

PUBLISHED
EVERY
FRIDAY

THE

CIRCULATES
IN EVERY
PROVINCE

CANADIAN GROCER

AND
GENERAL
STOREKEEPER

QUALITY..



When a salesman talks price to you
Ask him about **QUALITY**

When he talks quantity
Ask him about **QUALITY**

When he talks merit to you
Ask him about **QUALITY**

That's the _____
STRONG POINT
in
Colman's Mustard

PEEK, FREAN & CO'S

CELEBRATED
Biscuits and Wafers

FLORENCE WAFERS
VENICE WAFERS
CHERRY WAFERS

And
a hundred
other varieties
of Cakes and
Biscuits.

Samples and prices from

CHAS. GYDE, Canadian Agent, Montreal.

<p>Corn Brooms</p>	<p>BROOMS</p>	<p>"Rose" "Pansy" "Thistle" "Maple Leaf" "Shamrock" "Daisy" "Tulip" and "Good Luck" ...</p> <p>Always reliable and as represented.</p>
<p>STANDARD BRANDS</p>		
<p>"GEM" "WIRE" "SNOW" "OORKER" "HEARTH" "LA BELLE" "BARBERS" "TRAVELLER"</p> <p>Wood, Bone, Nickel, Silver and Plush Handles. Large Variety. Low Prices.</p>		
<p>WHISKS</p>	<p>Corn Whisks</p>	
<p>The H. A. Nelson & Sons Co., Limited 59 to 63 St. Peter Street MONTREAL Toronto Sample Room: 58 and 58 Front St. West</p>		



Tomato Ketchup

Is made of tomatoes grown on Muscatine Island, Iowa, where they develop a pleasant piquancy not found in tomatoes in any other section.

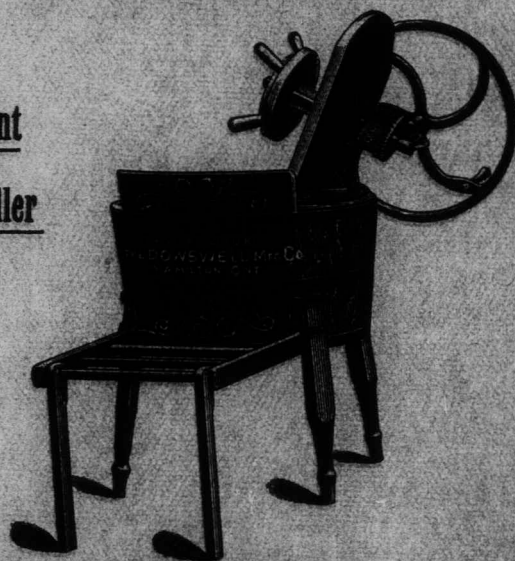
Sold by
 Canadian Agents:
H. P. Eckardt & Co., Toronto.
Hudon, Hebert & Co., Montreal.

The Round Reacting Washer.

A STRICTLY FIRST-CLASS MACHINE
AT A REASONABLE PRICE.

Most Efficient

A Quick Seller



No other machine so easily operated.
 Closed in—keeping suds hot and preventing escape of vapor into the room.
 We commend these machines to the trade.

SEND FOR PRICES AND CIRCULARS.

The Dowswell Mfg. Co., Limited, Hamilton, Ont.

EXTENDED INSURANCE.

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

Confederation Life Association.

HEAD OFFICE—TORONTO.

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

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

W. G. Macdonald,
Actuary.

J. K. MACDONALD,
Managing Director

Profitable
Points for
Progressive Grocers

**"Thistle"
Brand
Finnan
Haddies**

REAL
Finnan Haddies, with the
true delicate flavor of the
freshly caught fish.

Selected carefully and
cured and packed right
at the water side.

Absolutely clean, AL-
WAYS.



Made by particular people for
particular people. Pure Bi-carbonate
of Soda.

The Soda of confidence and
strength. Order this brand.

**"Thistle"
Brand
Kippered
Herring**

The
choicest fish only—
fat and selected per-
sonally—toothsome
and clean.

Every tin war-
ranted.

**Tender
Macaroni**

"A thread-bare story" someone says.
Perhaps so, but it will bear repeating. P. Codu makes his
Macaroni from the only wheat that Macaroni ought to be
made of—Russian Wheat.

This wheat gives a delicacy and whiteness to the Macaroni that can be obtained
in no other way. Folks try to imitate it, but consumers don't
see it in that light. We ought to know—we have had the
experience.

**Made by
P. Codu**

Sold by leading wholesalers everywhere.

A. P. TIPPET & CO., Genl. Agts., Montreal.

We take this opportunity of wishing
to our many customers in Canada

**A Very
Happy and
Prosperous
New Year.**

THE
Wilson, Lytle, Badgerow Co.
LIMITED
VINEGAR MANUFACTURERS

Front Street

...Toronto

Yardley's Violettes de Parme Perfume



Is still the reigning favorite almost everywhere. During the last 18 months our sales of this perfume alone in England amount to over 50,000 bottles.

We guarantee it to be of the very finest quality. No better extract on the market. 1, 1½, 2, 3-oz. bottles; also 1 and 4-drachm sample bottles.

Savon Violettes de Parme

{ 3 Tablets in
a Box. } Exquisitely boxed and
Perfumed.

Creme de Violettes de Parme

Unrivalled for keeping the skin
soft, smooth and cool.

ASK OUR CANADIAN AGENTS,

The Greig Manufacturing Co'y., Montreal,
to show you THIS SERIES.

DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

Turn Over A New Leaf!

cause "quality counts!"

Here's to more business for you in 1900, and here's the very thing that will surely bring it to you—**Tillson's Pan-Dried Rolled Oats.** Turn over a new leaf and try them, if you never have—

The Tillson Co., Limited,
Tilsonburg, Ont.

Happy New Year to you—let by-gones be by-gones and turn over a new leaf for 1900 for more business. Let quality be your watchword rather than quantity, be-

**Tillson's
Pan-Dried
Rolled Oats.**

Happy New Year!



Pleasure first, **now**, and business afterward. Away goes trouble and care. Happy New Year to you! Think of the cigars that will be smoked during the holidays—are you stocked with my "Pharaoh" and "Pebble" yet?

Remember, I take all the risk—you have six months to return them in and get your money back if they fail to sell. Trust to my judgment to make up an assortment of a thousand of my cigars for you. All you have got to do is to name the price you wish to pay—leave the rest to me because I take all the risk, you see. Happy New Year to you from—

Payne's Cigars.

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

OUR

Crown Flavoring Extracts

are unsurpassed—quality and
prices.

GREIG MFG. CO'Y, Montreal, P.Q.

GROCERS.....

who
desire
to keep
the most
up-to-date,
saleable packet
tea on the market,
should order an assort-
ment of the

OZO BLENDS.

THEY ALLOW LONG PROFITS.

OZO CO., Limited
416 St. Paul St., MONTREAL

MADE IN CANADA.

The Grocery Trade of Canada . .

is to be congratulated on the
success reached in the selling of

"Sterling" Brand Pickles.

They have brought satisfaction from
customers and increased trade to
every grocer selling them.

- The Grocer who is anxious to
- build around him the best kind
- of trade will always see that
- his shelves are well stocked
- with these famous Canadian
- pickles.



T. A. LYTLE & CO.

124-128 Richmond St. W., TORONTO, CAN.

CEYLON

..AND..

INDIAN

MACHINE-MADE

TEAS

are the most profitable for the retailer to handle, because they are the purest, cleanest and most healthful for the consumer.

No Dust or Cobwebs!

Are you balancing up the business of the old year? Taking account of stock? It's ten to one you won't find dust or cobwebs on those handsome bottles of Jonas' Flavoring Extracts that you have on hand—there is too steady a demand for them for that!

You can put them down at their full, retail, selling value *because they are staple goods.*

Pure—as the lily. Rich—in Nature's own way. Strong—as a concentrated essence *can* be. Rich, pure, strong—can your customers ask for *more* than that?

Ah! You're safe indeed in carrying such goods in stock. You'll find no dust or cobwebs on them as the year draws to a close, because—*they sell readily!*

Jonas' Flavoring Extracts.

Henri Jonas & Co., Mfrs.,
Montreal.

VALENCIA RAISINS!

Here you are,
Look at the assortment:

Trenor's Blue Eagle Selected, 28-lb. boxes.
Rogers' Finest Selected, - 28-lb. boxes.
Rogers' 4-Crown Ondara
Layer Valencias - - 28-lb. boxes.

Grustan's Finest Selected - 28-lb. boxes.
Grustan's Finest Selected - 14-lb. boxes.
Grustan's Finest Selected - 7-lb. boxes.
Trenor's Aranda Fine off-stalk, 28-lb. boxes.

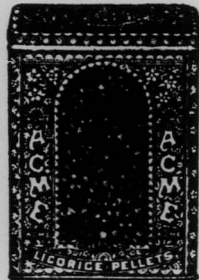
All magnificent quality, and prices the lowest.

Table Raisins, Eleme Figs, Comadre Figs, Peels, Currants, etc., etc.,
in great profusion. We have handled over 30 carloads of Mediterranean Fruits. The reason—excellence of quality and lowest market prices.

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



LICORICE..



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

Our latest novelties; Corrugated Y. & S. Stick Licorice, packed 80 sticks in wood box; Manhattan Wafers, in Pliable Licorice, 2 1/2-lb. boxes.

YOUNG & SMYLLIE
Established 1845. BROOKLYN, N.Y.

AYE READY!

TATERSONS'

"CAMP" COFFEE
IS THE BEST.

PRODUCING A CUP OF DELICIOUS COFFEE
AT A MOMENTS NOTICE.

ASK YOUR WHOLESALE GROCER
FOR IT.

Batty & Co.

ESTABLISHED 1824.

LONDON.

OLIVES
AND
PURE
OLIVE
OILS.

INDIAN
CURRIES
AND
CHUTNIES.

Makers of High-class

PICKLES
OF
ALL KINDS.

SAUCES
OF
ALL KINDS.

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

PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

CANADIAN GROCER

AND GENERAL STOREKEEPER

VOL. XIII.

TORONTO AND MONTREAL, DECEMBER 29, 1899.

NO. 52

SOME IDEAS AND IMPRESSIONS.

Gathered During a Holiday Trip to New York.

(Continued.)

AMONG the things for which I particularly kept my eyes open when in New York was window displays. And I must confess, paradoxical as it seems, that I was both satisfied and dissatisfied. I was dissatisfied as far as the grocery and hardware window displays were concerned, and satisfied with the displays I saw in other branches of trade.

I could not, of course, in a couple of weeks see every store, or even every street, for that matter. But I did a great deal of traveling and a great deal of watching. And if I should have formed a wrong impression in certain particulars I cannot feel that I am to blame.

Judging from what I saw in New York, I do not hesitate to say that the window displays of the retail grocery and hardware stores there are not equal, as a rule, to those in Toronto, Montreal and other Canadian cities that might be mentioned. In the first place, there does not appear to be the same scope for display, so many of the windows being very shallow. This shallowness necessitated the placing of the goods displayed within a few inches of the window pane, which, of course, destroyed the perspective, and, where there is no perspective, it is difficult indeed to make a good display, particularly in such lines as groceries.

But, in window displays of dry goods! There is where New York does excel. Nearly all the art of window dressing seems to have centred in that branch of trade.

The retail dry goods merchants and dealers in men's furnishings make displays which are nearly always striking and often unique. I wish I were an artist, that I could reproduce some of these displays, yes, or even a camera fiend, for certain of the displays might be turned to effect by branches of trade other than dry goods or men's furnishings. But, being neither artist nor camera fiend, I can only attempt to describe some of the displays.

There was one store in Broadway which every few days had a window display which invariably brought a number of the hurrying and bustling crowd to a standstill. The window was small and the store rather dark. But there were some people in the store who had bright ideas in regard to window dressing. On the morning after the election passers by saw in the window the wax figure of a man trundling along in a wheelbarrow two men, all three men being fitted out in suits of clothing as sold by the firm, while a neat and attractive card in the window bore the following:

PAYING HIS ELECTION BET.

We have won our election bet, and have wheeled here to get a \$13.50 suit and overcoat on measure.

Appearing the day after election it was doubly effective.

On several occasions, when passing a certain store on the corner of Broadway and another street, which made a specialty of macintoshes, I noticed a figure in the

window enveloped in a lady's macintosh with hood. One night I was curious enough to stop to examine it. The figure was standing on a box, which was in turn placed in the centre of a pond of water four or five feet square, while from a pipe which had been run along the ceiling overhead there came a continuous stream of water which fell upon the head of the figure. By-and-bye my eyes wandered to the face of the figure. The face looked particularly life-like, and I kept gazing upon it. Suddenly, to my astonishment, the eyes moved. Then I realized that I was gazing into the face of a woman, and not a bad-looking woman either. I could not suppress a smile. Neither could the woman.

While dealing with this display I am reminded of another in which a woman was much in evidence. A certain store desired to impress upon the public the utility of a certain shoe-buttoning device. Day after day, therefore, might be seen seated in the window of this store, close to the glass, a comely-looking woman with one neat foot and well-chiseled ankle, as the novelists say, incased in a boot fitted up with this particular fastening device, which she at intervals mechanically fastened and unfastened. Of, course, the display drew.

Another display in which figures were brought into play was that of a highway robbery scene. Two footpads, armed with murderous looking knives and ancient-looking pistols, were "holding up" a well-dressed man. One robber held a brace of pistols at the man's head while the other, from the rear, was pulling paper money out of his pockets. Standing at the feet of the


RISING SUN
 IN
CAKES
 WELL KNOWN AND RELIABLE.


DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY


SUN PASTE
 STOVE POLISH
 IN **TINS**
 GUARANTEED TO THE TRADE
 DUSTLESS, LABOR SAVING,
 BEST IN THE WORLD.

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

three men was a placard on which was printed in good sized letters the following :

WHEN A MAN IS HELD UP.

It's his own misfortune rather than his fault.
But, when a man pays exorbitant prices for his clothes it is not only his misfortune but his own fault as well.

Of course, all the effective window displays were not confined to those who called in the aid of figures. I have one such in mind at the moment. It was a window—or rather two windows in one store—which was cased in natural wood, and at night illuminated by electricity. The frontage of each window was possibly ten feet, but, in depth, the window was only about two feet. And, although I saw two or three different displays in each window, each display in each window was invariably limited to one line of goods and very few articles of that one line. But, in the smallness of the number of articles displayed, together with taste in arrangement, was the secret of its striking character. I noticed that there was always a strong contrast of colors in the displays. For instance, one display consisted of three suits of clothes for four or five-year-old boys: The centre one of these was a bright red, while that on either side of it was dark. At night, under the electric light, the effect was decidedly striking.

W.L.E.

TO MEND RUBBER SHOES.

Rub the patch to be applied and the overshoe very thoroughly with sharp sand-paper, then smear both with rubber cement five times, letting them dry each time. Smear both the sixth time, and, before they dry, apply the patch, using prolonged pressure, if possible. If rubber cement is not obtainable, dissolve small pieces of pure rubber (not that which is vulcanized) in warm spirits of turpentine until it is of the consistency of syrup.

CANADIAN PRODUCTS WANTED.

THE following were among the inquiries relating to Canadian trade received at the Canadian Government office in London during the week ending December 8.

1. Inquiry is made for the names of a few large Canadian provision firms who are doing a direct trade with the Cape.
2. A firm of produce importers are desirous of being placed in communication with a few reliable shippers of Canadian produce who may wish to open up a fresh connection in the east of Scotland.
3. The name of a firm who would take up, or assist in the development of the sale in Canada of steel rope suspension bridges (50 to 300 ft. span) is desired by the manufacturer.
4. As the result of the interest shown by the English press in the experimental shipments of grapes from Canada, a firm of general commission agents in Bristol ask to be placed in communication with interested parties for whom they could act in that city.
5. Inquiry has been received for the names of Canadian butter producers anxious to place their goods on the British market.

The names of the firms desiring the above information can be forwarded by THE CANADIAN GROCER.

GETTING RID OF MICE.

An English horticulturist has discovered a new way of getting rid of mice, which is exceedingly simple. It is based on the intense aversion which rats and mice have to the odor of mint. All one has to do is to lightly sprinkle with the extract of mint, a powerful odor, the place where the traces are found of mice. Then one should see them scatter! No mouse will ever frequent a place impregnated with the scent of mint.

ORIGIN OF "WATERING STOCK."

Henry Clews asserts that Daniel Drew invented the significant term "watering stock." Before coming to the Street to make and lose \$13,000,000, Uncle Daniel had been a drover, and fed his cattle an unusual amount of salt in order to create in them an abnormal thirst that would cause

them to drink great quantities of water, thus making them appear bigger and fatter when taken to market. After "watering stock" in this way, it was natural that he would make use of a trick or two of his own in disposing of stock of a different kind in Wall street.

ADOPTING THE CASH BASIS.

James Edgcumbe, a Peterboro', Ont., grocer, has decided to adopt the cash system, and announces it in the following manner :

I wish to announce that after January 1, I will conduct my business on a cash basis. This is generally admitted to be the only satisfactory method for both customer and dealer. My books will be closed at the end of the year, and I request that all accounts be paid by February 1, next. Under the new system I feel I can give better satisfaction than ever, and, as quality with me has always been of the first importance, none but the best goods will be sold.

WHICH MOVED?

A sign in a vacant store of Whittenton announces that "this store has moved," but, inasmuch as the sign has been in the window for about six months and the store is in the same position, it is fair to presume that goods which were contained in the store are the things that "have moved."—Taunton Gazette.

SALMON FLEET OF 1899.

The balance of the salmon fleet loading at British Columbian ports are now about ready for sea. The Killarney, which will soon hoist her white wings on the long voyage to Liverpool, took cargo both at the outer wharf and on the Fraser river. She carries 57,000 cases of salmon and 300 barrels of oil. The ship County of Cardigan is fully laden and ready for sea also. The ship Cariolanus, which loaded altogether at the outer wharf, and is now ready for sea, has in her hold 38,475 cases of salmon, valued at \$207,000. Her destination is London. The ship Senator, the last of the fleet, is about half loaded.

Announcement....

Our Empire Golden Tip **Ceylon** and our Empire Pekoe **Indian** Teas have arrived—but—our travelers cannot show you any samples until **next year.**

LUCAS, STEELE & BRISTOL, Wholesale Grocers, HAMILTON.

To Our Customers:



The year of 1899 is now rapidly drawing to a close, and we trust our many customers enjoyed a very Merry Christmas.



We desire to thank them for the business they favored us with during the year, and trust 1900 will bring them larger business and heavier pockets than ever, and that we may continue to enjoy their patronage even more largely than in the past.

JAMES TURNER & CO., ...HAMILTON.

GRAND MOGUL TEA

"IS PURE TEA," AND STANDS SUPREME.

LEADS ALL PACKAGE TEAS IN EXCELLENCY OF FLAVOR AND STRENGTH.

Wishing you the Compliments of the Season,

T. B. ESCOTT & CO.
LONDON, ONT.

Agencies:
Winnipeg, Montreal, Toronto, Vancouver.

TEAS 1899-1900 CROP

Our stock is now complete with long lines new teas

Japan, Assam, Ceylon, Young Hyson

AT LOWEST PRICES.

T. KINNEAR & CO., 49 Front Street East, TORONTO

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

ONESIME WINTER, general merchant, L'Original, Ont., has assigned in trust to A. Constantineau, L'Original, and a meeting of creditors has been called.

Dupris & Chevier have been appointed curators of P. L. A. Lefebvre, grocer, Montreal.

G. R. Fraser & Co., general merchants, Springhill, N.S., are offering 33 $\frac{1}{3}$ c. on the dollar.

John Hyde has been appointed curator of Paul McNally, general merchant, Campbell's Bay, Que.

Kent & Turcotte have been appointed curators of Joseph Brault, general merchant, Laprairie, Que.

Chattel mortgagee is in possession of the business of J. L. McKay, grocer, etc., Wellington, B.C.

V. E. Paradis has been appointed curator of L. O. Couture, general merchant, St. Gedeon (Chicoutimi), Que.

Wilfrid Tardif, grocer, etc., Granby, Que., has assigned to Edward Bradford, who is paying creditors 50c. on the dollar.

John W. Dodge, grocer, Windsor, Ont.,

has assigned, and a meeting of his creditors has been called.

Humphreys & Pittock, fruit dealers, etc., Nelson, B.C., have assigned.

Louis Morel, general merchant, Beaupre, Que., is offering 50c. on the dollar.

Edward White & Co., produce dealers, St. John, N.B., have been closed out by the sheriff.

Joseph Belanger, grocer, etc., 1474 St. Lawrence street, St. Louis de Mile End, Que., has consented to assign.

Parkin & Moore, grocers, etc., Hartney, Man., recently burned out, had \$4,000 insurance, and have assigned to Frank W. Smith.

The liquidator of The Nova Scotia Pork-Packing Co., Limited, Middleton, N.S., advertises that all claims must be rendered by January 1, 1900.

PARTNERSHIPS FORMED AND DISSOLVED.

E. C. Bower & Co., general merchants and fish dealers, Westport, N.S., have dissolved.

Joseph W. Aubin and J. E. Gravel have registered partnership under the style of J. E. Gravel & Co.

Balquier & Jones, general merchants, Wyoming, Ont., have dissolved, and have been succeeded by Jones & Anderson.

J. Wm. Rathbone and Jules Gosselin have registered as partners under the style of Rathbone, Gosselin & Co., general agents, Montreal.

Haim and Alex. Schlachter have registered partnership under the style of N. Schlachter & Bro., general merchants, St. Boniface, Man.

Chew None Tie, Hung Hein Chin Dan, and Chin Ying have registered partnership under the style of The Kwong Tong Chong Co., general merchants, Ladners, B.C.

SALES MADE AND PENDING.

T. J. Grimes, grocer, Ottawa, has sold out.

Miners & Co., grocers, St. Thomas, Ont., have sold out.

The stock of Gruhn Bros., manufacturers cigars, Berlin, Ont., is to be sold.

The stock of the estate of W. W. Lawra-son, grocer, Galt, Ont., has been sold.

Mrs. Bellinger, fruit and cigar dealer, Victoria, B.C., is selling out at auction.

The stock, etc., of Sarah McKeen, grocer, Nanaimo, B.C., has been sold to John Rowan.

The stock, etc., of the estate of L. J. Corbett, general merchant, Dauphin, Man., has been so'd at 80c. on the dollar to Ramsay & Philip.



The Best Whip

you can use to quicken your trade is a good stock of articles which you can always feel safe in recommending.

Such an article is

IMPERIAL CHEESE

Of the many imitations of Imperial Cheese there is not one so far that has remained on the market for any length of time.

MALAGA FRUITS

PRICES RIGHT.

THE DAVIDSON & HAY, LIMITED

36 YONGE STREET,

TORONTO.

CHANGES.

Alex. Martin, grocer, etc., Sydney, N.S., has sold out to John H. Bertram.

Mrs. J. W. Scollard, grocer, etc., Hamilton, Ont., is giving up business.

F. W. Moyer, grocer, Vineland, Ont., has been succeeded by C. B. Reece.

D. W. Elsley, general merchant, Kingsmills, Ont., has sold out to George Dean.

A. Wilson, general merchant, Oil Springs, Ont., has sold his bakery to Russell Bros.,

Arthur L. Desaulniers has registered as proprietor of Z. L. Desaulniers, grocer, Montreal.

Marie Gelinhas has registered as proprietress of Jos. Begin & Co., fruit dealers, Three Rivers, Que.

L. A. Trempe & Co., grocers and hardware dealers, Valleyfield, Que., are retiring from business.

Mrs. Emile Berard has registered as proprietress of E. Berard & Co., grocers, Montreal.

DesBiens, Levesque & Co., general merchants, St. Jerome, Que., are applying for incorporation.

FIRES.

J. H. Robertson, general merchant, New Richmond, Que., has been burned out.

GROWTH AND USE OF TEA.

ALTHOUGH the tea plant is indigenous to Assam, and the Chinese plant is a debased variety, it was unknown in India till 1834, says an exchange. In the previous year The East India Company had lost its monopoly of the China tea trade, and the directors set to work to secure for their own territories a portion of what had become to them a very material business. Seeds and plants of the debased Chinese variety were imported, and with them Chinamen and Chinese methods. The following 50 years were employed in getting away from Chinese methods, of which the outcome is the excellent Indian methods of to-day, which have practically destroyed the export of the Chinese production.

Following the success in Assam, tea was planted in Bengal and other provinces, until, in 1897, the area of cultivation was equal to 200,000 hectares. Outside of India, China and Japan, the greatest development has been in Ceylon and Java. The principal tea-drinking countries of the world are China, Japan, the United Kingdom, the British colonies, Russia and the United States of America. Excluding Mongolian

requirements, the world's consumption may be taken roughly at 230,000,000 kilograms per annum, which, including cost of transportation, but not revenue and distributive profits, may be valued at £17,000,000. It is estimated that this quantity is sufficient to make 100,000,000,000 cups of tea.

The United Kingdom takes the largest quantity, the imports for 1898 being 107,000,000 kilograms, or 2.65 kilograms per annum per head of population—a good deal less than the quantity consumed by the Australasian colonies. Next to Great Britain comes Russia, as a consumer of 42,000,000 kilograms, or 0.34 kilogram per head of population. The United States takes 31,000,000 kilograms, or 0.41 kilogram per head; but then the people of the States consume 5 kilograms of coffee per head. Canada consumes 3 kilograms per head and Holland ½ kilogram.

ADVICE TO YOUNG MEN.

“Never affect to be other than what you are, either richer or wiser. Never be ashamed to say, ‘I do not know.’ Never be ashamed to say, whether applied to time or money, ‘I cannot afford it; I can not afford to waste an hour in the idleness to which you invite me. I cannot afford the guinea you ask me to throw away.’” — Bulwer Lytton.



The Consumers are the Judges

with unbiased opinions. Your opinions are likely to be biased by traditions and rules that do not always hold good.

Our opinion is likely to be biased too.

But, the opinion of the Consumers can be relied upon, and it is, “That **UPTON'S MARMALADE, JAMS AND JELLIES** are the best value they can buy.”

HENRY WRIGHT & CO., Toronto, - CANADIAN SELLING AGENTS.

CHOCOLATE FOR BRITISH WARRIORS.

WE learn that the first consignment of the chocolate which was ordered by Her Majesty for the troops in South Africa is to be made to-day (Saturday). Messrs. Cadbury, of Birmingham, are supplying 40,000 boxes; Messrs. Fry, of Bristol, 30,000 boxes, and also Messrs. Rowntree, of York, another 40,000 boxes, this firm having received an order for an additional 10,000 boxes on that originally required, and the whole consign-

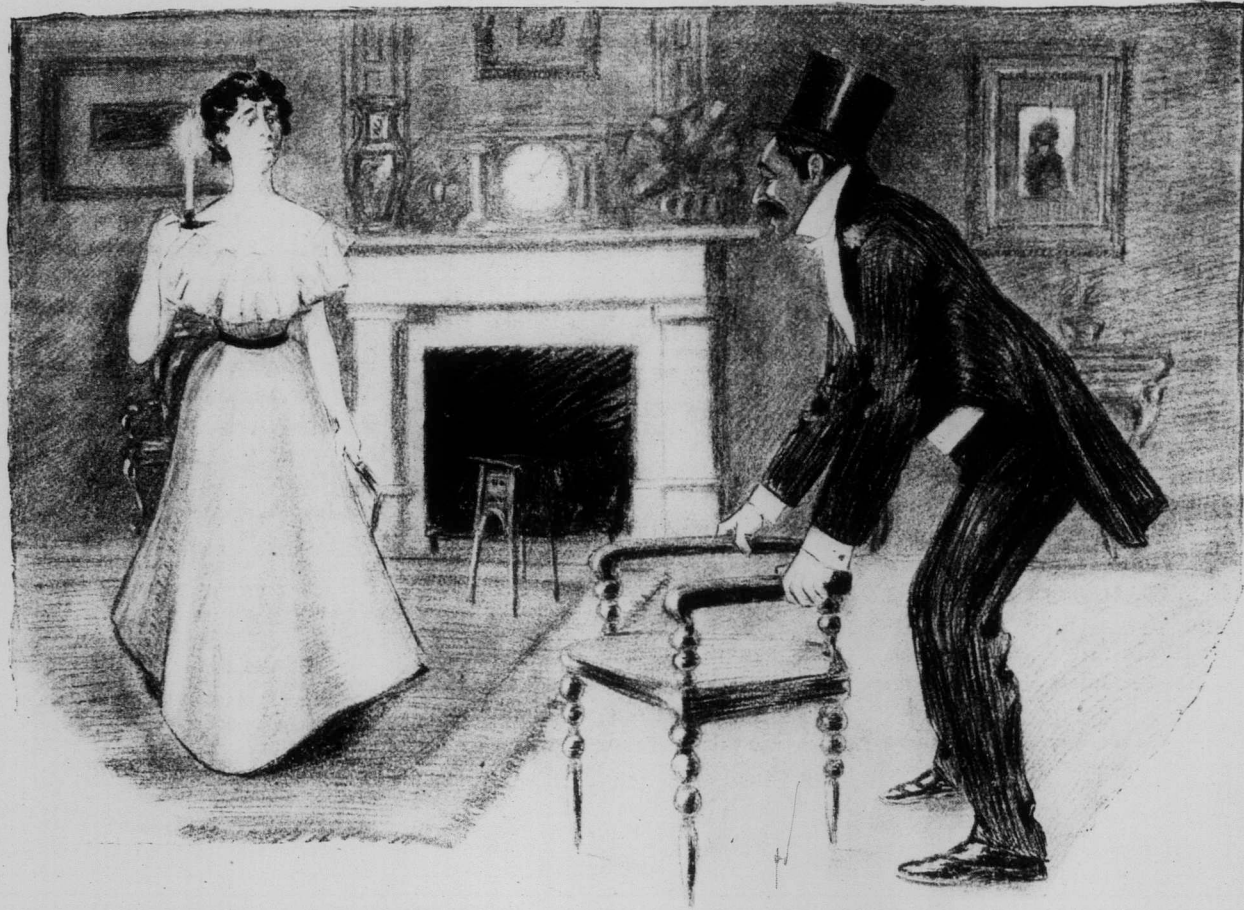
ment should find their way into the hands of the public, and the dies have been destroyed. —Grocers' Journal, December 16.

A SPECIES OF BLACKMAIL.

We have frequently referred to the tremendous pressure brought to bear upon retail grocers to donate goods of every description for church or charity fairs, held in their respective towns and cities. Not only that, but they must advertise in programmes, fair papers, etc. In many places the dealers have combined together to resist this importunity, which is a very mild term to use—blackmailing would be a more appropriate word. It is well to bear in mind, also, that wholesalers and

it is advertise or blackmail. The church people do not call it blackmail; but it is blackmail, call by whatever name you like the practice too often followed by those calling on merchants for their advertisements of threatening to deal elsewhere unless space is taken in the programme. But, even if there is not the open threat, the merchant knows, from the fact that those deputed to canvass him are often his own customers, what he may expect in the event of noncompliance.

The churches are not, however, the only



(Husband returns home very late, intoxicated.)

SHE.—This is too much. I won't bear it any longer. To-morrow I shall return to my mother!

HE.—My dear, is that a threat, or a promise?

ment will leave the works on Monday, ready to be shipped by the Union Company's steamer Gaika on December 23. The company are taking out the consignment free of charge. As previously stated in these columns, the tin boxes containing the chocolate bear on the lids, "V.R.I., South Africa, 1900," and underneath, "I Wish You a Happy New Year. Victoria, R.I." The chocolate is of precisely the same make as that which was supplied to Dr. Nansen for his Arctic expedition. The greatest care has been taken that none of the boxes

manufacturers are deluged with similar requests. We know that Boston merchants have been besieged in this way this fall as never before: in one week one manufacturer received a dozen requests. We believe with the St. Paul Trade Journal, that "these demands have grown to such an extent that the evil will, doubtless, work its own remedy by placing it beyond the financial ability of even the most prosperous jobber to favorably respond to all, and lead to establishing a rule which will have few exceptions."—New England Grocer.

Churches should be supported, but they should be supported legitimately, not illegitimately. This programme advertising is illegitimate. And it is doubly so, because

sinners in this respect. Fall fair organizations and secret societies are equally guilty of the unpardonable sin.

But is not the remedy, after all, in the hands of the business men themselves?

Eleven tons of turkeys were delivered in Lanark, Ont., in one day recently, and were sold at an average of 9c. per lb.

Joseph Jewkes, general merchant, Springhill, Ont., intends removing into larger premises, as his business is steadily increasing.

California Prunes

40/50's, 50/60's, 60/70's, 70/80's, 80/90's, 90/100's, 110/120's.

GRIFFIN & SKELLY CO.

ARRIVING EARLY IN JANUARY

500 Boxes Bosnia Prunes, 104/108's, each 55 lb.

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

WHOLESALE GROCERS, MANUFACTURERS,
IMPORTERS OF TEAS.

TORONTO, CAN.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

A. N. WHITMAN & SON, of Montreal, report an increasing demand for their smoked fish.

Colman's genuine mustard may be procured from Lucas, Steele & Bristol.

S. H. Ewing & Sons have some exceptionally good Rio coffees, well aged, on hand.

Lucas, Steele & Bristol are offering "Carabus" in ½-lb. tins. Most attractive goods.

Rutherford, Marshall & Co. have a limited quantity of clover extracted honey put up in 10, 30 and 60 lb. tins. Those requiring honey should write the firm.

New arrivals of butter-scotch and English rock candy are to hand with Lucas, Steele & Bristol.

The "Salada" Tea Company state that having had another shipment of green Ceylons to hand they have again been able to fill some of their back orders. "There is no doubt about the public appreciation of

these green Ceylon teas," remarked a member of the firm, "Ceylon black tea was never received with half the favor in its early stages that Ceylon green tea has been in Canada and the United States. The only difficulty has been to get enough of the tea to supply orders."

PRICE-CUTTING.

A Morrisville, Vt., grocer writes The New England Grocer as follows: "Suppose some new industry started up in a town, and the promoters advertised for help at \$1.50 per day, and I, being out of a job, offer them my services at \$1 per day, would I not be called a fool? And yet, that is what the price-cutter is doing. No doubt his reasons for cutting prices are that he will get more trade, but what a mistake! Times are different now than 20 years ago; people are more wide-awake, more suspicious, and they have a right to be; they are afraid there is something wrong about the goods, and oftentimes they are right. I know of two grocers in the same town who buy the same brand of kerosene oil from the same jobber—one sells at 13c. and the other at 15c.—and I know for a fact that people are very suspicious of the 13c. oil, and the fact is the grocer that is charging

15c. is selling nearly double the oil that the other is. This applies to all other goods as well; people are afraid of cheap groceries, particularly the better class of trade; they don't want the name of eating cheap groceries. Furthermore, how unbusinesslike to cut down a little less than your neighbor! It has a sort of a cowardly, unmanly look. The fact is it don't take a very smart man to give away his goods. On the other hand, I consider it does take a smart, shrewd, careful business man to sell lots of goods and get good prices."

TONS OF TURKEY FROM CANADA.

We are a pretty good poultry customer for Canada. We received from there over 53,000 lb. of turkeys for Thanksgiving, and 20,684 lb. in 1898. This was live poultry, on which 3c. per lb. duty was paid to get them in. The duty at Buffalo amounted to \$1,100 for Uncle Sam. When people quit guessing weight, and a Government scale is set up at Ferry street, our tariff receipts on live poultry may increase.—National Provisioner, New York.

Castles & Colquhoun have opened as bakers, confectioners, etc., in Halifax, N.S.

ROSEMARY MINCE MEAT

BULK—IN PAILS.

CONDENSED—IN PACKAGES.

QUALITY

FIRST
LAST AND
ALWAYS.

6 ½c. Per Pound Delivered.

ROSEMARY BULK MINCE MEAT
25 AND 70-LB. PAILS.

PRICE

ABSOLUTELY RIGHT
WITH
BEST TERMS.

The L. and S. Rosemary Co., Limited,

Hamilton, Canada.

Perfection Is No Trifle.

We believe that Windsor Salt is as near a perfect Salt as skill, experience, time and money can produce.

No trifle is neglected in its manufacture because *no trifle is too small to be neglected.*

"Perfection is no trifle."

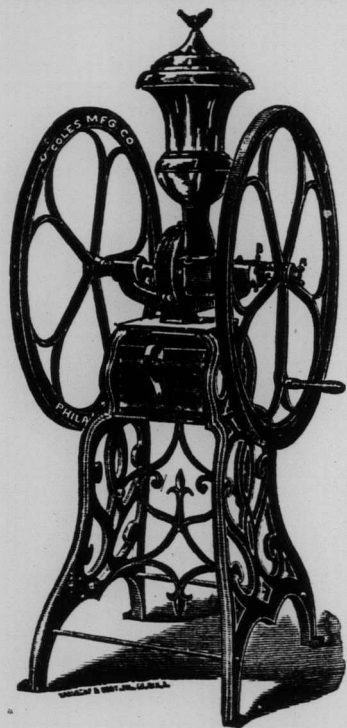
Windsor Salt

Salt that it is possible to make—one reason why this is so is because the Vacuum process is used in its manufacture.

Another reason is because its reputation for purity, whiteness, and dryness *must be maintained*, else the trade phrase "as pure as Windsor Salt" loses its true meaning.

Sold by Leading Wholesalers Everywhere.

THE WINDSOR SALT CO., Limited
Windsor, Ontario.



The Canadian Grocers Know

a good mill when it is presented to them.

They have taken up the . . .

COLES COFFEE MILL

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

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

Coles Manufacturing Co.
PHILADELPHIA, PENN'A.

Wool Soap

For Toilet and Bath

Pure, white Wool Soap is an ideal soap for the toilet and bath. It is high grade toilet soap at the laundry soap price.

Swift and Company, Makers, Chicago

Canadian Representatives:

W. T. Strong & Co., London. E. A. Richards & Co., Hamilton.

THE CANADIAN GROCER

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO. Limited.

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

OFFICES

MONTREAL - - - - Board of Trade Building,
Telephone 1255.
TORONTO - - - - - 26 Front Street West,
Telephone 2148.
LONDON, ENG. - - - - 109 Fleet Street, E.C.,
J. M. McKim,
MANCHESTER, ENG. - - - - 18 St Ann Street,
H. S. Ashburner.
WINNIPEG - - - - Western Canada Block,
J. J. Roberts.
ST. JOHN, N. B. - - - No. 3 Market Wharf,
J. Hunter White.

Travelling Subscription Agents:

T. Donaghy. F. S. Millard.

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

Cable Address { Adscript, London
Adscript, Canada

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

CHRISTMAS POULTRY TRADE.

THE Christmas poultry trade in Toronto this year was unsatisfactory. The mild weather on Friday and Saturday and the great rush of all poultry, especially turkeys, to market on these days, knocked the bottom out of the business to such an extent that a fairly good market was converted into a very bad one.

Turkeys, which earlier in the week had ruled steady at 8½ to 9½c., and in some cases sold for 10c., fell until as low as 7c. was accepted for good stock, while at no time during Friday and Saturday did the range rise above 7½ to 8½c., and even at these prices the large receipts did not find their way to buyers' hands. Nearly every commission house had, early this week, a good deal of surplus stock left on its hands. As Saturday was mild, and Sunday was expected to be soft, it was necessary to put this stuff in cold storage, which is likely to impair the color and thus decrease the selling value of the birds.

The market is still unsettled and unsatis-

factory, few buyers doing business, though prices are still at 7½ to 8½c. per lb.

The receipts of geese during the last day or two before Christmas were comparatively moderate, and, though business was listless, prices were well maintained at 6 to 6½c., which figure is still ruling.

Chickens and ducks were in greater supply than demand, and, while the quality offering was fully up to what was offered earlier in the week, the price of chickens was reduced 5 to 10c. per pair, and that of ducks 10 to 15c. per pair. The range thus created for chickens, 40 to 60c., and that for ducks, 25 to 40c., still holds good, though little business is being done.

MR. WM. McNALLY FOR MAYOR.

The business men of Montreal have concluded that it is time that the mercantile community of that city was represented in the chief magistrate's chair.

Accordingly, as it is the turn of an Irishman for the honor, a large deputation waited on Mr. Wm. McNally, of Wm. McNally & Co., and urged that he stand for the mayoralty.

Mr. McNally is at present considering the matter, and if he accepts will certainly make a first-class chief magistrate. He is one of the leading Irishmen of Montreal, one of its most successful merchants, and that the business vote will plump solid for him if he consents to stand for election is a foregone conclusion.

THE SOUR-FACED MERCHANT.

A sour face may be compatible in a vinegar factory, but in a store nothing scarcely can be more incompatible, for in the store it will drive more customers away in a day than even high prices will in a week.

NEW TURKISH PRUNES.

Shipments of new season's Turkish prunes will be in stock before the close of the week.

In price they are about 50 per cent. above the figures which ruled about this time a year ago. But in spite of the high price they have been somewhat eagerly looked for, although the Californian prunes, on account of their lower cost, will supply the bulk of the demand this season.

COMPETITION OF AUSTRALIAN BUTTER.

AS Canadian butter dominated the British market during the past summer, so does the produce sent by our Australian cousins control the market in England at present.

Up to the end of the first week of December arrivals of Australian butter in England amounted to 247,000 cwt., against 142,600 for the same period in 1898, an increase of 94,400 cwt. Despite these heavy arrivals, however, it is satisfactory to note, that there has been no great accumulation as yet, the Australasian holders accepting what the market offered, and so have got the trade from the higher-priced continental stuff.

Recent advances, however, tend to show that, despite the heavy consumptive movement, imports are beginning to overlap the demand, and this fact becomes of interest to the Canadian trade, as our butter for the first time since the end of October has begun to show in the English market. Unless crisp, cold weather, therefore, sets in in Britain, the increasing supplies of Australian will almost inevitably lead to a collapse in prices. On the other hand, advices of December 16, from Manchester, are reasonably buoyant. They intimate that the severe winter weather, coming much earlier than usual, should stimulate the butter market. The official rate is, however, unaltered, and it is likely the markets will tide over Christmas without change. Australasian and Canadian butters are finding their way much more freely of late to this centre in competition with Danish and Swedish, and the best goods show excellent quality. Last week's advance of two kroner was readily responded to in Manchester, and the market was well cleared. Small parcels of fresh made Irish firkin butter continue to arrive and find a ready market. Irish creameries are scarce. Only a few steam dairies will continue working through the winter. Finnish, Russian, and Friesland come in for a good second quality, and find buyers amongst those who prefer them to mixtures. It is not expected that the new food and drugs Act, coming into operation on January 1, will lessen the sale of margarine, as no good butter can be produced to compete with margarine at the price at which it is sold.

THE OUTLOOK FOR A HAPPY NEW YEAR.

THE CANADIAN GROCER hopes that its readers will have a happy and prosperous New Year.

One cannot hope for a thing unless there is some expectation that the wish which is back of the hope has some chance of being gratified. THE CANADIAN GROCER has some reason for the hope that it has expressed.

The year 1899, which is just about joining the years that have gone before, has been a remarkable one commercially.

No preceding year has been its peer in business activity.

Commercially, Canada has made a stride which has brought her into a prominence among the nations exceeding that which was conceived of when the year that is now dying made its advent.

There has, indeed, been a "growing time" during 1899, both for the nation and for its business men.

We cannot, of course, yet give the figures for the foreign trade of the Dominion for the 12 calendar months of the year, but we can for 11 months, and, compared with the corresponding 11 months of 1898, they are as follows:

	11 months, 1899.	11 months, 1898.
Imports	\$152,033,669	\$135,600,058
Exports	144,297,565	139,562,340
Totals	\$296,331,234	\$275,162,398

Here is an increase of \$21,168,836, or 7.63 per cent. compared with the corresponding 11 months of 1898.

Turning to the railway earnings of the Canadian companies for the 11 months, we find the same satisfactory condition of affairs, the gross earnings of the Canadian Pacific railway for that period being \$26,223,415, against \$23,467,859 in 1898, and of the Grand Trunk \$23,914,359, against \$21,945,100. This is an increase of 13 per cent. in the earnings of the Canadian Pacific, and of 9½ per cent. in those of the Grand Trunk.

Then, there are the bank clearings. They show a decided increase. The same is to be said of the bank-note circulation, while in the list of failures there is a gratifying decrease.

It is evident, therefore, that the past year has been a most prosperous one for the country, and consequently a happy one.

As the outlook is promising for a continuance of the favorable conditions, THE CANADIAN GROCER has every reason to hope that 1900 will be a prosperous and happy one for the business men of Canada.

ADVANCE IN SCREEN DOORS AND WINDOWS.

The manufacturers of screen doors and windows in Canada have jointly agreed upon an advance in prices. This was decided upon on December 21.

The increased cost of lumber and screen wire cloth is the direct cause of the advance.

THE CANADIAN GROCER has been given to understand that the manufacturers have decided to purchase their screen wire cloth from the Canadian manufacturer. If this is so, the latter, together with the demands that will be made from other sources, will obviously be kept pretty busy.

THE EXPORT APPLE TRADE.

THAT the export apple trade of Ontario has been more than unsatisfactory this year is now generally admitted. Inquiry from many shippers has brought out the fact that more of them have sustained loss than have made profit.

Three reasons are assigned for this. The first is that too high a price was paid at the orchards; the second, that apples were sent which should not have been; and the third, that the facilities for shipment are poor, causing loss as well as inconvenience.

In order that next season shall be more favorable than the past, these hindrances should be removed as much as possible before the opening of next year's business. The first of them lies entirely with the exporters. If they pay too much for their apples next season they will deserve to lose.

But Government assistance should be given to remove the last two hindrances to the apple trade.

While, as a matter of individual safety, apple packers should exercise the greatest care in apples intended for export, the experience of the past few years teaches that Government regulation is necessary that the apple industry shall not be destroyed by dishonest or incompetent packers.

The Government has done much in the

way of improving shipping facilities, but more is needed before apple packers can get the best returns for their shipments. By the present arrangement, a shipper is not guaranteed shipment on any particular boat. Instead, his bill of lading reads via some steamer on one line, or, possibly on two lines, with the result that apples shipped from Western Ontario may have to wait a week or more for shipment. This condition of affairs should not be, and it is the Government's duty to make such an arrangement that it shall not be a hindrance to next season's business.

NET PRICES FOR SUGAR.

The Sugar Trust and some of the independent refiners in the United States have decided to adopt the net plan for selling sugars. The new plan goes into force January 1.

On and after January 1 the price for New England and the States of New York, New Jersey, Pennsylvania and Delaware will be on the basis of 4.94c. per lb. for granulated, less 1 per cent. for cash, with a rebate of ½c. payable in 60 days. For all other parts of the United States the basis is 4.81c., less 1 per cent. for cash, with no rebates.

Willet & Gray's Sugar Trade Journal is of opinion that the competition among the refiners may now be expected to be cleaner cut and more keen than formerly.

ADVANCE IN TWINES.

Manufacturers of twine and hemp cordage in Canada have advanced their prices. The lines affected are wrapping twines; cotton, sisal and hemp bed cords; cotton, sisal and hemp plough lines, cotton rope and hemp rope.

Every man has planted within him the seeds of success, but, unless he cultivates them, they will not grow and multiply.

SHARP ADVANCE IN DATES.

The market for dates is decidedly strong. Advices to hand this week from London, England, report an advance of no less than 3s. per cwt.

There has been no change on the local market, where dates are in fair supply.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

A TELEGRAM from what is considered a reliable Fresno source states that but 50 cars of standard raisins remain there and that these are practically sold. The stock of Pacifics is placed at 100 cars and the Orientals, which are characterized as "poor stuff," at 200 cars.

COCOA IN LONDON.

The market is firm, but business is still small at full rates. There were no public auctions held on Tuesday, and the market privately is quiet, with only small transactions at unaltered prices. The deliveries in London last week show a comparative increase of 589 bags, whilst the landings have fallen off to the extent of 1,969 bags, as compared with the corresponding week last year. The stock, which is again materially reduced by 3,194 bags for the week, shows the increased relative deficiency of 14,520 bags.—Grocers' Journal, December 16.

THE PACK OF DRIED PEACHES.

The pack of dried peaches on the Coast, as estimated by The San Francisco Trade Journal, was 28,300,000 lb., against 10,960,000 lb. last year, and 27,150,000 in 1897. The apricot crop is placed at 7,000,000 lb., compared with 8,240,000 lb. in 1898 and 30,125,000 lb. in 1897.

SHIPMENTS OF CURRANTS.

The shipments of currants from Greece to all parts for the season to December 1 were 84,402 tons, against 97,354 tons last year to the same date. England took 50,575 tons, or 4,700 tons less than last year, while the shipments to the United States and Canada were 900 tons larger than a year ago, being 13,940. The greatest falling off proportionately is found in the exports to the continent. Last year, to December 1, they amounted to 26,037 tons, while this year they were but 16,030.

THE OUTLOOK FOR CURRANTS.

Business in currants for home consumption, although small, is fairly general, leading to the conclusion that grocers hold very small stocks of the article. In spite of the dragging and dispiriting character of the season, holders generally are firm, and await with confidence a good spring trade to relieve them of their stocks, without, to say the least, any important diminution in values. In Provincial fruit there have been further speculative transactions of more or less importance, but these have, so far, had no hardening effect on prices, which have rather declined than advanced during the

past week. As far as the London trade is concerned, this effect may be traced to a persistent hammering of the market, which seems to take place in some quarters whenever the trade has bought freely and supplied its requirements a little in advance. The object of such a policy is a little difficult to understand, but its effect can only be in the direction of destroying confidence, and must be in every way prejudicial to the development of the trade. With regard to the Greek market, any forecast of future prospects must necessarily be of a very vague character, prices being influenced much more by considerations quite extraneous to the ordinary laws of supply and demand, and dependent almost entirely on financial conditions. With the prospect of very dear money for a long time to come, it would appear that the statistical position, although of unusual strength, would be unable to effect any important rise in the price of Provincial currants.—Produce Markets' Review, London.

PACK OF CALIFORNIAN TABLE FRUIT.

The San Francisco Trade Journal estimates the total pack of Californian table fruits for the season of 1899 at 2,410,428 cases, against 1,753,280 cases last year. The greatest increase is in apricots, the pack of which is given as 674,374 cases in 1899 and 317,408 cases in 1898. The pack of Bartlett pears was 498,363 cases, or 168,639 cases more than last season. The increase in the peach pack amounts to 76,779 cases, the total for 1899 being given as 815,573. The cherry pack was 41,450 cases of black and 148,911 cases of white, compared with 32,331 cases of the former and 110,170 cases of the latter last year.

STRONG SALMON SITUATION.

Regarding the salmon situation, The San Francisco Trade Journal, of December 15, says: "It is no longer doubted that prices for Alaska salmon will rule much higher, owing to the supply being very low. The Government's takings are quite a factor. It is reported, and on good authority, that a contract sale has been made by an outside Alaska canner at 95c. for reds in talls. This is higher than some of the outsiders opened at the last season, but they soon advanced prices. We are informed that one of the Sacramento river companies has sold all its spring, next season's, pack at prices to be regulated by the Columbia river opening for chinooks. It is stated that several contracts have been made on the Columbia river for next season's chinooks at prices to be named hereafter. As far as

present indications point, it looks as if there will be stronger competition in buying on the Columbia next year than there was this year."

CANNED SALMON IN LONDON.

With so many various interests attracting the attention of buyers, it is not at all surprising to find a slight falling off in many articles of this department. At the same time, owing no doubt to forward salmon being offered at lower prices than now ruling, many grocers are being induced to fill their future requirements much earlier than usual, and the position in this direction is stronger than has been the case for some time past. There is only a normal demand for these goods on the spot, but, in the face of this, some merchants have advanced their quotations for the lower grades 3d. per case, feeling assured there will not be more than sufficient to carry the trade over until the new pack arrives.—Produce Market's Review, December 16.

CANNED GOODS NOW AND A YEAR AGO.

The Trade, Baltimore, Md.,: "A comparison of quotations at the present time with those of the same week a year ago on some of the leading articles of staple canned goods makes interesting and instructing matter. At this time last year corn was quoted at 57½ to 60c. for Maryland standard cash. This year, the quotations on the same basis are 67½ to 70c., a distinct difference of 10c. per dozen in favor of this year's prices. Dry packed corn last year was quoted at 62½ to 70c. on December 23 in this market, and this year the quotations are 75 to 80c.

"In tomatoes the difference is not so marked; in fact, tomatoes are very nearly the price they were just previous to Christmas last year. No. 2 tomatoes standard were then quoted at 52½ to 55c.; the quotations for them at present are 52½ to 57½c. One year ago standards were quoted at 65 to 70c.; this year they are 65 to 67½c.

"Peas show an extraordinary difference in the values of the two periods. In the corresponding week last year the quotations for early June standards were 65 to 75c. regular; the same peas are held to-day at \$1.10 to \$1.20. Last year the quotations for sifted were 75 to 95c.; this year they are \$1.25 to \$1.30. Extra sifted were quoted at 95c. to \$1.10 in 1898; this year they are held \$1.50 to \$1.60; extra fine sifted petit pois, which last year at this time were offering at \$1.20 to \$1.30, are quoted this week at \$1.75 to \$1.80. One year ago white marrows were offered at 70 to 72½c., and now at \$1.10."

The Guage has Changed.

The black teas of China have practically disappeared. The death knell of Japan teas has sounded with the introduction of

"SALADA"

PURE UNCOLOURED
CEYLON GREEN TEA

SALADA

Of the same character, but infinitely more delicious, it delights all Japan tea-drinkers. Drop us a card for a small box.

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

THE COWAN RAMSAY CO., LIMITED
IMPORTERS OF TEAS

RED CROSS TEA

in lead packets, and

CLUBHOUSE

in 2 lb. Cartons, 50 and 100-lb. Tins.

These brands are registered, and the quality guaranteed by us.

The "**BOSS**"

WASHING MACHINE

Still Leads.

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

Walter Woods & Co.

HAMILTON.

Ow! Wow!! That's the Stuff!



Bayle's Horseradish Mustard

The Original and Genuine.

In Stomachic Value.—The Perfection of Condiments.

Beware of Imitations.

Sole Maker, GEO. A. BAYLE,

For Sale by all Grocers. ST. LOUIS, MO.

HORSE HAIR.

Have you any? We buy it.

GEO. ROSSITER & SONS

10-14 Pape Avenue

TORONTO



HORSE-SHOE SALMON

Is packed ONLY from the finest

Fraser River Sockeye Salmon.

For twenty years the leading brand on the Canadian Market.

It pays to buy the best.

For Sale by all Wholesale Grocers throughout the Dominion.



A Delicacy Now in Demand.

Millar's Paragon Cheese

Every First-class Grocer
Should Stock it.

Good Profits, Quick Returns,
Draws Custom.

The T. D. MILLAR PARAGON CHEESE CO., Ingersoll,
Canada.

MARKETS AND MARKET NOTES.

GROCERY QUOTATIONS BY WIRE.

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

ONTARIO MARKETS.

December 28, 1899.

GROCERIES.

BEING the Christmas week there is naturally but very little business being done; in fact, outside a few sorting-up orders for currants, raisins, and nuts, trade is practically at a standstill. However, the lull is somewhat welcome after the rush of the past few weeks. At the same time the employes around the different warehouses will be kept from idleness owing to the fact that preparations are being made to take stock. There is still a strong feeling in regard to canned goods. Coffees continue to occupy a strong position, and the firmness noted in teas during the past week or two has been maintained. The feature of the sugar market is a decline of 5c. per 100 lb., which took place shortly after we went to press last week.

CANNED GOODS.

All lines of canned goods have been quiet for some time, but at this season they are naturally even more so than they were a couple of weeks ago. At the same time, however, no one seems to have lost any confidence in the future of the market, and what little canned goods are being sold bring firm prices. The idea as to price for tomatoes to the retail trade is 95c. to \$1; for corn, \$1.05 to \$1.10, and for peas, 80c. upwards. An odd case or so of canned salmon is going out at steady to firm prices.

COFFEES.

The condition of the market continues strong for all kinds of green coffees, and quite a number of people anticipate higher prices with the New Year. The local demand keeps fairly brisk for green Rio coffee.

SUGARS.

Shortly after we went to press last week, a reduction took place in all grades of sugars of 5c. per 100 lb. This change came somewhat as a surprise, but it was due to the large influx of foreign sugars and to the irregularity of the outside markets.

The outside markets are still in a somewhat unsettled condition, but it is expected that after the New Year something more definite will be known in regard to prices. The demand, locally, is naturally very light. The price of Montreal granulated sugar in Toronto is now \$4 88 per 100 lb., while Acadia is quoted 5c. per 100 lb. less than that figure.

SYRUPS AND MOLASSES.

Nothing particularly new has developed in these lines during the last week. There is naturally only a limited demand for either syrups or molasses at this time of the year. Prices are steady and unchanged.

TEAS.

Teas have been rather dull of sale here during the past week or so. The reason for this is that no teas are offering at prices which buyers are willing to pay. The outside markets continue to rule steady to strong. China green teas of low grade are particularly strong, while those of the finer grades are just steady. Mail advices from

See pages 29 and 30 for
Toronto, Montreal, St. John,
and Winnipeg prices current.

London, England, state that the market there hardened, and all grades met with a steady demand at the auction. In Ceylon teas, the quantity brought to auction was rather smaller, and prices for all descriptions were strong. One feature of the market in London for Ceylon teas is the disposition to buy more medium and good grades. The local demand is at present light, but an improved business is, of course, due after the beginning of the year.

NUTS.

Stocks of nuts on the spot are light, and prices are firm, with the demand fairly good.

FOREIGN DRIED FRUITS.

CURRANTS—No new features have developed in this line during the past week. There is still quite a fair demand, although it is not, of course, as brisk as it was last week and during the preceding weeks. Quotations remain as before.

VALENCIA RAISINS—What has been said during the past weeks in regard to the growing scarcity of selected Valencia raisins still holds good, and there are some who predict that before a great while this grade

of raisins will be quoted at 8 to 8½c. per lb. to the retail trade. At present quotations are as before, namely, 7 to 7½c. per lb., according to brand; fine off-stalk is quoted at 6½ to 6¾c., layers at 7½ to 8c., and extra selected at 8½c.

MALAGA RAISINS—The trade seems to be fairly well satisfied with the way in which stocks of Malaga raisins have been cleaned up. Of course, at present the demand is over for the season.

FIGS—There is decidedly a strong feeling in regard to figs. Tapnets, which early in the season were bought at 10s. per cwt., are now quoted at 12s.

DATES—Advices to hand report an advance of 3s. per cwt. on the London market in dates. The demand on the local market is fair and the supply is fairly good. Ruling quotations are 5½c. per lb. for Hallowee dates and 4½ to 5c. for Sairs.

GREEN FRUITS.

The market was well cleaned of oranges and lemons by the Christmas trade, there being few oranges of any kind, and very few Valencias now offering. Trade is now dull, however, and, as good receipts are expected this week, the feeling is easier at declines of 50c. for Valencias and 25c. for Senoras. Lemons are also easier, showing a drop of 25 to 50c. for both Verdillis and Messinas. The demand for cranberries was brisk, but not enough so to absorb the large stock on the market. The feeling is firm, however. Almeria grapes were bought freely. The stocks are considered sufficient to last throughout the season. The winter apple situation is unchanged. Ordinary winter stock is steady at \$2 to \$2.75, but as high as three is paid for fancy red spies.

COUNTRY PRODUCE.

EGGS—The market keeps steady. The bulk of trade being done is in pickled, at 16c. New laid are wanted at 23c., but most of the fresh-gathered stock shows that much of it has been held. Unless such eggs can be guaranteed fresh they are neglected by the trade at 20c. per doz.

POTATOES—The feeling is stronger, but prices are still 38 to 40c. per bag for cars, and 45 to 50c. per bag for small lots out of store.

BEANS—There is no change. Trade is quiet. We quote \$1.45 to \$1.50 for hand-picked, and \$1.35 to \$1.38 for prime.

DRIED AND EVAPORATED APPLES—The evaporated apple market is steady at 8c., in a jobbing way. A fair business in dried is doing at 5½ to 6c., in a jobbing way.

The Grocer who DOESN'T sell

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is losing the sale of the **most profitable soap on the market.** And—vice versa—the grocer who **does** is making money and friends too. It is a favorite with every woman.

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THE ST. CROIX SOAP MFG. CO.
 ST. STEPHEN, N.B.

At outside points 6c. is still paid for No. 1 quarters and $5\frac{1}{2}$ to $5\frac{3}{4}$ c. for No. 1 ordinary.

POULTRY—Trade is dull. The surplus of turkeys after Christmas was large, and, as the demand is now light, prices have fallen 1c. per lb. Geese are unchanged in price. Ducks are 10 to 15c. and chickens 5 to 10c. per pair cheaper. We quote: Turkeys, $7\frac{1}{2}$ to $8\frac{1}{2}$ c.; geese, 6 to $6\frac{1}{2}$ c.; ducks, 40 to 60c.; chickens, 25 to 40c.

VEGETABLES—Green onions and radishes are now being offered. Parsley is 5c. per doz. dearer. We quote as follows: Green onions, 15 to 25c. per doz.; radishes, 60 to 75c. per doz.; spinach, 40 to 50c. per bush.; lettuce, 20 to 40c. per doz.; cabbage, 60 to 75c. per doz.; red cabbage, 50 to 75c. per doz.; cauliflowers, 40 to 60c. per doz.; celery, 40 to 75c. per doz.; parsley, 15 to 20c. per doz.; onions, 40 to 60c. per bush.; green beans, 30 to 50c. per basket; squash, \$1 to \$1.50 per doz.; vegetable marrow, 40 to 60c. per doz.

BUTTER AND CHEESE.

BUTTER—There continues a brisk demand for dairy prints and rolls, and a fair inquiry for dairy tubs. The supply of tubs is light, causing the price to strengthen, some houses quoting 1c. above the ruling quotation. Creamery is in good demand, and, as the supply is liberal, prices are steady. We quote: Dairy, large rolls, 18 to 19c.; prints, 19 to 20c.; tubs, 17 to 18c.; creamery, tubs and boxes, 21 to 22c.; prints and squares, 22 to 23c.

CHEESE—The market keeps strong, with late makes steady at 12 to $12\frac{1}{2}$ c. The demand keeps good, notwithstanding the high range of values.

FISH AND OYSTERS.

The colder weather has improved the demand for both fish and oysters. An advance of 10c. or so in the price of oysters is likely to take place. We quote as follows: Trout, $7\frac{1}{2}$ to 8c.; Niagara whitefish, 7 to $7\frac{1}{2}$ c.; pickerel, $7\frac{1}{2}$ c.; herrings, 4c.; halibut, $12\frac{1}{2}$ c.; Seattle salmon, 13 to 15c.; haddock, 5c.; finnan haddies, $6\frac{1}{2}$ to 7c.; boneless fish, $4\frac{3}{4}$ c.; quail-on-toast, $5\frac{1}{2}$ c.; steak cod, 6c.; quintals of cod, $5\frac{3}{4}$ c.; ciscoes, \$1 per basket. Oysters, standards, \$1.25; selects, \$1.65; other brands, \$1.25 per gal.; shell oysters, \$8 per bbl.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Wheat keeps steady at $66\frac{1}{2}$ c. outside. The deliveries on the street market this week have been moderate, with prices unchanged. We quote: Wheat, white and red, 68 to 69c.; goose, 70 to 71c.; peas, 62 to 65c.; oats, 28 to 29c.; barley, 42 to 44c.; rye, $53\frac{1}{2}$ c. No. 1 hard Manitoba wheat is steady at $76\frac{1}{2}$ c. Toronto and west.

FLOUR—The demand keeps fair, with prices steady. We quote: Manitoba patents, \$4; Manitoba strong bakers', \$3.70; Ontario patents, \$3.65 to \$3.75; straight roller, \$3.35, Toronto freights.

BREAKFAST FOODS—Business is moderate, though an improvement is expected in the next week or two. We quote as follows: Standard oatmeal and rolled oats, \$3.50 in bags and \$3.60 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$4; pot barley, \$4.

HIDES, SKINS AND WOOL.

HIDES—The market keeps strong and active. We quote as follows: Cow-hides, No. 1, $9\frac{1}{2}$ c.; No. 2, $8\frac{1}{2}$ c.; No. 3,

$7\frac{1}{2}$ c. Steer hides are worth $\frac{1}{2}$ c. more. Cured hides are worth $10\frac{1}{2}$ c.

SKINS—Sheep and lambskins are 10c. dearer. Otherwise there is no change, though the market is firm. We quote: No. 1 veal, 8-lb. and up, 10c. per lb.; No. 2, 8c.; dekins, from 40 to 45c.; culls, 20 to 25c. Sheep and lambskins are selling at \$1 to \$1.10.

WOOL—The market keeps firm, but prices are unaltered. We quote: Clothing wool and combing fleece, 20c.; unwashed, $12\frac{1}{2}$ to 13c.

SEEDS.

Alsike is firm at \$4.50 to \$7, though the top price is only paid for finest samples. Red clover is steady at \$4.50 to \$5 at outside points for good to choice, with 25c. more for extra choice to fancy lots. Little timothy is offering. Dealers would pay \$1 to \$1.25 aboard cars outside for good to

Consignors—Note:

WE ARE well cleaned up and in good position to handle your **POULTRY.**

BUTTER

In good demand. Send along and get good prices.

We Handle

Eggs, Honey, Cheese, Lard, Fish, Game, Green and Dried Apples.

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Wholesale Produce Commission Merchants
 70 COLBORNE STREET, - TORONTO
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Corona Golden Figs

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

Cost you $7\frac{1}{2}$ c. and sell from 10c. to 15c. No scraping goods out of bags or mats; no dust and dirt nor loss of weight, time and custom, but

CHOICE GOODS THAT SELL AT SIGHT.

Half size sample mailed on receipt of 5c. in stamps; or, to meet numerous requests, we will on receipt of value (\$3.60) ship and prepay freight on 1 caddy to any part of Ontario. State name of your wholesaler in ordering.

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

How's your stock of Biscuits and Confectionery?

Our **CREAM SODAS** in 3-lb. tins and cartoons cannot be excelled.

For purity and highly-flavored **CONFECTIONERY** we manufacture the finest **BON-BONS** and **CHOCOLATES** in Canada.

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Successor to W. F. Henderson & Co.

Wholesale Commission Merchants and Brokers.

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70 and 72 Front St. E., Toronto.

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We are getting good prices for

POULTRY

The demand is first-class. Consign what poultry you have to us for quick returns and highest prices.

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88 Front St. E., Toronto.

References—Ontario Bank.

NEW NUTS

Are about all in.

We like to quote buyers who buy original parcels.

WRITE US...

CLEMES BROS.,

TORONTO.

choice machine-threshed, and \$1.50 to \$1.75 for bright, unhulled, flail-threshed seed.

MARKET NOTES.

Sugar is 5c. per 100 lb. lower.

Turkeys have declined 1c. per lb., and are now 7½ to 8½c. per lb.

Dates are 3s. per cwt. dearer in London, England.

New Turkish prunes are arriving on the market this week.

Valencia oranges are 50c. cheaper. Ordinary 420's are now quoted at \$4.50 and large 420's and 714's at \$5.50 per box. Lemons, also are reduced 25 to 75c. Verdillis are now quoted at \$2 to \$2.25 and Messinas at \$3 to \$3.25.

QUEBEC MARKETS.

MONTREAL, December 28, 1899.

GROCERIES.

THERE has been a fair volume of trade for the season during the week, though, naturally, it is light. The sorting demand for nuts, spices and dried fruits has, however, been quite noticeable, and the upward tendency of all three lines has been further accentuated this week, though no quotable change in spot prices is to report. Refined sugar has had another drop of 5c. per 100 lb., owing to increased American competition, and there are no other changes to report.

SUGAR.

Since the decline of last week, after THE CANADIAN GROCER went to press, there has been no further change in the sugar market, and we quote granulated at \$4.35, and yellows, \$3.55 to \$4.20, as to grade. The raw situation is unchanged, according to latest advices, both in London and New York. Stock of sugar in United Kingdom, 5,000 tons. Cane was quiet, with prices fully maintained; Java, 11s. 3d.; fair refining, 10s. 6d. Beet, quiet and steady to firm and ¾d. higher for present month at 9s. 2¼d.

SYRUPS.

Canadian syrup is firm at 2 to 2¼c. per lb. in the wood, but business is extremely light.

MOLASSES.

There is a fair distributing trade in molasses with sales of carlots of Barbadoe

Established 1873.

CONSIGNMENTS SOLICITED

POULTRY BUTTER EGGS DRESSED HOGS

Highest market prices. Quick returns.

D. GUNN, BROTHERS & CO.

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Xmas Poultry

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The

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FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets,

TORONTO

G.F. & J. GALT PACKERS OF THE BLUE RIBBON TEAS

42 SCOTT ST. TORONTO. CELEBRATED

at 42c. and single puncheons 43c. We hear of no business in round lots. Antigua molasses are held firm at 35c., and Porto Rico 38 to 40c.

DRIED FRUITS.

Valencia raisins continue stiff, in line with intelligence from primary markets. Jobbers are asking 7 to 7½c. for off-stalk; 8 to 8½c. for fine, and selected and layers ½c. advance on these prices.

Malaga raisins are equally firm with a good holiday trade during the week.

Sultanas show no new feature, being quoted at 10 to 12c.

Currants are quiet. We quote: Filiatras, 4½c. for bbls.; 5½c. for half bbls.; 4¾c. for half cases, and 4¾c. for quarter cases.

Prunes rule firm in tone. Californian prunes are as follows: 80's to 90's, 6½c.; 70's to 80's, 7c.; 60's to 70's, 7½c.; 50's to 60's, 8½c., and 40's to 50's, 10c. Bosnia prunes are steady also, at 6 to 6½c.

Dates are steady at 5 to 5¾c., as to grade.

NUTS.

There has been a good inquiry for nuts, but the volume of business has been restricted by light stocks in jobbers' hands. Prices are firmly held on all descriptions.

CANNED GOODS.

There has been no special feature to report in canned goods. Corn is held at \$1.10; tomatoes, at 90c. to \$1; marrowfat peas, at 70 to 72½c.; early Junes, at 77½ to 80c.; French peas, at 90 to 95c.; beans, at 90c.; one gallon apples, at \$2.25 to \$2.50; 3 lb. do., at 85 to 90c.; raspberries, at \$1.60, and strawberries at \$1.55 per dozen.

RICE.

Business in rice is quiet, but prices are steady.

SPICES.

The market is firm, and prices point higher, if anything, on pimento and nutmegs, though we have no quotable change to note. The jobbing trade are busy supplying holiday demands for spices.

COFFEES.

The upward tendency continues in the coffee market, and Maracaibo has sold as high as 9½c. for low-grade stock, while Santos and Rios have changed hands at 8 to 10c., as to grade.

TEAS.

Demand this week has developed the fact that the finer grades of Japan tea are

quite scarce in this market, and goods around 15½c. also seem impossible to obtain. Common Japans sold at 12½c. There are very few Japan teas left at points of production, and they are said to be mostly too poor to ship. In green teas there is a scarcity of pea-leaf, which is quoted at 16 to 18c. Imperials, well made, have sold at 14c. In black teas, there is a great scarcity of cheap Congous, and holders are asking 10c. for the same kind that sold last year at 6c. A lot of very nice Congou sold at 15c. Ceylons are in small supply, and prices are firm at 15 to 19c. A round lot sold at 17½c.

FISH.

The market has ruled quiet during the week, and prices remain much the same. We quote as follows: No. 1 Nova Scotian herring, in bbls., at \$5.25, and in half-bbls., at \$2.50. No. 1 large round herring fetch \$5, and half-bbls., \$2.55. No. 1 B. C. and Labrador salmon, \$13 per bbl., and tierces, \$17.50. No. 2 mackerel are dull, \$15.25, and No. 1 large green cod, \$5.25, with No. 1 \$5 and No. 2 \$4. No. 1 green haddock, \$4, and No. 1 pollock, \$3.60. Dried cod sells at \$4.75, and large dressed, \$4.50. Prepared fish—Boneless cod, 5½ to 6c. per lb.; haddies, 6c.; bloaters, 90c. to \$1 per box, and smoked herring, 12c. per box. Fresh fish—Haddock, 3c.; steak cod, 3½c.; market cod, 2¾ to 3¼c.; Manitoba dore, 5½c.; white fish 7c.; salmon, 10c., and fresh herring, \$2 to \$2.25 per 100.

GREEN FRUITS.

The holiday demand for green fruits has been quite active. There has been no change in the apple market, prices ruling at \$2.75 to \$3.50 per bbl. as to grade. Stocks

of Almeria grapes are light, but there is a good demand for them at \$6 to \$7.50 per keg as to weight and quality. There has been a short supply of Valencia oranges this week, but there has been abundant supply of other varieties. Sales are reported at the following prices: Jamaicas, \$6 to \$6.25 per bbl., and \$2.50 to \$3.50 per box; Valencias, \$4 to \$4.50 per box for 420's, and \$3.65 to \$4.75 for 714's; Californian oranges, \$3.65 to \$4.25 per box; Mexican, \$2.85 to \$3.35 per box. There is a good demand for lemons at unchanged prices, namely, \$2.50 to \$3.25 per box. There has been another advance in cranberries. Stocks here are light, while the demand this week has been very good at the advanced prices. Sales range between

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Direct importation from Colombo.

PERKINS, INCE & CO.
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- HOW TO BLEND YOUR OWN TEAS -

I have the agency for a little book on the above subject, published by J. M. Walsh, the great American tea expert. It contains formulæ for over 60 blends; gives full information on buying, handling and selling teas. There is money in teas if they are handled right. This book will help you. Sent post paid on receipt of \$1.00.

S. W. CARSON, 45 HILLSIDE AVE., - VICTORIA, B.C.

This is the Season

of the year when Pratts Foods are in greatest demand. The reason of this is that nature does not supply all the nourishment necessary to enable poultry to produce the same proportion of eggs as are possible in the summer season. Pratts Poultry Food meets this need. It is not only a guaranteed egg producer, but also prevents and cures all kinds of poultry diseases.

Pratts Animal Regulator is for horses and cattle. It builds up run-down horses, produces bone and muscle, and improves the wind. It keeps cows healthy, increases the flow of milk, makes it richer, and produces more butter. Hog cholera is positively unknown where Pratts Food is regularly fed.

The popular size is the 30c. package. There are 24 in a case. The case costs you \$4.80. The goods sell for \$7 20. On two cases or more I allow freight. A sample case of each will convince you of the merit and will prove a quick and sure seller. Thousands of dealers all over the country have found it so. Write me about

PRATTS FOOD.

ROBERT GREIG,
TORONTO.

.. 1899 ..

To our friends throughout the
Dominion :

We wish you a HAPPY and
PROSPEROUS NEW YEAR.

F. W. FEARMAN CO.
Limited,
HAMILTON.

.. 1900 ..

\$6.75 to \$9 per barrel as to quality. There is a fair demand for Californian celery at \$5 to \$5.25 per crate. The supply of Canadian celery held at country points, we understand, is very liberal. Cauliflowers are in fair demand this week at \$2 to \$2.25 per dozen. Sweet potatoes are selling fairly well at \$3 50 per barrel. There is a better demand for Florida tomatoes this week at \$3.25 per case.

COUNTRY PRODUCE.

EGGS—Owing to the small receipts of strictly new laid eggs and the good demand for such at this season, the tone of the market is strong and prices scored a sharp advance, with sales to day at 24 to 26c. per dozen. Other grades of stock only met with a fair sale at firm prices. Montreal limed, fancy, 17½ to 18c.; western limed, 16 to 17c., and culls, 11 to 13c. per dozen.

POULTRY—There was less activity in the poultry trade to day, owing to the fact that buyers generally have filled their wants for the Christmas trade. In consequence, the tone of the market was easier for what stock was offering. Prices are as follows: Turkeys, 10 to 10½c.; ducks, 8 to 9c.; chickens, 7 to 8c.; geese, 5½ to 6½c.; old fowl, 5 to 6c.

GAME—The demand for partridge was good at 60 to 70c. for firsts and at 40 to 45c. for seconds per brace.

HONEY—In honey trade is dull, but the tone of the market is firm. White comb honey is scarce and practically out of the market. White extracted is quoted at 9 to 10c.; dark clover at 8 to 8½c., and buckwheat extracted at 7 to 7½c. per lb.

BEANS—The feeling in beans is steady, with a quiet trade passing. Choice hand-picked pea beans, \$1.52½ to \$1.57½, and choice primes at \$1.42½ to \$1.47½.

POTATOES—A fair trade is reported in potatoes at 45c. per bag, in carload lots.

ASHES—The market for ashes is dull. We quote: First sorts, \$4.20 to \$4.25; seconds, \$4, and pearls, \$5 to \$5.25 per 100 lb.

DRESSED HOGS—A fair trade was reported in a jobbing way at \$5 to \$5.50 per 100 lb., as to weight and quality.

PROVISIONS.

The demand was fair for some lines, while other lines were dull. Prices all around were steady. We quote: Canadian short cut mess pork, \$14.50; short cut back, \$14, and heavy long cut mess, \$14 per barrel. Pure Canadian lard in pails, 7¼ to 7¾c. per lb.; and compound refined, 6 to 6½c. per lb. Hams 10c. to 11½c., and bacon 11 to 11½c. per lb.

FLOUR AND GRAIN.

FLOUR—A fair jobbing trade continues to be done in flour, and the tone of the market

rules steady. We quote: Winter wheat patents, \$3.60 to \$3.90; straight rollers, \$3.30 to \$3.40; in bags, \$1.65; Manitoba patents, \$3.90 to \$4.15, and strong bakers', \$3.60 to \$3.70.

GRAIN—A fair amount of business was transacted in Manitoba wheat over the cable, but the demand from shippers here in the Winnipeg market was slow, with No. 1 offering freely at 65c. afloat Fort William, and no buyers. In coarse grains, business here was very quiet. Oats, at points west of Toronto, sold at 25½c.; east, at 26½c.; peas, west, 57½c.; east, 58½c.; buckwheat, west, 47½c.; east, 48¼c.; No. 1 barley, east, 40½c. On spot, oats in carload lots were quoted at 30½c. ex store.

OATMEAL—The demand for rolled oats in a jobbing way was fair, and values are unchanged at \$3.50 per bbl. and at \$1.70 per bag.

FEED—A fairly active trade continues to be done in feed, as the demand for such is generally good at this season. Ontario bran sold at \$15 to \$15.25 per ton in bulk, and Manitoba was quoted at \$14 to \$14.50 per ton in bags.

HAY—A fair trade was reported in baled hay. We quote: Choice No. 1, \$9 to \$10; No. 2, \$8 to \$9; and clover, \$7 to \$7.50 per ton, in carload lots.

We beg to tender our many friends and customers
from ocean to ocean

The Compliments of the Season.

S. H. EWING & SONS.

CHEESE AND BUTTER.

CHEESE—Trading continues light and buyers seem reluctant about conceding the prices asked for the gilt-edged stock here. The fact does not appear to bother holders, however, for they are not urging sales. Business was put through in November goods at 11½c., and in some Quebec Octobers at 11¾ to 11⅞c. The Liverpool cable is unchanged.

BUTTER—The market was steady, with a fair local trade in creamery at 21 to 21½c., and in Western dairy rolls at 17c.

HE WAS A COLLEGE GRADUATE.

"So you want a job?" inquired the manager of the great mercantile establishment. "Ever had any experience in this business?"

"Well, no, not exactly," the young man replied; "you see, I have just got through college."

"Oh! Did you play football?"

"Yes, I was centre rush in our 'varsity team last year."

"Good? And did you take any other part in athletics?"

"I hold a medal as a shot-putter."

"I suppose you were in all the cane-rushings and hat-smashings, too?"

"Yes, sir; I was the best hat-smasher in my class."

"All right. John, give this young man work out in the wareroom. He'll be good at handling heavy boxes and barrels and such things. A college graduate, you know."

SOAP 135 MILES HIGH.

Soap enough to supply 150,000 for one year has recently arrived in Denver in one load. It is the biggest load of soap that has ever been shipped or carried anywhere, and this record shipment consists of 20,000 cases of 100 bars each, a total of 2,000,000 bars; has a net weight of 1,500,000 lb. and a market value of \$60,000. It is carried in a special train of 45 carloads, and if stacked up, one bar on top of another, this soap would make a pile over 135 miles high. While a portion of the great shipment is destined for Denver, the greater portion goes to Salt Lake City, for the Mormons have bought largely of soap. — National Provisioner.

Wilson & McCormick are starting a general store in Vankleek Hill, Ont.

Joseph A. Belanger, jr., has registered as proprietor of J. A. Belanger & Co., grocers, St. Louis de Mile End, Que.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., December 28, 1899.

If anyone should be thankful at this new year season, it is the grocer. There can be perhaps but one disappointment, and that is, that holders of goods did not take full advantage of the markets, chiefly because of their desire to place large quantities of goods to arrive. In no time has the market gone against the dealer, and in many cases there has been the chance of large profits. Sales have been large. In many lines, stocks are low. Business has kept up well right to Christmas. While we had no snow, the weather was fine. Poultry ruled high. Stock of turkeys was particularly fine. Ruling price was about 15c.

OILS—There has been no change in the price of burning oil during the week, but prices are held very firm at the advance. Demand continues large. The market in all oils is strong, though just at present both lubricating and paint oils show light sales. The high price of wax is a feature of the market. The advance in some lines is a straight 100 per cent. Candles, which sold at 7c. this time last year, now bring 14c.

SALT—There is a good sale for Liverpool coarse salt. Fair quantities continue to

1899

Compliments of the Season.

1900

We thank you all for the share of business given us in the past, and may relations be as congenial in the year before us.

57 Front St. E., Toronto.

A. H. CANNING & CO.

The Following Brands
Manufactured by
The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale House:

CUT TOBACCO

OLD CHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE.

DERBY

Toronto Salt Works

TORONTO, ONT.

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

We make a specialty of handling

Domestic Fruit

Consignments personally and promptly attended to
All Foreign Fruits in season.

FRUIT AUCTION SALES

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

McWILLIAM & EVERIST

Wholesale Commission Merchants.

25 and 27 Church St., TORONTO, Can.

Telephone 645.

COWAN'S

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers.

THE COWAN CO., LIMITED, TORONTO

SELL . . .

**GOOD
WILL
SOAP.**

35% profit at six for a quarter.

Vanluven & Co., Napanee, Ont.

Now in Stock . . .

NEW GRENOBLE WALNUTS
NEW TARRAGONA ALMONDS
NEW SICILY FILBERTS
NEW HALLOWEE DATES

NEW ELEME FIGS
FANCY ALMERIA GRAPES
FANCY MESSINA LEMONS
FANCY MEXICAN ORANGES

COFFEE

**Hard-to-get
True-to-name**

SUMATRA	-	-	-	28c.
BUCKRAMANGA	-	-	-	18c.
NIELGHERRIE	-	-	-	21c.
ZOMBASSOR	-	-	-	19c.
GOLDEN SANTOS	-	-	-	13c.

SNAPS, EVERY ONE.

Samples free.

Pure Gold Mfg Co., Toronto.

IT PAYS YOU TO HANDLE

**BOECKH'S
... BRUSHES**

for the same reason that it pays
you to handle a first-class article
of any kind

BOECKH, BROS. & COMPANY,

80 York Street, TORONTO.

Hugh Walker & Son

IMPORTERS

GUELPH, ONT.

Ogilvie's Hungarian

Ogilvie's Glenora....

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

Superior Quality
Always Good

arrive, some for through shipment to Western points. Price is well maintained. Buyers taking delivery from steamers get quite an advantage in price. In fine salt fair stocks of English and Canadian are held. We quote: Liverpool coarse, 50 to 55c. English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20 to 22c. each; 10-lb. wood boxes, 12 to 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt 60c. per 100 lb.

CANNED GOODS—There has been a good sale. The higher prices have had little effect on sales. Dealers have received peas, pumpkin, and pork and beans during the week, having had a chance to sort up at fair prices. In pork and beans, there is a large range in prices. Some of the cheaper goods give good satisfaction, and have a large sale. Dealers are somewhat surprised at the high price of oysters, looking for lower figures on new goods. Market has, however, gone the other way. Pineapples are scarce and high. Christmas trade has led to quite a movement in fruits, also in plum pudding and mince meat. The outlook for lobsters is towards even higher figures. The terms of the new law meet with much disapproval, as referred to last week. Domestic sardines and bloaters have a good sale. Meats are firm.

GREEN FRUITS—Business has been particularly good. Valencia oranges have arrived rather ripe, but this has helped the flavor. A few Californians are seen. Jamaicas are still the choice stock. Lemons are lower; in fact, are very cheap. There is a fair sale. Apples have a wide range in price. Bishop pippin stock, when good, has very active demand. Best stock is scarce. Winter fruit is held quite high. Malaga grapes had a large Christmas sale at even figures. In Cape Cod cranberries prices are rather higher. Stock is good. Sweet potatoes are out of the market. But few bananas are seen.

DRIED FRUITS—Two cars of Californian prunes arrived during the past week. While late for Christmas trade, they have found a ready sale. They came on a particularly

bare market. One car was almost two months on the road, which was quite a loss to the buyer. Small sizes are scarce and high. In peels, market is bare; but little is sold after the holidays. Raisins are a light stock. Loose muscatels are particularly in demand. Sales have been large and good prices obtained. Currants move freely at even figures. In this line demand is better sustained after the holidays than perhaps in any other. Figs had but a fair sale. Evaporated apples are quite plentiful. Some very good stock has been received. Prices have been rather easier. Dried are still scarce. Onions are firmer, but move up slowly. Dates show no change in price. There has been but usual business. In nuts, everything has been cleaned up. Prices ruling are high. Quite a few peanuts have lately been bought to arrive.

DAIRY PRODUCE—Eggs have ruled rather easier, and, while there is not likely to be much lower prices for a few weeks, no higher figures are looked for. There has been a good demand. Henny eggs are high. Good butter is very scarce, and is in demand at rather higher figures. There is fair stock of medium grades. Cheese show light business at even figures.

SUGAR—Prices show little if any change. There is a feeling favoring firmer figures. Only fair stocks are held, but there is quite a variety. Local refined yellows are not giving satisfaction for some time. American sugars are much liked.

MOLASSES—Stocks in all grades are light. In New Orleans, which has been largely sold this fall, there is a higher tendency. In fact, quite an advance is expected. In foreign grades, except some second grade Porto Rico, there is very little offering. Higher figures must rule. Just at present, the demand is light. In syrup, there is a light business doing.

FISH—Demand is rather quiet. Fresh fish have been very scarce, and this has very much effected the output of finnan haddies. These latter are firm, and have a ready sale. Dry cod are but a fair stock. While prices are rather lower than earlier in the season, it is due to lack of present demand. This is also true of pollock. Pickled herring is quiet at even figures. Stock is light. In smoked herring, the improved figures

hold firm. There is a good western demand. Nothing is being done in frozen fish. Even smelt on the north shore are a light catch as yet, owing to lack of ice in the rivers. We quote as follows: Large and medium dry cod, \$3.70 to \$3.80; small, \$2.50 to \$2.60; pickled shad, \$4.50 to \$5, as to quality; haddies, 4½ to 5c. per lb.; smoked herring, 8 to 9c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$2.25 to \$2.35 per 100; pickled herring, \$2.10 to \$2.15 per half bbl.; bloaters, 60c.; kippers, \$1; smelts, 5c.

PROVISIONS—Markets are unchanged at the advanced figures. Beef, in particular, is high. Outlook is firm. In lard, there have been fair receipts during the week. Prices are again rather higher.

FLOUR, FEED AND MEAL—Flour shows little change, but there is a feeling favoring higher values. Stocks held are not large. There has been a fair sale in oatmeal at even figures. Oats show no change. Cornmeal is more plentiful owing to rather less sale. Prices remain the same. Hay is tending higher, but is still low. Barley is firm. Split peas have a good sale at full figures. Blue peas are scarce and high. We quote: Manitoba flour, \$4.40 to \$4.60; best Ontario, \$3.80 to \$4.00; medium, \$3.60 to \$3.75; oatmeal, \$3.80 to \$3.90; cornmeal, \$2.25 to \$2.35; middlings, \$21 to \$22; oats, 38 to 40c.; hand-picked beans, \$1.50 to \$1.65; prime, \$1.45 to \$1.55; yellow-eye beans, \$1.90 to \$2; split peas, \$3.90 to \$4.00; round, \$3.25 to \$3.40; pot barley, \$3.75 to \$3.85; hay, \$7 to \$7.50; timothy seed, American, \$1.50.

ST. JOHN NOTES.

Dealers have bought quite freely in whole spice during the week, the outlook favoring higher figures.

Jose Segalerva Malaga raisins in both layers and loose muscatels, which are seen this season in this market for the first time, are considered by the trade particularly fine fruit.

Mr. Hamm, manager of the Maritime Spice and Coffee Co., Limited, went to New York last week to complete arrangements in regard to their new mill. They expect to start early in the new year.

In brooms and brushes the demand has been very large, in spite of the higher prices. Our local manufacturers, T. S. Simms & Co., report the sales for December the largest they have ever had for that month.

The Pillars on which I will build my house

THE GOODS I SELL.

TEAS

Japan, China Green, China Black, Formosa Oolong, Indian, Ceylon, from the best packers in the country of growth.

I have something very attractive in prices and values of low grades Black, Japan and Gunpowders.

COFFEES

My own brand, Roasted; also Ground, in sealed packages. Chase & Sanborn's—goods of standard quality and of high repute. Green—a full line—bought at the right time.

SPICES . . .

Keen's Mustard—Jars and Tins. Keen's Mixed Spice, in Packages. Prepared Mustards—Henri Jonas & Cie. Essences—Henri Jonas & Cie. Prepared Mustards, Genuine French, Vve. Ganes aux fines Herbes. Peppers, Cloves, Gingers, Cinnamon, Allspice, Cream of Tartar, etc., whole and ground. My guarantee will go with every box of Ground Spices sold under my brand.

BAKING POWDERS

My own brands, The Royal, Cook's Friend and Cook's Favorite. You can rely on the quality of my goods. They will be as represented. On this I will stake my reputation.

Try me once.

E. D. MARCEAU

296 St. Paul Street,

- -

MONTREAL

CAVIAR.

IN 25 years caviar has grown to be one of the recognized delicacies of the American table, says The Kitchen. Of course, you know that it is only sturgeon roe, and all you get is not genuine, but the imitation approaches the genuine sufficiently to satisfy those who are not familiar with the real thing.

The general and greatly-increased favor with which caviar is received has caused a greater drain upon the sturgeon fisheries of Europe and those of the United States and Canada, which, within the last few years, have been called upon to meet the demand, and, in consequence, are approaching exhaustion. When the call for sturgeon roe was first made most of the supply was procured from the Northern rivers flowing into the Atlantic, and from the great fresh-water lakes on our northern boundaries—especially from the Lake of the North.

Within the last two years there has been a very large catch in set nets and pounds off the beaches of New Jersey and Long Island. This has added measurably to the supply of eggs, and has proved a most profitable industry to the fishermen. With the ocean take and that of the rivers and lakes our annual production of roe for the making of caviar cannot be less than 240,000 lb.

The weight of roe, in proportion to that of each fish, is from 10 to 14 per cent. As no one who uses this delicacy will consume more than 1 oz. for a single portion, the contribution of the United States and Canada is a valuable addition to the European output. The weight of eggs taken from each female sturgeon varies. Those taken on the spawning grounds of the rivers carry a much higher percentage of roe than those caught in the sea on the way thither. The fishermen near a market have two profits from the fish—the flesh and the eggs. The former is palatable if it be freed from skin and fat before cooking; otherwise, when heated, it gives off a most repugnant odor.

There is no reason why Americans should not have caviar in perfection, made from the roe of sturgeon caught here. It could be kept in cold storage in the original packages, either in what is called the mild form—that is, half-salted—or fully salted. Instead of that, most American sturgeon roe is exported, and is returned in tins or bottles under foreign labels, stale and hard, and in no way comparable to that which is fresh made.

A CHANGE IN BRAMPTON, ONT.

Charles J. Packham has purchased the grocery business of Kirkwood Bros., and is now in possession of the store and carrying on the business. He has also added con-

fectionery and fruit, and intends carrying a complete stock in the different lines. Mr. Packham is a popular and able young man, and will, no doubt, succeed in his undertaking. The retirement of Kirkwood Bros. is regretted. They have at all times been regarded as careful and upright dealers. Many friends will be glad to hear of their success wherever they may be engaged.—Brampton Conservator.

THE LAW SHOULD INTERVENE.

Editor CANADIAN GROCER,—Your article in this week's issue on this Journal of Health business should commend itself very strongly to all right thinking men. It is a disgrace to the respectability of the grocery trade that any merchants have adopted this means of advertising some of their wares, and I am only surprised that the authorities in Ottawa, who have both ears and eyes open at all times for some two-penny half-penny little things to trump against traders, have not stopped this Journal of Health from coming into the country. If they cannot do it they certainly should introduce legislation to give them the power, as the idea of any American newspaper issued under a title of this kind being willing to write up an unknown article in the way they suggest, is a crime which should not go unpunished.

SUBSCRIBER.

Hamilton, December 26, 1899.

PERSONAL MENTION.

Mr. Hubert Galt, of Chicago, has been spending the Christmas holidays in Toronto.

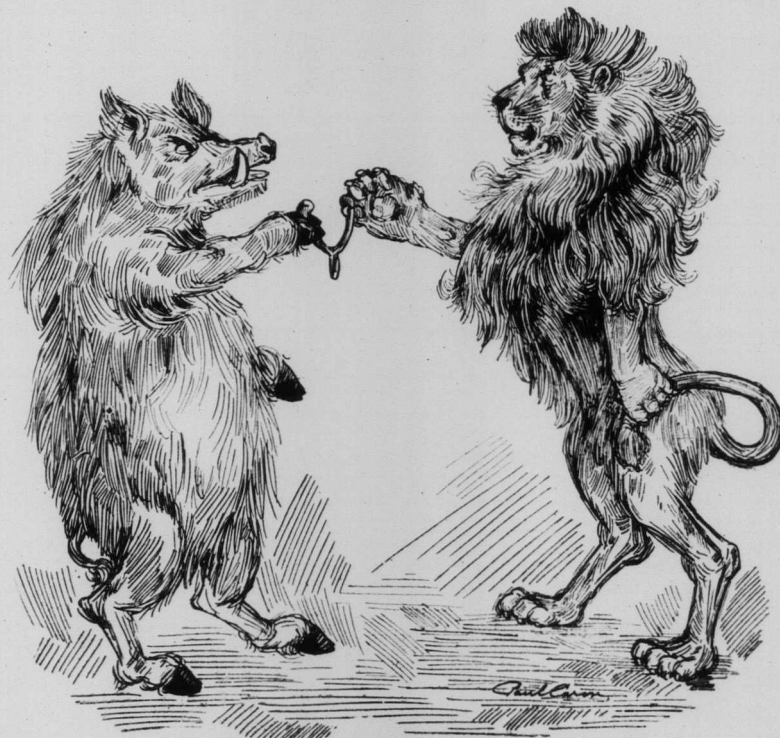
A CANNED SALMON WINDOW.

One correspondent asks for suggestions as to a good window show to push tinned salmon, etc. Well, here is what he wants, if he has enterprise enough. Let him clear a window, procure a fresh salmon or other fish, and show it on ice in the centre of the window space. Let it be framed all around with the tinned goods (all bright, fresh labels) with parsley here and there, and conspicuously display a card bearing this wording: "This canned article is almost equal to the fresh fish; keep in a cold place before opening. Only —d. per tin." This will draw a crowd and make your shop talked about. To add to the interest, send a neat circular to every local householder, stating that you are "this week offering the finest — tinned salmon at —d. per tin. Please call and sample it when passing, or allow me to send you a tin for home trial. Absolute satisfaction guaranteed."—London Grocers' Journal.

The Arkona, Ont., evaporator the past season has turned out 114,000 lb. of white fruit, 66,000 lb. of waste, and 86,000 lb. of chop.

D. B. Grieve, Carthage, Ont., has just sold all cheese made in his factory during September, October, and November for 11 3/8c. per lb.

The final crop bulletin issued by the Agricultural Department of Manitoba places the wheat crop of that Province for 1899, at 28,000,000 bushels, a decrease of 5,000,000 bushels from the previous estimate.



THE CHRISTMAS WISHBONE IN SOUTH AFRICA.
(Will the Lion get the Lion's share?)

CURRENT MARKET QUOTATIONS

December 28, 1899.

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

BUTTER, CHEESE AND EGGS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Dairy, choice, large rolls, per lb.	18	19	14	16
" " pound prints	19	20	17	18
" " tubs, best	17	19	17	19
" " tubs, second grade	14	17	14	16
Creamery, tubs and boxes, prints and squares	20 1/2	21	22	18
Cheese, per lb.	11 1/4	12	12 1/2	11 1/4
Eggs, new laid, per doz.	20	22	23	18

CANNED GOODS

Apples, 3's	\$0 90	\$0 90	\$0 95	\$1 00	\$1 10
" gallons	2 25	2 25	2 35	2 25	2 40
Asparagus			2 40		
Beets			1 00		
Blackberries, 2's		1 40	1 70	1 50	1 80
Blueberries, 2's	70	75	85	85	90
Beans, 2's		90	95	90	95
Corn, 2's	1 05	1 05	1 10	1 25	1 30
Cherries, red, pitted, 2's		1 90	2 00	2 30	2 40
" white		1 90	2 00		
Peas, 2's	80	85	90	85	90
" sifted		90	1 00	1 10	1 15
" extra sifted		1 00	1 25	1 20	1 25
Pears, Bartlett, 2's		1 25	1 50	1 75	1 80
" 3's	2 70	2 00	2 40	2 25	2 50
Pineapple, 2's		2 40	2 25	2 50	2 15
" 3's		2 60	2 50	2 60	2 60
Peaches, 2's		2 50	1 75	1 90	1 85
" 3's		2 50	2 60	2 70	2 85
Plums, green gages, 2's		1 10	1 25	1 30	1 60
" Lombard		1 00	1 10	1 30	1 50
" Damson, blue		1 00	1 10	1 10	1 30
Pumpkins, 3's			85	90	1 00
" gallon		2 10	2 25	2 10	2 25
Raspberries, 2's	1 60		1 45	1 50	1 75
Strawberries, 2's			1 75	1 65	1 75
Succotash, 2's			1 15	1 10	1 15
Tomatoes, 3's	90	1 00	95	1 00	95
Lobster, tails		2 95	2 75	2 50	2 75
" 1-lb. flats		3 00	3 25	1 25	1 30
" 1/2-lb. flats		1 75	1 80		
Mackerel		1 30	1 35	1 25	1 35
Salmon, sockeye, tails		1 30	1 40	1 25	1 50
" flats		1 50	1 60	1 30	1 35
" Horseshoe		1 35	1 40		1 60
" Clover Leaf, tails	1 to 4 cases		1 50		
" " "	5 " 9 "		1 47 1/2		
" " "	10 " 25 "		1 45		
" " "	1 " 4 "		1 65		
" " "	5 " 9 "		1 65 1/2		
" " "	10 " 25 "		1 60		
" Cohoes		1 05	1 10	1 10	1 15
Sardines, Albert, 1/4's		12	12 1/2	13	14
" 1/2's	20	21	20	21	21
" Sportsman, 1/4's		12 1/2	12 1/2	12	12
" " 1/2's	20	20	21	20	21
" key opener, 1/4's	10	11	10 1/2	11	16
" " 1/2's		18	18 1/2	23	10
" P. & C., 1/4's		23	25	23	25
" " 1/2's		33	34	33	36
" Domestic, 1/4's		4	4 1/2	3 3/4	4
" " 1/2's		9	11		
Mustard, 1/4 size, cases					
50 tins, per 100	9 50	11 00	8 50	9 00	10 00
Haddles		1 00	1 15	90	1 00
Kipperd Herrings	1 20	1 50	1 00	1 60	90
Herring in Tomato Sauce	1 30	1 45	1 65	1 60	2 00

CANDIED PEELS

Lemon, per lb		11	12		13
Orange		12	13		14
Citron		15 1/2	17		16

GREEN FRUITS

Oranges, Jamaica, per bbl	\$5 50	\$6 50	\$8 00	\$3 50	\$5 00	\$6 00
" per box			3 25	3 50	3 50	4 00
" Washington Navels, bx			3 75	4 00	3 50	4 50
" Senoros, per box				3 50		
" Valencia, ord. 420's		4 50		3 50	4 00	
" large 420's		5 50		4 00	4 50	
" 714's		5 50				
Lemons, Verdill, p. box		2 00	2 25	2 50	3 00	
" Messina, per box		3 00	3 25	3 00	4 00	
Bananas, per bunch	50	1 00	1 75	2 50	1 75	2 25
Winter Apples, per bbl	3 00	3 50	2 00	2 75	2 25	3 50
Cranberries, per bbl	5 00	6 00	6 50	7 00	7 50	
Almeria Grapes, per keg		6 00	7 50	5 00	6 50	

SUGAR

Granulated (St. Lawrence, Red-path)	\$4 35	\$4 47	\$4 48	4 50	4 60
Granulated, Acadia			4 43		4 45
Granulated, foreign (net)			4 35		
Paris lump, bbls. and 100-lb. bxs	5 08		5 28	5 34	6
" in 50-lb. boxes	5 18		5 38		
Extra Ground Icing, bbls	5 15		5 38		
Powdered, bbls	5 00		5 20	5 34	6
Phoenix	4 20		4 33		
Extra bright	4 05		4 18	3 3/4	3 3/4
Bright coffee	3 95		4 08	3 3/4	3 3/4
Bright yellow			3 98		
No. 3 yellow	3 65		3 83	3 1/2	3 1/2
No. 2 yellow	3 65		3 79		
No. 1 yellow	3 55		3 66		
Foreign, yellow			3 60		

HARDWARE, PAINTS AND OILS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba
Wire nails, base	\$3 25		\$3 30	
Cut nails, base	2 60		2 60	
Barbed wire, per 100-lb.	3 60		3 60	
Smooth Steel Wire (oiled and annealed, etc.), base	3 00		3 35	
White lead, Pure	6 37 1/2		6 50	
Linseed oil, 1 to 4 bbls., raw	65		63	
" " " " boiled			63	
Turpentine, single bbls	75		73	

SYRUPS AND MOLASSES

Syrups					
Dark	1 1/4				
Medium	2	30	32		
Bright	2 1/4	35	37	34	35
Corn Syrup, barrel, per lb			2 1/2		
" " 1/2 bbls.			2 3/4		
" " kegs			2 1/2		
" " 3 gal. pails, each			1 30		
" " 2 gal. "			1 00		
Honey			40		
" 25-lb. pails	90		1 00		
" 38-lb. pails	1 20		1 40		
Molasses					
New Orleans		26	45	28	36
Barbadoes	43			28	30
Porto Rico		38	42	35	38
Antigua				25	28
St. Croix				27	28

CANNED MEATS

Comp. corn beef, 1-lb. cans	\$1 50	\$1 50	\$1 60	\$1 50	\$1 60
" " 2-lb. cans	2 65	2 65	2 75	2 50	2 75
" " 4-lb. cans		5 25	5 50		
" " 6-lb. cans	8 25		8 25	8 75	9 25
" " 14-lb. cans	18 00	18 50	19 50	20 00	21 00
Minced callops, 2-lb. can	2 60		2 60	2 50	2 80
Lunch tongue, 1-lb. can	3 30	2 90	3 25	2 80	3 00
" 2-lb. can	6 70	6 75	7 00	5 80	6 00
English brawn, 2-lb. can	2 40	2 50	2 80	2 75	2 80
Camp sausage, 1-lb. can			2 50	2 50	
" 2-lb. can			4 00	4 00	
Soups, assorted			1 50	1 40	1 50
" 2-lb. can			2 20	2 25	2 30
Soups and Bouill, 2-lb. can			1 80	1 75	1 80
" 6-lb. can			4 50	4 25	4 50
Sliced smoked beef, 1/2 s.	1 70	1 65	1 70	2 00	2 00
" " 1 s.	2 75	2 80	2 95		3 25

FRUITS

Foreign					
Currants, Provincials, bbl.				4 1/2	5
" Filiatras, bbls.				5	5 1/2
" " 1/2-bbls.	4 1/2			5 1/2	5 1/2
" " cases	4 3/4	4 3/4	5 1/2	5 1/2	5 1/2
" " 1/2-cases	4 3/4	4 3/4	5 1/2	5 1/2	5 1/2
" Patras, bbls.				6	7
" " 1/2-bbls.				6	7
" " cases				6	7 1/2
" " 1/2-cases				6	7 1/2
Vostizzas, cases				6	7
Dates, new, boxes	5	5 1/2	5 1/2	6	6 1/2
Figs, 10-lb. boxes, per lb.			12 1/2	14	14
" 20 & 28-lb. boxes, per lb.			14	18	
" Mats, per lb., new			3 1/2	4	
" Naturals, per lb.				5 1/2	
" 1-lb. glove boxes				13	
Prunes, California, 40's	10	9 1/2	11	10	12
" " 50's	8 1/2	8	8 1/2	8	9
" " 60's	7 1/2	7	7 1/2	7	8 1/2
" " 70's	7	7 1/2	7 1/2	7	8
" " 80's	6 1/2	7	6 1/2	7	7 1/2
" " 90's	6	6 1/2	6	6 1/2	7
" Bosnia	6	6 1/2			
Raisins, Valencia, off stalk				5	6
" Fine off stalk	7	6 1/2	6 3/4	6	7
" Selected	7 1/4	7	7 1/2	6 1/2	7
" Layers	8	7 1/2	7 1/2	7	7 1/2
" Sultanias	10	12	10	10	12
" California, 3-crown			8 1/2	9	7 1/2
" " 4-crown			9 1/2	10	8 1/4
" " seeded, 3-cr.				11 1/2	10
" Malaga, Lon. layers	1 60	1 75	1 65	1 75	
" Black baskets	1 90	2 00	1 80	1 90	
" Blue baskets	2 00	2 25	1 90	2 25	
" Dehesa clusters	3 00	3 25	2 75	3 00	
" Royal clusters	4 00	4 50	3 50	4 00	
" 3/4 flats black baskets			75		
" 1/2 flats blue baskets			85		
" 1/4 flats Dehesa			1 00		
" S. Mal. Musc. lb. pkg.			10		
" Loose Musc. per lb.			3 1/2		
Peaches, California, evap			12	14	
Apricots			19	22	

PROVISIONS

Dry Salted Meats					
Long clear bacon			7	7 1/4	
Smoked meats					
Breakfast bacon	11 1/2	12 1/2	10 1/2	11	
Rolls		9	8	8 1/4	9
Hams	12	13 1/2	10 1/2	11	11
Shoulder hams		10	8	8	8
Backs			10 1/2	11	
Barrel Pork					
Canadian heavy mess	15 00	15 50	14 00	14 00	15 00

YOU WILL NEED
LILY WHITE GLOSS STARCH . . .
IN TOY TRUNKS FOR
. . . CHRISTMAS TRADE
HOW IS YOUR STOCK ?

The **Brantford Starch Co., Limited**

BRANTFORD, ONT.

COFFEE					PETROLEUM				
	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba and B.C.		Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba and B.C.
Green—									
Mocha	24	23	25	30	Canadian	12	12	18	19½
Old Government Java	27	22	25	30	Sarnia water white	12	13	18	20 20½
Rio	10	7½	8	12	Sarnia prime white	17	17½	19½	21
Santos		8	12		American water white	18	19	20	
Plantation Ceylon	29	26	30	29	Pratt's Astral				
Porto Rico		22	25	24					
Gautemala		22	25	24					
Jamaica		18	15	20					
Maracaibo		13	13	16					
NUTS					TEAS				
Brazil			13	8½	9				
Valencia shelled almonds	28	30	25	30	22	25			
Tarragona almonds			14	13	15				
Formigotta almonds				13					
Jordan almonds			35	40					
Peanuts (roasted)	6½	9½	9	10	9	10			
" (green)	5½	8	7	9					
Cocoanuts, per sack	3 00		3 75	3 50	4 00				
" per doz			60	60	70				
Grenoble walnuts	14	14½	14	9	12				
Marbot walnuts	10½	11	10½	11	9	10			
Bordeaux walnuts				9	10				
Sicily filberts				10	9				
Naples filberts				10	11	10			
Pecans				10	11	12	14		
Shelled Walnuts				28	25				
SODA					Japan—				
Bi-carb, standard, 100-lb. keg	2 25	2 50	1 85	2 25	1 85	2 00			
Sal soda, per bbl	70	75	70	80	85	90			
Sal Soda, per keg	95	1 00	95	1 00	95	1 00			
Granulated Sal Soda, per lb				1					
SPICES					½-chests, finest May pickings				
Pepper, black, ground, in kegs,				13	15				
pails, boxes	13	15		16	14	15			
" in 5-lb. cans	14	17	14	16	15	16			
" whole	11	12		14	12	13			
Pepper, white, ground, in kegs,				20	23	18	24	24	26
pails, boxes	20	23	18	24	24	26			
" " 5-lb. cans	20	23	20	26	20	22			
" " whole	19	25	19	25	20	22			
Ginger, Jamaica	19	25	22	25	20	25			
Cloves, whole	12	30	14	35	18	20			
Pure mixed spice	25	30	25	30	25	30			
Cassia	20	40	20	40	16	20			
Cream tartar, French	25	24	25	20	22				
" " best	28	25	30	25	30				
Allspice	18	17	18	16	18				
WOODENWARE					RICE, SAGO, TAPIOCA, MACARONI				
Pails, No. 1, 2-hoop			1 90		1 90				
" " 3-hoop			2 05		2 05				
" half, galnead			1 75		1 75				
" quarter, jam and covers			1 20		1 45				
" candy, and covers			2 70		3 20				
Tubs, No. 0			11 00		11 00				
" " 1			9 00		9 00				
" " 2			8 00		8 00				
" " 3			7 00		7 00				
Rice—Standard B	3 30	3 40	3¾	3 25	3 40				
Patna, per lb			4¾	5	5 6				
Japan			5½	6	6				
Imperial Seeta			4¾	5½	5 6				
Extra Burmah			4¾	4¾	4 5				
Java, extra			6	6½	6 7				
Sago	3¾	4¾	4¾	4¾	5 6				
Tapioca	3¾	4¾	4¾	4¾	5 6				
Macaroni, dom'ic, per lb, bulk					7¾				
" " imp'd, 1-lb. pkg, French					9	10			
" " " Italian					11	12¾			

QUANTITY BUYING FOR THE HOLIDAYS.

By Ernest W. Miller, in Grocery World.

ONE special feature of this subject manifests itself prior to the holiday trade or season. How much? How little? And what shall I buy?—is every grocer's predicament at the threshold of the holiday season.

Sometimes it is his nightmare—sometimes the last attack is the worst—the one after the holiday season, especially when he has overbought and has a large stock to carry over.

"Well, but we must have enough," he says. "It creates a bad impression to be

seasons or where he has an established trade.

It is not necessary if the merchant has a good memory; but the writer would like to see a merchant who can always trust his memory.

But we must have a tremendous stock, make a big show, or else we are not in it. Not so many years ago, the grocer did not deal so extensively in these grocery specialties; his stock consisted of regular staples, as staple after the holiday season as before. But things have changed now. In most, or

It also tends to reduce the price on these goods. Prices down once are difficult to get up. It also injures the general confectionery stores, or the novelty stores, whose annual business the whole year pertains to these goods principally. If these goods are carried over, those of a perishable nature depreciate in quality, and those of a fancy nature go out of style.

My advice is if you have to carry any stock over; that is, if you don't sell all before the holiday season is over, cut it down in price, unload quick; the first loss is the easiest to bear. Better not buy so heavily; rather sell out completely and not have enough than to carry over stock.



A PLACER-MINING CREEK IN BRITISH COLUMBIA.

out of this and that, especially when it is so staple and in so great a demand. But I must buy, and if I wait prices will go up. The salesmen say so [and I guess it is so (?)]. But if I do buy, prices will come down. Seems gloomy, doesn't it?"

But, there is a way out of all troubles. One excellent method is to keep a memorandum of past experience, stating how much and what you bought last season. The memoranda could go into details, giving kind, quantity; what sold well; what did not sell; what was carried over; what paid a good profit. However, this is only practical where the merchant has been in business at the same stand several successive

many grocery stores, now you will find great quantities of candy, nuts, fruit, sometimes toys or fancy articles of glass or china. I know of stores where the annual volume of business is from \$20,000 to \$30,000 per year, handling in a retail way as much as 3,000 to 4,000 lb. of nuts, the same of candy and a great variety of fancy articles that they do not carry at any other time. They make a special sale, give presents, advertise in every way, giving these goods the preference in space in the store, and have a very large sale. But the evil of this is, that sometimes they buy too heavily and "get stuck," and the goods carried over are perishable and dead stock.

There is not always so much made in quantity buying as the salesman would make you believe. For example, the price of seeded raisins is 10c. per lb.; 36 lb. to the case; in 5-case lots, 9¼c.; this is an apparent saving of 45c. on the lot; but, if one is carried over, you have one case on your hands; you will be out just the cost of one case; or if sold at half price half the value. Better pay the long price and only buy as you need the stock. This will be safer with goods of a perishable nature. The merchant will make money and not injure his competitor by unloading at half price the surplus stock. The margin of profit is not so great that he can afford to throw away 20

WE WISH ALL A Happy and Prosperous New Year.

H. P. ECKARDT & CO., Toronto.

per cent. of the total purchase. Sometime ago I knew of an actual circumstance connected with syrup buying in five-barrel lots. The town was wild over cheap syrup. One merchant bought five barrels, another or others bought only one barrel. The syrup was sold at 3 cents per quart, some at 4 cents per quart.

The people soon had enough. After the excitement was past, the demand ceased, the one barrel buyer was sold out, but the five-barrel buyer had four barrels on his hands to sell at the immense sum of 4½c. per gallon.

But the salesman will say the bargain cannot be duplicated. I am glad that some cheap stuff cannot be duplicated. I was never afraid of getting too little, rather cautious about getting too much. I know that profits are cut down considerably by the evil of overbuying.

But then there are some advantages in quantity buying; for example, I know of an instance of it taking two years for a grocer to sell one case of a certain brand of baked beans. The salesman induced him to buy a 25-doz. lot at 10c. per doz. rebate. The grocer did so, and sold 50 doz. the first year. When a grocer is loaded down he will push his goods. He must get his money out of the stock, but the article must be first-class and of good reputation. Again, this quantity buying will eventually push a grocer into the wholesale business, and that gives his employes a chance to succeed him. Nearly all of our wholesale grocers were one day small retailers.

Another advantage of buying heavily of special goods for the holiday season is that it brings many people into your store that never came before, thereby giving you a better trade following the holiday season.

To conclude upon this subject of quantity-buying, I would suggest several rules of simple "horse sense":

First—Buy a well-known article.

Second—Buy it at the lowest possible cash price; sell at a legitimate profit.

Third—Advertise it well.

THE WORLD'S SUGAR.

TWO-THIRDS of the world's sugar is now produced from beets. Prior to 1871-72 the world's production of beet sugar had never reached 1,000,000 tons; in the present crop year it is, according to latest estimates, 5,510,000 tons. while the cane sugar crop, which, in 1871-72, was 1,599,000 tons, is in the present year 2,904,000 tons. Thus cane sugar production has scarcely doubled during the period under consideration, while that from beets has more than quintupled. Meantime the price has fallen more than one-half, the average cost in foreign countries of all sugar imported into the United States in the fiscal year 1872 being 5.37c. per lb., and in 1899 2.39c. per lb.

These facts are shown by a tabulation prepared by the Treasury Bureau of Statistics in response to the demands for information regarding sugar production which have followed the meeting of Congress, and the prospective consideration of matters relating to the sugar-producing islands which have recently come into closer relations with the United States.

No development of the world's production of foodstuffs has been more rapid or striking than that with reference to beet sugar. In 1854-55, the total beet sugar crop of the world was but 182,000 tons; by 1864-65 it had reached 536,000 tons; in 1874-75 it was 1,219,000 tons; in 1884-85, 2,545,000 tons; in 1894-95, 4,792,793 tons, and in 1899-1900, 5,510,000 tons. In 1854-55 beet sugar formed 13 per cent. of the world's total sugar crop, and in 1899-1900 it formed 66 per cent.

Thus, the sugar-producing area of the world has, in less than a half-century, been shifted from the tropics northward, and the farmer of the temperate zone has shown his ability not only to compete with the low-priced labor of the tropics, but in doing so to reduce by one-half the cost of the article produced.

The following table shows the world's

production of beet and cane sugar, respectively, and the grand total in each year from 1872 to 1899, also the average price of sugar in foreign markets, the figures of cane sugar production being those of Willett & Gray, of New York, beet sugar those of Licht, of Europe, and those relating to price being obtained from statements supplied by importers into the United States of the cost in foreign countries of the sugars which they import. The figures relating to production are the crop years, those of price fiscal years. The statements of quantity in each case are in tons, 000's omitted:

Years.	Beet.	Cane.	Total.	Price, cents.
1871-72.....	1,020	1,599	2,619	5.37
1872-73.....	1,210	1,793	3,003	5.35
1873-74.....	1,288	1,840	3,128	4.95
1874-75.....	1,219	1,712	2,931	4.35
1875-76.....	1,343	1,590	2,933	4.04
1876-77.....	1,045	1,673	2,718	4.91
1877-78.....	1,419	1,825	3,244	5.06
1878-79.....	1,571	2,010	3,581	4.16
1879-80.....	1,402	1,852	3,244	4.18
1880-81.....	1,748	1,911	3,659	4.41
1881-82.....	1,782	2,060	3,842	4.41
1882-83.....	2,147	2,107	4,254	4.37
1883-84.....	2,361	2,323	4,684	3.61
1884-85.....	2,545	2,351	4,896	2.67
1885-86.....	2,223	2,339	4,562	2.84
1886-87.....	2,733	2,345	5,078	2.50
1887-88.....	2,451	2,465	4,916	2.75
1888-89.....	2,725	2,263	4,988	3.21
1889-90.....	3,633	2,069	5,702	3.28
1890-91.....	3,710	2,555	6,265	3.03
1891-92.....	3,501	2,852	6,353	2.93
1892-93.....	3,428	3,045	6,473	3.09
1893-94.....	3,890	3,490	7,380	2.92
1894-95.....	4,792	3,530	8,322	2.15
1895-96.....	4,315	2,830	7,155	2.29
1896-97.....	4,954	2,864	7,818	2.01
1897-98.....	4,372	2,898	7,270	2.55
1898-99.....	4,977	2,995	7,973	2.39
1899-1900.....	5,510	2,904	8,414

NEW FIRMS STARTING.

*Henry Pullan has opened a grocery store in Ottawa.

Charles Chesley has opened as grocer in Westville, N.S.

John H. Bertram is opening as pork dealer in Halifax.

Burney & McCarthy have started as grocers in North Sydney, N.S.

SALESMEN WANTED all over Canada to sell Pratts Foods. Liberal commission. Apply to ROBERT GREIG, 29 Melinda Street, Toronto. (52)

EDDY'S

PARLOR MATCHES

contain no Brimstone and produce a *quick, sure "LIGHT"* every time, without the sometimes objectionable fumes arising from the common sulphur match.

INDURATED FIBRE WARE

Tubs, Pails, Washbasins, etc. have become household necessities. Being *lighter, cleaner* and *more durable*, they are rapidly superseding the ordinary wooden articles for domestic use.



DEALERS! See that you are fully stocked.

The E. B. EDDY CO., Limited

HULL.

MONTREAL.

TORONTO.

Quebec,
Halifax,

Hamilton,
Winnipeg,

Kingston,
Victoria,

London,
Vancouver,

St. John, N.B.
St. John's, Nfld.

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SOME OF THE REQUIREMENTS OF A SUCCESSFUL SALESMAN.

TO my mind there are five requirements which the successful salesman must possess, writes W. H. Fuller, in Michigan Tradesman.

1. Thorough knowledge of the article to be sold.
2. Discretion or judgment.
3. Application and adaptability.
4. Fair treatment in all things and to all people.
5. Confidence between the house and the salesman.

Under these headings I would discuss the subject as follows :

1. A thorough knowledge of the article sold requires that the salesman should know what the article should do to fulfil its duties to aid or benefit mankind ; he should be able to tell its origin or of what it is composed, or how it is constructed, in a clear and intelligent manner.

2. Discretion or judgment enables him to compare with those of his competitors the articles he has for sale, and show their superior points of merit. He should be able to judge whether a merchant could use his wares to advantage, and also decide if the merchant whom he hopes to sell would be of an advantage or benefit to his goods ; for it is a fact that men whom we say are "wideawake" or "hustlers" will take an article of little or no merit and make a success of it, while others without energy or push will make no progress with an article of decided merit, but, in many cases, a failure of it.

3. By application and adaptability is meant that the salesman should apply his efforts steadily, daily and hourly. In no walk of life is the man successful who works part of the time and loiters the remainder, or who works one day and neglects his business the next.

Then, also, he must adapt himself to circumstances and conditions. Sometimes he finds the merchant has given a competitor an order, and, therefore, needs nothing in his line at that time. Then a salesman gets angry and tries to make the merchant "sorry of his bargain" by trading his competitor or his house, or by quoting him prices as baits that are below market price or value, and such as his house would not authorize or accept ; this is bad practice and bad policy. When such an emergency arises he should make the best of the situation gracefully and hope for better results next time.

4. Fair treatment in all things and to all people implies that a salesman should fairly

and honestly represent his line and his house at all times and in all places. Too many men fail to realize, from their appearance or actions, what value or reliance the merchant or public places in them or their houses. If a man is found untruthful, deceitful, negligent or careless in business, people are very apt to say, "Well, that house is not reliable, or they would not employ such a man."

A salesman should not promise a merchant an extra price, extra terms, or an inducement of any kind, no matter how small, without intending to fulfil it. If a merchant, friend or brother traveler is promised anything, the agreement should be carried out to the letter ; or, if any change is made, it should exceed, but in no case prove less than was promised.

A salesman should be honest with himself and his house. I remember meeting a new man, a competitor of mine, particularly. He was selling goods manufactured in a town in Iowa. It was his second season out, and he was a successful salesman, and his house exceedingly prosperous, because, where he had sold the merchant an article the previous year, he was this year selling him two, three, or even ten of the articles. From this point of view he was a success, but from other points he was a failure. First, because he was selling an article, claimed to be equalled by none, at a cut price. Second, when he was selling these merchants two, three and ten times as many goods as the previous year, he was only selling them from 25 to 50 per cent. of the goods they needed of like kinds to supply their trade. Third, his factory made eight different kinds of machines, and this self-supposed successful man was only selling two, or not to exceed three, of the kinds of goods manufactured by his house. A man who is a success as a salesman for a house must sell all of the different goods handled by that house, and must be able to supply the merchant with all, or the larger per cent. of them needed in his trade.

5. Confidence between the house and salesman. A house should employ no man whom they cannot trust and feel that he is working for them as well when he is out of sight (so to speak) as if he was in sight all of the time in their office. Also, a traveler should never be out of sight of his house, or, in other words, the house should know where he is each day. He should communicate with the house often and freely, and, if to secure an order it becomes necessary to exceed instructions from the house, they should be told all of the reasons ; and

the house should grant them, if there is any profit in the order, for often small orders taken under adverse circumstances lead to good and profitable trade.

Then, the salesman who looks after the small order with care and attention, as well as the large one, is generally the man who, at the end of the year, will foot up his sales in large numbers, and will also find a goodly per cent. of profit in his work—both for himself and the house.

Along this line of thought might also be placed the individuality of the house, the credit man and the salesman. Oftentimes you will find a salesman who thinks that he, and he alone, is responsible for big trade and good results. Then the credit man throws himself a bouquet, and says it is all his work that has made the house a success. And then sometimes the house or manager says : "We sell the goods, and we can send any salesman out and get our usual business." Success depends on the confidence each one has in the other, and all should work together as though members of one family and put the earnings in the large "jack pot," and in the end all are justly proud and can say : "We are successful, and each tried to do his share."

OBJECT LESSON.

"Young man," asked the proprietor of the store, who was making the rounds of the various departments, "how can you afford to dress so elaborately and expensively on the salary we pay you?"

"I can't," gloomily answered the salesman. "I ought to have more salary."—Chicago Tribune.

A STARCH COMPANY'S CAPITAL.

The last number of The Canada Gazette gives notice that supplementary letters patent have been issued under date of December 19, whereby the capital stock of the Edwardsburg Starch Co., Limited, is increased from \$300,000 to \$500,000.

ENLARGING THEIR STORE.

Toth & Gunther, general merchants, Milverton, have found it necessary, on account of increase of business, to knock the rear wall out of their large store and build a large addition, which they will use as a millinery department and also for their stock of furnishings and clothing.

E. T. STURDEE
 Mercantile Broker,
 Manufacturers' Agent,
 ST. JOHN, N.B. Etc., Etc.
 Wholesale trade only.

Choice Eleme Figs, Table Raisins

And other Christmas lines clearing out at reduced prices, preparatory to stock-taking.

WARREN BROS. & CO.
TORONTO.

Seeded Raisins

Freshly done after you send in your order.
Quality guaranteed second to none.
Write for quotations to

The Acme Fruit Cleaning Co.
128 Queen Street, MONTREAL.

THE RUBLEE FRUIT CO. LIMITED.

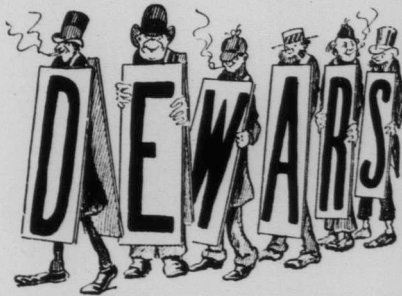
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Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with **THE CANADIAN GROCER**, Toronto or Montreal.

Ready Lunch Beef

A SELLER THE YEAR ROUND!

Nothing nicer for Luncheon at any time.



WHISKY

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BEST!!

BAR NONE.

Most Excellent Coffee



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

Trial Order Solicited.

J. & R. McLEA

AGENTS FOR... General Merchants, MONTREAL

Alex. Andreae Kraay & Co.,	Bordeaux,	Clarets and Sauternes
M. B. Foster & Sons,	London,	Guinness's Stout Bugle Brand Bass' Ale " " Old Tom Gin " " Old Scotch Whisky " "
Cookburn & Co.,	Leith,	Glen Orme Very Old Highland Special Scotch Special Liquor Whisky

L. CARVAJAL Y CA HAVANA "DOS CABANAS" CIGARS.
GET OUR PRICES BEFORE BUYING.

THE MANITOBA

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Limited

WINNIPEG, MANITOBA.

WHOLESALE DEALERS IN

Butter, Eggs, Cheese, Fruits, Cured Meats

PICKLED, DRY AND SMOKED FISH

Consignments and Correspondence Solicited.

BRANCHES AT:
Vancouver,
Victoria,
Nelson,
Rossland,
B.C.

HE MADE THE WEIGHT EXACT.

THE small grocer has to calculate pretty closely in order to wear diamonds regularly, and sometimes the habit of careful figuring which the business creates becomes so much of a second nature that the small grocer gets a reputation for meanness among the neighbors. This is not always deserved, remarks an exchange. It may not have been, even in the case of the small grocer whom the contractor observed the other day, but it does seem that he overdid the thing a little. The contractor was working in a place near the outer edge of the city, where the shops are scarce, and, during the morning, so he says, he happened to feel the need of chewing gum, so he went into the small store of the small grocer, where he found the dealer making a sale of chocolate creams to a very small girl who had but five cents. The chocolate creams were of the sort that sell by the bucket for an absurdly small price, and, according to the contractor's estimate, there must have been a large profit even in the limited transaction between the small grocer and the very small girl. The child was to get a quarter of a pound for her five cents. The small grocer picked up a handful of chocolate creams and threw them into the scales. They were just a shade over weight. He took out one of the pieces of candy, and the remainder was just a shade under. He looked at the scales a moment, then bit off half of the chocolate cream which he held in his hand, devoured it with relish, and tossed the other half back into the scale-pan, which then exactly balanced. The very small girl made no comment. She probably felt that she was lucky to get the fragment.

TEA BY OVERLAND ROUTE.

Although Indian and Ceylon growers have made strenuous efforts to gain a market in Russia, it would appear that prejudice in favor of Chinese tea is their strong enemy. The Russian scoffs at innovation, and believes firmly in the tea which comes from China overland. Although, in recent years, much of the tea consumed in Russia has made the sea voyage from Chinese ports to Odessa on the Black Sea, Russians maintain that tea transported by sea loses much in flavor and quality. In consequence of this, the largest tea merchants still continue to receive the bulk of their stock by the overland route. Early in January the caravans arrive in Tomsk. Between the first and the twentieth of the month 19,000 sledges full of tea are expected, each sledge containing five packages of about 130 lb. each. The tea is packed, not in cases, but in stiffened oxhides. Five sledges are tied together and

drawn by one horse. The last sledge of each group contains hay and barley, which the horse of the next group quietly munches as he travels. In consequence of this arrangement the caravans lose no time. From the Chinese tea-growing districts to Tomsk is a year's journey by caravan.—Grocers' Journal, London.

A DEBTOR'S INFLUENCE.

A Brooklyn grocer had been writing letters at least six times a month to a party who owed him money. He had got neither reply nor money.

One day by accident he met his debtor on the street and spoke thus :

"Didn't you get my letters about that money you owe me?"

"Yes I did."

"Well, why in thunder didn't you answer them, or pay up what you owe?"

"Well, to tell you the truth, your letters were a great pleasure to me—they were so finely worded and phrased, you know, that I could not bring myself to answer them for fear they would stop coming."

And he passed on to catch a trolley bound for Manhattan.—Retail Merchants' Advocate.

TOO MANY MISSING ARTICLES.

A janitor in a Northern Michigan school threw up his job the other day, according to an exchange. When asked what was the trouble he answered : "I'm honest and I won't stand being slurred. If I find a pencil or handkerchief about the school, I hang it up. Every little while the teachers or someone that is too cowardly to face me gives me a slur. Why, a little while ago I saw written on the board, 'Find the common multiple.' Well, I looked from cellar to garret and I would not know the thing if I met it on the street. What made me quit the job? Last night in big writin' on the blackboard it said, 'Find the greatest common divisor.' Well, I says to myself, both them darned things are gone now, and I'll be blamed for swipin' 'em, so I'll quit."

AS THE ENGLISH DO IT.

Several new ways of adulterating coffee have lately come to light in England, according to an exchange. One grocer, by coating the berry with sugar, raised the weight from 5 per cent. to 10 per cent., and got a shilling a pound for what otherwise would have brought about two pence. The berry itself is ingeniously imitated in Germany by a treatment of maize, and it is said that the imitation is so good that even on close scrutiny it is hard to distinguish from the genuine berry.

SMOKING

TOBACCO



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

EMPIRE

-- IN --

5, 10, AND 15 CENT PLUGS.



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

EMPIRE is well advertised.

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

EMPIRE is a big plug for little money.



Made by the

EMPIRE TOBACCO CO., Limited

Granby, Que.



Price Lis

Ca



BY I

Our mer

CA

Cur

Quotations etc., are supplied by agents, who accuracy. The If a change is line, it is refe as a matter of request it or n

BAE



4 lb. cans, 1 d
5 lb. cans, 1 d
Cook's Friend
Size 1, in 2 and
" 10, in 4 doz
" 2, in 6
" 12, in 6
" 3, in 4
Pound tins, 3 d
oz. tins, 3
oz. tins, 4
lb. tins, 1/2
Diamond—
1 lb. tins, 2 do
1/2 lb. tins, 3
1/4 lb. tins, 4

THE
Silver Cream, 3
cases
English Cream
cases
1 lb. tins, 2 to
Kitchen Queen
cases
1/2 lb. tins, 4 to
1 lb. tins, 2 to

PURE FRUIT JAMS are what your customers want.

A little higher in price? Yes!
but then, they are

SOUTHWELL'S

FRANK MAGOR & CO., 16 St. John Street, MONTREAL.

Price List on Application.

Agents for Canada.



Carr & Co.'s English Fancy Biscuits



BY AUTHORITY

The founder of this company was the inventor and original manufacturer of **MACHINE-MADE BISCUITS**. We are still to the fore in biscuit-making, and enjoy the distinction of

BISCUIT MAKERS TO H.M. THE QUEEN

Our Royal Warrant is dated May 8, 1841, ten years after the establishment of the business. We are, therefore, the oldest house in the trade.

CARR & CO., Limited, CARLISLE, ENG.

Canadian Agents:
FRANK MAGOR & CO.,
16 St. John St., Montreal.
For British Columbia:
C. E. JARVIS & CO.,
Vancouver, B.C.

Current Market Quotations for Proprietary Articles

Dec. 28, 1899.
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports as a matter of news, whether manufacturers request it or not.

BAKING POWDER.

PURE GOLD.	
3 oz. cans, 4 and 6 doz. in case	95
4 oz. cans, 4 and 6 doz. in case	95
6 oz. cans, 2 and 4 doz. in case	1 40
8 oz. cans, 2 and 4 doz. in case	1 80
12 oz. cans, 2 and 4 doz. in case	2 70
16 oz. cans, 2 and 4 doz. in case	3 60
2 1/2 lb. cans, 1 and 2 doz. in case	9 00
4 lb. cans, 1 doz. in case	14 40
5 lb. cans, 1 doz. in case	18 00
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	\$ 2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
1 lb. tins, 3 doz. in case	3 00
oz. tins, 3 "	2 40
oz. tins, 4 "	1 10
lb. tins, 1/2 "	14 00
Diamond—	
1 lb. tins, 2 doz. in case	per doz 2 00
1/2 lb. tins, 3 "	1 25
1/4 lb. tins, 4 "	0 75
THE F. F. DALLEY CO.	
Sliver Cream, 1/4 lb. tins, 4 to 6 doz. cases	per doz \$0 75
English Cream, 1/4 lb. tins, 4 to 6 doz. cases	1 25
1 lb. tins, 2 to 4 doz. cases	3 00
Kitchen Queen, 1/4 lb. tins, 4 to 6 doz. cases	0 55
1/2 lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15

English Cream, glass tumblers	0 75
1/2 lb. jellies	1 25
1 1/2 lb. jellies	2 25
1 1/2 lb. Crown sealers	2 25

JERSEY CREAM BAKING POWDER.

1/2 size, 5 doz. in case	40
1/4 " 4 " "	75
1/2 " 3 " "	1 25
1 " 2 " "	2 25

OCEAN WAVE BAKING POWDER.

No. 10, 5-ounce Cans, round or square, 4 doz. in case	\$0 75
1/2-lb. Cans, round only 3 doz. in case	1 20
14-oz. Cans, round only 2 doz. in case	1 80
16-oz. Cans, round only 2 doz. in case	2 00
3-lb. Cans, round only, 1/2 and 1 doz. cases	5 75
5-lb. Cans, round only, 1/2 and 1 doz. cases	9 00

BLACKING	
P. G. FRENCH BLACKING	
per gross	
No. 4, 1/2 s. bxs.	\$4 00
" 6, 1/2 " "	4 50
" 8, 1/2 " "	7 50
" 10, 1/2 " "	8 25
" 10, Jet Enamel	8 25

CARR & SONS.	
per gross	
No. 2—1/4 gross boxes	2 70
No. 4—1/2 gross boxes	5 75
No. 5—1/4 gross boxes	8 00
THE F. F. DALLEY CO.	
per gross	
English Army Blacking, 1/4 gross cases	\$9 00
No. 2 Spanish " "	3 50
No. 3 " "	4 50

W. H. GILLARD & CO.	
per doz	
No. 5 Spanish Blacking, 1/4 gross cases	7 20
No. 10 " "	9 00
Vucan Oil Blacking, 1 doz. cases, liquid	2 00
New York Dressing, 1 doz. cases	0 75
Spanish Satin Glos, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases	1 75
Spanish Glycerine Oil Dressing	2 00

BIRD SEEDS	
THE F. F. DALLEY CO.	
per gross	
Dalley's Spanish Bird Seed, 40 lb. cases	0 06
" " " " " " " " " " " "	0 06 1/2

BLUE.	
KEEN'S OXFORD.	
per lb	
Per lb	\$0 17
In 10 box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

BLACK LEAD.	
per lb	
Reckitt's, per box	1 15
Box contains either 1 gro., 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro. 4 oz.	

CORN BROOMS	
BOECKH BROS & COMPANY	
doz. net	
Bamboo Handles, A, 4 strings	4 60
" " " " B, 4 strings	4 40
" " " " C, 3 strings	4 20
" " " " D, 3 strings	4 00
" " " " E, 3 strings	3 70
" " " " G, 3 strings	3 40
" " " " I, 3 strings	3 00

BISCUITS.	
PEEK, FREN & CO.	
per doz	
Metropolitan mixed	40 lb. tins 10c.
Florence Wafers	8 lb. tins 36c.
Venice Wafers	8 lb. tins 36c.
Florence Wafers	Small tins \$3.70 per doz

CARR & CO., LIMITED.	
per doz	
Cafe Noir	0 15
Ensign	0 12 1/2
Metropolitan mixed	0 69
Special price list of Fancy Tins for Xmas trade and other lines on application.	

CHOCOLATES & COCOAS.	
EPPS'S.	
per lb	
Cocoa—	0 35
Case of 14 lbs. each	0 37 1/2
Smaller quantities	0 37 1/2

CADBURY'S.	
per do	
Fran Magor & Co., Agents	\$1 85
Cocoa essence, 3 oz. packages	per lb 0 40
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40
Rock Chocolate, loose	0 42
" " 1-lb. tins	0 35 1/2
Nibs, 11-lb. tins	0 35 1/2

TODHUNTER, MITCHELL & CO.'S.	
per lb	
Chocolate—	per lb
French, 1/4 s.—6 and 12 lbs.	0 30
Caraccas, 1/4 s.—6 and 12 lbs.	0 35
Premium, 1/2 s.—6 and 12 lbs.	0 30
Sante, 1/4 s.—6 and 12 lbs.	0 26
Diamond, 1/4 s.—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00

Cocoa—	
per lb	
Homeopathic, 1/4 s., 8 and 14 lbs.	0 30
Pearl, " " " "	0 25
London Pearl 12 and 18 " "	0 22
Rock " " " "	0 30
Bulk in boxes	0 18
Royal Cocoa Essence, pkgs., per doz.	40

FRY'S.	
per lb.	
Caraccas, 1/4 s., 6-lb. boxes	0 42
Vanilla, 1/4 s.	0 42
" Gold Medal " Sweet, 1/4 s., 6 lb. bxs.	0 29
Pure, unsweetened, 1/2 s., 6 lb. bxs.	0 42
Fry's "Diamond", 1/4 s., 14 lb. bxs.	0 24
Fry's "Monogram", 1/4 s., 14 lb. bxs.	0 24

Cocoa—	
per doz	
Concentrated, 1/4 s., 1 doz. in box	40
" " " " 1/2 s., 6 lb. bxs.	4 50
" " " " 1 lbs. " "	8 25
Homeopathic, 1/4 s., 14 lb. boxes	per doz
" " " " 1/2 s., 14 lb. boxes	per doz

JOHN P. MOTT & CO.'S.	
per lb.	
R. S. McIndoe Agent, Toronto.	
Mott's Broma	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa	0 32
Mott's Breakfast Cocoa (in tins)	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caraccas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 28
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 19

COWAN COCOA AND CHOCOLATE CO.	
per doz.	
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

Benson's Prepared Corn

There is no adulteration in Benson's Prepared Corn—there is no need to adulterate because it has sold entirely on its merits as an absolutely pure Prepared Corn for over forty years. The delicacy of its flavor is almost proverbial.

Comparisons are made with Benson's Prepared Corn as the standard—you hear this everywhere—"It's just as good as Benson's." You know what "just as good" means—an endeavor to sell an inferior article for a lower price. Benson's Prepared Corn is the standard—forty years have proved it so beyond a question.

Edwardsburg Starch Co., Limited

Cardinal, Ont.

ESTABLISHED 1858.

Montreal, Que.

Diamond Chocolate, 12 lb. boxes,	0 25
¼ lb. cake, per lb.	0 30
Royal Navy Chocolate, 12 lb. boxes,	0 30
¼ lb. cake, per lb.	0 35
Mexican Vanilla Chocolate, 12 lb. boxes,	0 35

CHEESE.

MacLaren's Imperial—	Per Doz
Large size jars	\$8 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial Cheese Silver Holder—	
Large size	18 00
Medium size	15 00
Small size	12 00

COFFEE.

JAMES TURNER & CO.	per lb
Mecca	0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

TODHUNTER MITCHELL & CO.'S

Excelsior Blend	3 32
Jersey	0 29
Rajah	0 20
Old Government Java	0 28
Marsalbo	0 18
West India	0 16
Rio, choice	0 12

CLOTHES PINS.

ROCKH BROS. & CO.	
Clothes Pins (full count), 5 gross in case, per case	0 65
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	1 00

EXTRACTS.

Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	\$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors	1 25
Crown Brand (Greig Mfg. Co.)—	
1 oz. Bottle, per doz.	0 90
2 " " "	1 50
2½ " " "	2 00
4 " " "	3 00
6 " " "	6 00
" Glass Stop'r "	4 00
" " " "	6 00

**P. G. FLAVORING EXTRACTS**

8 oz. Glass Stopper bott.	\$6 00
4 oz. " "	4 00
8 oz. Plain bottles	5 00
4 oz. " "	3 00
2½ oz. Cabinet bottles	2 00
2 oz. Bottles	1 80
1 oz. " "	1 20
Per gallon	7 00
Per pound	1 00

FOOD.

ROBINSON'S BARLEY AND GROATS.	per doz.
Patent Barley, ½ lb. tins	1 25
" " 1 lb. tins	2 25
" Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25
DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.	per doz.
Buckwheat, 2½-lb. pkgs, 3 doz. case	1 20
Pancake, 2 lb. pkgs, 3 doz. case	1 20
Tea Biscuit, 2-lb. pkgs, 3 doz. case	1 20
Graham Flour, 2-lb. pkgs, 3 doz. case	1 20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

COX'S	
4's or quart size	1 10
8's or 2 quart size	2 20

INDURATED FIBRE WARE.

THE E. B. EDDY CO.	
½ 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 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " 2	6 90
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

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

**P. G. JELLY POWDER.**

Raspberry, strawberry, orange, lemon, vanilla, pineapple, cherry, calves foot and grape fruit, doz. cases, 50c. per doz.	
--	--

P. G. ICINGS.

Chocolate, 2 doz. cases	\$1.25 per doz.
Lemon, white, pink, canary and Kerneline	2 doz. cases, \$1.00 per doz.

T. UPTON & CO.

Raspberry, Strawberry, Red Currant, Pineapple.	
1-lb. glass jars, 2 doz. in case, per doz	\$1 00
5-lb. tin pails, 8 pails in crate, per lb.	0 06½
7-lb. wood pails, 8 " "	0 06½
14-lb. wood pails, per lb.	0 06½
30-lb. " "	0 06½

LICORICE.

YOUNG & SMYLLIE'S LIST.	
5-lb. boxes, wood or paper, er 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	\$10 80
" per case of 3 doz., net	2 70
Nicholson's, per gross	10 80
" per ¼ gross case	2 70

MUSTARD.

COLMAN'S OR KEEN'S.	
D. S. F., ¼ lb. tins, per doz.	\$1 40
" " ½ lb. tins, " "	2 50
" " 1 lb. tins, " "	5 00
In Jars—	
Durham, 4 lb. jars, per jar	0 75
" " 1 lb. " "	0 25
F. D., ¼ lb. tins, per doz	0 85
" " ½ lb. tins	1 45

FRENCH MUSTARD

Crown Brand—(Greig Mfg. Co.)	
per gross.	per gross.
Pony size... \$ 7 50	Beer Mug... 16 20
Small Med. 7 50	Tumbler... 11 50
Medium... 10 80	Cream Jug 21 00
Large... 12 00	Sugar Bowl 22 00
Spoon... 18 00	Caddy... 28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb.	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz.	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz.	1 00
Dalley's Superfine Durham Mustard bulk, per lb.	0 12
¼ lb. tins, 4 doz. in case, per doz.	0 65
½ lb. tins, 2 " "	1 20
1 lb. jars, per doz.	2 40
4 lb. " "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. btls, per oz.	1 25
1 gallon tins, per gal.	2 50
Celery Salt, 2 oz. btls, sil. tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz.	1 75

ORANGE MARMALADE.

T. UPTON & CO.	
1-lb. glass jars, 2 doz. case, per doz.	\$1 00
7-lb. pails, 6 pails in crate, per lb.	0 07½
Silver Pan, 1-lb. fancy glass jars, 2 doz. in case, per doz	1 30

PICKLES---STEPHENS'

A. P. TIPPET & CO., AGENTS.	
Patent stoppers (pints), per doz.	2 80
Corked (pints), " "	1 90

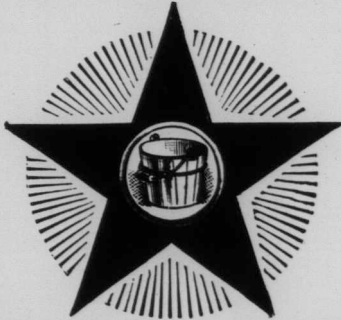
"Daisy Fruit"

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

THE HOME CAKE CO.
GUELPH, ONT.

The "Star Brand"

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



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

WM CANE & SONS, Limited
Manufacturers, NEWMARKET.

DON'T PAY FREIGHT ON WATER

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

Agents—
W. H. SEYLER & CO.
118 King St. East, TORONTO
Agents for HEINRICH FRANCK SOHNE & CO.
German Chicory, Coffee, Extracts and Essences
LUDWIGSBURG, GERMANY. FLUSHING, N.Y.

BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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CANADIAN PRESS CLIPPING BUREAU,
505 Board of Trade Bldg., MONTREAL, QUE.
Telephone M.in 1255.
26 Front St. West, Toronto. Telephone 2149.



Cow Brand Baking Soda

You will be found out if you attempt to sell bulk soda for "Cow Brand," as housekeepers once using cannot be mistaken about its quality, and besides the package is an ornament to your shelves, and affords a fair profit.

JOHN DWIGHT & CO.,
TORONTO, MONTREAL,

VICTORIA, B.C., HALIFAX, ST. JOHN, N.B., ST. JOHN'S, Newfoundland, QUEBEC.

WHEAT MARROW

SATISFYING FULLY, RECUPERATING QUICKLY,
DIGESTING EASILY.

The best properties of Choice Winter Wheat are given in this article. Ask your grocer for a 2-lb. package.

Manufactured by

THE EXPRESS ROLLER MILLS

WM. MACK, Proprietor.

CORNWALL, ONT.

MONSOON

INDO-CEYLON TEA.

"HERE'S YOUR GOOD HEALTH,

Your families' good health, and may they live long and prosper."

If Rip Van Winkle had lived in this age the above toast would, no doubt, have been associated with

DELICIOUS MONSOON.

Wishing our many customers a happy and prosperous New Year,

THE MONSOON TEA CO.

Toronto and Montreal.

MONSOON

INDO-CEYLON TEA.

31 40
 2 50
 5 00
 0 75
 0 25
 er doz
 0 85
 1 45
 FROM
 16 20
 11 50
 21 00
 22 00
 28 00
 0 25
 2 00
 1 00
 0 12
 0 65
 1 20
 2 40
 7 80
 0 75
 1 25
 2 50
 1 25
 1 75
 1 00
 0 07 1/2
 1 30
 2 20
 1 80



If You Want To...

SELL THE BEST — ...SELL....

Dalley's Pure Fruit Extracts

Put up in popular sizes, 10 and 25 cent bottles.

These extracts are the purest, strongest and of the richest flavor of any extracts sold or imported into Canada. There are no extracts can compare with them as to quality. Send us a trial order and your customers will appreciate it.

...SOLD BY...

The F. F. DALLEY CO., Limited, HAMILTON, CANADA.

SODA—COW BRAND

DWIGHT'S SODA
 Case of 1 lbs. (containing 60 pkgs.), per box, \$3.00
 Case of 1/2 lbs. (containing 120 pkgs.), per box, \$3.00
 Case of 1/4 lbs. and 1/2 lbs. (containing 30 packages) per box, \$3.00
 Case of 5c. pkgs (containing 96 pkgs), per box, \$3.00

SOAP.

BRANTFORD SOAP WORKS CO.



"Ivory Bar" Soap is put up in Twin Cakes 12 oz. each, and in Bars, 1 lb., 2 1/2 lb. and 5 lb. Quotations furnished for "Ivory Bar" and other grades of soap on application.



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



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

STARCH.

THE F. F. DALLEY CO.

Boston—Laundry, 40 pkgs. to box, per package 0 07 1/2
 Culinary—Toledo Corn Starch, 40 pkgs. to box, per lb. 6 1/2c



EDWARDSBURG STARCH CO., LTD.
 Laundry Starches— per lb.
 No. 1 White or Blue, 4-lb. cartons 0 05 1/2
 No. 2 " " 3-lb. " 0 05 1/2
 Canada Laundry " " " 0 04 1/2
 Silver Gloss, 6-lb. draw-lid boxes 0 07

Silver Gloss, 6-lb. tin canisters... 0 07
 Edwards Silver Gloss, 1-lb. pkg. 0 07
 Kegs Silver Gloss, 1-lb. crystals 0 06
 Benson's Satin, 1-lb. cartons... 0 07 1/2
 No. 1 White, bbls. and kegs... 0 04 1/2
 Benson's Enamel, per box... 3 00
 Culinary Starch—
 W. T. Benson & Co.'s Prep. Corn Canada Pure Corn... 0 04 1/2
 Rice Starch—
 Edwardsburg No. 1 white, 1-lb. cart. 0 09
 Edwardsburg No. 1 White or Blue, 4-lb. lumps... 0 07 1/2
 KINGSFORD'S OSWEGO STARCH.



40-lb. boxes, 1-lb. pkgs. 0 08
 SILVER GLOSS (6-lb. boxes, sliding covers) 0 08 1/2
 PURE—40-lb. boxes 1-lb. pack... 0 07
 48-lb. " 16 3-lb. boxes... 0 07
 For puddings, custards, etc.
 OSWEGO 40-lb. boxes, 1-lb. packages... 0 07 1/2
 CORN STARCH 38-lb. to 45-lb. boxes, 6 bundles... 0 06
 STARCH IN SILVER GLOSS... 0 7 1/2
 BARRELS Pure... 0 6 1/2

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—
 Canada Laundry, boxes of 40 lbs. 0 4 1/2
 Acme Gloss, 1-lb. cart., 40 lb. box 0 4 1/2
 Finest Quality White Laundry—
 3 lb. canisters, cases 36 lbs... 0 05 1/2
 4 lb. canisters, cases 48 lbs... 0 5 1/2
 Bbls., 175 lbs... 0 04 1/2
 Kegs, 100 lbs... 0 04 1/2
 Lily White Gloss—
 1 lb. fancy cartons, cases 30 lbs. 0 07
 6 lb. trunk, brass catch, 8 in case 0 07
 6 lb. trunk lock and key, 8 in case 0 07 1/2
 6 lb. enamelled tin, 8 in case 0 07
 Kegs, extra large crystals, 100 lbs 0 06



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

Canadian Electric Starch—
 40 packages in case 3 20

Celluloid Starch—
 bxs. 45 cartons per case... 3 50

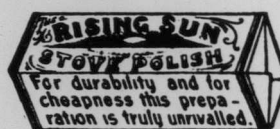
Culinary Starch—Chal. Prep. Corn—
 1 lb. packages boxes 40 lb 0 04 1/2

No. 1 Pure Prepared Corn—
 1-lb. pkgs., boxes 40 lbs... 0 06

STOVE POLISH.



No. 4—3 dozen in case (net cash)... 4 50
 6—3 dozen in case " " " 7 50



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



Tiger Stove Polish, 1/4 gross boxes, large per gross, \$7.20; small, per gross, \$4.50.
 Stovepipe Varnish, 4 oz. bottles... 1 00
 " 6 oz. bottles... 1 25
 Boston Brunswick Black, 8 oz. bot's... 1 75



TEAS.

SALADA CEYLON.

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



Ceylon Tea, in 1-lb. and 1/2-lb. lead packages
 black or mixed... 0 19
 Black Label, 1-lb., retail at 25c... 0 20
 " 1/2-lb. " " " 0 20
 Blue Label, retail at 30c... 0 22
 Green Label " 40c... 0 28
 Red Label " 50c... 0 35
 Orange Label, retail at 60c... 0
 Gold Label, " 80c... 0 55
 Terms, 3 per cent. off 30 days.

CROWN BRAND.

Ceylon in lead packages
 Wholesale Retail
 Label, 1-lb. and 1/2's... 0 35 0 50
 Label, 1-lb. and 1/2's... 0 28 0 40

Green Label, 1-lb... 0 18 0 25
 Green Label, 1/2's... 0 19 0 25
 Japan, 1's... 0 19 0 25

RAM LAL'S lead packages.



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



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

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

TOBACCOS.

EMPIRE TOBACCO CO.

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

WOOL SOAP.

SWIFT & CO., CHICAGO.

Wool soap, 100 10-oz. bars to box... \$7 75
 Wool soap, 100 6-oz. bars to box... 4 75

WOODENWARE.

THE E. B. EDDY CO.

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

Matches—

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

BOECKH BROS. & COMPANY.

per doz
 Washboards, Leader Globe... 1 65
 " Improved Globe... 1 70
 " Standard Globe... 1 89
 " Solid Back Globe... 1 90
 " Jubilee (perforated)... 2 45
 " Crown... 1 50
 F.o.b. Toronto.
 Matches, Kodak, per case (10 gross in case)... 3 50

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 In Manitoba, Buchanan & Gordon, Winnipeg.

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- FRUIT BASKETS
- AND BUTOHER BASKETS?

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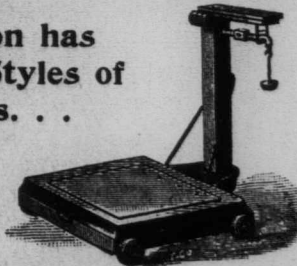
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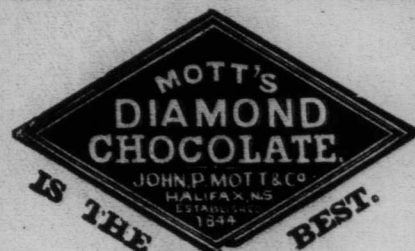
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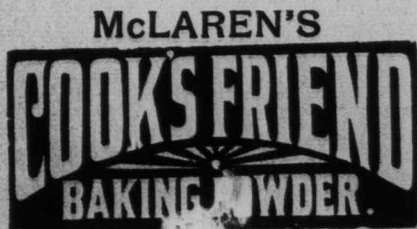
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