgment in regard to John McKergow was correct.

After two or three years as an employe he was promoted to be a junior partner, and has now been for a number of years a full partner in the enormous export business that A. A. Ayer & Co. carry on. It is probably the largest dairy produce business in the world and some idea of its magnitude may be gathered from the fact that last year this firm exported over 500,000 packages of cheese and butter which approximately represented a turnover of over \$4,000,000. It is questionable if there is another individual house in Canada, in any branch of trade, that handles such a volume of business as these figures involve. Mr. McKer-

gow has been closely identified with the development of this great house, and not a little of its present position is due to his keen business sagacity. Perhaps the most striking characteristic of Mr. McKergow—and one that in the opinion of those who know him well is largely responsible for his success—is his faculty of discernment or power of quick analysis.

His intimates state that the promptitude and soundness of his judgment in business matters is almost marvellous, and how valuable such a faculty is to a merchant engaged in a business where speculation so largely enters as the exporting of dairy produce



Mr. John McKergow, President Montreal Board of Trade.

need not be dwelt on here. In a word he, like a few other lucky men, has the gift of promptly seizing on the fallacy or soundness of any certain line of argument submitted to him for consideration. For this reason he has always been considered an invaluable man in committee ever since his connection with the Council of the Board of Trade. Another equally strong trait is his unassuming nature.

Like many another Scotchman he is a believer in the adage that in the great majority of cases silence is golden. He is disposed to let others do the talking if he will be allowed to do the thinking, and it is cer-

tain that this habit of his has meant a lot of money to his firm. No one can say that John McKergow ever committed himself in any way. But while a silent man in the general acceptance of the term, when the occasion arises he possesses in a high degree a power of curt, concise expression that is far more effective than the gift of florid eloquence. It is at such times that the dry, cutting humor inherited from his Scotch forbears comes out strikingly. In fact, it is frequently epigrammatic.

His associates tell numberless stories of this faculty of replying with a single phrase or sentence. Perhaps one illustration will suffice. In the early days of his partnership Mr. McKergow, on one of his visits to England, made annually in the spring months, had what he would himself call an "irregular," but considerable line of cheese to dispose of. One gentleman who inspected the lot was especially fluent regarding the defects, and he himself tells the story. He dilated at length on this and that fault, to all of which Mr. McKergow listened in silence. Finally, when the Englishman had exhausted his flow of adjectives, came the reply, like the stroke of a scimitar, to all his verbiage—"you have forgot the boxes." It is not related whether the Briton took the cheese, but if he didn't he ought to.

Mr. McKergow's judgment of quality in regard to the delicate goods handled by his firm is second to none. In fact, he is considered one of the best judges in Canada, as attested by the frequent demand for his services at the different annual exhibitions. This and his ability as an economical buyer are proverbial in the trade of which he is a member. In addition to his connection with A. A. Ayer & Co, Mr. McKergow is largely interested in real estate in Montreal, is a director of the Laprairie Brick Works Co., the Laurie Engine Co. and other industrial works. He has been a member of the Council of the Board of Trade since 1893, and for two years was the second vice-president.

It is well to keep in mind Bacon's famous saying, that "There be three things which make a nation great and prosperous: A fertile soil, busy workshops, and easy conveyance for men and goods from place to place."

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HOW CURRANTS ARE PICKED, PACKED AND SHIPPED.

THOSE who enjoy the delicate, sweet raisin in Christmas plum puddings and fruit cakes seldom think how many miles it has traveled to tempt the American palate. For more than half a century the Peloponnesus has supplied the markets of the world with currants. Throughout the Morea the fertile valleys between the mighty ranges of rugged and often barren mountains are literally covered with currant vineyards. The demand for currants became so great about ten years ago that the Greek peasants cut down splendid olive groves, some of them centuries old, to make way for the currant vine.

Patras is the port from which these small grapes are shipped. About the 1st of September the Gulf of Patras begins to be crowded with the vessels of every nationality. On every road leading to the city a peculiar caravan may be seen slowly coming to meet these ships. These caravans consist of a long line of small donkeys across whose back are balanced two heavy bags of dried currants. The leader of the procession is generally a stalwart Greek peasant, dressed in white fustina and gayly embroidered jacket.

When the currants reach Patras the shipper or middle man is ready for the farmer. He buys for cash as cheaply as possible, and sells to the commission merchant at a much better price. The primitive caravan returns to the interior village well satisfied with the exchange, and the fleet-winged sail ships or steamers bear tons of the fruit away over every sea. The peasant is generally pleased with his bargain, because his currant vines need very little attention. The soil and climate are especially adapted to the culture of this sweet little grape. The only trouble comes when the crop is about to be harvested. At this time the proprietor builds a kind of roost—something like a wild duck blind—in a tree near the middle of his vineyard. He remains in this roost all day, armed with a long-barreled rifle, which he understands thoroughly, and will not hesitate to use, on the lookout for thieves, to whom the rich purple clusters are a great temptation. It is not considered a crime in the interior of the Peloponnesus to kill a man who steals currants at this season, and I doubt if a Greek jury could be found who would condemn a vine-grower for protecting his property in this summary and very effective manner. In addition to the long-barreled rifle the proprietor's watch is shared by two or three dogs nearly as large and quite as fierce as the notorious shepherd dogs which tend the flocks of sheep on Mount Parnassus.

The method of packing these grapes is

unique and interesting. A description of it is not calculated to whet the appetite, but the process is worth knowing. The peasant empties his bag of dried currants on the unwashed floor of the shippers' store room. When the store room is full, the currants are packed in barrels for American ports, and in boxes for other markets. The currants are shoveled into these barrels and boxes, while a big Greek, who has previously washed his feet in a tub of salt water, tramples down the fruit. When his feet get sticky, he jumps out of the barrel or box into the tub of salt water. The salt water is used because it is supposed to give a desired flavor to the currants. This water is dipped up in buckets out of the Gulf of Patras, which is an arm of the classic and beautiful Ionian Sea, but this does not ameliorate any of the suggestive features of the operation, even to the most enthusiastic Philhellene. I suggested to several Greeks the advisability of using some American machine, like a cotton compress, for instance, instead of the Greek trampers, but the suggestion met with great scorn. I was informed that the flavor of the currants would be lost, and the absence of the slight admixture of sea water would damage the trade. As I do not wish to injure, but rather enhance, the currant industry of the Morea, I will add that if people stop eating currants because of this method they will also desist from drinking many of the finest wines made in France, Spain, Italy and Greece, for the same reason. Moreover, as soon as Greek currants reach New York they are thoroughly cleansed and repacked for the dealers. In view of the facts presented in this paper, I do not think it would be a bad plan for the American housewives to scald them before they make their Christmas cakes and puddings.—St. Louis Globe-Democrat.

LARGE FRUIT SALES.

The largest fruit sale ever held in Toronto took place on Wednesday of last week. It was held by Clemes Bros. and Mr. G. Mc-William was the auctioneer. Besides local merchants buyers were present from most of the commercial centres in Western Ontario, and the bidding keen and brisk. In about two hours seven carloads of lemons, one carload of navel oranges, besides other descriptions of fruit, were disposed of, and at satisfactory prices. The lemons sold at \$1.50 to \$1.75 per case in carload lots, and the navel oranges at \$3.25 to \$3.70.

A NOVELTY IN ADVERTISING.

A musical grocer in an English town comes out in his local paper with the following: "Free—One lesson (20 minutes)

Money for Words.

We will pay cash 25c. per 100 for the words SUNLIGHT SOAP, cut from top of Sunlight Soap wrappers.

10,000 WANTED.

It will pay to send for samples of our . . .

New Patent Counter Check Books and Trade Due Bills

That are equal to money and save time and annoyance.

James K. Cranston, - Galt, Ont.

violin or mandolin, will be given to everyone who buys one pound of advertiser's two-shilling tea."

FLORIDA STRAWBERRIES.

THE first strawberries of the season come in from Florida early in January, and when weather is mild and favorable shippers often get a few in for the Christmas holiday trade. This year the weather was so favorable that a larger quantity than usual arrived during January. Naturally these berries command high prices when of desirable quality, as the first-class hotels and fancy fruit dealers can work them out, but when they are too green or poor to find buyers from this trade they are neglected and have to sell very low, as ordinary grocers and dealers cannot use them. In fact, regular dealers will not take any until they can obtain them regularly, and at comparatively low prices. The arrivals last month were generally poor, and while a few scattering lots were sold at very fair prices, bulk of the receipts were very difficult to move, and prices ranged so low that wagon boys or vendors were often the chief buyers. It was rather an unusual sight to find these peddlars crying "strawberries" through the streets during some of the severe cold and snowy days we experienced last month. Prices realized for these berries were so low that growers realized little or nothing on their shipments. The recent cold wave which extended into the far south has damaged the fruit and vines to such an extent that advices report that shipments for the present will be entirely cut off, though a few lots are still arriving. Florida strawberries are nearly always small in size, and early in the season they lack color and flavor. Later in the season it is difficult to get them to this market in good shape, as they lack keeping qualities to ship such a distance. Charleston strawberries are usually of much better quality than more southerly berries, and as soon as they commence to arrive the Florida are neglected unless of exceptional quality.—N. Y. Journal of Commerce.

Canned Apples
 "Log-Cabin"
 Brand

Gallon Tins, in Cases of 1/2-doz., - **\$1.20** per doz.
 2-lb. Tins, in Cases of 2-doz., - **.35** per doz.

HUDON, HEBERT & CIE.

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MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

A GOOD deal of complaint is heard regarding the quietness of trade, but in spite of this January business was larger than it was for the same month a year ago. During the past week business has, if anything, improved, and appears on the whole to be fair for this time of the year. Tea is receiving the most attention, there still being some speculative buying. There is a little more doing in sugar than there was a week ago. Canned goods are still quiet and on the whole firm. Currants are cabled dearer, but locally there is no change.

CANNED GOODS.

There is no change in the situation. The demand for all kinds is limited with prices steady on tomatoes, peas, salmon and lobster. We quote standard brands as follows: Tomatoes, 65 to 75c.; corn, 50 to 75c.; peas, 60 to 75c. for ordinary; sifted select, 80 to 95c.; extra sifted, \$1.15 to \$1.30; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.70 to \$1.90; cherries, \$2 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.65 to \$2.25; salmon, "Horseshoe," \$1.37½ to \$1.40; "Maple Leaf," \$1.37½ to \$1.40; Lowe Inlet, \$1.30 to \$1.35, in tall tins; cohoes, \$1.10 to \$1.25; canned mackerel, \$1.20 to \$1.30;

lobsters, \$2.20 to \$2.40 for tall tins; flats, \$2.85 to \$2.90; Canadian canned beef, 1's, \$1.20 to \$1.35; 2's, \$2.30 to \$2.50; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

COFFEES.

There is a fair demand for Rio coffees at unchanged prices. We quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

Trade is quiet. The refineries are offering a few, but there is no demand. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

Trade is quiet and prices unchanged. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

While locally wholesalers are buying a little more freely than they were, the market is not in a satisfactory condition at the moment, on account of an easier feeling in the outside markets in regard to price. In London beet sugar is about 1½d. cheaper. It is said that holders of raws in New York are talking of withdrawing for the present from the market. Granulated is quoted at

4 1-16 to 4.10c., and yellows at 3.35c. up by local wholesalers.

SPICES.

Pepper is higher in the primary market and spices generally are firm. We quote: Pure Singapore black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 12 to 15c. for China and 18 to 20c. for Batavia.

NUTS.

Stocks of nuts on the spot are light, but further shipments of almonds and walnuts are on the way. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.; hickory nuts, \$1.50 to \$2 per bushel; Canadian walnuts, \$1 per bushel.

RICE, TAPIOCA, ETC.

Business continues quiet. We quote: Rice, Standard "B," 3¾ to 3½c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

TEAS.

All grades of Indian are dearer in Lon-

BUTTER TUBS

Best
White
Spruce

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

Write us

WALTER WOODS & CO.

HAMILTON

Brooms, Brushes, Paper,
Twines

Grocers' Sundries

MEADOW SWEET CHEESE . . .

Put up in 3½ and 7 oz. packages, and in 8½ oz. white pots. Stylishly packed. Quality unequalled. Quick seller, good profits and perfect satisfaction.

Address . . .

Meadow Sweet Cheese Co.

Box 2321, Montreal.

INCREASE . . .

117 PER CENT.

OVER LAST YEAR.

"SALADA"

CEYLON TEA

has had the above phenomenal increase during 1896. We propose that it will increase **200** per cent. during **1897.**

DO YOU want to sail with us?
If so, drop us a line at

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

Best for Wash Day. If your customers say



SURPRISE SOAP

is the best Soap, the most economical to use, and want it, why don't you give it to them? most likely you do—it's business,

It pays to do it!

Best for Every Day.

A satisfied customer brings you more money than one whose wants are ignored and overlooked.

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

BRANCHES—

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

don, by fully $\frac{1}{4}$ d. per lb. at any rate, but on the spot here the same grades continue to be sold at old prices. Locally there has been a great deal of enquiry and a great deal of buying of China teas, particularly greens, during the past week. For medium Japan teas, at about 15 to 16c., there has been a good demand. Ruling prices on the Toronto market to retailers are: Young Hyson, 21 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

The week has experienced a further advance of 6d. per cwt. in the price of currants, according to cables received from Patras. There have been some transactions during the week. One was noted in which 1,000 packages were concerned. The retail demand is only light. We quote: Provincials, $4\frac{1}{8}$ to $4\frac{1}{4}$ c. in bbls.; fine Filiatras, in bbls., $4\frac{1}{4}$ to $4\frac{1}{2}$ c.; do, half-bbls., $4\frac{1}{4}$ to $4\frac{1}{2}$ c.; Patras, 5 to $5\frac{1}{8}$ c. in bbls., 5 to $5\frac{1}{8}$ c. in half-bbls., and 5 to $5\frac{1}{2}$ c. in cases; Vostizzas, cases, 7 to $8\frac{1}{2}$ c.

Valencia raisins are still quiet and featureless. We quote: Off-stalk, 5 to $5\frac{1}{4}$ c.; fine

off-stalk, $5\frac{3}{4}$ to 6c.; selected, $6\frac{1}{4}$ to 7c.; layers, $7\frac{1}{4}$ to $7\frac{1}{2}$ c.

Malaga raisins are unchanged. We quote as follows: Blue baskets, \$2.25 to \$3.50; Dehesa clusters, \$3.50 to \$4; Non Plus Ultra, \$6; Imperial bunches, \$5.75 to \$6; Imperial Russian clusters, \$5 to \$5.50.

California loose muscatel raisins are without change. We quote: 3-crown, $7\frac{1}{2}$ c.; 4-crown, 8 to $8\frac{1}{2}$ c.

Figs are dull. Wholesale quotations are: 10 oz., $7\frac{1}{2}$ c.; 10 lb., 9 to 12c.; 18 lb., 11 to 13c.; 28 lb., 13 to 16c.; taps, $3\frac{3}{4}$ to $4\frac{1}{2}$ c.; natural, $4\frac{1}{2}$ c. in bags, and 7c. in boxes.

Dates are only moving in limited quantities. We quote: $5\frac{1}{2}$ to 6c. for Hallowee and 5 to $5\frac{1}{4}$ c. for Kadrowee, net figures.

California evaporated fruits are beginning to receive a little more attention. We quote: Peaches, 6 to $10\frac{1}{2}$ c. per lb., according to quality; apricots, $6\frac{1}{2}$ to 15c.; pears, $5\frac{1}{2}$ to $8\frac{1}{2}$ c.; egg plums, $5\frac{1}{2}$ to 11c.; silver prunes, $5\frac{1}{2}$ to $13\frac{1}{2}$ c.

Prunes of all kinds are neglected. We quote: Bosnias, U's (110 to 113 half kilo), 6 to $6\frac{1}{2}$ c.; C's (85 to 90 half kilo), 7 to $7\frac{1}{2}$ c. per lb. California, 90 to 100's, $6\frac{1}{2}$ c. per lb.; 30 to 40's, $11\frac{1}{2}$ c.

GREEN FRUIT.

California navel oranges are in good de-

mand. On the Coast there has been an advance of 25c. per case, and a further appreciation is expected. Valencia oranges are neglected. There is a fair demand for lemons. Bananas are only moving slowly. Onions are higher. We quote: Oranges—Valencias, ordinary, 420's, \$3.50 to \$3.75 per case; large, 420's, \$5; 714's, \$4.25 to \$4.50 per case. California navels, \$3.50 to \$4. Lemons—Messinas, \$2 to \$2.75 per box for choice to fancy, with prices lower for 25-box lots; cocoanuts, \$3.75 a sack and 60c. per doz.; apples, \$1 to \$1.25 per bbl. for red fruit or greenings, and 75c. for ordinary; onions, \$1.25 per 80 lb. bag for Danvers; cranberries, \$6.50 to \$7 per bbl. for Jerseys; \$3.50 to \$4 for soft berries; cases, \$2.25 to \$2.50; bananas, \$1.25 to \$1.75; grape fruit, \$5.50 to \$6 per box.

BUTTER AND CHEESE.

BUTTER—Receipts, especially of large rolls, are liberal. Choice dairy butter is scarce, while business is quiet. Creamery butter is in fair supply and the demand is good. We quote: Dairy butter—Tubs, 11 to 12c. for good to choice; low-grade to medium, 7 to 8c.; pails and crocks, 11 to 12c.; large rolls, 10 to 11c. for choice, and 8 to 9c. for low-grade to medium; pound prints, 13 to 14c. Creamery—Tubs, 19 to 20c.; 1-lb., blocks, 20 to 21c., according to make.

CHEESE—The market is firm in sym-

BUTTER, EGGS & POULTRY

Quick Sales and Prompt Returns

Graham, McLean & Co.
Produce Commission Merchants
77 Golborne St. TORONTO.

VINEGARS

Made under Government Supervision. Absolutely pure.

BADGEROW SCOTT & CO.
79 and 81 JARVIS ST. TORONTO.

WANTED

A First-Class Agency for

TEAS

Ceylons, Indians, China Blacks, Japans.
From direct importers and shippers.

Write . . . **E. NICHOLSON**

124 Princess Street, **Winnipeg,**
Successor to W. F. Henderson & Co.
Wholesale Commission Merchants
ESTABLISHED 1882

J. F. ROGERS

16, 18 and 20 FRANCIS STREET TORONTO

PORK PACKER, Etc., Etc.

Importer and dealer in best brands of

English Sheeps' Casings

AND

American Hogs' Casings

MANUFACTURER OF

BOLOGNAS, ETC., ETC.

Kettle-rendered Lard of best quality.

..Preservatives and Seasonings a specialty..

SAY! HAVE YOU TRIED OUR "DATE PALM"

NAVEL ORANGES?

THEY BRING AND HOLD CUSTOMERS

CLEMES BROS., - Toronto

pathy with the export demand, which is active. Prices are firm at 11 to 11½c. per lb. for late makes.

COUNTRY PRODUCE.

BEANS—There is no improvement. We quote 50 to 60c. for ordinary and 70 to 75c. per bushel for hand-picked.

DRIED APPLES—There is a little export demand for bright stock, but business is on the whole dull. Jobbers are quoting 2 to 2½c., and the outside figure is about the price exporters are willing to pay for bright stock f.o.b.

EVAPORATED APPLES—Market is dull. Jobbers quote 3½ to 4c. in an ordinary way.

EGGS—New-laid eggs are coming forward with increased liberality and prices are easier in consequence. The ruling idea as to price for new-laid is 17c., but this figure is being shaded. Practically no attention is being paid to cold storage or held stock. We quote: Limed, 12 to 13½c.; new-laid, 17c.

POULTRY—The demand is light and there is not much coming forward. We quote: Chickens, 35 to 50c. per pair; turkeys, 8 to 9c.; geese, 6½ to 7½c.; ducks, 50 to 70c.

POTATOES—Quiet and unchanged at 25c. for carload lots on track and 35¢ out of store.

HONEY—Quiet and unchanged. We quote: Comb, 7 to 8c. for dark and 9 to 10c. for light; strained, 7 to 8c. per lb. for amber and 9c. for clover.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts are fair and prices lower than a week ago. We quote: Wheat, 80 to 81c. for white and 78 to 79c. for red, and 63½c. for goose; oats, 21 to 21½c.; peas, 41½ to 43c.

FLOUR—Prices are easier and the demand is light. We quote in carloads on track, Toronto: Manitoba patents, \$5.05; Manitoba strong bakers', \$4.65; Ontario patents, \$4.40 to \$4.75; straight roller, \$4, Toronto freights.

BREAKFAST FOODS—Oatmeal has been reduced 10 to 15c. per 100 lbs. and rolled wheat is 10c. lower. Business is quiet. We quote: Standard oatmeal and rolled oats, \$3.00 in bags and \$3.15 in bbls.; rolled wheat, \$2.60 in 100-lb. bbls.; cornmeal, \$2.40 to \$2.50; split peas, \$3 to \$3.25; pot barley, \$3 to \$3.25.

FISH AND OYSTERS.

Ciscoes are a little higher while sea herrings, trout and white fish are quoted lower.

The Following Brands Manufactured by

The American Tobacco Co.
OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCOS
OLD CHUM.
SEAL OF NORTH CAROLINA.
OLD GOLD.
CIGARETTES
RICHMOND STRAIGHT CUT.
SWEET CAPORAL.
ATHLETE, **DERBY.**

Bright & Johnston

Wholesale Fruit Importers and Commission Merchants.

Consignments Solicited. 140 Princess St. Market Square WINNIPEG

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

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

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

"SHIPPERS ATTENTION"

Our specialty is BUTTER, EGGS, FOWL for the next three months, and our facilities for its disposal are unexcelled. FOWL—Always dry pick, and NEVER DRAW. Anything you may have to sell in our line we will be pleased to handle on consignment, when your interests will be guarded.

Rutherford, Marshall & Co.

General Produce and Commission Merchants

62 FRONT ST. EAST - TORONTO.

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

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

YOU CAN'T AFFORD TO BE WITHOUT THEM. NOW IS THE TIME TO ORDER

M^cLAUCHLAN'S SODAS

ALWAYS FRESH AND CRISP.

Jas. McLauchlan & Sons Biscuit Manufacturers Owen Sound.

Business is quiet. We quote: White fish 6c.; trout, 6c.; pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, \$4.50 to \$5 per bbl. and \$2.25 to \$2.50 per half-bbl.; boneless cod, 3½c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, \$1.25 per 100; haddock, 5c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; frozen white fish and trout, 6½ to 7c.; sea herring, \$1 per 100; smelts, 6 to 9c. Oysters are quoted at \$1.25 for standards, and \$1.65 for New York counts.

PROVISIONS AND DRESSED HOGS.

Business in provisions has been quiet during the past week, and our quotations are a little lower. Dressed hogs are coming forward freely, especially from Western Ontario. Packers are paying \$4.50 for heavy weights and \$5 to \$5.40 for light weights. The \$5.40 is for northern hogs.

DRY SALTED MEATS—Long clear bacon, 5½c. for carload lots, and 5¾ to 6c. for small lots; backs, 7 to 7½c.

SMOKED MEATS—Breakfast bacon, 10c.; rolls, 7c.; hams, large, 22 lbs. and over, 9 to 9½c.; medium, 15 to 20 lbs., 10c.; small hams, 10½c.; backs, 9½c.; shoulder hams, 6¾c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6¼ to 6½c.; tubs, 6½ to 6¾c.; pails, 6¾ to 7c.

BARREL PORK—Canadian heavy mess, \$12; Canadian short-cut, \$12 to \$12.50; clear shoulder mess, \$10.

SALT.

Business has improved during the past week and prices are without change. We quote at Toronto: In carload lots, \$1 per bbl. and 60c. per sack; in less than carload lots, \$1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

SEEDS.

Markets for red and alsike clovers, as well as timothy, are practically stagnant in

the absence of either local or shipping demand, and any buying just now is purely speculative and at very low prices. A revival of trade is looked for in the near future, when all hope prices may be maintained. Nominal values at present for red clover, \$3 to \$4.50; alsike, \$3 to \$4.25; timothy, \$1.10 to \$1.50.

HIDES, SKINS AND WOOL.

HIDES—Unchanged, with cured quoted at 7¼ to 7½c. Dealers pay 6½c. for No. 1, 5½c. for No. 2, and 4½c. for No. 3.

CALFSKINS—Market is dull at 7 to 8c. for No. 1 and 5c. to 6c. for No. 2. Sheep and lambskins, 90c. to \$1.

WOOL—The market is steady. Combing fleece nominal at 20 to 22c. and rejections 17c. Pulled supers are 20 to 21c., and extras at 22 to 23c.

PETROLEUM.

Business, if anything, has improved a little during the past week. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral 19c. in bulk.

MARKET NOTES.

Sugar is easier in London.

Indian teas of all grades are dearer in London.

Further advances in pepper are announced.

California navel oranges are 25c. per case higher on the Coast.

Cables to P. L. Mason & Co. and Watt & Scott report a further advance of 6d. in the price of currants at Patras.

Shipments of C. Ceroni's brand of currants have arrived on this market, and the excellent quality of the fruit is attracting a good deal of attention. This is the first season this brand has been on the Canadian market.

QUEBEC MARKETS.

MONTREAL, FEB. 4, 1897.

GROCERIES.

THE wholesale grocery market has exhibited few radical changes during the past week, the majority of buyers contenting themselves with hand-to-mouth orders. In sugar quietness is the rule and no speculative spirit whatever is shown, despite the fact that a duty on raw sugar seems to be generally expected. In tea the jobbers have been doing some trading between themselves and also from first hands in all grades and descriptions in the belief that a duty is to be imposed, but the fact has had little influence in spurring retailers into extra activity, for the latter content themselves with filling actual wants. Syrups, molasses, spices and coffees are unchanged, while dried fruits generally are firmly held under light stocks. There has been some demand for canned vegetables and in addition to tomatoes corn and peas now exhibit a firmer tendency.

SUGAR.

The only change in the sugar situation during the week has been a rather unsettled situation outside, but the fact has not influenced the local situation to any material extent. Business shows little improvement over a week ago in spite of the fact that stocks both in second and third hands are generally reported to be light. This is considered all the more curious for though there is possibility of a duty on the raw article, the market is absolutely without speculative feeling, buyers generally showing little disposition to lay in stock ahead. At the refineries car lots of granulated sold at 3¾ to 4c., and yellows, 3¾ to 3¼c., net f.o.b. Montreal. In a smaller way we quote: Granulated, 4 to 4½c., and yellows, 3¼ to 3¾c., as to grade.

SYRUPS.

Demand for syrups continues slow and business is exceedingly quiet at 1¾ to 1½c.

WE ARE
PAYING
CASH
FOR

DRIED
APPLES



W. B. BAYLEY & CO.
EXPORT BROKERS

46 FRONT ST. E. Toronto

Just 2 This Week



But they are
GOOD and profitable.

Our "Crushed" Java and Mocha xtr. is the best value in Coffee on the market. It suits 9 out of 10 of your customers, and the price is right—Send for sample tin, 25-lbs. or 50-lbs.

Price "Crushed" - 20 c. lb.
"Crushed" ground 20½c. lb.

"KOLONA" Pure Ceylon Tea

We ask you to try this Tea ; it is giving splendid satisfaction, and repeat orders are coming in daily—Put up in ½'s and 1-lb. packages—either Black or Black and Green Mixed—to retail at 30, 40, 50, 60 and 80c. per lb. Gives you a splendid profit, pleases the consumer, and assures success to your tea trade—Send us trial order of sample case of 50-lbs.

THE EBY, BLAIN COMPANY LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - CANADA

per pound, as to quality at the factory. In a small jobbing way prices range from 22 to 35c., as to grade.

MOLASSES.

Business in molasses continues quiet, but this is the normal condition at this season of the year. There is no indication, however, despite the dulness, of any disposition to shade prices or make concessions in any way to effect sales. In car lots Barbadoes are offered at 29c., mixed 27c., Porto Rico 27½c., Antigua 23c. and St. Kitts 24c., while in a jobbing way the basis ranges from 29 to 31c., according to grade.

RICE.

There is no change in the rice market, business ruling quiet. We quote: Crystal Japan, \$5 to \$5.25; standard B., \$3.50 to \$3.60; Patna, \$4.75 to \$5.25; Carolina, \$6.75 to \$7.75, and Java, \$4 to \$4.25.

SPICES.

The spice market continues quiet and unchanged. We quote: Pure black pepper, 8 to 10c.; pure white, 12 to 15c.; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 50 to 85c.

COFFEE.

There is little life in the coffee market aside from a few invoice lots of Maracaibo, Santos and Rio, which changed hands at figures about equivalent to our jobbing range. The call from second hands is of limited volume. We quote: Rio, 15½ to 17c.; Santos, 16½ to 17c.; Maracaibo, 18 to 20½c.; Java, 24 to 26c., and Mocha, 24 to 26c.

TEAS.

The tea market has shown quite a lot of activity between jobbers, who seem convinced of the fact that a duty is to be imposed. Accordingly, there is a lot of speculative activity, but it cannot be said that the excitement has spread to the retailers, who seem content to get along on as small orders as possible. Values rule firm, Japans having sold in lots at 15 to 17c.; Ceylons at 16 to 17c., and Young Hysons at 12c. in 100 to 150 package lots. We quote as follows: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

A few small orders for Valencia raisins have come to hand, but stocks are very light here and prices are firmly held. We quote: Ordinary off-stalk, 5¼ to 5½c.;

fine, 5¼ to 6c.; selected, 6¼ to 6½c., and layers, 6¼ to 7c.

California raisins continue steady. A few car lots are expected this week, but they are all sold to arrive, and prices are firm, in fact firmer than last quoted, as follows: 2-crown, 6½ to 6¾c.; 3-crown, 7 to 7½c., and 4-crown, 8 to 8½c.

There is no change in loose Malaga raisins, which job out slowly at 7 to 7½c. for medium and 8 to 8½c. for high grades.

Sultanias continue quiet at 7 to 12c., as to grade.

There is no change in currants, which rule firm. We quote: Provincials, bbls., 4c.; half-bbls., 4¼c.; cases, 4¾c.; half-cases, 4½c.; Filiatras, ditto; Patras, 5½ to 6c., and Vostizzas, 6½ to 8c.

There is quite a steady trade passing in

prunes at steady prices. We quote as follows: French, 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's.; 7 to 8c. for 70 to 80's., and 6½c. for 90 to 100's.

Figs are quiet and steady at 9½ to 11c.

Dates are in fair enquiry at 5½c. in jobbing lots, with smaller lots 6c.

Evaporated California fruits are quiet. We quote: Evaporated peaches, 11 to 12c.; pears, 9½ to 12c.; apricots, 14 to 17c., and prunes, 8 to 12c., as to brand.

NUTS.

There is only a quiet trade in nuts. We quote: Valencia shelled almonds, 18 to 19c.; Tarragona almonds, 10 to 10½c.; filberts, 9 to 9½c.; pecans, 8 to 12c.; peanuts, 7 to 9c.; Grenoble walnuts,

Leonard Bros.

Wholesale Fish Merchants

ST. JOHN, N.B., MONTREAL AND TORONTO

Ask your wholesale grocer for

Leonard's 1-lb. Cod, in blocks and 5 and 20 lb. boxes, and 1-lb. "Gem of the Sea," in 21-lb. boxes (GUARANTEED)

We are also putting up . . .

New Haddies, Kippers and Yarmouth Bloaters.

THEIR SUCCESS IS PHENOMENAL

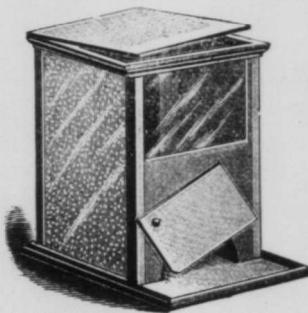
Golden Haddies

The Reason Why: Because only the very BEST fish are packed in the cans, and every one is guaranteed. They have the most attractive looking label of any brand put up. When ordering be sure you get the GOLDEN brand. Delicate, Delicious, Delightful.

NORTHROP & CO.

Packers' Agents.

St. John, N.B.



MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.

Manufactured by . . .

JOHN E. MARSHALL

118 Commercial St., Boston.

D. H. RENNOLDSON, Agent in Montreal.



"Your Money Back"

Our 127 page Illustrated Catalogue will be useful to you—it's yours for the asking. Brooms, Brushes, Woodenware.

without a word of argument if our Standard Brushes and Brooms are not what you think they ought to be.

Return them if they fail to satisfy. And this refers to style, quality, finish and price—our way of backing up the statement "the best of each of its kind for the least amount of your money."

We have confidence enough in the quality of our brooms and brushes to be willing to do all this.

CHAS. BOECKH & SONS, Mfrs.

Montreal Branch: 301 ST. PAUL ST.

80 York St., Toronto.

**TRADE
BEARDSLEY'S SHREDDED CODFISH
MARK**

Ready for the table in 10 minutes.
No Soaking. No Boiling. No Odor.

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

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

**World's
Best**

APPLES

FOR EXPORT.

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

DAWSON & CO.

32 WEST MARKET STREET

TORONTO.

Correspondence Solicited.

GEORGE MCWILLIAM.

FRANK EVERIST.

TELEPHONE 645.

MCWILLIAM & EVERIST

GENERAL . . .

FRUIT

Commission Merchants

**25 and 27 Church street,
TORONTO, ONT.**

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.

All orders will receive our best attention.

CHEESE.

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

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

Write for quotations.

F. W. Fearman

HAMILTON

HAMS, BACON, LARD.

11 to 12½c.; shelled walnuts, 18 to 20c.; shelled peanuts, 9 to 10c.; coconuts, \$5 per 100.

CANNED GOODS.

There has been some enquiry for canned vegetables. Tomatoes are scarce and firm, as last quoted, while corn is held 10c. higher this week at 75c. as the inside price, and peas at 80c. We quote: Tomatoes, 75 to 85c.; corn, 75 to 90c.; peas, 80 to 90c.; beans, 70c. up; peaches, \$2.75 to \$3 for 3's, \$1.75 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.55 to \$1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37½ to \$1.40; Lowe Inlet, \$1.30, in tall tins; cohoes, \$1.20; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.25; 6's, \$6.75 to \$7; 14's, \$14 to \$15; lobsters, \$10 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

FISH.

The improved condition of the country roads and the more seasonable weather has favorably affected the fish market, and a better trade is noted in all lines. Pickled fish steady, the only new feature being a scarcity of salmon, and prices are more firmly held as a result. We quote, in a jobbing way: No. 1 green cod, \$4.50; No. 1 large, \$5.25; No. 2, \$3.40; No. 1 green haddock, \$3.40 to \$3.50; No. 1 B.C. salmon, \$12.50 to \$13 per barrel; Labrador, \$13 to \$13.50 per barrel; genuine Labrador herrings, \$1.75; No. 1 N.S., \$4; No. 1 lake trout, \$3.60 to \$3.75.

Receipts of fresh fish continue liberal and in excess of the demand. Prices, therefore, rule easy. Haddock and cod are selling at 2¾ to 3¼c.; steak cod, 3½ to 4c.; smelts, 3 to 5c., and salmon, 11 to 12c. Manitoba pike are ½c. lower at 3½ to 4c.; dore, 1c. lower, at 5 to 5½c., and white fish and trout ½c. lower at 6c. Fresh herrings sold lower at 65c. to \$1 per 100.

Smoked fish continue quiet, moving only in a small way. Prices generally are steady.

It Has No Equal

BROCK'S BIRD SEED



We know it because
The Wholesaler sells more. The Retailer sells more
The Customer buys more.

It pays to handle such goods.

NICHOLSON & BROCK - TORONTO

BUTTER

Large roll, pounds, pails, crocks, tubs, in good demand. We can sell any quantity of good stock. Send us a trial shipment. Correspondence invited.

References, Bradstreet's Mercantile Agency.

H. P. GOULD & CO.

Wholesale Produce and Commission Merchants,
33 Church St., TORONTO

LARD

Special prices for this week. It will pay you to order now.

The WM. RYAN CO. Ltd.

70 & 72 Front St., East
TORONTO

S. K. MOYER,

COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST.,

TORONTO, ONT.

HAM AND EGGS

NOTHING NICER, if you eat
"MAPLE LEAF" Brand HAMS
or BREAKFAST BACON.

We have the eggs too—fresh, new-laid stock every day.

D. GUNN, BROS. & CO.

PORK PACKERS,

TORONTO

ORANGES

Special Fancy California Washington Navels. Fancy New Valencias.

Fancy Messina Lemons,
Malaga Grapes, New Nuts,
Figs and Dates. . . .

HUGH WALKER & SON

GUELPH, ONT.

Haddies are selling at 6 to 7c. per lb.; Yarmouth and bay bloaters at 85c. to \$1 per box; kippered herrings at \$1.25 to \$1 50 per box; ciscoes at 50c. per basket, and smoked herrings at 10c. per box.

There is only a limited demand for dried and boneless fish, and values are steady. We quote: Cod, \$3.75 to \$4 per cwt.; pollock, \$1.65 to \$1.75 per 100 lbs.; skinless cod, \$5.10 to \$5.25 per 100 lbs.; boneless cod, 5½c. per lb., and fish, 3c. per lb.

GREEN FRUIT.

The green fruit market has ruled quiet on the whole since last report. Lemons continue steady, while oranges are much as they were last week. Spanish onions are almost exhausted. We quote: California oranges, \$4 to \$4.25 per box; Florida oranges, \$5 to \$5.50 per box; Valencia oranges, \$3.50 to \$4 per box; lemons, \$1.75 to \$2.75 per box, and \$5 per chest; cranberries, \$1 to \$4.50 per bbl.; Spanish onions, 85c. per crate; Malaga grapes, \$7.50 to \$8.

APPLES.

The apple market has rather steadier feeling this week, but the fact has not improved prices, which rule easy at 90c. to \$1.40 for No. 1, and 40 to 85c. for No. 2.

DRIED APPLES.

The demand for these is slack and offers have been freely made to jobbers here at 3c. laid down in Montreal. We quote: 3 to 3½c. Evaporated range from 3¼ to 4¼c.

COUNTRY PRODUCE.

EGGS—Owing to the continued liberal receipts of new laid eggs the tone of the market is weak, and prices have a downward tendency, and it is more than likely dealers would shade present figures for fair sized lots. We quote: New laid, 20 to 22c.; choice fall stock, 15 to 18c.; Montreal limed, 13½ to 14c.; Western limed, 12 to 13c., and cold storage, 12 to 12½ per dozen.

POULTRY—The receipts of poultry continue very small, and although there is a fair enquiry for choice stock, buyers find it difficult to fill their wants, and the market in consequence is quiet and steady. Turkeys, 8½ to 9c.; spring chickens, 6½ to 7c.; frozen stock, 3 to 5½c.; geese, choice, 6 to 7c.; frozen, old, 5 to 5½c., and ducks, 7½ to 8c. per lb.

POTATOES—The demand for potatoes was slow, and prices are unchanged at 35 to 40c. per bag in car lots, and at 45 to 50c. in a jobbing way.

ONIONS—There has been quite a demand for Canadian onions from American buyers, and prices here rule firm at \$1.75 to \$2 for red and \$2 to \$2.25 for yellow.

HONEY—Continues dull at 11 to 12c.

for fancy in small cases and 8 to 10c. in large for white comb stock. Extracted ranges from 7½ to 9c.

BEANS—Have ruled lower, being marked down 5c. on Tuesday to 75 to 80c. in car lots and 85 to 90c. in a jobbing way.

PROVISIONS.

There was no material change in the situation of the local provision market, trade being slow and prices unchanged. New packed Canadian pork, \$11 to \$12; old at \$10 to \$10.50 per bbl.; pure Canadian lard, in pails, at 6½ to 7c., and compound refined, at 5¼ to 5½c. per lb.; hams, 9 to 10c., and bacon 8½ to 9½c. per lb.

Dressed hogs are irregular. Light weights have ruled firm under small supplies, but they sagged off this week to \$5 to \$5.15, a decline of 10 to 25c. Heavy weights have been demoralized all along under large receipts and they are freely offered at \$4.50.

FLOUR, MEAL AND FEED.

The continued downward tendency of the American grain markets does not tend to improve the local flour trade any, as buyers still continue to hold off, and the market at present is very quiet and easy, with only a small jobbing trade in progress. We quote: Winter wheat patents at \$4.65 to \$4.85; straight rollers, \$4.20 to \$4.30; and in bags, \$2.10 to \$2.15. Manitoba spring wheat, patents, \$4.90 to \$5.05; and strong bakers', \$4.25 to \$4.75.

There was no improvement in the oatmeal market, sales being slow on the basis of \$3.20 to \$3.30 per barrel for rolled oats, and at \$1.60 to \$1.65 per bag.

The demand for feed was limited and business continues quiet at \$9.50 to \$10 for Manitoba per ton, including bags, and Ontario at \$9 to \$9.25 in bulk.

HAY.

A fair local trade was reported in hay and the market is steady at \$10 to \$10.25 for No. 1, and at \$8.75 to \$9 for No. 2 per ton, in car lots on track.

CHEESE AND BUTTER.

The export business in cheese was practically wound up last week when the last remaining lots of finest fall makes were sold at 12c. This was a higher wind up than many expected, representing an advance of over 2c. per pound since January 1st. As a result the speculators on this side are bewailing the fact that they did not hold on a little longer, for the great bulk of them got out from 10¼ to 10½c per pound, and, therefore, according to the ruling cost to-day, lost 1½c. per pound by so doing.

The exports of cheese last week were 587 to Leith, 207 to Hull, 15,469 to Liverpool and 10,980 to London, a total of 27,243 boxes. This makes a total to date since the 1st of May last, 1,920,523 boxes.

There was some enquiry from shippers for choice creamery, but they find it very difficult to fill their wants owing to the scarcity of such stock, and the bulk of the fresh receipts are being picked up by the grocery trade at prices ranging from 19 to 20½c., while rolled is selling at 12 to 13c., as to quality.

The exports of butter last week were 1,115 packages to Liverpool and 50 to London, a total of 1,165. This makes the total exports to date, since the 1st of May last, 185,652 packages.

MONTREAL NOTES.

Beans have been offered 5c. lower in car lots since last Tuesday.

Stocks of Spanish onions on this market are almost exhausted this week.

Both canned corn and peas are held 10c. firmer here this week by jobbers.

American buyers have been free buyers of Canadian onions here during the week at full prices.

Liberal receipts of fresh fish have led to declines this week, despite the fact that demand is fair.

There has been some difficulty experienced this week to supply orders for Rio coffee, which is scarce for the moment.

It is claimed that no Singapore pepper could be laid down in Montreal under 9 to 9½c. and black, 6 to 6½c., net cash in straight invoice lots.

Jobbers have been doing a lot of trading in tea between themselves, as well as from first hands, in Japans, Ceylons and Young Hysons, at firm values.

The last lot of September cheese, 2,000 boxes, was closed out for export on Monday, at 12c. This netted the seller a profit of 1½c. per pound, or over \$100 per box.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Feb. 4, 1897.

DURING the month just passed brokers in making sales have been met by this request from merchants: "Do not have these goods come in till after February 1." Stock has now been taken, and from now business will be more active, though much improvement cannot be looked for before March. Stocks here are quite heavy owing largely to the very low prices which have ruled, and as the demand is light at this season it had made money scarce. Much interest was taken in the meeting of the Tariff Commission here this week, full particulars of which will be found in another part of the paper. In groceries tea, sugar and oil received the most attention, although pork, flour and almost all

OUR STANDPOINT

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

Jamieson's Biscuits

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

The Manufacturer, R. E. Jamieson, Ottawa

Heinz's Pickles.

Allow us this week to call your attention to our

SOUR BARREL PICKLES.

"Extra Spiced" we call them, because they are more highly spiced than the ordinary pickles on the market. They are uniform in size, choice shape and guaranteed full count. Put up in pure pickling vinegar made especially for that purpose.



MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE
always bear this
Keystone trade-mark.

lines were touched on. On one point there was great unanimity of opinion among the representatives of all lines of business, and that was that the duty on packages should be done away with.

OIL—From week to week as the days lengthen a decreasing demand is noticed for burning oil. This, however, is somewhat made up by the opening of the lubricating oil trade. In this line the movement has commenced, and while not such a large trade as that in burning oil, it gives a chance for larger profits and a greater chance for salesmen to show their ability. We quote: Best American, 19½c.; best Canadian, 18¼c.; prime, 16c.

SALT—The Liverpool steamer again brought a quantity of coarse salt this week for local merchants. This salt is sold here, as western dealers find it cheaper to buy on through bills of lading. Over 20,000 bags have been brought by these steamers for the trade here this winter, one importer having as many as 17,000 sacks. Demand at present very light. We quote: Coarse, 45 to 50c., factory-filled, 85c. to \$1; 5-lb. bags in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.60 to \$2.65 per bbl.; 20-lb. wood boxes, 20c.; 10-lb. wood boxes, 12c.; cartoons, \$2 per case of 2 doz.; Canadian fine, \$1.

CANNED GOODS—There is rather an improvement noted. The strength in peas and tomatoes before noted is becoming more marked. In Early June peas some dealers are now holding for 90c., and the same for tomatoes. Corn does not seem to share in this advance. Gallon apples are slow and price might be shaded on round lots. Peaches are firm. Pineapple shows quite a range, there being first the sliced, then the whole, and lastly the grated; this last now having the chief demand. Canned clams and scallops show a better trade, but the local demand is not large. There are very few lobsters here. We quote: Corn, 65 to 70c.; peas, 75 to 90c.; tomatoes, 80 to 90c.; gallon apples, \$1.80 to \$1.90; corned beef, Canadian, \$2.25 to \$2.35; American, 2-lb. tins, \$2.40 to \$2.50; 1-lb. tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.20; 1's, \$1.34 to \$1.45; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.90 to \$2; pineapples, \$2.25 to \$3; salmon, \$1.30 to \$1.40; lobsters, \$2.20; haddies, \$1.25 to \$1.30; clams, \$5 for 4 doz.; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.; American peaches, 3's, \$2.25.

GREEN FRUIT—There is but little movement, and that little is city trade. Apples are being shipped to the English market in

large quantities, but the market here does not improve, and prices remain very low, with sale slow. Oranges keep low, showing little or no change. Valencias are coming to hand less sour, particularly the larger sizes. Grapes are out of the market. Lemons tend rather lower. Cape Cod cranberries are lower, but there is really no demand at any price. Green fruit should pay a good profit, there is such a large waste. We quote: Lemons, \$3 to \$4; Valencia oranges, \$3 to \$3.50 per case; California oranges, \$4.50 to \$5; Florida oranges, \$5 to \$5.50; apples, \$1 to \$1.50 per bbl.; cranberries, Cape Cod, \$4.50 to \$6 per bbl.; bog cranberries, native, \$3 to \$5; pines, \$1.50 per doz.

DRIED FRUIT—Last year money was lost in onions, but this year anyone fortunate enough to have any will make money. The trouble is, the stock is quite light. There is little proper storage to keep onions here. Some red onions held here were this week shipped to Boston. The red have no sale here. Dates tend upward, the stock here being light. In prunes sale shows little life. There begins to be a demand in a small way for California prunes. In evaporated apples the market is well stocked. While there is as yet no change in price, there is a better feeling in the market. Dried are still no sale. In currants dealers do not push sale of bulk cleaned, preferring to sell cartoons,

prices of which are held very firm. We quote: Valencias raisins, 5 to 6c.; layers, 6¾ to 7c.; California 3-crown L.M., 7½ to 7¾c.; 4-crown, 8¾ to 9c.; London layers, \$1.75 to \$2.00; currants, cases, 4¾ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7½ to 7¾c.; bulk, cleaned, 6 to 6½c.; prunes, 5½ to 6c.; California, 6 to 10c.; dates, 4½ to 5c.; dried apples, 3 to 3½c.; evaporated apples, 4¾ to 5c.; onions, \$2.25 to \$2.50.

DAIRY PRODUCE—Butter continues dull. Efforts are being made to sell Ontario and Quebec butter, but there is little opening even at the very low prices. Cheese sells slow, but higher prices are looked for. Eggs remain as quoted last week. Dealers are very shy of held stock, preferring to buy small lots of fresh in the country market at 20 to 22c. We quote: Dairy butter, 16 to 18c.; creamery, tubs, 19 to 20c.; prints, 20 to 22c. Cheese, 10½c. Eggs, 17 to 18c.

SUGAR—Feeling is stronger, some refineries asking a shade higher prices than last week. Quite a quantity of sugar is being brought here, because stocks have become low, but chiefly on account of expected change in duty. We quote: Granulated, 4 to 4½c.; yellows, 3¾ to 3½c.; Paris lump, 5¼ to 6c.; powdered, 5¾ to 6c.

MOLASSES—Trade is light, prices showing little change. It is very difficult to sell a poor grade. Stocks will be well cleaned up before new comes in. The year has not proved as profitable to importers of molasses as did the last. In syrups a very limited quantity has been handled. We quote: Barbadoes, 27 to 28c.; Porto Rico, 28 to 32c.; New Orleans, bbls., 26 to 28c.; Antigua, 25 to 26c.; syrup, 36 to 38c.

FISH—There is rather more doing in boneless fish than for some time. These goods are almost all shipped west. There are several grades sold as boneless fish: First there is that which is not cod, or only part cod, then there is the pure cod, and the pure cod without a bone; the other grades having little ends of bone in them. This, like the last few years, has been but a fair year for frozen herring and the season is now nearing its close. All fresh fish is in light movement. In pickled demand is so light there is hardly any market. There is a fair movement in dry fish. Medium cod are preferred. Smoked herring are dull and the price low. There are no kippered herring. Frozen smelt have been moving in quite large quantities of late. We quote: Large cod, \$3.25 to \$3.50; medium, \$2.75 to \$3; pollock, \$1.20 to \$1.25; bay herring, \$1.35 to \$1.40 per half-bbl.; smoked, 5 to 6c.; shad, half-bbl., \$5 to \$5.50; boneless, 2½ to 8c.; frozen herring, 60 to 65c. per 100; bloaters, 60 to 70c. per box; kippered,

90 to \$1 per box; Barrington herring, \$3 to \$3.25 per bbl.; Shelburne, \$3.50 per bbl. Frozen cod, 2 to 2¼c. per lb.; pollock, 1¼c.; smelt, 4 to 5c.

PROVISIONS—Trade is dull. Pork is still low, particularly mess. In beef the price is better maintained. Smoked meats have rather better attention, but show limited sale. Lard shows quite a range, but little change in price. We quote: Clear pork, \$13 to \$14; mess, \$12 to \$13; plate beef, \$12 to \$13; hams, 10 to 11c.; rolls, 7 to 8c.; pure lard, tubs, 7½ to 8c.; compound, 6½ to 7c.

FLOUR, FEED AND MEAL—Brokers have found rather a better demand for flour during the past week, chiefly owing to stocks running low. Prices show little or no change. Oatmeal keeps easy, with stocks still quite large. Oats also tend easy, but there is little change. There is a fair trade doing. Cornmeal shows a good sale at the very low price still ruling. Hay is dull, and keeps low. While feed shows rather better demand the sale is still light. Barley we quote rather higher. Peas remain as last week; the trade here is not large. Beans are rather lower, being where they were before the last advance, in fact, are about as low as ever known. Stocks held are large. In yellow-eye beans the trade are supplied by the local farmers and from Nova Scotia, very nice, improved yellow-eye beans coming from the latter place. The price is kept low owing to the low price of the white. Buckwheat meal begins to move slowly; what little demand there is for the grey. We quote: Manitoba flour, \$5.60 to \$5.70; best Ontario, \$5 to \$5.10; medium, \$4.70 to \$4.80; oatmeal, \$3.50 to \$3.60; cornmeal, \$1.85 to \$1.90. middlings, \$14 to \$15; bran, \$13.50 to \$14; oats, 32 to 35c.; hay, \$11 to \$12; barley, \$3.25 to \$3.50; round peas, \$1.10; split peas, \$3.00 to \$3.25; beans, hand-picked, 90 to \$1; prime, 85 to 90c.; yellow eye beans, \$1.25 to \$1.50; yellow buckwheat meal, \$1.20 to \$1.25; grey, \$1.65 to \$1.75.

ST. JOHN NOTES.

Large quantities of eels are being speared in the Richibucto river and shipped to the American market.

The Lake Ontario, of the Beaver Line, this week landed 3,500 sacks Liverpool coarse salt. There is practically no fine brought here this way.

A car of Nova Scotia manilla paper, the first to come here, has just arrived. It is from Hartville, near Windsor, both pulp and paper being made there. The paper is of good quality, giving every satisfaction to the buyer.

The annual meeting of the farmers and

dairymen of Nova Scotia was held during the past week at Middleton. That of the New Brunswick Association will be held at Fredericton on the 10th, 11th and 12th of this month.

THE CANADIAN GROCER congratulates the St. John grocery travelers who came off so well from the very bad railway accident on the I.C.R., Mr. Puddington, with Merritt Bros. & Co., receiving practically no injury, while Mr. Horace Cole, with Jardine & Co., though quite badly hurt, is likely soon to be around again. Six tons of cents in the express cars are said to have been the cause of the accident.

The Duart Castle, sailing this past week, had a large passenger list, among whom were Mr. Wm. McCavour and wife, of the well-known wholesale fish and grocery house of McCavour & Co.; also Walter J. Mell, of the firm of S. H. White & Co., Sussex, and Harvey White, also of Sussex. Not only is this a splendid time of year to go to the West Indies, but the exhibition at Trinidad is an extra attraction.

A MAN FROM QU'APPELLE.

Mr. Alex. Stewart, of Fort Qu'Appelle, N.W.T., is in Toronto this week. Mr. Stewart is an interesting personage. About 30 years ago he left for the Cariboo mining country, and for 17 years was engaged in gold hunting there, coming back to Ontario a few years for a brief sojourn loaded with gold nuggets, some of which were valued at about \$500. He followed this gold-hunting life for about 17 years. At present he is engaged in farming near Fort Qu'Appelle. "But," said he, "I may take a turn at mining again next year in the Kootenay country."

Mr. Stewart is enthusiastic regarding the country around Fort Qu'Appelle. "It is the best farming country in Manitoba or the Territories. Our crops last season yielded 30 per cent. more than in any other part of the West, and next year we expect to see a great influx of immigrants."

In regard to fruits, he said: "I have experimented with the larger fruits, but for some reason or other after standing for about three years they suddenly die off. Small fruits, however, do better than they do in Ontario."

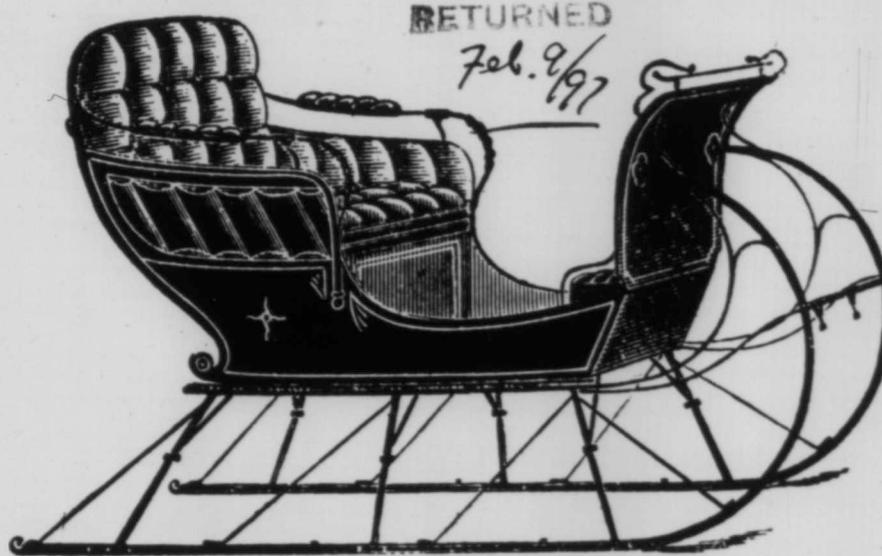
NEXT SEASON'S MAPLE SYRUP.

Macdonald Bros., Montreal, expect to make about 2,000 gallons of high-grade maple syrup this season. Their sugar bush is one of the finest in Canada, and it is equipped with the most modern improvements. Should the season be favorable they expect to boil the latter part of March.

\$60
SIXTY
DOLLARS

Will buy this
handsome cutter
and give you

50 lbs. Ground Coffee
50 1-lb. Cans Baking Powder
100 lbs. Whole or Ground Pure Spices



All
Fully
Guaranteed

The cutter is first-class in every particular, and is guaranteed by the largest manufacturers in Canada as their best work. And we stand behind the other goods.

Write us for particulars

SPICES, F.O.B. Toronto
CUTTER " Brockville

THE TORONTO COFFEE & SPICE CO. LTD.
H. H. SUYDAM. PRES. J. D. ROBERTS. VICE. PRES. J. A. WATSON. SEC.

CIGAR BOX WOOD.

CIGAR and cigar box manufacturers will learn with satisfaction that there is no immediate prospect of the prices of cedar being increased beyond present quotations, remarks Tobacco Leaf. It was rumored in the city last week that an agreement among lumber importers was on the tapis, the object of which was to secure an advance by general vote. From enquiries made at headquarters we are assured that no such intention has existed—or, rather, has not been put forward as a serious proposal. That a rumor of this alleged movement should have received ready credence is not a matter of surprise when the condition of the cedar market is taken into consideration. The wonder is that it has stopped short at rumor.

The main supplies for the cigar-box industry are drawn from Cuba, Mexico coming next. Chaos has had Cuba in its clutches for the past two years, upsetting all plans and business calculations, especially those of merchants in the tobacco and lumber trades. That cigar manufacturers have not been inconvenienced before this by the scarcity of cedar, says much for the forethought and admirable arrangements of lumber importers.

The exports of Mexico are greatly in-

fluenced by the rainfalls, the logs having often to be floated down the rivers for a distance of 1,000 miles. Dependent on an element of more or less uncertainty, it often happens that the supplies available for the United States markets fall short of demand. At the present moment there is probably a six months' supply of cedar from all sources in sight, and should this not be augmented by occasional shipments from Cuba and Mexico, the situation at the end of that time will be decidedly blue. Even should the Cuban tangle be straightened out in the immediate future, it will take fully a year to get trade back in its old channels. The timber getters have been dispersed, their oxen taken away, their appliances destroyed, and the entire business all but ruined. Although the Mexican article is not equal to the Cuban in quality, it has been generally believed that supplies from that country were both safe and ample. That theory, however, has now been upset by the fact already referred to—the occasional shortage in the rainfall, and resultant obstacles of floating logs to the seaboard.

Cedar, and good cedar at that, is an essential factor to the prosperity of the cigar trade. Manufacturers of high-grade cigars naturally select the best boxes procurable for packing their goods, and in this way

their interests run side by side with those of the lumber importer and cigar-box maker. When supplies are plentiful and prices correspondingly low, all benefit alike by increased trade; when the former are short and the latter high, then in turn must all interested in the industry be fellow losers. And at the present time the cigar manufacturing trade is not so flourishing but that the knowledge that cedar prices are not to be advanced will be a matter for congratulation.

CANNED TOMATOES IN THE STATES.

In reference to the canned tomato situation in Baltimore, Thos. J. Meehan & Co. write: "The distributive trade in tomatoes has been remarkably large all through December and January, and the jobbers in all sections have been surprised at the quantity of tomatoes which they have sold at this time in the season. All these goods go directly into consumption, and it is the frequent repetition of retail orders which gives the jobbers, as well as the packers, more confidence in the future of them. The lowest prices to-day on tomatoes are 55c. for 2-lb. standards and 67½c. for 3-lb. standards, net cash, f. o. b., with the majority of the packers asking 2½c. dozen higher on each size."

PRACTICAL PUBLICITY

By Nath. C. Fowler, Jr.

Call at
John Smith's,
and your
money will
go farther than
if spent at
most stores.

JOHN SMITH,

133 King St.

A well written and well set advertisement. While the argument isn't conclusive, the statement is pointed, and is likely to be believed. I criticize two points in the advertisement. First, there is no necessity of using the expression, "Call at." That is what the advertisement is for, and it is so understood, and there is no need of wasting space saying it. Second, the firm name appears twice. Once is enough. Advertisements of this class can be frequently used to advantage, as they are brief, pointed, and catchy, but they never should be used continuously, as they are only intended to be as supplementary to a definite advertisement of definite things. I rewrite and reset this advertisement, bringing out the saving idea very prominently in the heading. The advertisement, as I rewrite it, applies to almost any line of goods, but should be used only occasionally, as its argument, while likely to be appreciated, and while reading well and having in it a style which may be remembered, is not fully convincing. The advertisement would be improved and strengthened by mentioning some one article, or some definite line of articles.

**MONEY
SAVER**

If there is anybody here or anywhere who can sell what we sell for what we sell it, let him do it—he can't keep it up—by and by we'll buy his bankrupt stock—No good thing was ever sold for less than cost.

John Smith,

133 King St.

HAVE STRENGTH TO SAY "NO."

MOST of the young men and women who are lost in our cities are ruined because of their inability to say "No" to the thousand allurements and temptations which appeal to their weak passions. If they would only show a little decision at first, one emphatic "No" might silence their solicitors forever. But they are weak, they are afraid of offending, they don't like to say "No," and thus they throw down the gauntlet and are soon on the broad road to ruin. A little resolution early in life will soon conquer the right to mind one's own business.

To indolent, shiftless, listless people life becomes a mere shuffle of expedients. They do not realize that the habit of putting everything off puts off their manhood, their capacity, their success; their contagion infects their whole neighborhood. Scott used to caution youth against the habit of dawdling, which creeps in at every crevice of unoccupied time and often ruins a bright life. "Your motto must be," he says, "Hoc age,"—do instantly. This is the only way to check the propensity to dawdling. How many hours have been wasted dawdling in bed, turning over and dreading to get up? Many a career has been crippled by it. Burton could not overcome this habit and, convinced that it would ruin his success, made his servant promise before he went to bed to get him up at just such a time; the servant called, and coaxed; but Burton would beg him to be left a little longer. The servant, knowing that he would lose his shilling if he did not get him up, then dashed cold water into the bed between the sheets, and Burton came out with a bound. When one asked a lazy young fellow what made him lie in bed so long, "I am employed," said he, "in hearing counsel every morning. Industry advises me to get up; sloth to lie still; and they give my twenty reasons for and against. It is my part, as an impartial judge, to hear all that can be said on both sides, and by the time the cause is over dinner is ready."

There is no doubt that, as a rule, great decision of character is usually accompanied by great constitutional firmness. Men who have been noted for great firmness of character have usually been strong and robust. There is no quality of the mind which does not sympathize with bodily weakness, and especially is this true with the power of decision, which is usually impaired or weakened from physical suffering, or any great physical debility. As a rule, it is the strong physical man who carries weight and conviction. Any bodily weakness, or lassitude, or lack of tone and vigor, is, perhaps, first felt in the weakened or debilitated

power of decision. Nothing will give greater confidence in a young man, and bring assistance more quickly from the bank or from a friend, than the reputation of promptness. The world knows that the prompt man's bills and notes will be paid on the day, and will trust him. "Let it be your first study to teach the world that you are not wood and straw; that there is some iron in you." "Let men know that what you say you will do; that your decision, once made, is final—no wavering; that, once resolved, you are not to be allured or intimidated."

Some minds are so constructed that they are bewildered and dazed whenever a responsibility is thrust upon them; they have a mortal dread of deciding anything. The very effort to come to immediate and unflinching decision starts up all sorts of doubts, difficulties and fears, and they cannot seem to get light enough to decide nor courage enough to attempt to remove the obstacle. They know that hesitation is fatal to enterprise, fatal to progress, fatal to success. Yet somehow they seem fated with a morbid introspection which ever holds them in suspense. They have just energy enough to weigh motives, but nothing left for the momentum of action. They analyze and analyze, deliberate, weigh, consider, ponder, but never act. How many a man can trace his downfall to the failure to seize his opportunity at the favorable moment, when it was within easy grasp, the nick of time, which often does not present itself but once.—Architects of Fate.

GERMAN CLERKS IN LONDON.

London clerks complain bitterly of the competition they have to meet in the shape of innumerable young Germans who come to that city, not to earn a living, but to learn the language. These invaders are content with wages ridiculously small, as they look upon the service merely as a sort of post-graduate course in business methods, and expect to find compensation in the high salaries they will command at home, after it is completed.

DID NOT KEEP "JACKPOTS."

An exchange vouches for the truth of the following: "No, ma'am," said the grocer, making a clatter among the tins, "I have coffee and teapots, but there isn't such a thing as a jackpot in the store." "I'm so sorry," wailed the young wife. "We haven't been married long, and my husband's mother always cooked for him, and when I heard him talking in his sleep about a jackpot I thought I'd get one, for he mentioned it so often that he must be used to it. Could you tell me what they cook in it?" "Fish—suckers," said the grocer, and sent her to the tin shop in the next block.

The Watchful Care

Exercised in selecting "KENT" Tomatoes is what gives them the fine color and delicious flavor. Only perfectly ripe Tomatoes are put in the cans. Nearly all the juice is extracted, thus making the Cans absolutely solid with tomatoes.

In selling "KENT" brand you are giving the fullest measure possible. The largest measure of the best goods is sure to win and keep trade. It will pay you to sell always "KENT" Tomatoes.

Agents . . .
Wright & Copp, Toronto.
Rose & Lafamme, Montreal.

THE KENT CANNING CO.
CHATHAM, ONT.



The Club Coffee

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

Ewing, Herron & Co.
Coffee and Spices
Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. + Once Tried Always Used.

BALFOUR & CO., HAMILTON



We put up Pickles In Bottle or Bulk

That for quality equal imported pickles.

There's a good variety of kinds.

Send a trial order and see how well they sell.

T. A. LYTTLE & CO.

Vinegar Manufacturers
TORONTO

Ceylon Teas

Fresh arrivals daily. Beautiful style, excellent cup quality, unprecedented values.

WARREN BROS. & CO.

85 and 87 Front St. East, Toronto.

FINEST FORMOSA OOLONG

We have a line of this TEA which is particularly fine in flavor.

JOHN SLOAN & CO.

Wholesale Grocers
TORONTO

SPECIAL VALUE . . .

TEAS

YOUNG HYSONS
CONGOUS
JAPANS
CEYLONS
ASSAMS
DARJEELINGS
KONGRA VALLEY
SYTHET

PERKINS, INCE & Co.

TORONTO.

BUY

Ivory Bar Soap

THE BEST MADE

Holds the Record

"Excelsior Coffee"

As popular to-day as Twenty Years Ago. The most successful and reliable trade-winner to build up a profitable business with. Why should it be necessary to have your good trade experimented on with new brands having no reputation?

Todhunter, Mitchell & Co.

Coffee Importers and Roasters

TORONTO

THE COFFEE CROP.

A NEW YORK firm has issued a circular regarding the new coffee crop. The receipts up to the present time in Rio and Santos, says The Journal of Commerce, justify the conclusion that 8,500,000 bags is likely to be the actual out-turn of the new current crop. "This agrees," the circular says, "with the estimates received from our friends, who have cabled again during the past few days to the effect that they believe 4,750,000 bags in Santos and 3,750,000 bags in Rio as measuring the probable receipts up to the 1st of July. If we take these figures and deduct the receipts now in, the balance of the crop to come down during the five months from February 1 to June 30 means an average in Rio and Santos together of 14,500 bags per day; and from the manner in which the receipts have been sent down during January, this means a falling off of receipts between February and June, with the probability of an increase during the month of June. Taking 8,500,000 bags as the total receipts of the season, then the quantity marketed for the first six months of the crop will prove to be 68 per cent. of the total, or the heaviest percentage on record of a large crop marketed within the time stated. * * * There is one noticeable instance of an estimate as low as 7,000,000 bags (in The Circulaire Anonyme of December 31), and persisted in with the desperation of a drowning man catching at a straw.

"The Circulaire Anonyme accepts this estimate of 7,000,000 bags for Rio and Santos, and at the same time adopts a total of 4,750,000 bags for the mild crops. In so doing it adopts a minimum which obviously is 2,000,000 bags too small; but as the same author was last year fully 1,000,000 bags out in respect to the visible supply, it seems like an effort to beat that record, as sufficient evidence exists that the estimates taken are at least 2,000,000 bags short of the actual production of this year.

"The present crop in Rio and Santos is no longer debatable ground, on the basis of any figure less than 8,000,000 bags, and this some parties already commence to appreciate; but those who made very small estimates on the current crop are repeating the same practice as regards the 1897-1898 crop.

"As regards the coming crop, it has been very noticeable that the London people, who have apparently the largest interests in existing stocks and speculative accounts, promulgated estimates of 6,000,000 bags for the next Rio and Santos crops long before the first flowering commenced. Any higher figures than these did not suit their interests, and now that it is quite clear that the present crop is much larger than they have

predicted, it seems to them only a natural and proper course to decrease their estimates of the next crop to conform with the excess the present crop is showing over their own figures. This action is on a parallel with the great variety of reports disseminated from Brazil since July by parties identified with the same interests—frost in July, too much rain in August, drought in October, heavy rains in November, drought in December and drought and too much rain at the same time during January.

"That the Brazilians, in marketing the largest crop on record, and in a period of a financial crisis and difficulties, should find it patriotic to represent the new crop as small as possible, and obtain for themselves the benefit of every doubt in connection with same, we consider to be quite natural, and that such tactics were adopted has been frankly admitted by one of the most experienced Anglo-Brazilians down there. The communications from this gentleman are absolutely unbiassed, and his observations go to prove that notwithstanding the enormous extensions of area under plantation and the undoubted heavy crop, the farmers have persistently talked damage to the growing crop to help them in selling the current one. But why consuming countries and legitimate dealers here and in Europe should accept these subterfuges is extremely difficult for us to understand. That the large speculators in London and elsewhere in Europe who are heavily involved should, through their branch houses, foster these reports, can be more easily understood, but it taxes the intelligence of the coffee trade generally a little too heavily to try to force upon them the idea that 'drought' and 'rains' can cause damage at one and the same time; to believe in 'frost' reports, presented with estimates in July, or two months prior to the first flowering, or to believe that young and inexperienced firms in Brazil should possess a more accurate knowledge of conditions throughout the country there than the old and recognized leading firms who have had from fifty to sixty years' experience in the same business, and whose forecasts concerning the crops have proved exceptionally correct when figuring on crop yields six months before the season actually commences.

"Our estimates on the next Rio and Santos crop (based on information from firms quoted in connection with our estimates on the present crop) are 7,000,000 bags as a minimum, but with the possibility of 7,500,000 to 7,750,000 bags ultimately. In view of the enormous increase in the acreage of coffee plantations in the State of Sao Paulo, a crop in Santos of say 3,500,000 bags must be looked upon as not merely a small crop, but, in fact, almost amounting to crop fail-

ure, and an out-turn of 4,000,000 bags must be regarded as moderate under unfavorable circumstances.

"During the past ten years the run of the Rio crops has been irregular, and so much so as to render it very difficult to make predictions which will serve as a good guide. The Rio Commissarios in their estimate given out December 1st, 1896, put the next Rio crop at 2,500,000 bags minimum for export, to which they add whatever may be left over in the interior of the present crop, as well as that coffee which grows from the December-January flowerings, usually termed Cafe das Aguas. An estimate in terms like these is very elastic, which is only too apparent. Estimates on the next crop given out by other firms in Rio are between 3,000,000 and 3,500,000 bags, which seem to be, to say the least, reasonable. From this time of the year and onward, no damage has ever been known to occur to the growing crop. Unfavorable weather occurring from February forward, and particularly drought, would affect the trees themselves, in respect to the following crop (in this case the 1898-1899 season), but such remote contingencies as these have no bearing upon serious commercial discussions affecting the current and the next crops.

"The out-turn of the outside crops, apart from Rio and Santos (in which are included the crops produced in Espirito Santo, Victoria, Bahia and Ceara), cannot be gauged with absolute certainty until the crops are fully invested. The average out-turn of the outside crops for the past three years has been, say, 5,422,000 bags, as demonstrated in our circular of July 8th, 1896. For the current season, the Central American crops as well as those in Victoria and Bahia, are known to be giving very satisfactory results, and, therefore, the ultimate out-turn is not likely to be less than the average we refer to, but in all probability more; and if, therefore, we offset the doubt of an additional 500,000 bags on the mild crops, with the probable half million beyond our minimum estimate on the current Rio and Santos crops, the total production for the 1896-1897 season is not likely to be less than 14,000,000 bags, or practically the same figures as adopted in our two previous circulars.

"We think, in view of the deliveries so far, that the output for trade purposes for the crop season may be about 500,000 bags more than the generally accepted consumption total of 11,000,000 bags, but if so, the coffee world will still witness an increase in the world's supplies of, say, 2,500,000 bags, as a surplus in one single crop season, bringing the visible supply for the world on the first of July next up to about 5,000,000 bags.

"In the present month of January the

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EDUCATE YOUR CUSTOMERS**TO USE PURE GOODS**

IT Will Pay You.
Will Pay Your Customers.
Will Increase Your Business.

The Grocer who pushes cheap goods is hardly ever successful.

OUR "PURE GOLD" BRAND of Flavoring Extracts is guaranteed of finest quality and true in flavor.

ONE 25-CENT BOTTLE WILL GO FARTHER THAN HALF A DOZEN OF THE ORDINARY 10-CENT BOTTLES.

Vanilla beans have advanced 50 per cent. during the past few months. We may have to advance prices before long. In the meantime we will be pleased to have your orders through our agents or by mail, at our regular prices.

PURE GOLD MFG. CO., 31 AND 33 Front St. E., Toronto

deliveries in this country have been unusually heavy, due, no doubt, to the reduced prices of roasted coffee. Some of the trade do not consider the decline in the roasted article as a natural one, but due to other influences, notwithstanding it is a fact that this decline is simply in proportion to the reduced value of green coffee, that one must follow the other, and consequently the demand for roasted is likely to be less urgent for that same reason. Heavy deliveries in the past do not constitute a good argument for better prices to follow, and it has been frequently proven that circumstances like this have been much distorted by speculators to make a favorable point of it, but we entertain the reverse view and consider that heavy deliveries at one period will be compensated in a natural way by smaller ones."

JAPS LOOKING FOR FOREIGN BUSINESS.

The merchants and manufacturers of Japan are going in for the export trade in a thoroughly practical manner. The objects of their Foreign Trades Association may give some hints to Sir Richard Cartwright, who is looking for pointers. The following is a list of committees and their objects:

1. To report facts important to exporters.
2. To secure increased facilities.
3. To prevent the exportation of spurious products.
4. To secure Government encouragement for the export trade.
5. For the education of able men for the export trade.
6. To encourage intimacy between producers and exporters.
7. To encourage the development of industries for export.
8. To examine the commercial conditions and requirements of foreign markets.

DRIED FRUITS IN THE STATES.

FROM all accounts the United States is at present the cheapest market for dried fruits, but more particularly raisins. The results of the past few months covering the period of shipments seems to have been most unsatisfactory to sellers of foreign raisins, whereas they had been led to believe that a market for all they could spare from the supplying of European demands could be found here. As the result proves, they were mistaken and the market is depressed under efforts to sell.

The California crop turned out to be much larger than, according to the early reports, was expected, and in consequence the market for weeks past has been in a demoralized condition so far as layers and clusters were concerned.

There has been and still continues to be a good demand for loose raisins. However, that demand has been checked to some extent by the general business depression. All kinds of foreign raisins have shown a downward tendency, and present prices, it is reported, are about the lowest that have been made here for several years past. At the same time reports from the primary markets indicate that stocks are light, and that prices are strong and advancing. For the season to date the receipts of Valencia raisins have amounted to about 210,000 boxes, as compared with 140,000 boxes for the same period in 1896. Of Malaga raisins, we have received so far this season 55,000 boxes, against 22,000 boxes for the corresponding period last year.

This increase in the importations of foreign fruit is attributed to the reports sent out early in the season that the California crop would fall far short of supplying the demand. As the result shows California had an ample, though not large, crop, and the sel-

lers of California raisins have had to meet an excessive competition from abroad, it is claimed, because of the misleading reports as to the extent of the crop sent out from California at the beginning of the season. With large supplies on hand and with a dull market holders of foreign raisins seem anxious to sell.—N. Y. Journal of Commerce.

A LARGE TEA SALE.

Messrs. Kearney Bros., of Montreal, sold on the 1st day of March, 1895, to Leclaire & Letellier, of Quebec, 62,601 1/2 pounds of teas for the sum of \$10,016.24. Upon action being taken for the recovery of a balance of \$1,829.25 upon an invoice, the defendant contended that instead of the sale being made at 16c. per lb., the same was made at the prices marked on the different samples of the teas furnished. Plaintiff, immediately after the sale to Messrs. Leclaire & Letellier, sent invoices showing that the sale had been made at 16c. per lb., and then drew upon them for the amount of \$10,016.24. Defendants accepted three drafts on account, but refused to accept the last one, contending that the prices, instead of being 16c. all round, were 10, 12, 13, 14, 16, 20 and 22c. per lb. The Superior Court held that as the defendants had received the invoice at the uniform price of 16c., before any tea was delivered to them, and as they did not object to this price, and that as the invoice had been retained by them from February to August without any objection, that this invoice should be considered as stating the conditions of sale and the price, and condemned defendants to pay the balance of \$1,829.25. This judgment was reversed by the Court of Queen's Bench, but the Supreme Court has now reversed the judgment of the latter court, confirming the judgment rendered by Mr. Justice Andrews in the Superior Court, with costs against defendants.



THESE TEAS

Represent the choicest growths from the India and Ceylon gardens, carefully picked and blended. Write for samples and prices.



Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.
SOLD IN LEAD PACKETS



*Spring Picked!!!
Skillfully Blended!!
Attractively Packed!*

Agents { MONTREAL—FRANK MAGOR & Co., 16, St. John Street.
TORONTO—THOMPSON & THOMPSON, 18, Front Street East.

"Victoria" Brand

IS OUR REGISTERED TRADE MARK FOR

... Teas

We invite the trade to give a trial to our

"VICTORIA" JAPAN TEA In 5, 10, 20, 40 and 80-lb. boxes. Our

"VICTORIA" CEYLON In ½-lb. packages is unsurpassed in quality, for price it is sold at.

We have **BARGAINS** in LOOSE MUSCATEL RAISINS
SPAIN AND CALIFORNIA FRUIT

WRITE FOR QUOTATIONS.

LAPORTE, MARTIN & CIE.

...Wholesale...
Grocers

Montreal

INDIA

In **1830** the Tea plant was first discovered in India by Capt. Charlton, though Major R. Bruce is said to have first found the plant some years previous.

Now

Everybody
Drinks
India Teas

The Teas of.... **INDIA** and **CEYLON** are the best in the world

CEYLON

30 years ago Ceylon Teas were unknown as a commercial factor.

Now

You can't do a profitable business without them.

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.]

CLEMES BROS. received a carload of "Date Palm" California navel oranges on Tuesday and two carloads more are on the way. The quality of this fruit is excellent and declared to be superior to anything that has been received on the Toronto market since the Florida freeze.

The Davidson & Hay, Ltd., are showing some fine "Extra First" Young Hysons, just arriving.

Buchanan's Glasgow marmalades, new season fruit, packed in glass and tin, are in stock with Robert Greig & Co.

The Davidson & Hay, Ltd., are in receipt of a shipment of "Neptune" currants in half-cases.

Robert Greig & Co. have constantly on hand a full range of Bryant & May's safety matches, wax vestas and tapers.

The Silver Dust Mfg. Co. write that they already notice a movement in their goods in anticipation of spring house-cleaning.

Gunn Bros. & Co. report that their consignments of new laid eggs and butter are larger than usual for this time of year.

W. H. Gillard & Co. have still a limited number of show cases for grocers' use, which they are offering at a low figure.

There is good demand just now for jams, jellies, and marmalade, and T. A. Lytle & Co. report that they are getting their share of the trade.

W. H. Gillard & Co.'s travelers are taking orders fast for Young & Smylie's new line of triple-tube cent licorice. This is a taker with the consumer.

W. H. Gillard & Co. advise having made extensive purchases in Japans and Young Hysons, which are offered to the trade at a price based on purchases made at a low point of the market.

The Canadian Coconut Co. are putting up a neat and attractive 5-lb. package. It is a tin canister, nicely decorated, with a glass front showing the "White Moss." They have quite a few orders booked for them, and, as they make attractive shelf goods, should take well.

CIRCLE TEA.

This tea, which has jumped into such prominence during the past few weeks, certainly deserves all the praise it is receiving from the leading retail trade. The quality

is most excellent, as we can safely say, having tried it ourselves. The label is a striking one, both tea and packing being quite original. Full instructions for opening the can are given on a neatly printed card placed on the top of the packet, thus ensuring to the housekeeper a very useful container after the tea has been taken out. The "Circle" tea packet is air-tight and odorless. No tea should be kept open in bulk, as the leaves give out their flavor and aroma, often receiving in exchange more than they give out in the way of odors of soap, fish, cheese, etc. The cases contain 60 lbs. net; 3-bar is put up in pounds only, the higher grades, 4 and 5-bar, in pounds and halves.

HE MADE A GOOD PRESIDENT.

THE retirement of Robert Bickerdike from the presidency of the Montreal Board of Trade is very much regretted by all the members. He has been one of the best men who has ever occupied that position. He could have easily been re-elected by acclamation, for there was a very strong feeling among the members that he should take office for a second term. Mr. Bickerdike, however, had announced at the time of his election last year that he thought the honor should go round, and that one man should not hold the position for more than a year. It is greatly to his credit that, notwithstanding the strong pressure brought to bear by his friends, he refused to take office for another term, much as he would have liked to.

He has been an ideal president, not because he was a man with numerous new schemes or fads to carry out, but because of his strong personal influence in political and municipal affairs he was able to bring the regular work of the board to a successful conclusion. Important questions which came before the board could not have been as well handled with a president possessing less personal power. This factor is worth considering when selecting any business man for this office. A man who has no personal weight, tact and ability will not have the strength to carry through important matters, even when supported by the moral influence of much more prominent members.

LATE ADVERTISEMENTS.

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

The Davidson & Hay Ltd. have a complete stock of fish on hand and merchants ordering for their Lent trade will find their prices right.

The Davidson & Hay Ltd. report large sales of "Kurma" tea during the past

30 days, showing a large increase over the corresponding period of last year.

This is a copy of a letter sent the F. F. Dalley Co., Ltd., by A. Waddell & Co: "Dear Sirs,—Please send to us as soon as possible one gross of your English Army blacking. I am pleased to say that during my 40 years' experience in the grocery business, in this and in the Old Country, I have never used nor sold a blacking that gave better satisfaction. For a quick and lasting polish it is unsurpassed."

These are new officers of the Toronto Retail Grocers' Association: President, W. F. Daniel; vice-president, G. B. Curran; 2nd vice-president, T. Holman; secretary, Jerry Burns; treasurer, J. Mortimer; chaplain, T. Wilson, marshal, S. H. Clifford.

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

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

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

Feathers!
We Buy Them

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

AND PAY CASH

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

ALASKA FEATHER & DOWN CO.

290 Guy St., Montreal.

For

10 cents

We will mail you a valuable little book on

**BUYING
SELLING AND
HANDLING OF TEA**

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

The MacLean Publishing Co.

26 Front St. West, Toronto.

A CORNER IN CLOVES.

THE position of cloves just now is an exceedingly interesting one, and though the individual transactions of grocers may be, compared with their dealings in other produce, rather limited, the aggregate business done by them therein is of a sufficiently large bulk to make a movement one way or the other worthy of attention. Moreover, it is in small things that the balance of profit or loss is oftentimes struck. The Nitrate King, now no more troubled by "slumps" or upward dashes, did not confine himself in later years to South America or the Stock Exchange, but dabbled in every article that could be bought or sold largely with a view to increasing his goodly store. One department of Mincing Lane struck him as ripe for a corner. Spices had long been depressed. He conceived the idea of moving them out of the rut, and began with cloves. A syndicate was formed to buy up stocks, and in ordinary cases it might have succeeded by its strength. But this was not an ordinary case. For years cloves have been over-produced, bounteous nature and the inexpensive character of the labor required to cultivate the trees (being entirely slave labor) have combined to make the stambas, or plantations, a continual source of profit to their owners without trouble or expense, and the market has been so flooded that prices have gone down lower by comparison than even kindred depressed articles of consumption. For there is a very clearly defined limit to the use of the clove. If butter or cheese or other articles of the food of the people get low, consumption is stimulated and the glut gets removed. But people will not rush on to cloves, however cheap they may be, and production, having a long lead on consumption, has resulted in ever-increasing stocks. The syndicate did not last long, as the inopportuneness of its appearance was rapidly made evident by an even greater output than before, sales in Zanzibar amounting during the season of 1895-6 to 20,723,565 lbs. against 14,006,615 lbs., an increase of 6,716,950 lbs. over those of 1894-5. On the collapse of this syndicate it was concluded that "bulls on cloves" would not easily be found again, as the stocks in Europe were large and production showed no sign of diminution, and only recently, when the rumor went round the market that the old game was to be played once more, the old heads laughed and talked about burnt fingers. But from some statistics just received from Zanzibar, together with an analysis of the situation which we have made from the antecedent and existing circumstances, it would appear that those gentlemen who in September were reported to be buying heavily in Lon-

don were actuated by a knowledge of the potentialities not generally possessed here; and if they are holding and can still hold, they may make some money yet. The position is not too clear, even on the spot, as the Government officials, the merchants, and the Custom authorities are at variance as to the reasons for the complete change which appears to have come over the situation. But that a change has come is as clear as the sun is said to be at noonday. The season of picking begins in September and ends in March. The first two months are generally very heavy ones, as stamba proprietors are hastening to rake in the money for which they have so long been waiting. Therefore, it is startling to find that during September and October this season only 960,995 lbs. were brought to market from Pemba and Zanzibar combined, being a decrease to the enormous amount of 3,303,300 lbs. as compared with the corresponding two months of last season. The season was undoubtedly late, and the heavy rains interfered to some extent with the bringing to market of those picked; but though General Sir Lloyd Matthews, who has an intimate knowledge of the subject, puts these causes down as the sole reasons for the decline in the marketings, the collector of Customs at Zanzibar gives it as his opinion that 25 per cent. of the crop has been lost through scarcity of labor, many hundreds of pounds rotting on the ground, while others have been allowed to wither on the trees for want of attention. A merchant on the spot also gives it as his opinion that the enormous falling off cannot be accounted for by lateness of the season alone, nor does he think that the reason is to be found in the cuteness of proprietors of plantations holding for a rise, as it is well known they are in desperate straits for money at the opening of the season; therefore, it is necessary to look elsewhere for a cause. Slavery still exists in Pemba and Zanzibar—that is to say, old slaves remain; but, owing to the passing of the slavery law,

no new ones can be imported, and as the old ones die off, or are manumitted, their places can only be filled by paid labor. As the price of cloves at Zanzibar, which averaged Rs. 4¼ in 1895, fell to Rs. 3¼ per frazil in 1896, there was not much encouragement to planters to put paid labor on their stambas, and the freed slaves who have been given land whereon to work have shown themselves disinclined to do more than they are compelled, so that they make no addition to the available supply. The want of attention which the plantations have thus received has probably seriously affected the trees themselves, as well as causing a loss of a certain quantity, and though it would be idle, from the results of simply two months' receipts out of six, to gauge the whole season, it is not unreasonable to suppose that the total output will show a decrease when March has arrived. The bombardment of Zanzibar caused a slight dislocation of the trade, but as the usurper was so swiftly wiped off the face of the earth, together with the palace which sheltered him, and the zealots who surrounded him, a week encompassed the whole of the trouble. The bubonic plague at Bombay has had a more appreciable effect, trade being paralysed there by the outbreak; but the cessation of shipments thither will only cause the demand to be greater later on, when things settle down once more. An ordinary decrease would not be felt much. We could meet that from large English stocks. But if the extraordinary rate of decrease we have noted be maintained throughout the season a rise must come, even though it be small. The present year is expected to show an improvement from the recent bed-rock prices of many articles of commerce, and, considering that a 25 per cent. decrease in values showed itself last season over its predecessors, it is not at all improbable that cloves will this year show a better return to producers. The corner in cloves may, therefore, be a reality after all.—The Grocers' Journal.



AN AUTOMATIC SELLING MACHINE . . .

To sell _____

Adams' Tutti Frutti

For full particulars, apply . .

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

E. HOULE, grocer, Montreal, is offering to compromise at 25c. on the dollar, cash.

M. Quirk, groceries and liquors, Halifax, has assigned.

T. S. Baker, grocer, Warkworth, is offering to compromise.

Fannie Malzard, general merchant, Arichat, has assigned.

G. J. Wanless, grocer, Sarnia, has assigned to M. A. Sanders.

T. M. Tobias, general merchant, Morden, Man., has assigned.

J. D. Desmarais, general merchant, Asbestos, Que., has assigned.

S. S. Potter, canned goods, Belleville, has assigned to G. F. Hope.

E. P. Withycombe, groceries and fruits, Middleton, N.S., has assigned.

Thos. Lusted & Son, general merchants, Stonewall, Man., have assigned.

James Curry, groceries and sewing machines, Amherst, N.S., has assigned.

B. Lauzon, general merchant, St. David, has compromised at 40c. on the dollar.

Hilborn Bros., general merchants, Baden and Haysville, are asking an extension.

M. Thibaudeau, wholesale and retail grocer, Quebec, has effected a composition with his creditors.

S. W. Croft, general merchant, Broad Cove, N.S., is offering to compromise at 25c. on the dollar.

Mrs. M. A. Gillies, general merchant, Sydney, N. S., is offering to compromise at 50c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Castellain & Co., wholesale liquors, Regina, have dissolved.

A. E. Fish and Robert W. McNeill have registered a partnership to carry on business in Ayer's Flats, Que., under the style of Fish & McNeill.

A co-partnership has been registered in Westville, N.S., by F. G. Konig and Daniel McQuaig to carry on business as general merchants under the style of Konig & McQuaig.

SALES MADE AND PENDING.

The assets of S. Charron & Co., grocers, Montreal, have been sold.

The assets of W. R. Botsford, grocer, Brockville, are to be sold by tender.

W. Laughton, general merchant, Bothwell, is advertising business for sale.

The assets of Gabriel Lachance, grocer, Quebec, are to be sold on the 1st prox.

The stock of T. H. Mallette & Co.,



CLARK'S Potted Meats

Are nice goods inside and outside. You should have them on your shelves.

grocers, Montreal, has been sold at 50c. on the dollar.

The stock of Crawford, Lynch & Co., general merchants, Orillia, was sold at 65c. on the dollar.

The stock of Munro & Co., grocers, Toronto, was bought by James Adams at 45c. on the dollar.

The stock of T. C. Howard & Co., general merchants, Sutton West, is to be sold by auction on 10th inst.

CHANGES.

St. G. Price, grocer, Goderich, has sold out to O. C. Whitely.

Thomas Brady, groceries, flour and feed, Peterboro, has sold out.

John Barry & Son, groceries, Meaford, have sold out to J. Barry.

The Sharpe Tea Co., Simcoe, has been succeeded by W. J. Crombie.

Elizabeth J. Brown, general merchant, Hanover, has removed to Chesley.

T. W. Trotter, general merchant, Webbwood, has sold out to T. W. White.

John Williams, general merchant, Cambridge, has been succeeded by W. Hipwell.

Wurtele, Parker & Larmouth is the style of a new firm of wholesale grocers in Ottawa.

Ernewein Bros., general merchant, Greenock, have been succeeded by F. H. Elliott.

C. W. Ross & Co., general merchants, Harbor Grace, Newfoundland, are out of business.

W. Esau & Co., general merchants, Altona, Man., have been succeeded by Bergen & Giesbrecht.

Croil & McCullough, butter, etc., Montreal, have been succeeded by the Croil & McCullough Dairy Co., Ltd.

M. Masuret & Co. (M. Masuret only), wholesale grocers, London, Ont., have been succeeded by Mr. Masuret's sons; style unchanged.

FIRES

E. P. Brophy, grocer, Montreal, has had his stock damaged by smoke; insured.

These merchants in Delta, Ont., have been burned out: Walter Beatty, general merchant, Delta; partially insured. W. Birch, grocer; no insurance. Omer Brown,

general merchant; partially insured. D. E. Brown; no insurance. E. A. Pierce, tinware, etc.; no insurance. W. R. Singleton, hardware, etc.; partially insured. R. J. Whaley, drugs; partially insured.

DEATHS.

Mrs. J. A. Pelletier, general merchant, Riviere Onelle, Que., is dead.

PAY AS YOU GO.

THIS is a good time—the eve of a universal business revival for merchants of all classes to prepare the way for the introduction of the cash system, says Mercantile Journal.

It cannot be done all at once—all economic reforms are evolutions, not creations, but a beginning can be made by limiting credits and making them dependent upon prompt payment at specified periods.

Prompt payment is the parent of cash payment; and limited credit is not materially different from no credit. The one soon merges into the other.

Prospects are that the people will soon have full employment at good wages, when they will have no reasonable excuse for running bills. It is greatly to their interest to pay as they go.

The past three or four years has been very trying on retailers, especially grocers, who have found it impossible to collect outstanding bills for goods for which they had to pay cash. This severe experience should admonish them to be more cautious in the future.

The cash system does not benefit the dealer so much as the consumer. The latter gets his goods cheaper, because they can be sold cheaper. It enables the dealer to go into the open market and buy to the best advantage, often making an extra profit. This he shares with his customers.

Somebody must pay bad bills. The dealer cannot lose them. It would break him up. It is done indirectly, by increasing the price of his goods. There would be no necessity for this if the cash system prevailed.

As a matter of economy consumers should study this matter for themselves. If they will do so they will find that they can make a fair profit by paying as they go.

The Hill
The
Strictly
Parties

EPP
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Special Agent,

Smok

UNSURP
SAMPLE

PARK,

THOM

TEA

134 M

GRO

Has
largest m
Shoe Bl
List.

The Hilliard House, Rat Portage

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

EPPE'S COCOA

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

EPPE'S COCOAINE
or COCOA-NIB EXTRACT.

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

Special Agent, C. E. COLSON, MONTREAL

Smoked Hams

Smoked Rolls

Pure Lard

UNSURPASSED IN QUALITY
SAMPLE ORDER SOLICITED

PARK, BLACKWELL & CO., Ltd.

Wholesale Pork Packers

TORONTO

THOMAS DOHERTY & CO.

:: Importers of ::

TEAS and COFFEES

134 MCGILL STREET, Corner ST. PAUL.

Dominion Buildings.

MONTREAL.

GROCCERS



Has it ever occurred to you that we are the largest manufacturers of Shoe Dressings, Inks and Shoe Blackings in Canada? Write for our Price List.

BERLIN, ONT.

A Chance for Grocers . . .

For sale—Two stationary coffee mills, large size, one driven by motor power; several butter refrigerators, two "Taylor" fire and burglar-proof safes, a number of scales of different sizes, show tables, marble tables and counters and all kinds of grocers' fittings and fixtures. Apply at

154 King St., East, TORONTO

HANBURY A. BUDDEN
ATTORNEY AND SOLICITOR

OFFICE FOR

Patents Trade Marks Etc
MONTREAL.

Salt

SALT SALT SALT For Butter For Cheese For Table
And every other purpose.

VERRET, STEWART & CO.
Montreal - - - Quebec.

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

TRY A PACKAGE OF OUR "CLUB HOUSE"

A Perfect blend of the finest

INDIA and CEYLON TEAS

For which we are sole agents in America.

It will please your customers.

J. F. RAMSAY & CO.

Wholesale Importers

TORONTO

14 and 16 Mincing Lane

THE "GENUINE"

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



HEAT WILL NOT BREAK IT.

EVERY CHIMNEY NICELY WRAPPED AND LABELLED.



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

COWANS, KENT & CO., - TORONTO

Starch is Starch

But some of it is hardly worth calling starch. Flour or chalk might just as well be used in many cases, and produce as good results as many so-called "Starches."

EDWARDSBURG
STARCH CO.
Cardinal,
Ont.

When a thoroughly reliable article is desired avoid risk by getting what you know to be first-class and absolutely pure. You can't improve on

EDWARDSBURG STARCH.

BLUE.

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

CANNED GOODS. per doz.

Apples, 3's	\$0 70	\$0 85
gallons	1 65	2 25
Blackberries, 2's	1 70	1 90
Blueberries, 2's	0 75	0 85
Beans, 2's	0 65	0 75
Corn, 2's	0 50	0 75
Cherries, red pitted, 2's	2 00	2 25
Peas, 2's	0 60	0 75
" Sifted select	0 80	0 95
" Extra sifted	1 15	1 30
Pears, Bartlett, 2's	1 65	1 75
" 3's	1 75	2 40
Pineapple, 2's	2 40	2 50
" 3's	1 85	2 00
Peaches, 2's	2 50	3 00
" 3's	1 60	1 80
Plums, Green Gages, 2's	1 50	1 70
" Lombard	1 15	1 40
" Damsen Blue	0 70	0 90
Pumpkins, 3's	2 10	2 25
gallons	1 50	1 80
Raspberries, 2's	1 65	1 95
Strawberries, 2's	0 70	0 85
Succotash, 2's	0 70	0 75
Tomatoes, 3's	2 20	2 40
Lobster, tails	2 85	2 90
" flats	1 20	1 30
Mackerel	1 35	1 45
Salmon, Sockeye, tails	1 40	1 75
" flats	1 15	1 20
Sardines, Albert, 1/2's tins	0 13	0 21
" 3/4's tins	0 20	0 21
" Sportamen, 1/2's genuine French high grade, key opener	0 12 1/2	0 21
Sardines, Sportamen, 1/2's	0 16	0 18 1/2
Sardines, key opener, 1/2's	0 10 1/2	0 11
" 3/4's	0 18 1/2	0 19
Sardines, other brands 9 1/4 11	0 16	0 17
" F. & C., 1/2's tins	0 23	0 25
" 3/4's	0 33	0 36
Sardines, Amer., 1/2's	0 04 1/2	0 09
" Mustard, 1/2 size, cases	0 09	0 11
50 tins per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb.	1 10	1 15
Kipperd Herring, 1-lb.	1 6	1 90

Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	2 00
Herrings in Anchovy Sauce	2 00	2 00
Herrings a la Sardine	2 40	2 40
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans.	\$1 20	\$1 35
" 2 "	2 30	2 50
Comp Corn Beef, 4-lb. can	7 75	8 25
" " 14 "	15 00	16 00
Minc'd Callops	2 "	2 60
" " 2 "	2 60	2 65
Lunch Tongue	1 "	3 40
" 2 "	6 00	6 00
English Brawn	2 "	2 75
Camb Sausage	1 "	2 50
" 2 "	4 00	4 00
Soups, assorted	1 "	1 50
" 2 "	2 25	2 25
Soups and Bouill.	2 "	1 30
" 6 "	4 50	4 50



Acme Sliced Beef.
No. 1 tins, key, 2 doz. per doz. \$2.75.



Beardley's Boneless Herring. doz 2 doz... 1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
" 4 lb.	5 50	5 80

" 6 lb.	8 50	8 80
" 14 lb.	17 50	18 00
Roast Beef, 1 lb.	1 40	1 50
" 2 lb.	2 80	2 75
Luncheon Beef, 1 lb.	1 60	1 70
" 2 lb.	2 75	2 85
Brawn 1 lb.	1 30	1 40
" 2 lb.	2 35	2 50
" 6 lb.	6 60	6 80
" 14 lb.	14 50	15 00
Ox Tongue, 1 1/2 lb.	7 00	7 20
" 2 lb.	8 50	8 80
" 2 1/2 lb.	10 75	11 00
Lunch Tongue, 1 lb.	3 35	3 50
" 2 lb.	6 50	6 80
Chipped Beef, 1/2 lb.	1 60	1 70
" 1 lb.	2 65	2 80
Pigs' Feet, 1 lb.	1 65	1 75
" 2 lb.	2 45	2 60
Potted Meats, Tongue or Ham 1/4 lb.	70	75
Potted Meats, Tongue or Ham 1/2 lb.	1 20	1 25
Potted Deviled Ham or Tongue, 1/2 lb.	70	75
Potted Deviled Ham or Tongue, 1/4 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
Flower Roast	5 00	5 00
Sliced Gold Band Bacon	3 00	3 00

Codfish. per doz.

Beardley's Shredded, 2 doz. pkgs.	0 90
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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 50

Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Filtration Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, (English or French wrappers) 115 1c pieces	0 75

CHOCOLATES & COCOAS.

Cocoa—EPFSS. per lb.	
Case of 14 lbs. each	0 35
Smaller quantities	0 37 1/2
CADBURY'S.	
Frank Magor & Co., Agents. per doz	
Cocoa essence, 3 oz. packages	\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42 1/2
Cocoa Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'S.

Chocolate—per lb.	
French, 1/4's—6 and 12 lbs.	0 30
Caracas, 1/4's—6 and 12 lbs.	0 35
Premium, 1/2's—6 and 12 lbs.	0 30
Saute, 1/4's—6 and 12 lbs.	0 26
Diamond, 1/4's—6 and 12 lbs.	0 22
Sticks, 1/4's—6 and 12 lbs.	1 00
Cocoa—	
Homeopathic, 1/4's, 8 and 14 lbs.	0 30
Pearl, " " " "	0 25
London Pearl, 12 and 18 " " "	0 22
Rock " " " "	0 30
Bulk, in boxes	0 18
Royal Cocoa Essence, packages	per doz 1 40

CHOCOLAT MENIER.

Cases of	
10x12 lb. lb. boxes	In 12
Vanilla—	
Yellow wrapper, p. lb.	\$ 0 34 \$ 0 36
Triple Vanilla—	
White " "	0 73 0 83
Unsweetened—	
Blue Premium " "	0 38 0 42
Cases of Less	
54 lbs. than case	
Pastilles—	
1/2 lb. boxes	0 19 0 20

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc.
Used for lunch and breakfast as sandwiches.
Highly recommended by H. R. H. Princess
Louise and by the late Sir John A. Macdonald.
For sale by leading wholesalers.

Prepared by **M. P. CARD, Guelph, Ont.**

FRESH SEEDS for 1897
WILLIAM EWING & CO.

Pleased to quote Clover, Timothy, and Farm and Garden Seeds of all varieties. **Montreal**

THE "DIAMOND" OIL BLACKING



Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. ST. JAMES STREET Montreal

DRINK :: :

:: Chocolate for Breakfast

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



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

**VANILLA . .
CHOCOLATES**

CHOCOLAT MENIER

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

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

Salt

Salt

Salt

Write us if you want **SALT** of any kind, in car lots or less; can ship at very short notice. . . .

TORONTO SALT WORKS

TORONTO, ONT.

Every up-to-date Grocer should keep

COWAN'S HYGIENIC COCOA ROYAL NAVY CHOCOLATE and FAMOUS BLEND COFFEE

Send your orders to
THE COWAN CO., Ltd.
470 King St. East, Toronto



ASK FOR MOTT'S



Here It Is

Your customers want the best, especially at this season of the year.

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St.

MONTREAL

FRY'S.	
(A. P. Tippet & Co., Agents.)	
Chocolate—	per lb.
Caraccas, 1/4's, 6-lb. boxes	0 42
Vanilla, 1/4's	0 42
"Gold Medal" Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, 1/2's, 6 lb. bxs.	0 42
Fry's "Diamond," 1/4's, 6 lb. bxs.	0 24
Fry's "Monogram," 1/4's, 6 lb. bxs.	0 24
Cocoa—	per doz
Concentrated, 1/4's, 1 doz. in box	2 40
" 1/2's, " "	"
" 1 lbs. " "	"
Homeopathic, 1/4's, 14lb. boxes	0 33
" 1/2 lbs. 12 lb. boxes	33
JOHN P. MOTT & CO.'S.	
(R. S. McIndoe, Agent, Toronto.)	
Mott's Broma	per lb. 0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (1/4's)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 40
Mott's Caraccas-Choco ate	0 22
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05

Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21 0 43
Mott's Sweet Chocolate Liquors	0 19 0 30
COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes,	
1/2 lb. cake, per lb.	0 22 1/2
Royal Navy Chocolate, 12 lb. boxes,	
1/2 lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, 1/2 lb. cake, per lb.	0 35
WALTER BAKER & CO.'S.	
Chocolate—	
Premium No. 1, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each	50
Caraccas Sweet, in boxes, 6 lbs. each	38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each	0 28
Grocers' Style, in boxes, 6 lbs. each	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, 1/2 lb. tins	0 50

COCOANUT.

CANADIAN COCOANUT CO.	
White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs.	0 27
" 1/2 " " "	0 28
" 1/4 " " "	0 29
" 1/8 " 5 or 10 "	0 30
Bulk—	
White Moss, 1c, 15 or 20 lb. Pails	0 20
Feather Strip, " " " "	0 22
Special Shred, " " " "	0 18
Macaroon, " " " "	0 18
Crown Desic., 12, 20 or 25 lb.	0 18
Special, " " " "	0 17
Barrels, 2c. per lb. less.	
Terms, 3 p.c., off 30 days.	
SCHEPP'S	
Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases	0 27
1/2 lb. package, 15 and 30 lb. cases	0 28
1/4 lb. " 15 " 30 lb. " "	0 29
5c. package, 4 doz. in case, per doz.	0 45
Bulk—	Brls. Pails.
Edelweiss (thin strip) per lb.	0 20 0 22
Improved shredded, " "	0 18 0 20
Beaver " " "	0 16 0 18
Macaroon " " "	0 16 0 18
Desiccated " " "	0 15 0 17
Terms, 3 per cent. off 30 days.	

COFFEE.

Green.		per lb.
Mocha	0 27 1/2	0 30
Old Government Java	0 30	0 33
Rio	0 14	0 16
Plantation Ceylon	0 29	0 31
Porto Rico	0 24	0 28
Guatemala	0 24	0 26
Jamaica	0 19	0 22
Maracaibo	0 18	0 20
TODHUNTER, MITCHELL & CO.'S		
Excelsior Blend	0 34	
Our Own " "	0 32	
Jersey " "	0 30	
Laguaya " "	0 27	
Mocha and Java	0 32	0 35
Old Government Java	0 30	0 32
Arabian Mocha	0 32	0 34
Maracaibo	0 26	0 28
Santos	0 22	0 26
Crushed East India	0 20	

EXTRACTS.

per doz.	
Dalley's Pure Fruit Extracts, 2 1/2 oz. bottles, all flavors	\$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors	1 25

Our Javas and Corduroy

Biscuits are prime favorites and just the kind for this time of the year. We have this week put out another new Biscuit that for price and quality is a "Cracker." We call it "CUBANS." It meets the demand for a cheap line. It will pay you to watch this space every week. Maple Syrup is beginning to sell.

Toronto Biscuit & Confectionery Co.

A. W. PORTE.

7 FRONT STREET EAST

TORONTO.

S. R. PARSONS.

Crown Brand (Robert Greig & Co.)—	
1 oz. Bottle, per doz.	0 90
2 " " " "	1 50
2 1/2 " " " "	2 00
3 " " " "	3 00
4 " " " "	4 00
4 " Bottle " "	6 00
4 " Glass Stop'r " "	3 50
8 " " " "	7 00
Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles, gross	12 00
Ketchup, Screw Top, gross	21 00
" S. & L. " High Grade "	3 50
per doz	15 00
Pepper Sauce, per gross	15 00

FLUID BEEF.

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

FRUITS.

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

DOMESTIC.

Apples, dried, per lb.	0 02 1/2
" evaporated	0 73

FOOD.

Split Peas	3 25	\$3 50
Pot Barley	3 25	3 50
Pearl Barley, XXX, 49-lb. pkt.	2 00	
ROBINSON'S BARLEY AND GROATS.		
Patent Barley, 1/2 lb. tins	1 25	
" " " "	1 25	
" Groats, 1/2 lb. tins	1 25	
" " " "	2 25	
DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.		
Buckwheat Flour, 2 1/2 lb. packages, 3 doz. in case	1 20	
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20	
Tea Biscuit Flour, 2 lb. packages, 3 doz. in case	1 20	
Graham Flour, 2 lb. packages, 3 doz. in case	20	

Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20
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GELATINES.

SPARKLING CALVES FOOT	1 20
CRYSTALLIZED FRUIT, FLAVORED	1 65
ACIDULATED	1 50
(Sold by all wholesale grocers.)	

KEOPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.	
1 oz. Packages, White, per doz.	85 90
1 " " Red,	90 95

COXS

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

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—	
50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy C P	2 70
3 dy C P	3 90

HORSE NAILS—

Canadian, dis. 50 per cent.	
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HORSE SHOES—

From Toronto, per keg	3 60
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SCREWS—WOOD—

Flat-head iron, 80, 10 and 10 p. c. dis.	
Round-head iron, 75, 10 and 10 p. c. dis.	
Flat-head brass, 77 1/2, 10 and 10 p. c. dis.	
Round-head brass, 72 1/2, 10 and 10 p. c. dis.	
WINDOW GLASS. (To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.)	
1st break (25 in. and under)	1 35
ROPE—Manilla	0 09 1/2
Sisal	0 06 1/2
AXES—Per box	5 25
SHOT—Canadian, dis. 17 1/2 per cent.	
HINGES—	
Heavy T and strap	0 04 1/2
Screw, hook and strap	0 03 1/2
WHITE LEAD—Pure Association guarantee, ground in oil	per 100 lbs.
25 lb. irons	5 15
No. 1	4 77 1/2
No. 2	4 35
No. 3	4 02

TURPENTINE—

Selected packages, per gal.	0 40
2c. extra outside points.	0 41

LINSEED OIL—

Raw, per gal.	0 44
Boiled	0 47
2c. extra outside points.	0 48

GLUE—Common per lb.

	0 07 1/2
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INDURATED FIBRE WARE.

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

JAMS AND JELLIES.

SOUTHWELL'S GOODS.

Frank Magor & Co., Agents.	
Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams " "	1 55
Red Currant Jelly	2 75
(All the above in 1 lb. clear glass pots.)	

LICORICE.

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

MINCE MEAT.

Wetley's Condensed per gross, net	\$12 00
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WINES, LIQUORS AND MINERAL WATERS.

CHARD, JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch—	
1 Star Glenlivet, in cases	\$8 50
3 " " "	9 50
Old Liqueur " "	15 00
Old Glenlivet, in wood, p. gal.	4 25
Watson's Irish—	
Old Irish	7 50
Banagher	9 50
" " in wood, per gal.	4 25
Geo. Sayer & Co. Cognac—	
1 Star, in cases	11 50
V.S.O.P. " "	16 50
In wood, per gal	4 50
Warter & May, Oporto—	
Ports	2 10
Wisdom & Warter	2 00
Sherris	6 00
J. & R. M'LEA, MONTREAL.	
Cockburn very old Highland	8 75
Special Scotch	9 50
Special Liqueur, 14 years old	15 50
In wood—Fine old Scotch	4 40
Special old Scotch	5 00

MUSTARD.

COLMAN'S OR KEEN'S.

Square Tins	per lb.
D. S. F. 1 lb. tins	\$0 40
" 1/2 lb. tins	0 42
" 1/4 lb. tins	0 45
Round Tins	
F. D. 1/2 lb. tins	0 25
" 1/4 lb. tins	0 27 1/2
" 4 lb. jars, per jar	0 75
" 1 lb.	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

per gross.	
Pony size, \$7 50	Beer Mug
Small Med. 7 50	Tumbler
Medium	11 50
Large	21 00
Spoon	22 00
THE F. F. DALLEY CO.	
Dalley's Mustard, bulk, pure, per lb.	0 25
Dalley's Mustard, 1/2 lb. tins, 2 doz. in case, per doz.	2 00
Dalley's Mustard, 1/4 lb. tins, 4 doz. in case, per doz.	1 00
Dalley's Superfine Durham Mustard, bulk, per lb.	0 12
1/2 lb. tins, 4 doz. in case, per doz.	0 65
1/4 lb. tins, 2 " " "	1 20
1 lb. jars, per doz	2 40
4 lb.	7 80
1/4 lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins, per gal.	2 00

Celery Salt, 2 oz. bottles, silver tops,

per doz	1 25
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Curry Powder, 2 oz. bottles, silver tops, per doz.

	1 75
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RICE, ETC.

Rice—	per lb.	per lb.
Standard " B "	0 03 1/2	0 03 1/2
Patna	0 04 1/2	0 04 1/2
Japan	0 05	0 05
Imperial Seta	0 05 1/2	0 05 1/2
Extra Burmah	0 03 1/2	0 04
Java Extra	0 06 1/2	0 06 1/2
Genuine Carolina	0 09 1/2	0 10
Grand Duke	0 06 1/2	0 06 1/2
Sago	0 03 1/2	0 05
Tapioca	0 03 1/2	0 05 1/2

STARCH.

EDWARDSBURG STARCH CO., LTD.

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

KINGSFORD'S OSWEGO STARCH



SILVER	40-lb. boxes, 1-lb. pkgs.	0 08
GLOSS	6-lb. boxes, sliding covers (12-lb. boxes each crate)	0 08 1/2
PURE	16-lb. boxes	0 07
OSWEGO	40-lb. boxes, 1-lb. packages	0 07 1/2
CORN STARCH	For puddings, custards, etc.	
ONTARIO	38-lb. to 45-lb. boxes, 6 bundles	0 06
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 1/2
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs.	0 05 1/2
Bbls., 175 lbs.	0 04 1/2
Kegs, 100 lbs.	0 04 1/2
Lily White Gloss—	
Kegs, extralarge crystals, 100 lbs.	0 06 1/2
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
8 in crate 48 lbs	
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs.	0 09
Canadian Electric Starch—	
40 packages in case	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs.	0 05 1/2
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06 1/2

SUGAR.

Granulated	0 04	per lb.
Paris Lump bbls. and 100-lb. boxes	0 05 1/2	0 25 1/2
" " in 50 lb. boxes	0 05 1/2	0 05 1/2
Extra Ground, bbls. Icing	0 15 1/2	0 05 1/2
Powdered, bbls	0	



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

MACHINE OIL

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

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

DURABLE PAILS AND TUBS.



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

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

Represented by
Chas. Beech & Sons, Toronto,
H. A. Nelson & Sons, 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 Crochery baskets.
- Fruit packages of all descriptions.

For sale by all Woodensare Dealers

Oakville, Ont.

Recommend your customers to

Study Economy



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

Johnston's Fluid Beef 16 oz. Bottle. **\$1.00.**

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THE DRY GOODS REVIEW

TORONTO MONTREAL

INSURE YOUR LIFE IN THE CONFEDERATION LIFE ASSOCIATION

The right man

to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man

to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death.

The right man

knows that to insure his life is the only way to make such provision, and he knows that

The right policy

is the **UNCONDITIONAL ACCUMULATIVE** Policy of the

CONFEDERATION LIFE ASSOCIATION

It contains one condition only—that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association.

HEAD OFFICE—TORONTO.

J. K. MACDONALD, Managing Director. **W. O. MACDONALD,** Actuary.

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**WINDSOR
... SALT**

Please remember the name "WINDSOR" when you require salt. The most modern and scientific system is used in the manufacture of WINDSOR SALT, and the neatest and most attractive packages are used.

For Sale by all Wholesale Grocers in Canada.

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

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Lea & Perrins

Observe that the SIGNATURE is now printed in blue ink diagonally across the OUTSIDE WRAPPER

Of every Bottle of the ORIGINAL . . . WORCESTERSHIRE SAUCE.

Sold Wholesale by the Proprietors, Worcester; Crosse & Blackwell, Limited, London; and Export Oilmen generally. RETAIL EVERYWHERE.

AGENTS—J. M. Douglas & Co., and Urquhart & Co. Montreal

OAKEY'S
'WELLINGTON'
KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,
Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

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RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS
Hamilton, Ont.

COX'S GELATINE Always Trustworthy.

ESTABLISHED 1725.

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ESTABLISHED 1849.

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