

THE CANADIAN GROCER

VOL. XII

TORONTO AND MONTREAL, APRIL 8, 1898.

No. 14

COLMAN'S MUSTARD



BEST ON EARTH

Perfect Cheese "none better can be made."

English Stilton

6 and 12 cheese in case.

Swiss (Gruyere)

in tubs, wheels or smaller quantities.

◆◆
Quality the finest.



Roquefort

In fardeaux, cases or single cheese.

◆◆

Gorgonzola

from 15 to 20 lbs. each.

◆◆

Quotations the lowest.

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



The unsolicited testimony of thousands

GRAND MOGUL TEA

IS THE BEST VALUE IN THE MARKET.

Coupons in every packet.

T. B. Escott & Co.

Sole Agents

LONDON, ONT.

... A PERFECT SNAP

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

Our Fig Bars

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

Queen Biscuit Co.

ST. JOHN, N.B.

Only authorized manufacturers in Canada of the

Famous Boss Lunch Milk Biscuit

Each Biscuit stamped "BOSS."

New Profits —More Pleased Women

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

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

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

**Maypole Soap
Washes and Dyes**

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

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

Fancy their pleasure if you display a sign inside the

Tonics— for Spring Business.

Suggestions for that "Tired Feeling."

Stephens' Pickles

Good, sure profits in handling them, because they always sell for what they are when you first buy them—they do not lose their sharp, piquant flavor, because the Stephens' Vinegar they are pickled in is absolutely pure Malt Vinegar of the highest grade there is, or can be.

Stower's Peptonized Sauce

Double merit in it—stimulating yet most effective as a digestive, because peptonized. Peculiarly adapted to keeping trade and winning new customers. A healthy business tonic.

Fry's Cocoa

You don't have to waste your time explaining its matchless purity and concentrated strength—the name "Fry" settles that. "The Household Cocoa"—"best" because it goes farthest. Save money for your customers—you'll gain by it.

Stower's Lime Juice

"The Lime Juice that draws trade." "No musty flavor to it"—no free acid taste. Acknowledged to be 20 per cent. stronger than any other, because concentrated—purified and re-purified. It sells.

Sold by leading Wholesalers everywhere.

Agents :

A. P. Tippet & Co.
Montreal and Toronto.

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

❖

Morning Dew
10 years old

◆◆◆

Morning Dew Liqueur
12 years old

❖

Pattison's Whisky

in GENERAL Use



❖

Royal Gordon
10 years old

◆◆◆

Perfection Royal Gordon
15 years old

❖

IN "GENERAL" USE.

A commanding Spirit finds its way to the front. **Pattison's Whisky** commands success because it has been found by the public to be a genuine, wholesome, palatable beverage, carefully blended and thoroughly matured. It is cream-like in taste, with all the stimulating qualities of the pure Highland spirit. Sold Here, There, and Everywhere.

Sole Proprietors: PATTISONS, Limited, Highland Distillers,
BALLINDALLOCH, LEITH, AND LONDON.

For further information, samples and specimen labels, address—

S. B. TOWNSEND & CO.

BOX 1125

MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA.

WASHBOARDS
 CLOTHES PINS
 CLOTHES LINES
 TUBS
 PAILS
 CHURNS
 BUTTER PLATES
 BUTTER TUBS
 BUTTER PRINTS
 BASKETS
 SCOOPS

And all Grocers' Sundries

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

Sample room

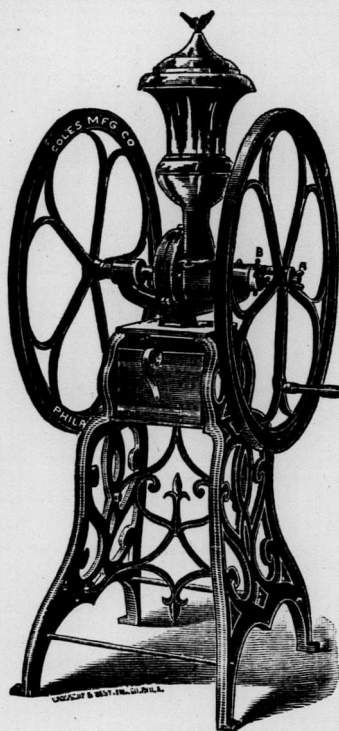
...MONTREAL, QUE.

56 and 58 Front West, TORONTO.

Sold and highly recommended by all leading grocers.



Sovereign
 Matches



Notice.

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

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

We Claim to have the easiest and quickest Grinders.

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

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

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

No. 18

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

Coles Manufacturing Co.

PHILADELPHIA, PENN'A.

Dried Vegetables for the Klondike.

Vegetables of all kinds dried especially for Klondike trade. They retain all the qualities of the fresh vegetable, are easily carried, and absolutely necessary to a complete outfit.

Write for quotations and samples to

The Acme Dried Vegetable Co.

126 and 128 Queen St., MONTREAL.

'SURE CATCH'

Sticky Fly Paper

PRICE LIST FOR 1898.

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

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

"Sure Catch" Poison Fly Paper.

1 Box, 50 Envelopes, \$1.25.

PRICE LIST

1 Case, 10 Boxes, 500 Envelopes, \$10.00

J. HUNGERFORD SMITH CO.

ROCHESTER, N.Y.

Manufacturing Chemists

TORONTO, ONT.

SPECIAL OFFER

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

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



Tomatoes Corn Peas

Brands that you need not hesitate to recommend to your customers.

AYLMER	-	-	-	-	-	TOMATOES
DELHI	-	-	-	-	-	TOMATOES
MILLER'S "LITTLE CHIEF"	-	-	-	-	-	CORN
AYLMER, "CANADA FIRST"	-	-	-	-	-	CORN
STRATHROY, "MIDDLESEX"	-	-	-	-	-	CORN
RIVERSIDE, "EAGLE"	-	-	-	-	-	CORN
DELHI, "SWEET WRINKLE"	-	-	-	-	-	PEAS
STRATHROY, "CHAMPION OF ENGLAND"	-	-	-	-	-	PEAS
WEST LORNE, "SELECT SIFTED"	-	-	-	-	-	PEAS

W. H. GILLARD & CO., Wholesalers Only, **Hamilton**

A SHEET OF GENUINE

TANGLEFOOT

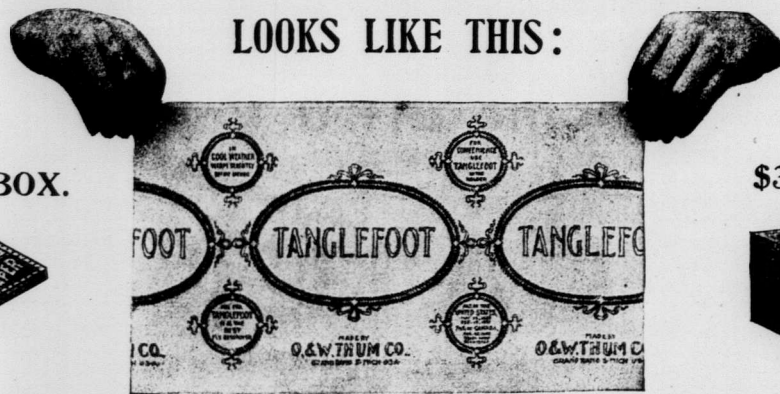
SEALED
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NEW
PRICES

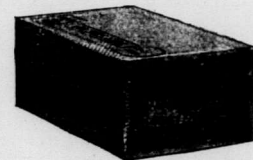
40 CENTS A BOX.



LOOKS LIKE THIS:



\$3.40 A CASE.



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

ONE OF THE MOST PROFITABLE THINGS A RETAIL GROCER SELLS.

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Vol. XII.

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Extracts
Association

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

THE CANADIAN GROCER

Vol. XII. (Published Weekly)

TORONTO AND MONTREAL, APRIL 8, 1898.

(\$2.00 per Year) No. 14

INDIVIDUAL CREDITS.*

By JAMES G. CANNON.

IN discussing credit, we too frequently view it in its abstract form, and fail to consider it in its bearings upon the individual. It would, therefore, seem that a study of this phase of the subject would be productive of much interest and profit; not only to credit men, but to merchants generally, as I have yet to find that there has ever been raised a single question as to the methods to be employed in the extension of this form of credit.

The evils from which the mercantile community suffers seems to me to be due, not so much to a lack of money or capital, as to the lack of an intelligent and proper use of credit. If we can inspire a healthy public sentiment in regard to all forms of credit, it will serve greatly to facilitate needed reforms.

Credit is increased by the desire to do business, and thereby secure a profit. For example: A is well and favorably known to B as a man of strict honor and integrity. He may be a producer, but without ready money. He may be desirous of buying goods. B has the commodities and wishes to sell them; therefore B finds it agreeable to supply A's wants for a consideration of profit, upon his promise of future payment. In this way credit is brought into play, and its continuance is justified by the prompt fulfillment and faithful performance of all the duties and obligations imposed by the contract, but if too easily obtained it promotes extravagance.

The question naturally arises: Upon what basis should individual credit be granted? No inflexible rule can be laid down, but the underlying principles of this form of credit suggest themselves to me as, character, ability, capital, and producing power.

Individual credits properly dispensed call

for the exercise of diplomacy, mature judgment and eternal vigilance, and one should be especially conservative in extending liberal credits on the luxuries of life. For instance, where a customer might, without criticism, buy a five hundred dollar house-furnishing goods bill, he might very properly be refused a credit of three hundred dollars for purchases made in the dress goods department.

THE GOOD CUSTOMER MUST BE RETAINED.

The good customer, though unreasonable and unjust in his demands, must be retained. It is the man who pretends to be good and is not, who must be refused and avoided. Tact in this, as in other departments of business activity, is indispensable.

Many merchants trust out their goods indiscriminately, and sustain losses that handicap them in the payment of their obligations to the wholesale dealer, and the resultant ill effects are communicated all along the line of credit, reaching finally to the manufacturer and his creditor. Therefore, if we can build a better basis for individual credits the whole commercial edifice will be strengthened with benefit to all concerned.

Notwithstanding the fact that the granting of individual credit is one of the most delicate and important questions upon which the merchant has to pass, I believe that very few retail merchants, if called upon for an opinion as to the basis of their credits, could give a specific or intelligent answer.

The average retailer throughout the country needs education in this and kindred lines, and he should be brought to realize that it is to his interest to follow some well defined system of granting credits. He will often "size up" a man on the spot and sell him a bill of goods without even knowing the party's full name, or, relying, perhaps, on his supposed ability to judge something

of his means or affairs because he is an acquaintance, he will trust him without any investigation as to his financial worth.

NON-STOCKTAKING RETAILERS.

Some retailers I find have not taken stock for years, believing it to be unnecessary, because, as they say, all they have on their shelves belongs to them. Others do not even keep books. Careful attention to details, and a thorough system of bookkeeping, are prime factors in determining a merchant's success. If he is careless in his methods he is likely to find his customers tardy in meeting their bills.

If the retail merchant would only change his method, ascertain the cost of conducting his business and the profit on his sales, keep his books in such shape as to enable him to know at all times whether he was making headway or losing ground, he would be in a position to adopt corrective measures when necessary and avoid the shoals and rocks that would otherwise bring disaster upon him.

Some good wholesome educational work seems to be in order, and where the jobber or wholesaler finds that a retailer to whom he is selling his goods has extended credit beyond prudent limits, compared with his own resources, although it be to persons of large means, he should confine him to the shortest possible terms, and force him into a system of making quick collections, for the nearer a retailer reaches a cash basis the better will be his position. If he pays cash for his goods he is not likely to sell them on any other terms, and when he does give credit, he will exercise more care in its extension.

WHOLESALESHOULD COUNSEL.

If the wholesale houses will give their retail customers the benefit of their wide experience, knowledge and counsel, as to the best business methods to be adopted, it will be of mutual profit and advantage. So long as retailers pay their bills with ordinary

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

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

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

promptness the wholesaler has no occasion to interfere, but when they become slow he is compelled to look over the situation, and in nine cases out of ten retailers will plead in extenuation of their tardiness that some of their own customers owe them large bills which they are unable to collect. How needful it is, therefore, that the unknown quantities should be eliminated, and that a painstaking investigation should determine the character, financial strength and integrity of every credit risk.

Considerable strategy must be used at times to secure information touching individuals supposed to be possessed of large means, and who are so reticent about their affairs that it is not deemed prudent to ask questions. You would be surprised to learn that some of the richest and most substantial houses in the larger cities will seek for data through the instrumentality of janitors of apartments, butchers and tradespeople generally. Perhaps information thus gleaned is not always of value, but at the same time such people hear and see things of which it is important that the dispenser of individual credits should have knowledge. The question may be asked why are such methods resorted to, and the only answer that can be given is that retailers are fearful of making too many inquiries direct and driving away trade that is a source of profit to them. These practices should not be necessary, and prejudice against giving information on the part of individuals will be overcome by proper educational work, just as reluctance to give information on the part of borrowers is being removed by the requirements of signed statements.

The Reverend Charles H. Spurgeon testified: "Living beyond their means is the ruin of many of my neighbors. They can hardly afford to keep a rabbit, and must needs drive a pony and chaise."

SMALL ACCOUNTS.

Individual debts in the shape of book accounts for merchandise and for professional services are more difficult to collect than any other forms of indebtedness, be-

cause of their large number and the comparative insignificance of each single account, which renders it less likely that the details will become known to the public, and this feeling of security influences the individual seeking credit and increases the probability of his account growing beyond conservative limits. Very few retail dealers have the courage to discontinue trading with a customer who does not pay promptly. They are seemingly unable to break off the habit of extending long credit to old patrons.

Something should be known regarding the financial resources and character of each debtor. Information respecting business men can be secured with comparative ease, but in the case of professional men, and those living on incomes, the problem is not so simple. Therefore references should be required in all cases, and they should be looked up with great care for the reason that while the first purchase may be small, the account, opened once, may increase in importance without attracting attention. If the customer is buying goods on credit from other sources, inquiry should be made as to whether his payments are satisfactory. Where real estate is owned, some specific data as to its value should be gathered. After the investigation is completed, and all the available information is at hand, a credit limit should be carefully fixed, and beyond this point the account should not be permitted to pass until it is ascertained by further research that the increased line can be safely extended.

A retail credit man should know when to say No, and should have the force of character necessary to say it; moreover, he should make the refusal in a way that will give no offense.

A well-known writer on Political Economy says: "It is difficult or impossible to always follow strictly the excellent financial maxim 'Pay as you go'; but the next best thing is 'to go and pay.'"

The custom of allowing people of means to suit their own convenience in making

payments has gradually grown until it seems to me that a reform should be instituted, and they should be taught that the mere fact that they are possessors of wealth does not entitle them to exceptional privileges, to the detriment of those not so fortunately situated.

WRONGS INFLICTED BY THE RICH.

Let me relate two or three instances that came under my observation, of the wrongs inflicted by the rich upon those in more humble circumstances, who could ill afford to be deprived of the use of money justly their due.

X is a poor dressmaker living in New York, who worked for Z, a wealthy woman. Z paid X fifty dollars on account, leaving a balance of one hundred dollars due her, and shortly afterwards sailed for Europe, where she remained for six months. In the meantime, X, deprived of the one hundred dollars, was unable to meet her rent and other obligations, and suffered much humiliation and inconvenience. When Z returned from Europe she paid X without even an apology for the delay.

A, a poor seamstress, working for a dollar and a half a day, was employed by one of the leaders of New York society, whose name is associated with most of the season's great social functions and charities. In many ways she was kind to this seamstress, sometimes giving her cast-off garments; but she was thoughtlessly unkind about paying her for her services. The rich woman could not understand why this servant should demand her wages, and consequently discharged her.

M is a well-known physician in Brooklyn. He has treated a wealthy family, residing on one of the most fashionable avenues in that city; but for a year his bills remained unpaid—not even noticed. Finally he made an appeal to the lady of the house on one of his calls. "Doctor, please be patient with me," she said; "my husband has given me money for that bill three different times, but I used it for shopping, and am afraid to tell him. I will try to pay the bill,

USE SHINON

"A harmless, quick and perfect
cleaner."

Metal Polish Paste
Metal Polish Liquid
Silver and Glass Polish
Bar Polish

LUCAS, STEELE & BRISTOL, AGENTS HAMILTON

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

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

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

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

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

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

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

Keep your stock Fresh.

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

WE ARE THE AGENTS FOR

Crown Blend Ceylon Tea

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

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

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

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

little by little, out of my allowance." Meantime the physician is worried about his own bills, because of the selfishness of this woman.

ILLUSTRATIONS.

In illustration of the way credit is sometimes extended I will give you an example: D is a retail butcher, doing a large business. E represents a family well-to-do, who dress in the latest mode, attend the theatre, drive on the boulevard and entertain lavishly. Their orders to the butcher are liberal, and they are particular about getting the best cuts and tenderest birds. Although they occasionally pay a little on account, the end of each month finds the unpaid balance increased. The butcher does not refuse to serve the family, because he fears he might lose both the money and the customer. The account continues to grow. When D's patience is finally exhausted, and he intimates that he would like to have the bill liquidated in full, E goes to another butcher, repudiates his indebtedness to D; the other butcher welcomes him as a customer, and E still keeps up style, and no doubt continues rolling up bills with other dealers.

Very often an account that has run for some time becomes difficult of collection merely because the debtor, whose moral sensibilities may be none too acute, feels he is asked to give something for nothing, especially when the goods bought on credit are worn out or consumed, and there is nothing in sight for the money he is expected to pay.

One should insist upon the payment of all bills in strict accordance with the terms of sale, and no necessary expense should be spared in forcing the wealthy delinquent to a settlement. He may take umbrage and withhold his patronage, but, in my judgment, accounts that require extra effort to collect are not desirable.

I would lay special emphasis upon the importance of retailers rendering their bills promptly, as such a practice will undoubtedly insure better collections, and will also

have the effect of educating their customers as to proper business methods.

Extreme care should be exercised in trusting people of narrow means, dependent upon moderate salaries, that are received with a regularity that renders continuous credit unnecessary; for the mere fact that they are seeking credit, except in rare instances, is evidence that they are living beyond their means. Extravagant habits are a more prolific source of loss than dishonesty, and, of course, should be discouraged as much as possible.

PEOPLE WHO DRINK.

Credit should always be refused to those who spend their income before it is earned, and the man who drinks to excess or gambles should not be allowed to buy goods on the promise of future payment, notwithstanding family connections, and other considerations, which often play together too important a part in crediting.

Many houses will very properly insist upon guarantees, if the financial responsibility of the applicant for credit is in doubt.

Some large houses decline to enter upon their books the accounts of those who have no substantial property or real estate investments; while others are very glad to accept as customers those who hold good salaried positions. In the latter case, of course, it is well to ascertain if the customer's ability is such that he will be able to retain his place. There is no doubt that there are many instances where retail credit can safely be predicted upon a man's ability, earning capacity and honor. One can, with a comparative degree of safety, trust an honest man of limited resources, if he is possessed of those traits of character that inspire confidence in his ultimate success. The only contingency in the case is, that he may be overtaken by some misfortune, such as sickness or loss of employment. It is a recognized fact, that people in moderate circumstances are usually more punctual in meeting their obligations than the wealthy.

In order to ascertain just where credit begins, I made some investigation among people of very limited means, and thus obtained an insight into the operations of this economical principle in its elementary stages. I found by this research that the poorer people enjoy little or no credit. As a rule they do not seek it, for the reason that they know, perhaps, that their application would be refused, as the merchant always has to consider the possibility of their being out of work. When they have reached this extremity, have used all their savings, and have drawn out of the penny provident savings bank a few pennies their children may have had, their only recourse is to pawn their goods, and thus in the large cities the pawnbroker often becomes the poor man's banker. There are some poor families, however, who do secure credit in a limited way, and settle their bills weekly, or whenever their wages are received. In extending credit to the wage-earner, one must, of course, look more to his honesty than to any other qualification; and so long as he has employment, he will generally pay promptly, as he is forced to economize, and dreads running behind. The mechanic who earns from two to four dollars a day, and is steady and industrious, makes a desirable customer. His purposes are honest, and he inspires confidence. Bulwer Lytton says: "If a good face is a letter of recommendation, a good heart is a letter of credit."

(To be continued.)

CHANGE IN A PALGRAVE FIRM.

The general business of S. J. McClelland, Palgrave, Ont., has been purchased by John McClelland. The late and the new owners of the business are brothers. Mr. John McClelland is an old Palgrave boy, but for the past two years, has been living in Toronto.

Mr. S. J. McClelland, while he has sold out his Palgrave business, has not forsaken mercantile pursuits, having bought out the general store of G. H. Watson, Ballycroy.

THE CANADIAN GROCER wishes the two brothers success in their respective ventures.

A Low Priced Corn Meal

A demand for an article will eventually create it—to create, means to supply the demand.

"Dixie" Corn Meal fills the bill to perfection, for a low priced corn meal—lower priced than our high grade "Gold Dust," not quite so yellow or so evenly cut, but soft, and better yet, kiln-dried—hence there's, a good flavor to the wholesome bread it makes.

Because small mills haven't the facilities for kiln drying machinery is the reason why you don't get the flavor that you do in

"Dixie" Corn Meal

The Tillson Company, Limited

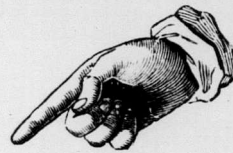
FROM MANUFACTURER TO RETAILER DIRECT.

Tilsonburg, Ont.

Pure Gold Windsor Square Blue IS GOOD. No doubt about it. Those who use it say so.

Have you a supply ?

This is it



RICE'S PURE SALT

None better made.
None better in price.

None in better packages.
None easier to sell.

SOLE MANUFACTURERS

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

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THE NORTHWEST BOOMING.

THE greatness of the Klondyke boom has, to a large extent, overshadowed another boom, which, in the opinion of many, is of even greater importance to Canada as a nation than the development of her mineral resources.

It is the opinion of competent authorities that Manitoba and the Northwest are on the eve of a boom in their development, unprecedented in the history of the agricultural development of Canada.

The foundation of this boom is undoubtedly the prosperity of the farmers and others who have been settled in that section of our country for some time.

An illustration of this prosperity is given in a recent issue of The Pilot Mound Sentinel. That paper gathered statistics regarding the building operations in the shape of improvements and new buildings erected last year in that part of Manitoba. The following amount was spent in buildings and improvements:

Holmfild.....	\$ 23,195
Pilot Mound.....	22,890
Crystal City.....	22,350
Cartwright.....	15,995
La Riviere.....	8,500
Cypress.....	3,700
Wood Bay.....	3,425
Snowflake.....	2,150
Clearwater.....	550
Eton.....	1,900
Londesborough.....	1,230
Greenway.....	400
Dry River.....	330

Total for the district..... \$106,615

A reference to the map will give an idea of the comparatively small area of this district, and as Pilot Mound has not been blessed with good crops above other sections of that country, it will be readily granted that the farmers and merchants of Manitoba and the Northwest are prosperous.

One of the most remarkable results of this prosperity is the influx of settlers from the United States. Of these, an average of 100 per day have been arriving in Winnipeg since the first of March. These are securing homesteads from the Dominion land agencies and settling in many sections of Manitoba and the Northwest. The following table from The Brandon Times will give an idea of the proportion going to the various sections during the first two weeks of March:

	Entries.	Settlers.
Dauphin.....	35	88
Edmonton.....	83	211
Lethbridge.....	35	99
Little Saskatchewan.....	46	99
Calgary.....	18	43
Alameda.....	32	42
Prince Albert.....	8	20
Qu'Appelle.....	73	193
Red Deer.....	22	71
Winnipeg.....	73	174
Touchwood.....	16	60
Regina.....	10	21
Brandon.....	99	112
Total.....	543	1,233

As will be seen, though the largest number of settlers arrived in Edmonton, the greatest number of homesteads secured were at the Brandon agency, where 99 entries were made in the two weeks. There are many more farmers coming from the United States, one party of 236 coming from so far south as Kansas.

The number of persons leaving Ontario for Manitoba and the Northwest is also unusually large, over 750 persons from various parts of Ontario leaving Toronto weekly, 500 via C.P.R. and 250 via G.T.R. To this number numerous small bodies are added at various points on the route.

The best feature of this influx is not the number of people going, but rather the quality of them, the greater number of them being well-to-do farmers, who will be able to take up a homestead and work it.

The growing demand for Canadian produce, particularly bacon, ham, butter and eggs, and the ready market for Manitoba wheat, makes this increase in the agricultural population of Canada most opportune, while the development of the mineral resources of British Columbia and Northern Ontario, the establishment of flour mills, grain elevators, etc., are combining to make a marked development in the Canadian Northwest during the next year or two.

The C.P.R. land sales for the month of March aggregate 33,420 acres, for the sum of \$109,010. This is four times as much land as was sold during the same period of 1897, and the largest since the boom of 1881.

PICKLES FOR THE NAVY.

The Morning Advertiser, of London, Eng., under date of March 11, makes note of the fact that Gillard's new pickles and Gillard's new sauce are becoming great favorites with the English navy.

Admiral Sir H. F. Stephenson, who is in command of the channel squadron, just sailed for Gibraltar, has ordered a large quantity of Gillard's new pickle and new sauce to be sent on board his flagship, and has written to Gillard & Co. complimenting them on the excellence of the goods.

The manufacturers of Gillard's new pickle and new sauce have just received orders for the mess and wardrooms of Her Majesty's ship Vernon, the School of Torpedo Instruction, Portsmouth harbor, and orders from other ships in commission are being duly received.

These pickles are in use in over 5,000 of the leading hotels in Great Britain. The sale in Canada is improving, and, considering the quality of the articles, they will undoubtedly prove most popular in Canada.

THE TARIFF CHANGES.

THE following are the tariff resolutions submitted to the House of Commons on Tuesday, by the Minister of Finance, Hon. Mr. Fielding:

That it is expedient to repeal section six of "The Customs Tariff, 1897," and to substitute the following section therefor:

6. The importation into Canada of any goods enumerated, described, or referred to in schedule C to this Act is prohibited; and any such goods imported shall thereby become forfeited to the Crown, and may be destroyed or otherwise dealt with as the Minister of Customs may direct; and any person importing any such prohibited goods, or causing or permitting them to be imported, shall for each offence incur a penalty not exceeding \$200.

PREFERENTIAL TARIFF.

That it is expedient to provide that section 17 of the Customs tariff, 1897, shall be repealed on and after the first day of August, in the present year, 1898, and that the following section shall be substituted therefor:

17. Articles which are the growth, product, or manufacture of any of the following countries may, when imported direct into Canada from any of such countries, be entered for duty or taken out of warehouse for consumption in Canada at the reduced rate of duty provided in the British preferential tariff, set forth in schedule D to this Act.

(a) The United Kingdom of Great Britain and Ireland.

(b) The British colony of Bermuda.

(c) The British colonies commonly called the British West Indies, including the following:

The Bahamas, Jamaica, Turk's Island, and the Caicos Islands, the Leeward Islands (Antigua, St. Christopher-Nevis, Dominica, Montserrat, and the Virgin Islands), the Windward Islands (Grenada, St. Vincent, and St. Lucia), Barbadoes, Trinidad, and Tobago, British Guiana.

(d) Any other British colony or possession the Customs tariff of which, on the whole, is as favorable to Canada as the British preferential tariff herein referred to is to such colony or possession. Provided, however, that manufactured articles to be admitted under such preferential tariff shall be bona fide the manufactures of a country or countries entitled to the benefits of such tariff, and that such benefits shall not extend to the importation of articles into the production of which there has not entered a substantial portion of the labor of such countries. Any question that may arise as to any article being entitled to such benefits shall be decided by the Minister of Customs, whose decision shall be final.

2. The Minister of Customs, with the approval of the Governor-in-Council, shall determine what British colonies or possessions shall be entitled to the benefits of the preferential tariff under clause D of this section.

3. The Minister of Customs may, with the approval of the Governor-in-Council, make such regulations as may be deemed necessary for carrying out the intention of this section.

That it is expedient to provide that schedule D to "The Customs Tariff, 1897," shall be repealed on and after the 1st day of August, in the present year, 1898, and that the following schedule shall be substituted therefor:

Schedule D, British Preferential Tariff—On articles the growth, produce or manufacture of the United Kingdom of Great Britain and Ireland, or of any British colony or possession entitled to the benefits of this preferential tariff under section 17,

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ORDER

'TEA CUP' Japan

1-lb. Packages. Choice May Pickings.
SPLENDID DRAW.

THE DAVIDSON & HAY, LTD.

WHOLESALE GROCERS.

TORONTO

The duties mentioned in schedule A shall be reduced as follows: The reduction shall be one-fourth of the duty mentioned in schedule A, and the duties to be levied, collected and paid shall be three-fourths of the duty mentioned in schedule A.

Provided, however, that this reduction shall not apply to any of the following articles, and that such articles shall in all cases be subject to the duties mentioned in schedule A, viz.: Wines, malt liquors, spirits, spirituous liquors, liquid medicines, and articles containing alcohol; tobacco, cigars and cigarettes.

Provided, further, that the reduction shall only apply to refined sugar when evidence satisfactory to the Minister of Customs is furnished that such refined sugar has been manufactured wholly from raw sugar produced in British colonies or possessions.

SUGARS.

That it is expedient to repeal items 435 and 436 of schedule A to "The Customs Tariff, 1897," and to substitute the following therefor:

435—All sugar above No. 16 Dutch standard in color, and all refined sugars of whatever kinds, grades, or standards, testing not more than 88 deg. by the polariscope. \$1.08 per 100 lbs., and for each additional degree 1½c. per 100 lbs. Fractions of 5-10ths of a degree, or less, not to be subject to duty, and fractions of more than 5-10ths to be dutiable as a degree.

436—Sugar, n.e.s., not above No. 16 Dutch standard in color, sugar drainings, or pumpings drained in transit, melado, or concentrated melado, tank bottoms and sugar concrete, testing not more than 75 deg. by the polariscope, 40c. per 100 lbs., and for each additional degree 1½c. per 100 lbs. Fractions of 5-10ths of a degree or less not to be subject to duty, and fractions of more than 5-10ths

to be dutiable as a degree. The usual packages in which imported to be free.

That it is expedient to provide that items 445 and 446 of schedule A to "The Customs Tariff, 1897," shall be repealed on and after the first day of July, in the present year, 1898.

TOBACCO.

That it is expedient to provide that on and after the first day of July, in the present year, 1898, the following items shall be added to schedule B to "The Customs Tariff, 1897":

636—Tobacco, manufactured, for excise purposes, under conditions of the Inland Revenue Act.

That it is expedient to provide that on and after the first day of July, in the present year, 1898, in addition to the excise duties at present levied on manufactured tobacco, cigars, and cigarettes, there shall be levied and collected the following excise duties, that is to say:

(a) On all foreign raw leaf tobacco, unstemmed, taken out of warehouse for manufacture in any cigar or tobacco manufactory, 10c. per lb.

(b) On all foreign raw leaf tobacco, stemmed, taken out of warehouse for manufacture in any cigar or tobacco manufactory, 14c. per lb.

Provided, that the weight upon which such duty shall be computed shall be with reference to the standard mentioned in paragraph (c) of section 247 of the Inland Revenue Act.

Cowan & Son's grocery store, Sparks street, Ottawa, was recently robbed of a number of small articles, tobacco, and money, the thieves entering by a back window.

IMPROPERLY CURED CURRANTS.

A paper expressing the opinion of the New York importers relative to the shipment of improperly cured Greek currants has been forwarded through the Grecian Consul at this port to the Government at Athens through Mr. J. A. Hawkesworth. The paper, it is understood, contained the signatures of all of the importers, and requested that the Grecian Government should fix a date for first shipments at such a time as would preclude the possibility of the sending to this market of improperly cured fruit. This action was taken in sympathy with a similar movement on the part of the London importers. In past years it has been the practice to hurry the goods to market with the result that sufficient time was not allowed for curing, and both importers and consumers suffered from the deterioration of the imperfectly prepared stock, the impression being given that these early shipments represented the general quality of the crop. To prevent such misunderstandings in the future, the Greek Government is now asked to prevent shipments until such a date that no fruit other than that thoroughly cured will go out at the beginning of the season.—N. Y. Journal of Commerce.

Mr. James Redden, grocer, Kingston, was in Toronto on Tuesday.



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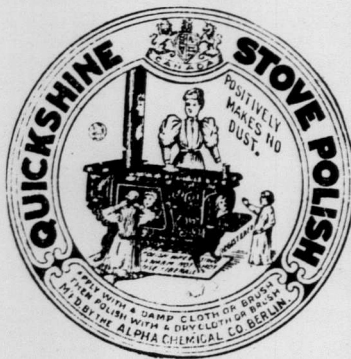
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CANADA'S DIRECT TEA IMPORTS.

THE British Customs' House returns show that the exports of Indian and Ceylon tea to Canada from the United Kingdom are declining.

From June 1 last to the end of February the exports of Indian tea to Canada from the United Kingdom were 653,068 lbs., against 1,160,889 the same period last year, and of Ceylon tea 897,052 lbs., against 1,374,648 lbs.

This means a decrease of 43.7 per cent. in Indian teas and a decrease of 34.7 per cent. in Ceylon teas.

A reference to the trade returns of the Dominion explains the reason for these decreased exports from Great Britain to this country. The fact of the matter is that Canada has been developing the direct importation of tea as well as of a great many other things. The following table gives the quantity and value of tea imported direct from the British East Indies into Canada during the past five years :

	Quantity.	Value.
1893.....	86,618	\$ 19,741
1894.....	162,691	31,314
1895.....	492,010	86,930
1896.....	1,531,214	221,533
1897.....	2,406,438	370,429

It will be noted that the quantity imported direct was over 57 per cent. larger in 1897

than in 1896. It is no wonder the exports of tea from Great Britain are falling off.

The same explanation can also be advanced for the decreased exports of China tea from Great Britain to Canada, for while we are using less China grown tea every year, on account of the increased consumption of Indian and Ceylon teas, our imports direct from China have increased materially during the past five years, as the subjoined table shows :

	Quantity.	Value.
1893.....	2,382,731	\$357,666
1894.....	4,460,087	584,276
1895.....	4,425,302	584,056
1896.....	5,339,753	676,388
1897.....	5,417,259	640,515

The quantity of China tea exported from Great Britain to the Dominion from June 1 to the end of February last was 696,838 lbs., against 2,284,108 lbs. the same period in 1896-7. And it is worthy of note that this decrease of nearly 70 per cent. is not even begun to be made up by the direct importations from China.

While the quantity of teas we import direct is increasing, so also are the total importations, the quantity we brought in for home consumption during the fiscal year, ending June 30, 1897, being 24,317,104 lbs., valued at \$3,310,358, against 22,667,555 lbs., valued at \$3,252,133 in 1896. The following table gives the character of the imports for 1896 and 1897 :

	Quantity. 1896.	Quantity. 1897.
Black, imported direct from country of production.....	11,257,684	13,722,038
Black, n.e.s.....	107,244	127,175
Green and Japan, imported direct from country of production.....	11,153,230	10,327,812
Green and Japan, n.e.s.....	149,397	140,079
Total.....	22,667,555	24,317,104

SHORT OF CANNED TOMATOES.

There are not many features in connection with the canned tomato situation at the moment; but among the few there are, the most interesting is the condition of stocks in wholesalers' hands in Toronto.

Most of the wholesalers in the "Queen City" have, doubtless, a fair supply, but during the past week the fact has been developed that some houses are practically without any tomatoes.

At any rate, at least two firms have been buying from their brother wholesalers, and in some instances from retailers who have large stocks.

Although business in canned tomatoes is still quiet, a little more enquiry has been heard during the last week or ten days.

TEA SALES IN COLOMBO.

THE quantity of tea brought to auction in Colombo, Ceylon, from January 1 to February 24, was 76,057 packages, aggregating 5,968,805 pounds. Of this, 55,636 packages, aggregating 4,370,947 pounds, were sold. Last year the quantity offered was 73,893 packages, aggregating 5,958,321 pounds, while the quantity sold was 4,759,098 pounds. It will thus be seen that while the quantity offered was larger than in 1897 the quantity sold was less.

The average of complete invoices sold was 38c. per pound.

The total quantity of Ceylon tea afloat to the United Kingdom, on March 4, was 8,646,796 pounds, and to Australia and New Zealand, 987,845 pounds.

While a merchant is wasting time watching his competitors his own business walks away from him.

STOCKS OF CANNED SALMON.

A STATEMENT has been going the round of the press, during the past week or two, to the effect that stocks of canned salmon in shippers' hands, in British Columbia, aggregated 74,000 cases.

In spite of the fact that the pack of 1897 was the largest on record, namely, 1,015,477 cases, the announcement that there were still 74,000 cases on the Coast surprised those who have been watching the canned salmon market closely.

With a view to having the figures corroborated or corrected, a Toronto house wired to British Columbia, and they have received a telegram in reply stating that the stocks were 45,000 cases, instead of 74,000 cases, and that this quantity was booked to be shipped to Great Britain by a vessel which leaves this month for Liverpool.

A year ago, it is worth pointing out, the stock of salmon on the Coast was 7,850 cases, or about 10.3 per cent. of the total pack, while the proportion now remaining, namely, 45,000 cases, is only 4 per cent. of the whole.

The merchant who is abreast of the times is always ahead of some of his competitors, and is never unplaced in the business race.

THE PREFERENTIAL TARIFF ON WEST INDIA GOODS.

IN its issue of March 4 last THE CANADIAN GROCER urged the Dominion Government to extend the provisions of the preferential tariff to raw sugars, the product of the British West Indies, British Guiana, and other British colonies.

By a reference to the tariff resolutions, published in another column, it will be noticed that this suggestion has been concurred in by the Administration.

The action of the Government is to be commended, and will, undoubtedly, redound to the advantage of this country.

In Great Britain it is certain to prove popular, for it assists the Imperial Government in relieving the necessities of the West India sugar planters, while the preferential tariff should lead to that expansion of the Dominion's trade with the British West Indies which has been so long sought for.

As pointed out in our issue of March 4, Canada's imports of raw sugar from the West Indies is only about 8 per cent. of the whole. Our imports last year were as follows :

	Quantity in pounds.
Great Britain	551,034
British Guiana.....	3,283,382
British West Indies	20,317,636
Austria	13,303,140
Belgium	13,351,506
Brazil	2,158,154
China	6,932
Egypt	32,777
Dutch East Indies	29,687,166
Germany	98,084,985
Peru	4,534,225
Spanish West Indies	5,964,579
Spanish possessions, other	43,415,435
United States	42,033,125
	276,724,076

With the tariff on West India sugars one-fourth lower than on those from foreign countries Canada will, in all probability, increase her purchases from the former and decrease them from the latter.

It will be noticed that the preferential tariff is not confined to sugar, but extends to the products generally of the West Indies, British Guiana, etc. The following brief table shows the present value of Canada's trade—imports and exports—with the West Indies and British Guiana, according to the trade returns for 1897 :

	Imports.	Exports.
British West Indies	\$1,057,489	\$1,445,449
British Guiana.....	102,500	271,457

Now, the United States in 1897 sent \$7,943,477 worth of goods, etc., to the

British West Indies, and \$2,063,946 to British Guiana, while the imports from these two sources were \$12,285,885 and \$4,706,781, respectively.

There is, therefore, evidently plenty of room for trade expansion between these British possessions and Canada. And we may with reason look for the expansion.

Soldiers may want war, but what business men want is business.

EGG EXPORTS TO BRITAIN.

IN another column we print an article from The Grocers' Journal, of London, Eng., in which Canadian eggs come in for a great deal of praise.

The British market has by no means yet become to us for eggs what the United States market was before the duty of 5c. per dozen, under the McKinley tariff, went into operation, but complimentary remarks like those from The Grocers' Journal should encourage egg exporters in this country to persevere.

The exports of eggs from Canada to Great Britain during the past five years are as follows :

	Quantity in doz.	Value.
1893.....	4,104,632	\$538,944
1894.....	3,449,243	503,533
1895.....	4,184,271	524,577
1896.....	5,585,725	704,768
1897.....	6,939,496	923,965

With one exception each year shows an increase over its predecessor, while the increase in 1897 over 1893 was over 68 per cent., a result most gratifying.

The exports of eggs to the United States during the same period show results to the very opposite. Here are the figures :

	Quantity in doz.	Value.
1893.....	2,664,942	\$324,355
1894.....	1,611,883	199,638
1895.....	2,256,519	275,828
1896.....	894,991	97,313
1897.....	479,258	47,623

In 1890, the year the McKinley tariff went into operation, Canada's exports of eggs to the United States were 12,825,735 dozen, valued at \$1,793,104. All we sent to Great Britain in that year, however, were 3,600 dozen, valued at \$860.

We here see, comparing the exports of 1897 with those of 1890, a decrease in quantity in the one instance of over 96 per cent. and an increase in the other of about 250 times.

A LOOSE LAW.

IN THE CANADIAN GROCER of two weeks ago there appeared a communication, signed "One Interested," dealing with the fact that in the charter of some incorporated companies is a clause declaring that the business shall be an exclusively cash one, officers being withheld from either buying or selling on credit.

No one will scarcely disapprove of the principle of buying and selling for cash. "Cash" is the slogan of modern business men. But the utmost caution is necessary to prevent the dishonestly disposed, who may be connected with such concerns, from making the provisions of the charter a medium whereby they can escape paying their honest debts.

That there is need of such caution is evident from the letter of "One Interested," who is the head of one of the largest manufacturing firms of its kind in Canada.

All incorporated companies having this non-credit clause in their charters may not be dishonest. In fact, no one would even dream they were. But it is evident all are not honest. Honesty and the desire to escape liabilities through a technicality are not compatible. And when the law opens a door through which these technicalities can be brought in and paraded as reasons for not payment of debts, it is evident that there is a screw loose somewhere in the law.

The Act under which these charters are obtained should also provide the ways and means of preventing the peculiar privileges granted from being prostituted to the injury of the mercantile community. At any rate those doing business under such charters should not be allowed to use them as a place of refuge, after they had themselves stepped outside the stipulated bounds.

In the meantime business men would do well to see they are not caught in the same trap as "One Interested."

THE DUTY ON VEGETABLES.

The Customs duty on tomatoes and other vegetables in cans is 1 1/2 c. per lb. On vegetables it is 25 per cent. ad valorem.

A number of importers have been passing their entries on evaporated vegetables at 1 1/2 c. per lb., and in consequence the Department has instructed the Collectors of Customs at the various ports that evaporated vegetables come under clause 43, and 25 per cent. is to be charged.

A large amount of evaporated vegetables has been imported for the Klondyke.

THE SUGAR DUTY.

SUGAR is the only article in the duty of which the Government has made a change. And the change it has decided upon is a radical one, for not only is the duty increased on both raw and refined sugars, but the polariscope test has been inaugurated as well.

The adoption of the polariscope test is a further concession to the West India sugar producers, and the Government recognized that in adopting it, as the following extract from Mr. Fielding's budget speech proves:

There is another matter on which we think we can do a little to help the people of the West Indies. The present method of levying the sugar duties in Canada operates unfavorably to the sugar trade with the West Indies. The duty is a flat specific duty of one-half cent a pound on raw sugar; it admits of very large variations and very large injustice. A sugar testing by the polariscope 75 degrees is worth 86 cents per 100 pounds, and 60 cents duty represents 58 per cent. Sugar testing 96 degrees is worth \$2.27 per 100 pounds; 50 cents duty represents 22 per cent., as against 58 per cent. on the lower grade. I do not pretend that we can have absolute equality in these matters, but it will be admitted that the system of levying duties operates unequally. We have for some years in Canada had the polariscope test and learn from the Customs authorities and all from whom I have asked information that it works very well. Then for several years sugar was free. In 1895 one-half cent per pound was levied. The duty was a small one, and I can readily understand that one might imagine that there could not be very much inequality in applying it, but experience has shown that even with half a cent a pound there is inequality of duty against sugars of the lower grades. A considerable quantity of the West Indies sugar is not of high grade. Raw sugar is a raw material for the production of food, and I have no particular desire to legislate against it, inasmuch as there is a considerable quantity of low grade sugar, not so low as 75 degrees, but of moderately low grades, on the market. It is not the business of Canada to turn away the trade which this sugar offers. * * * * *

We, therefore, propose to return to the polariscope system, used in Canada so successfully a few years ago; we propose to begin at the limit of 75 degrees by polariscope tests, and charge for that degree, or anything below it, a duty of 40c. per 100 lbs., and we add 1½c. for each additional degree. The average test of raw sugar used in Canada to-day is, so far as we can obtain information, 92 degrees by the polariscope. That information comes from my friends the refiners, who possess the best knowledge. One gave 91¾ and the other 92 degrees. Assuming that to be the correct average, and applying our new scale of duties to the present consumption of sugar in Canada, we would find that on 92 degrees sugar the duty will be 65½c. per 100 lbs., as against 50c. per 100 lbs. under the present tariff. At 92, if we take that as proper, the duty would be 65½c. per 100 lbs. But there

must be considered in that connection the preferential tariff to which I have referred, and which will take effect as regards the West India sugar after the first day of August next. If we deduct that preferential tariff from the 65½c. per 100 lbs., the quarter of it under the preferential rate will be 16 37-50, which will leave the preferential rate at 49½c., as against the existing rate of 50c. per 100 lbs. That is to say, upon so much of our sugar consumption as we may be able to obtain from the British West Indies under the new order of things there will be no increase, but, on the contrary, there will be a slight reduction of duty, it being, if the average as given to me is correct, 49½c. as against 50c. in the present tariff. But, as respects that portion of the sugar which may not come from the West Indies, but which may come from other countries, there will, of course, be the small increase I have mentioned.

It will be remembered that when the tariff was changed in 1896, the West India producers protested against the duty on sugar as discriminating against them, and the results have shown that it did. While, however, the Canadian tariff indirectly discriminated against West India sugars the new United States tariff, on the other hand, indirectly discriminated in favor of West India sugars by adopting the polariscope test, as the Dominion Government has now done. The result of this action on the part of the United States was that West India sugars were diverted from Canadian to United States ports.

Just what the full effect of the new sugar duties will be can scarcely yet be determined, but, it will undoubtedly result in at least a diminished importation of foreign refined sugars which have been coming into Canada so freely of late. Hence it should be satisfactory to the refiner.

GOOD FRUIT CROPS IN SPAIN.

MR. R. F. BEVAN, of W. C. Bevan & Co., Malaga, Spain, made a flying visit to Toronto on Tuesday, and in company with his Toronto representative, Mr. J. Lockart Watt, called upon the wholesale trade.

"I came to get kicked," he jocularly remarked, "but I have received nothing but compliments."

In reply to a query as to the outlook for next season's fruit crops in Spain, Mr. Bevan said: "As a result of the rains we have had all through Spain this winter, we are promised a large crop of fruit of good quality. During the past two years we have suffered a great deal from drouth. Last year

we practically had no rain. The rains we have had this winter are particularly good for the raisins, tending, as it does, to give them size, which is, of course, an important consideration."

Referring to nuts, he said that the easy market for Jordan almonds was due to Spanish speculation. "There are very few Valencia almonds," he added. "I doubt if you could get one hundred boxes in Spain for prompt shipment. I tried to get a lot for a New York house the other day, and failed. Shipments of Valencia almonds from Malaga have been enormous this season owing to the short crop in Sicily."

THE GOVERNMENT'S DUTY.

THE plea of the Government that it cannot take the insolvency bill under its care is not the less weak because it is specious.

No question about it, there are a good many members of the House who are opposed to the measure, but if that argument is sufficient to deter the Government from shouldering the responsibility of the insolvency bill it should be sufficient as well to deter it from shouldering any and every measure to which opposition is likely to arise. What is sause for the goose should be sause for the gander.

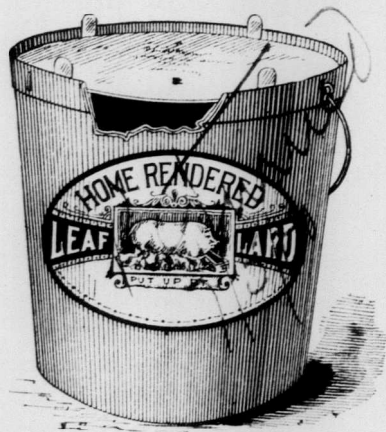
The enactment of an insolvency law is necessary, not only for the establishment of ways and means for the safer transaction of business, but it is demanded for the purpose of securing for the business community in Canada a higher standing in Great Britain among the commercial classes than it now possesses.

There is no question that the present condition of affairs tends to retard British trade with Canada. Manufacturers and merchants in the Motherland realize that the great want of Canada is an efficient insolvency law. This was demonstrated beyond all peradventure by the deputation of business men which waited upon the Minister of Finance while he was in London, England, and again during the meeting of the British Empire League in the same city.

It is evident that, unless the Government interests itself in the matter, there is little or no hope of the bill, now before the House, even coming up for a third reading. It is a matter which effects the honor of Canada as well as the convenience of its own merchants. And the Dominion Government should not swerve from its duty because opposition to the bill is likely to be met with in the House.

The Perishable
made Imperishable.

The expense of packing
transformed from an
obstacle to a trifle.



CAPACITY
from 3 to 12 lbs.

Manufactured from wood-fibre and chemically treated, making it impervious to grease and water, and thoroughly antiseptic.

Its contents are unaffected by foreign substances in its vicinity.

**EDDY'S
ANTISEPTIC
SPRUCE
FIBREWARE
PACKAGE.**

For Packing Lard,
Butter, Mincemeat, Jellies, etc.

Resists
Decay, Corrosion, Air, Water.

Send for Descriptive Catalogue
and Prices.

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

HULL, CANADA.

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

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

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HINTS TO BUYERS.

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

T B. ESCOTT & CO. have just received two carloads of Holland granulated sugar in 100-lb. sacks.

H. P. Eckardt & Co. are offering special value in Japan teas, to retail at 25c.

Perkins, Ince & Co. are in receipt of a shipment of Patna rice.

Japan dusts and siftings are two of H. P. Eckardt & Co.'s specialties this week.

A cheap Moning Congou is one of the Davidson & Hay, Limited, leaders this week.

H. P. Eckardt & Co. advise that they still have a good stock of Comadra figs, in taps, on hand.

Warren Bros. & Co. have been appointed agents for "W. B. & C." pickles, both sour and sweet.

In currants, W. H. Gillard & Co. have some fine goods, which are offered below their value.

The Davidson & Hay, Limited, have in stock 1 1/2-lb. and 3-lb. pork and beans at low figures.

George Foster & Sons report a steadily increasing demand for their "Golden Leaf" Japan teas.

The Davidson & Hay, Limited, have in stock a full range of salad oils, imported and domestic.

2-lb. wax and crystal wax canned beans are offered by the Davidson & Hay, Limited. Close prices on round tots.

T. A. Lytle & Co., vinegar manufacturers, Richmond street west, are also making a specialty of maple syrup.

"We have 3-gallon tins and 3-lb. tins of apples, which we are offering to the trade at low prices," write T. B. Escott & Co.

Martin, Wagner & Co.'s sliced and grated pineapple, also sliced peaches for cream are now in stock with George Foster & Sons.

Rutherford, Marshall & Co. advise parties holding eggs to rush them forward for Easter trade as the colder weather has checked supplies somewhat.

W. H. Gillard & Co. have still a fair stock of Arguimbau's and Trenor's selected and fine off-stalk Valencias, which are being offered at low figures.

The Eby, Blain Co., Limited, are making special prices on California prunes 40-50's, 50-60's and 70-80's, which, in view of market reports from the Coast, are moving the goods off rapidly.

Escott's cream of tartar baking powder, in 1-lb. tins, to retail at 25c., is the latest in

the market. It is said to be equal to the best American powder, and less than half the price.

The Eby, Blain Co., Limited, call attention to their advertisement in this issue, and invite enquiry from prompt buyers for present requirements, while the special lines, to which they refer, will also interest every progressive retail grocer.

The Davidson & Hay, Limited, report good sales of their "Teacup" Japan tea packed in 1-lb. packages. Another shipment of this tea arrived into store this week.

The Eby, Blain Co., Limited, have close prices on specially selected, hand-picked white beans, dried and choice evaporated apples, to which they invite the attention of the trade.

D. Gunn, Bros. & Co. report Easter trade good, many enquiries being received from British Columbia, but owing to competition from United States makers, it is difficult to do business at a profit, Canadian pork being so much more valuable than the United States article.

"As the result of our last week's announcement in THE GROCER we are booking orders freely for our 'Gold Medal' baking powder, in 1/2-lb. and 3/4-lb. gem jars," say the Eby, Blain Co., Limited.

The F. F. Dalley Co., Limited, state that they have sent, through merchants, a large amount of their package spices, corn starch, baking powder and their Hirst's "Pain Exterminator," with prospectors going to the Klondyke. They are putting up the above goods in special packages for that trade.

LATE ADVERTISEMENTS.

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

The demand for "Grand Mogul" tea is booming, large sales are reported everywhere.

H. P. Eckardt & Co. report that "Ludella" Ceylon tea is giving every satisfaction, and when once placed repeat orders are sure to follow.

George Foster & Sons are showing excellent values in Indian and Ceylon teas. Their "Magnolia" brand Ceylon is a trade-winner to all who sell it.

When requiring extracts, send for a sample lot of George Foster & Sons' "Golden Leaf" brand. They are attractively labelled, and the value is unsurpassed.

PERSONAL MENTION.

Mr. Hetherington, of Andrews, Bell & Co., Montreal, spent a few days in Toronto last week.

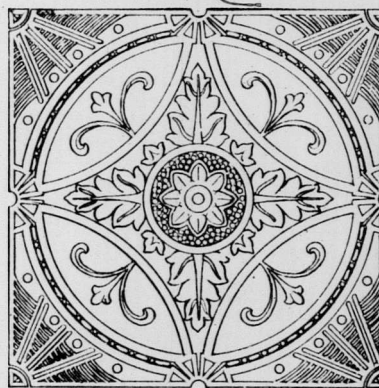
Mr. Fairhurst, of Foochow, China, was in Toronto on Monday looking up business. He left the same day for Western Ontario points.

Not a Crack or Crumbling Corner

can disfigure your interior decoration—
if you're wise enough to use our reliable

Embossed Metal Plates

for your Ceilings and Walls.



We make 150 different designs—they are suited to every class of building—and give permanent beauty for a very moderate price. Up-to-date people appreciate the value of using these fireproof, hygienic plates. Write us—let us tell you more about them.

Metallic Roofing Co., Limited

1180 King St. West, TORONTO

NEW TEA FIRM FOR OTTAWA.

Mr. Fred J. Castle, who has lately been managing the Toronto branch of Lightbound, Ralston & Co., is removing to Ottawa, where he starts out for himself as an importer of Indian and Ceylon teas.

Mr. Castle began life in the tea trade, in New York, about twenty-three years ago. The other day he showed THE CANADIAN GROCER an invoice of a \$924 order for tea which he took from a Walkerton, Ont., merchant, in November, 1876, and it is interesting to note that in the lot was some Japan dust, which sold at 20c. per pound. To-day is worth about one-fourth that sum. Mr. Castle at one time traveled for Kinloch, Lindsay & Co., of Montreal.

A HANDY MEMO. BOOK.

With their customary enterprise, the Davidson & Hay, Limited, have just issued, to their customers and friends, a handsome and, still more, convenient pocket memorandum book. It is strongly bound in cloth, and is of vest-pocket size. The firm's announcements on the front pages contain a useful list of suggestions for buyers. The enterprise of the Davidson & Hay, Limited, will no doubt be appreciated by those fortunate enough to possess one of these books.

SITUATION WANTED.

WANTED—SITUATION AS TRAVELLER BY A young man, open for engagement about 1st of May; twenty years' experience in Ottawa and surrounding towns, with wholesale grocery and liquor house. Apply Box O, CANADIAN GROCER. (13)

PERSONS addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

"Regent goods make cash sales."



STEPPING CAREFULLY

That's the way successful merchants make any progress in business. Every step is carefully considered before it is made.

The Regent plan for increasing business has been used by so many successful merchants that the most conservative need not hesitate to adopt it.

The plan is to give every customer a coupon representing the amount of his purchase, and when a customer has accumulated \$25 worth of coupons, the merchant redeems them with a piece of silverware of a clock.

If attractive premiums are offered the plan never fails to bring new customers into the store.

That is one reason why we sell so much silverware for this purpose.

Another reason is the price of the silverware. We will sell you the

Challenge Assortment, 24 Pieces of Silverware, for \$24.

Every piece is large and attractive—tea sets, butter dishes, cake baskets, cruets, bon bon dishes, etc.—no two pieces alike. It's the most silverware ever offered for so little money. Terms, 2 per cent. cash 10 days, or 30 days net, F. O. B. Toronto.

THE REGENT MFG. CO.

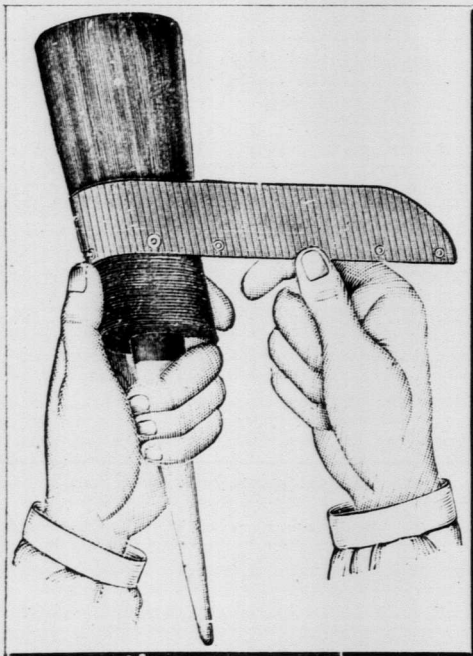
72 Bay Street, TORONTO.

CHAS. EDWARDS, Manager.

182-184 Wabash Ave.

CHICAGO.

Boeckh's Bridled Brush



is the Brush of common sense—profitable alike to you and the painter too.

It pays to handle it—see how easy it is to take off and put on the bridle. It is a

A Profit-Maker

in every sense of the word—progressive painters will use no other.

Even if you have to introduce it in your section yourself it will pay you to push it.

It usually sells on sight.

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

New Illustrated Catalogue, 148 pages, on Brushes, Brooms and Woodenware, just out. Free for a post card.



REFRIGERATORS

Style No. 1

Size, width 46 in.
depth 28 in.
height 84 in.

All trimmings and cornice project over this. This style is in Antique Ash, Hard Oil Finish, Inside Spruce Lined and Orange Shellac, Walls, Windows Hung with Weights.

A Catalogue will give you all particulars.

This cut represents No. 13

EUREKA REFRIGERATOR CO.

Address,
54-56 Noble Street, TORONTO

DRINK :::

::: Chocolate for Breakfast

It invigorates MIND and BODY
whereas Tea and Coffee

SLOWLY RUIN THE NERVES

CHOCOLAT-MENIER



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

VANILLA . .

CHOCOLATES

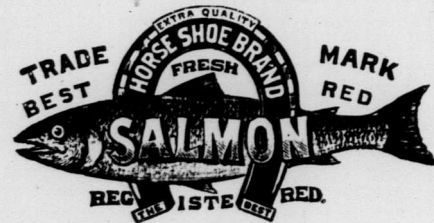
CHOCOLAT MENIER

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

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

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

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



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

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

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

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

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

AGENTS.

Geo. Stanway & Co., Toronto, Agents for Ontario.
W. S. Goodhugh & Co., Montreal, " " Quebec.
J. Hunter White, Esq., St. John, N.B.

Agent for Eastern Provinces.

Tees & Perse, Winnipeg, for Manitoba and N.W.T.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, April 7, 1898.

GROCERIES.

ALTHOUGH trade in wholesale groceries is still quiet, it has, during the past week, developed a little more activity, and business men are anticipating a steady improvement from this out. A little more enquiry is being heard for canned tomatoes, and some of the wholesale houses on the street are practically without any supplies at the moment, if we are to judge by the fact that a couple of them have been buying this week from other houses. A little more demand is also to be noted for sugar, although the market is still quiet in this line. Syrups and molasses are receiving little or no attention. Rice is in fair demand, and firmer in the outside markets. Coffees are firm in price, and they are meeting with a fair demand from retailers. Representatives of shipping houses report that there have been a good many sales of Ceylon teas during the past few days, but the chief buyers have been tea packers. The currant market is firm at the recent decline, and some transactions have taken place during the past week. Valencia raisins are selling fairly well. California evaporated fruits continue to meet with a fair demand. So do prunes of the same growth.

CANNED GOODS.

The feature of the canned goods market this week is the fact that a couple of the wholesale houses have been compelled to purchase supplies from their fellow merchants. In addition to purchases from their fellow wholesalers, they have also taken a few lots from retailers who have large stocks. Wholesalers' ideas as to price are still \$1.20 to \$1.25. There have been some offers of canned corn at 85c., but we hear of no transactions. Business in all other canned goods is much as it was a week ago.

SYRUPS, MOLASSES.

This is about the time when trade opens up in syrups and molasses. So far, however, there is very little doing. The refineries are offering bright syrups but they are experiencing little or no demand.

SUGAR.

Notwithstanding the uncertainty in regard to the tariff, business during the past week has been a little more active than it was, although business is still light. In addition to the small lots wanted, there have been some carloads moving. The outside markets have, on the whole, been stronger,

On Friday last, beet advanced $\frac{3}{4}$ to $2\frac{1}{4}$ d. in London, and soft refined sugars in New York were marked up 1-16c. On Saturday, while beet in London declined $\frac{3}{4}$ d. all refined sugars in New York advanced 1-16c. per lb.

NUTS.

A cable quotes Tarragona almonds 5s. dearer for prompt shipment. The advance is caused, it is understood, by damage by frost to the crops. On the local market there is no feature worthy of particular mention.

RICE, TAPIOCA, SAGO.

Advices received in Toronto this week, from Holland, announce an advance of 1s. in Java rice, and rice of all descriptions appears to be firm in the primary and terminal markets. Some fresh shipments of Patna rice have been received in Toronto during the past few days. The local demand is fairly good, and prices are unchanged.

COFFEE.

The coffee market continues to improve, as far as price is concerned. Rio coffees are fully $\frac{3}{4}$ c. per lb. dearer in the primary markets than they were a week ago, and good selections of this description are difficult to obtain, which is taken as an indication that deliveries are pretty well over. Maracaibo coffees are also firm. Local wholesalers report the demand fair, with quotations as before.

SPICES.

The local market keeps quiet, and in the outside markets prices are much as they were before. Nutmegs and cloves, particularly, appear to be firm.

TEAS.

While the market is still quiet, representatives of shipping houses report increased transactions in Ceylon teas. Some good parcels have changed hands during the past week. The purchasers appear to have been chiefly package tea houses. Anything in low and medium grades showing good value has been picked up. Spot teas are pretty well reduced, and those who are in a position to know, claim that there are a thousand packages of Ceylon teas in first hands in Toronto. A few transactions are reported in low grade China Congous at from 8 to $8\frac{1}{2}$ c. per lb. It seems difficult to get any more than 9 to 10c. per lb. for anything in the way of China black teas just now. Wholesalers also report an improved demand for teas. Japans are moving well in the country, and there is

a good steady demand for Indian and Ceylon teas. Advices from London, England, under date of March 25, state that the chief demand in Indian teas is for good liquoring descriptions, while poor kinds still rule low in price. In Ceylon teas only 19,839 packages were brought forward for auction against 27,544 the previous week, and as the demand was good prices were generally firm.

FOREIGN DRIED FRUITS.

CURRENTS—The market, which had been a little easier, is now firm at the recent decline. A bid of 6d. per cwt., under the regular quotation, was refused this week. A good many sales for shipment by the spring steamer to Montreal are reported. The retail demand is fairly good and is fully up to what it usually is at this time of the year.

VALENCIA RAISINS—Goods on the spot are selling well this week, although wholesalers report the retail demand light. There is no change in prices.

PRUNES—The demand for California prunes is good. The smaller sizes are most wanted. Prices are without change.

CALIFORNIA EVAPORATED FRUITS—Representatives of shipping houses report that business is not as brisk as it was, and state that the demand is principally for peaches which are now more wanted on account of their low price. In consequence of the higher prices for apricots and peaches on the Coast, local wholesalers are not as much inclined, as they were a few weeks ago, to cut prices.

GREEN FRUITS.

Business is quiet, oranges, lemons and bananas moving slowly on account of the cold weather. An advance in California navels is noted this week. This is caused by the fact that on account of the warm weather in the west, oranges shipped from California have to be sent in refrigerator cars, at an increase in the cost per box of at least 28c. Strawberries are on the market, and are moving slowly at 15c. for pints, and 30c. for quarts.

COUNTRY PRODUCE.

EGGS—The supply is abundant, yet jobbers advise holders to rush all eggs in for Easter trade, as the demand is active.

POTATOES—The weakness noted last week has developed into a decline of 3 to 5c. for carload lots, which are now offered freely at 50 to 52c. per bag. The offerings on the market are also abundant, the price paid ranging from 55 to 65c.

DRIED APPLES—The market continues dull, with quotations for good stock still

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and N.W.T.

FULL OF HONOR AND YEARS

For many years "SURPRISE" Soap has been on the market. It has been standard, due to merit. It is made on a formula that has stood the test of time. The best proof of its excellence.



It Pays to Push "SURPRISE" Soap.
Look over the profit again.

BRANCHES—

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

Made by

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

from 3 to 4c., although some dealers ask 5c. for choice lots.

EVAPORATED APPLES—A few sales of 10-case lots are noted at 9c., but the market generally is quoted at from 9 to 10c.

BEANS—Business is quiet. The general quotation for hand-picked is from 80 to 90c., though some houses ask as high as \$1 for choice stock. Lima beans are moving slowly at 3½ to 4c. per lb.

HONEY—Trade is fair, with prices firm and unchanged.

POULTRY—There is very little stock offering. The demand is likewise small.

MAPLE SYRUP—The supply has been moderate, and the demand fair. Prices are unchanged. We quote syrup as follows: Imperial 5-gal. tins, 80 to 90c. per gal.; imperial 1-gal. tins, 80 to 95c.; wine 1-gal. tins, 60 to 65c. New sugar is quoted at 8 to 10c.

VEGETABLES—Celery is scarce. Rhubarb and radishes are moving. Prices are unchanged. We quote: Rhubarb, 75 to 90c. per doz. bunches; onions, 10c. doz. bunches; lettuce, 20 to 30c. doz. bunches; radishes, 40 to 60c. doz. bunches; celery, 75c. to \$1 doz. bunches; cabbage, 25 to 30c. doz.; parsley, 15 to 20c. doz. bunches.

BUTTER AND CHEESE.

BUTTER—There is a steady improvement

in the delivery of butter, but it is not yet coming forward freely enough to affect prices.

CHEESE—A steadier feeling is manifested, though no quotable change in price is yet noted.

PROVISIONS AND DRESSED HOGS.

A good Easter trade is reported by all packers, some houses working day and night to keep up to orders. Hogs are still coming forward liberally, with a decline of 25c. for both light and heavyweights being noted.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—There is a firmer feeling noted in the market for red and white wheat. This week's quotation on cars outside are as follows: Wheat, red winter, 85 to 86c.; white winter, 85 to 86c.; goose, 80 to 83c. The street market is quiet, the principal deliveries being in peas and oats. We quote the street market as follows: Wheat, red, 87 to 89c., straight; white, 86 to 87c.; goose, 82 to 84½c.; peas, 55 to 56c.; barley, 35 to 36c.; oats, 30 to 33c.; rye, 50c. No. 1 hard wheat is steady at \$1.08 Toronto and Montreal freights, or \$1.05 Midland.

FLOUR—The market is quiet. We quote: Manitoba patents, \$5.30 to \$5.40; Manitoba strong bakers', \$4.90 to \$5; Ontario

patents, \$4.65 to \$4.75; straight roller, \$4 to \$4.10, Toronto freights.

BREAKFAST FOODS—Business is quiet. An advance of 35c. is noted in pot barley, and a decline of 15c. in cornmeal. We quote: Standard oatmeal and rolled oats, \$3.90 in bags and \$4.00 in bbls.; rolled wheat, \$2.75 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$3.50; pot barley, \$3.25.

FISH AND OYSTERS.

Business continues in much the same channels as during the past two or three weeks, the season for winter fish hanging on because of the cold weather noted this week. Manitoba whitefish and trout are in good demand. We quote: Oysters, \$1.25 per gal.; fresh trout, 6½ to 7c. per lb.; steak trout, 7c.; fresh steak cod, 6 to 6½c. per lb.; pickerel, 6c. per lb.; fresh pike, 5½c. per lb.; fresh perch, 5½c. per lb.; fresh herring, 3½c. per lb.; Labrador herring, \$5.50 per bbl. and \$3 per half-bbl.; split herring, \$5 per bbl. and \$2.75 to \$3 per half-bbl.; sea herring, \$1.30 to \$1.35 per 100; boneless codfish, 3½ to 5c. per lb.; pure cod, 6½ to 6¾c. per lb.; fresh water herring (heads off), \$2.50 per keg; ciscoes, \$1.25 to \$1.35; Manitoba frozen whitefish, 6½ to 7c. per lb.; smelts, No. 2, 4c.; No. 1, 6c.; extras, 10c.; flounders, 5c. per lb.; haddies, 5½ to 6c. per lb.; fresh haddock, 5c. per lb.;

Ship your
EGGS and BUTTER
 To **J. A. McLEAN**
 Commission Merchant. 77 Colborne St. TORONTO

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.

ROYAL JUBILEE OIL
 Is the Best Burning Oil in the Market.
ROYAL OIL COMPANY
 SOLE MANUFACTURERS
 Geo. Anderson, Manager. Toronto

CANADIAN
 Manufacturers and Shippers who are not represented in
WINNIPEG
 Will do well to correspond with me.
E. NICHOLSON
 124 Princess Street, Winnipeg, Man.
 Successor to W. F. Henderson & Co.
 Wholesale Commission Merchants and Brokers.
 Established 1882. 16 years' experience.

REPRESENTATIVES WANTED
WHITELEYS LIMITED
 DISTILLERS
 Glasgow, London and Liverpool
 Will be glad to appoint a reputable firm as Agents for Canada for the sale of their Ark Brand Whiskies in Canada. Letters of application to be addressed to
WHITELEYS LIMITED
 Care of The Canadian Grocer
 (10) Montreal or Toronto

POTATOES
POTATOES
 We are selling choice samples
IN CAR LOTS
 Correspondence Solicited.
Clemes Bros. - Toronto

pan frozen haddock, small, 4c.; large, 5c. per lb.; frozen pike, 4 to 5c. per lb.; frozen perch, 3 to 4c. per lb.

SEEDS.

The cold weather of the past week has retarded jobbing trade, and as it has improved the roads somewhat, the offerings are large, the consequence being that the market is dull and prices weak. Jobbers are buying red clover at \$2.75 to \$3.25. For timothy \$1 to \$1.50 is paid, with 50c. extra for occasional choice lots. Alsike is quoted all the way from \$2 to \$4.50, as the quality varies greatly.

SALT

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

HIDES, SKINS AND WOOL.

HIDES—There is nothing doing. Stocks are accumulating, the consequence being that a decline of ½c. is noted this week, and a further decline next week is anticipated. We quote: No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c.

CALFSKINS—We quote as follows: No. 1 veal, 8 lbs. and up, 10c. per lb.; No. 2, 8c.; Dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—Trade is quiet. We quote at \$1.15 to \$1.25.

WOOL—There is a quiet, steady trade, with pulled wools quoted at 20 to 20½c.

PETROLEUM.

Business is quiet, with prices unchanged. We quote in 1 to 10-bbl. lots, imperial gallon, Toronto, as follows: Canadian, 14c.; Sarnia water white, 15c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Hides have declined ½c. per lb.
 Java rice is 1s. dearer in Holland.
 Currants are firm at the recent decline.
 Potatoes have declined 3 to 5c. per bag.
 Dressed hogs have declined 25c. per cwt.
 California navels have advanced 25c. per box.
 Canadian short cut barrel pork is 50c. cheaper than last week.

The manufacturer backs the strongest recommendation the dealer can give to "Enameline."

The Cowan-Ramsay Co., Limited, have purchased an "Ideal" packing machine. Mr. Cowan himself watched the machine working, and immediately ordered one.

The Following Brands Manufactured by
The American Tobacco Co.
 OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

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

SARNIA Water White
 Lamp Oil. . .
 Equal to the best American Water White Oil. Test it and be convinced. Genuine is branded **Sarnia Water White**. Wholesale only by
 The **QUEEN CITY OIL CO., Limited.**
 TORONTO, ONT.

THE TRADE BUILDERS OF B.C.
 ARE
OKELL & MORRIS' GOLD-MEDAL BRANDS
 OF **PURE** Preserves, Pickles, Ketchups, Vinegars, Confectionery, Candied Peels
 We guarantee the purity of our manufactures. Works: VICTORIA, B.C.

THE MANITOBA
PRODUCE AND COMMISSION COY.
 WINNIPEG, MAN.
 Wholesale Dealers
PROVISIONS OF ALL KINDS
 Consignments Solicited.

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—specially suitable for Klondike, Coast, Lumber, Exploration, and Mining Parties. Great saving in weight and freight.
 Agents—
W. H. SEYLER & CO.
 Room 100, Board of Trade, TORONTO
 Agents for HEINRICH FRANCK SOHNE & CO.
 German Chicory, Coffee, Extracts and Essences
 LUDWIGSBURG, GERMANY. FLUSHING, N Y

EGGS and BUTTER
 IN BIG DEMAND.
 SHIP TO
RUTHERFORD, MARSHALL & CO.
 Commission Merchants
 Toronto. ☐

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

QUEBEC MARKETS.

MONTREAL, April 7, 1898.

GROCERIES.

THE wholesale grocery trade has, if anything, been duller than it was last week, but it is expected to pick up toward the close of the present week. In sugar, while outside advices rule firm, the local market is entirely unaffected by outside influences. Syrup continues dull, while Barbadoes molasses at the Island has advanced 1c. per gallon, and is cabled firm at the rise. Dried fruits generally are quiet and unchanged, and the same can be said of coffee. Tea has exhibited rather more activity from first to second hands, and rice has been fairly enquired for also. Spice are firm in tone but quiet, and there has been no change in country produce except a decline of $\frac{1}{2}$ to 1c. in maple sugar.

SUGAR.

The local refined sugar market is entirely oblivious to any movement of the outside markets, and is precisely where it was a week ago. Demand continues slow and the volume of trade is limited for the season. In a jobbing way granulated has sold at 4 5-16 and domestic yellows at $3\frac{1}{4}$ to 4c., as to grade. Raw sugar has exhibited quite a lot of activity on outside markets, and recent private cables have been rather firmer in tone than they were at the time of last writing. There has been little change either in beet or cane stock, beet in London being quoted at 9s $\frac{3}{4}$ d for April, and May, 9s $2\frac{1}{4}$ d. Cane steady, little doing. Java 11s 3d; fair refining, 9s 9d.

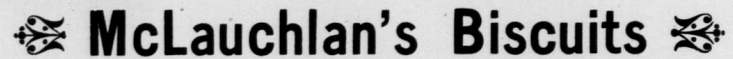
SYRUPS.

There is no change in syrups which we quote at a normal range of $1\frac{1}{2}$ to $2\frac{1}{2}$ c., as to grade. Stocks are very light both in first and second hands.

MOLASSES.

The molasses market is much firmer, and cables from the Islands on Monday noted an advance of 1c., 17c. being asked at the Island, which means 24c. per gallon landed here ex ship. A private cable quoted 17c. cost and freight, and withdrew all offers from the market. A letter, under date of March 22, says: The market continues to rule very firm, with an active demand at our last quo-

MAKE BUSINESS that is always Reliable by selling



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

J. McLauchlan & Sons

Manufacturers
Biscuits and Confectionery

Owen Sound

tation. We have had very bad reaping weather during the past fortnight, owing to the absence of wind, so that, with the active demand and scarcity of stock, we have not been able to get control of sufficient stock to make you an offer. As noted last week, the jobbers here have reduced their prices, and sales for immediate delivery are made at 25c. in small lots. To arrive, they are asking 23 to 24c. for new crop, according to quantity ex wharf.

CANNED GOODS.

Firm offers have again been made for tomatoes this week on behalf of buyers in the west, but jobbers here are not inclined to accept them. The jobbing demand continues of a slow, indifferent kind, retail buyers only taking what they actually want at the moment. Prices all round are firmly held.

TEAS.

There has been considerable enquiry for tea during the past week from the jobbing trade, and it has resulted in the movement of fair quantities of Ping Suey Young Hyson from first hands all the way from 12 to 15c. Altogether the tea market shows more signs of activity and a steady improvement is looked forward to, because it is believed that jobbers have worked off stocks to a great extent and are now more willing to operate. Values generally are firmly held.

SPICES.

The main feature of the spice market has been the firmer cables on black pepper for prompt shipment. Business here has been quiet and values show no alteration.

COFFEE.

Trade in green coffee continues of a limited character and the roasters also state that demand is light in their case. Buyers, as a rule, appear to have ample stocks on hand, and until they are worked off, no

activity is looked for. Some round lots of Maracaibo sold this week at 10c.

RICE.

Demand for rice continues good and the market is active and firm. Advices from the Carolinas, received here, state that the position is much the same as it was a month ago.

DRIED FRUIT.

There has been no change in currants and business is dull, both from first and second hands. In fact, jobbers here appear to have all they want for some time to come.

Valencia raisins continue quiet with prices unchanged.

California raisins continue quiet and featureless.

The prune market is steady for all sorts. Supplies of European stock are becoming well reduced, but there are a sufficiency of California prunes on the market.

There is a fair jobbing enquiry for figs and dates, and values unchanged.

GREEN FRUIT.

There is a steady satisfactory trade in green fruit of all sorts. Early vegetables such as asparagus, tomatoes and celery, meet with a good demand, while oranges show improved sales at former prices. Lemons show an upward tendency and with freer receipts. Bananas are rather easier. Pineapples are in better supply than last week.

APPLES.

The apple market rules steady, at \$4 to \$4.50 for firsts, and \$2 to \$3 for seconds.

DRIED APPLES.

Unchanged, at 5 to $6\frac{1}{2}$ c. for dried, and 10c. for evaporated.

FISH.

The season is practically over for fish, and stocks here have been pretty well cleaned up. Quotations are practically nominal in most cases.

WE ARE
PAYING
CASH
FOR

DRIED
APPLES



W. B. BAYLEY & CO.
EXPORT BROKERS

46 FRONT ST. E. Toronto

Tomatoes —

— Peas

Corn —

IN CAR LOTS
F.O.B. FACTORY.

THE **EBY, BLAIN CO. LIMITED**
WHOLESALE IMPORTING AND MANUFACTURING GROCERS
TORONTO.

A choice addition

TO YOUR STOCK
WOULD BE...



Millar's
Paragon
Cheese

The name sells the Goods.
The Goods will sell on their merits.
The combination is irresistible.

T. D. MILLAR CHEESE CO.
INGERSOLL, ONT.

Agents... { FRANK MAGOR & CO. - Montreal.
A. E. RICHARDS & CO. - Hamilton.
JOSEPH CARMAN - Winnipeg.



Pickles.

We invite the grocers of Canada to visit the Heinz Iron Pier, Atlantic City, N. J., this summer. It extends 1,000 feet into the ocean, and will be equipped for the entertainment of our friends. Write us for a ticket of admission.

Others of our Popular Specialties are:

Tomato Chutney Evaporated Horse Radish
Tomato Ketchup Tomato Soup
Baked Beans with Tomato Sauce

For sale by
H. P. Eckardt & Co., Toronto.
Hudon, Hebert & Cie., Montreal.

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE
always bear this
Keystone trade-mark.



COFFEES SPICES CORKS

The BEST GOODS at the BEST PRICES.

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



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

S. H. Ewing & Sons,

Manufacturers
and Importers

Montreal

COUNTRY PRODUCE.

EGGS—There has been a decided improvement in the demand for eggs, which is, no doubt, due to the near approach of Easter, and buyers have commenced laying in supplies, as the indications are that prices are as low as they are going to be. The market was active, and sales were made freely at 10 to 10½c. per dozen.

BEANS—The demand for beans is of a very limited character, and the market is quiet and featureless. In a jobbing way primes are selling at 75 to 80c., and choice hand-picked at 85 to 90c. per bushel.

HONEY—There was no improvement in the demand for honey, and the market is very quiet. We quote: White clover comb, 11 to 12c.; dark, 8 to 10c.; white strained, 6 to 7c., and dark, 4 to 5c.

MAPLE PRODUCTS—Demand has been good, but with increased receipts some further declines in prices are noted. We quote: Syrup, in gallon tins, 45 to 50c. for new, and 35 to 40c. for old; and in bulk, 4½ to 5c. per lb.; sugar, 6c. for new and 3c. for old, per lb.

POTATOES—Steady, but quiet, at 70 to 75c. in small lots.

ONIONS—Dull and unchanged, at \$2.25 per bbl.

PROVISIONS.

A somewhat improved demand has been experienced in the local provision market, for smoked meats, which is due, no doubt, to the near approach of Easter, and some fair sized orders were booked. In pork, trade continues slow, but a fair business is doing in lard. We quote as follows: Canadian pork, \$16 to \$16.50 per barrel; pure Canadian lard, in pails, at 8¼ to 8½c., and compound refined at 5½ to 5¾c. per lb.; hams, 11½ to 12c.; bacon, 12c. per lb.

FLOUR, FEED AND MEAL.

The flour market is much lower for Ontario brands, owing to recent depression in wheat and a decision to induce business and clear up stocks. We quote as follows: Winter wheat, patents \$4.65 to \$4.85; straight rollers, \$4.30 to \$4.40; bags, \$2.15 to

\$2.20; Manitoba flours were unchanged, \$4.90 for strong bakers' and \$5.30 for patents.

Business in meal shows no improvement, the demand being still only for small lots, and prices are unchanged, rolled oats selling at \$4 per barrel, and at \$1.95 per bag.

GRAIN AND FEED.

The grain market remains much as it was a week ago, except that Ontario wheat has stiffened during the past day or so, and is now higher than it was a week ago. We quote: No. 2 white oats, 33¼ to 33½c., ex store; 34½ to 35c. afloat, May delivery; peas, 65 to 66c. afloat, May; buckwheat, 45½ to 46c. ex store. Ontario red wheat, 84 to 85c., and white, 82 to 83c. along the line.

Feed is lower, under increased receipts. We quote: Ontario winter wheat bran, \$14 to \$14.50; shorts, \$16 per ton in bulk; Manitoba bran, \$14, and shorts, \$16 per ton, including bags.

A fairly active trade was done in good to choice grades of baled hay, and prices are fully maintained at \$11 to \$11.50 for No. 1, and at \$8.50 to \$9 for No. 2 per ton in car lots.

CHEESE AND BUTTER.

BUTTER—The firm disposition of the butter market continues unabated, and there is considerable speculation as to the probability of prices going much higher previous to the time when the output from the factories commences to increase materially in volume. As noted already receipts are, and have been light, and the local demand more than sufficient to absorb all that was offered, the result being the present high range of values. The prediction is made, however, that before the middle of next week, there will be an appreciable expansion in the volume of receipts, as a large number of creameries that have not yet been in operation started this week, and they will have goods for sale by the end of next week. It will be interesting to note whether this will have the effect expected, by some traders, of producing a lower range

of values. Finest creamery sells at 22c., and prices run down from that figure to 18c., according to the quality of the goods.

CHEESE—The cheese market shows little change, business ruling dull with nothing encouraging from the other side. Buyers are willing to negotiate at 7½c., and we understand that a line of over 500 boxes eastern makes changed hands at that price to-day. In New York, exporters appear to be getting better bargains than they can here, that is in the matter of price. They are ready purchasers there of stock showing good value at 7c., and have bid 7¼c. for fancy large cheese, but holders of such quality generally ask 7½c. for colored, and 7¾c. for white, but are anxious sellers at these figures.

MONTREAL NOTES.

Maple sugar under increased receipts has declined from ½ to 1c.

The market at Barbadoes has advanced 1c. per gallon to 17c. for molasses.

Cables on cane sugar are firm, but the local market is entirely unaffected by outside influences.

BEET SUGAR EXPERIMENTS.

Washington, April 2. — President McKinley sent to Congress, on April 1, a report of Secretary Wilson on the beet sugar experiments of the Government. The Secretary says that during the past five years the people of the United States have paid to foreign producers over half a million dollars for imported sugars. Last year the total domestic product was 335,656 tons; total refined product of beet sugar, 1,760,607 tons; making the total consumption for that year 2,096,263 tons. Of that, 45 per cent. was beet sugar. The Secretary concludes that the facts and figures presented in the voluminous document justify devotion of time, money and talents to the development of the industry, inasmuch as the total amount of sugar now imported into the United States can be produced upon 1,000,000 acres devoted to sugar crops.

FOR SALE.

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

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

COTTAM BIRD SEED and Bird Bread, manufactured under six patents. Reliable standard goods; nothing to approach them for popularity and value. All wholesalers.

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

The
DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS,
Cor. Market and Colborne Sts.,
TORONTO.

**California Navels
California Seedlings
Messina Lemons**

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

AUCTION SALES

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

We attend personally to all consignments of Fruit and Produce.
McWILLIAM & EVERIST
Wholesale Commission Merchants,
25 and 27 Church St., TORONTO, Can.
Telephone 645.



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

**F. W. FEARMAN
HAMILTON, ONT.**

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

JUST ARRIVED FROM GERMANY

BALFOUR & CO. - Hamilton

FANCY MOUNT ROYAL MILLS
INDIA BRIGHT
JAVA ROYAL
JAPAN GLACE
POLISHED
IMPERIAL SEETA
IMPERIAL GLACE

D. W. ROSS CO. RICES
Agents

THE MOST NUTRITIOUS COCOA.

**EPPS'S
GRATEFUL-COMFORTING
COCOA**

In labelled Tins. 14 lb Boxes.

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

FIRST QUALITY

Oak Dash Churns

WHITE SPRUCE

Butter Tubs

PARCHMENT

Butter Paper

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

**WALTER WOODS & CO.
HAMILTON.**

HUGH WALKER & SON

Wholesale and Commission Merchants
GUELPH, ONT.

Established 1857.

KNORR'S

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

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

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

**HAMS
BACON
LARD**

Choicest Quality

The Wm. Ryan Co. Limited
TORONTO

S. K. MOYER,
COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST.,
TORONTO, ONT.

**HAM AND EGGS
FOR EASTER TRADE**

Your stock will not be complete without a supply of our

Maple Leaf Brand Smoked Meats

We are preparing some specially nice goods for Easter. Write us.

D. GUNN, BROTHERS & CO.
Pork Packers
TORONTO, ONT.

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

We
Guarantee
the
Quality.

Vimbos

FLUID BEEF.

BEST ---
FOR STRENGTH AND FLAVOR.

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

53

St. Francois Xavier
Street

MONTREAL

MANITOBA MARKETS.

WINNIPEG, April 2, 1898.

THE weather has decidedly improved, and for the last few days it has been very springlike, and the fallen snow is disappearing very rapidly. There is little in the way of trade news, barring the facts that trade is good in all lines and prices firm, with prospects of still further advances in some lines.

The frosts in California have affected the price of evaporated apricots. The advance in these goods took place in Chicago and St. Paul two weeks ago, but did not affect prices here until this week.

Klondyke fever rages as fiercely as ever, and the H. B. Co.'s depots at Victoria, Vancouver and Edmonton have doubled their staffs and are working regularly, both night and day shifts, and still they cannot keep abreast of the orders for outfits. The quantity of supplies being laid in by this company and others for Yukon trade is something almost incredible.

Wheat season is practically over, as nothing will now be done until June. Dealers are withdrawing their men from almost all points. Prices of wheat are maintained here with remarkable firmness.

One of the features of interest just now is the enormous sale of farm lands. This land

is being sold not only to new settlers coming in, but in very many cases, to resident farmers desiring to increase their holdings. In most cases the cash payment is very satisfactory.

In groceries and provisions there has been little change during the week.

CURED MEATS—This market is very stiff, with little change in prices. American short clear can be laid down cheaper than Canadian long clear. Hams are plentiful, and are selling at 11 to 11½c., according to size; long dry salt, 8½c.; ditto smoked, 8¼c.; fancy bellies, 12c.

LARD—Market very firm, with indications of a sharp advance in the near future. In fact, all quotations on hog products just now are spot.

BUTTER—Anything like No. 1 dairy is scarce and hard to obtain. The prices for this product run from 16c. to as high as 20c., the latter only being paid for small lots of extra gilt edged. The opening of the creameries is anxiously awaited.

CHEESE—Very little move for the week, though stocks are getting pretty well cleared up. Some Ontario cheese was offered, during the week, at 8½c. point of shipment, but no sales are reported.

EGGS—The two weeks of cold weather have had a decided effect on the supply of

this produce, while the near approach of Easter has increased the demand. Through the week dealers paid 13c., but to-day the price rose to 14c., with a still further possible increase for a few days.

CANNED GOODS—The canned vegetable situation has not changed since last week. Those with stocks look on them as good value and are not at all keen on sales.

EVAPORATED FRUITS—As already indicated, California evaporated fruits are on the rise. Apricots stiffened, and are now 10½ to 11½c., with likelihood of a further increase. Peaches for the moment are easier, but there will be no drop. Rather, in sympathy with the apricots, they are likely to go higher. Present quotations are: Unpeeled, 10c.; peeled, 16c.; pears, fancy halves, 11½c.

RAISINS—California loose muscatels, 3-crown, 5¼c.; Valencia raisins, fancy layer, 7c.; fine off-stalk, do, 6c.; currants, 7 to 7½c., according to quality; prunes, small sizes, still scarce; price, 5c. up, according to size and quality.

RICE—No. 1 Japan stock just about exhausted, with no prospects of replenishing it for months to come. Other lines about where they were last week.

CEREALS—Rolled oats are firm at \$2.15 per 80-lb. sack; granulated oatmeal, \$2.20;



GRAND MOGUL

Tea is a Quick Seller

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

SOLE
AGENTS

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

Wasting Your Energies ?

If it pays to push an article, it pays to push to some purpose. Time, money, patience, customers, are all lost—if the demand fails when you stop pushing. Wasted energy is a poor reward, when the article fails to back up the “pushing.”

“Other brands come and go, but the Crown Brand goes on forever”—that’s what one wide awake house writes us.

No wasted energy in pushing the Crown Brand Flavoring Extracts—once you sell them they create a new customer for all the time—a **permanent** customer.

Crown Brand Flavoring Extracts

are absolutely pure, and are sold under that kind of a guarantee—the strongest that there is, or can be. They are rich, strong, true to Nature in their delicate fruit, flower and spice flavors. 40 different kinds.

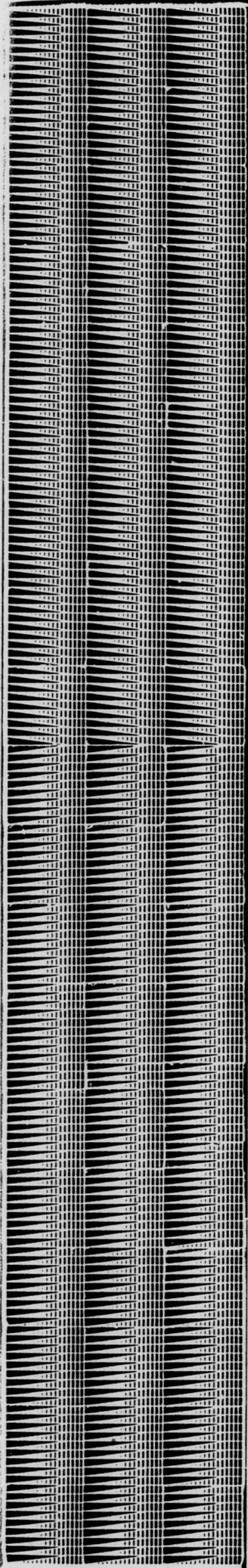
Business bringing advertising matter for the store with every order you give for them.

The Greig Mfg. Company

Limited

ROBERT GREIG & CO., AGENTS

MONTREAL



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standard, \$2.20, with indications that prices will go higher. Split peas and barley have not changed since last writing.

COFFEE—Market still weak and dull; Rios, 10c.

POTATOES—Real first-class potatoes are growing scarce. A great deal of the potato crop last season was not all that could be desired and many stocks have not wintered well.

GREEN FRUIT—This market is not showing any new lines at present, but the fine weather has increased trade and wholesale houses are now as busy as bees filling country orders. Prices in all staples are unchanged. Reports have reached here that there is a glut in the Chicago market for oranges and that prices are likely to go lower there, but this will not affect Winnipeg, as, if prices were to go lower here, dealers would not attempt to handle them. Prices are: Apples, Canadian, \$4.50 to \$4.75; oranges, \$3.75 to \$4; lemons, \$3.75 to \$4.25; bananas, \$2.50 per bunch; southern celery, lettuce and cucumbers, selling freely.

CLERKS AND COMPUTING SCALES.

The regular meeting of the Montreal Retail Grocery Clerks, was held in St. Joseph hall, April 3, President P. J. Wayland, in the chair.

The following resolution was passed: "That in view of the careful consideration and the practical knowledge of our members, we recognize the Dayton computing scale as being of material benefit to the retail grocers, their customers and grocers' clerks for the following reasons: (1) Its extreme accuracy, and that customers feel more satisfied than with the old system; (2) it places a check on all goods weighed; (3) that we believe that dollar and cent system to be far more convenient and safer than the pound and ounce system; (4) it prevents errors and mistakes in calculation, and facilitates the weighing of goods; (5) that it cleans up a great leakage in the retail grocery business, we believe it to be to the interest of all retail grocers and grocers' clerks to carefully investigate this system."

DEATH OF MR. HEARLE.

The friends of Mr. S. M. Hearle, late of the Hearle Manufacturing Co., Montreal, will regret to hear of his sudden death from pneumonia, that took place at Philadelphia.

Mr. Hearle was the son of the late J. G. Hearle, and he was born in Plymouth, England. He came to Montreal at an early age, and went into the wholesale soap business. Mr. Hearle was sixty years of age, and he leaves a widow, two sons, and a daughter.

TEA STANDARDS DESIRED.

THE following petition to the Hon. the Controller of Customs was laid before a meeting of the Montreal Grocers' Association, held on Wednesday, March 30. The meeting approved the petition, and undertook to forward it to Ottawa, and also to write to the council of the Montreal Board of Trade and to the Chambre de Commerce du district de Montreal, asking that they address the Controller in accordance with the prayer of the petition:

MONTREAL, April 1, 1898.

HON. WM. PATTERSON,

Controller of Customs, Ottawa.

SIR,—We beg most respectfully to draw your attention to the difficulty attending the importation of teas into Canada, under the existing laws and regulations.

This law was framed to prohibit the importation of unsound teas, and the appraisers at different ports of entry have instructions not to admit such which, in their opinion, are unfit for consumption, and, in case of doubt, to forward standards to Ottawa for analysis.

It, however, frequently happens that appraisers are not tea experts, and teas of same leaf, while admitted at one port, are rejected at another. (Note, one case in particular, within the last few weeks, where a shipment from Japan, of an identical tea entered at two different ports, was admitted by one appraiser and rejected by another; samples sent to Ottawa, and rejection confirmed there; while the other portion of the shipment went into consumption.) Comment on such a state of affairs is unnecessary.

Under the existing regulations, and in the absence of standards to go by, nobody is safe, as there is nothing by which one can be guided in making purchases, and it would be extremely disastrous for merchants importing teas from different countries of production, at great expense, to suddenly find, on arrival, that their purchases are, by analysis, unfit for consumption; and, at the same time, have to face the only alternative, confiscation, with the accompanying fine of \$200 for each offence.

The remedy we would respectfully suggest is: That the present law be altered, and an infusion test be substituted; standards of the various teas be selected and placed in the hands of importers immediately, through the local appraisers, so as to regulate purchases before opening of the market. By adopting this method merchants will be enabled to avoid present risks and uncertainties.

This practice of standards obtains in the United States and has replaced the chemical test, which was abandoned, being found impractical.

Should the Government adopt the standard system, we would respectfully urge on your consideration that no inferiority in the different grades to those of the United States standard be accepted.

The whole respectfully submitted,
John Duncan & Co., H. S. Ewing & Sons,
Carter, Galbraith & Co., Hudon & Orsaii,
W. D. Stroud & Sons, Forbes Bros.,
Lockerby Bros., Laporte, Martin & Cie,
Birks, Corner & Co. Kearney Bros.,
P. S. Doyle & Co., Rutherford, Durand & Co.,
Hudon, Hebert & Cie, N. Quintal & Fils,
L. Chaput, Fils & Cie.

"SHINON" POLISH.

The "Shinon" high grade polishes, for which Lucas, Steele & Bristol are agents, are among the best which have been placed

on the market. They include a paste metal polish, a liquid metal polish, a bar polish for brightening brass, copper, signs, etc., and a polish for cleaning glass, silver, etc. They are all first-class goods, and are used largely by yachts (for brass polishing) belonging to the Rochester, Buffalo, Royal Hamilton, and other clubs.

PRAISE FOR CANADIAN EGGS.

THE GROCERS' JOURNAL, of London, England, has this to say, in a recent issue, in regard to Canadian eggs:

"What has come home more than anything, however, to the trade has been the way in which Canadians compare with Irish eggs. Coming thousands of miles by land and sea, they arrive at Liverpool in a condition to shame their Irish rivals only just from across the narrow strip of water which makes Ireland a separate entity, and buyers have naturally asked themselves—Why? The consequence has been that Canada has received a wide advertisement, to the detriment of Ireland, and it will take some time to efface the bad impression. We hope and believe it will be removed, though the trade would be loth to see Canada disappear from the list of imports. She has made a gallant fight to get the custom with us in eggs which she lost with the States when a tariff wall was erected against her; and the manner in which she has achieved her object reflects great credit on the adaptability of her shippers and their pertinacity in fighting against difficulties; for the trade here were long before they could be got to believe that eggs from such a distance could be landed in merchantable condition, and the London trade has even yet done little in them, though the recent Servian imports are being slowly and silently assimilated.

"Last year Canada sent over 60,000 great hundreds more than in 1896, and so far this year exports of eggs to this country have been doubled. Liverpool and Glasgow like them well, and now that all the steamers carrying them have refrigerator accommodation they are practically as fresh when landed as when put on board. While wishing prosperity to this trade, we do not like to see a great home industry decaying for want of proper care and foresight, and we hope to see things run more smoothly in the Irish egg trade during the coming days of plenty."

COCOANUT FOR THE KLONDYKE.

The Canadian Cocomanut Co., of Montreal, in competition against other brands of cocomanut, have secured an order for a ton of their "White Moss" dessicated cocomanut for the Klondyke. This order will be put up in tins made specially for this trade.

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CADBURY'S CHOCOLATES


ARE SIMPLY DELICIOUS AND ARE PACKED SPECIALLY FOR CANADIAN MARKET.

CADBURY'S COCOA

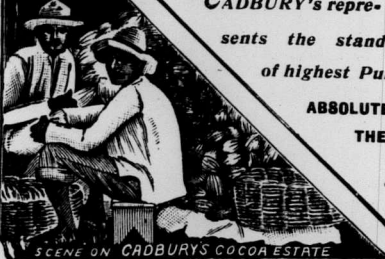
The LANCET says:—
 "CADBURY'S represents the standard of highest Purity."
 ABSOLUTELY PURE, THEREFORE BEST.

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

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



VIEW OF MANUFACTORY, BOURNVILLE



SCENE ON CADBURY'S COCOA ESTATE

CADBURY'S COCOA

(Absolutely Pure)

AND MEXICAN CHOCOLATE HAVE AN ENORMOUS SALE ALL OVER THE WORLD.

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

THE DOMINION BANK

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

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 E. B. OSLER, M.P., Vice-President.
 W. INCE, W. R. BROCK, EDWARD LEADLEY, WILMOT D. MATTHEWS, A. W. AUSTIN.

HEAD OFFICE - TORONTO

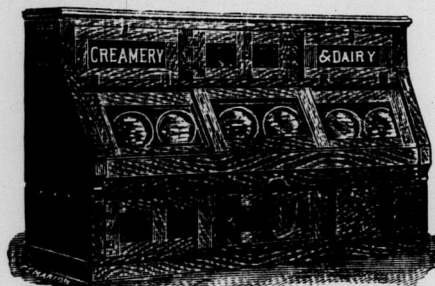
AGENCIES
 Belleville Cobourg Lindsay Orillia
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 Seaforth Uxbridge Whitby Winnipeg
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TORONTO—Dundas street, corner Queen.
 " Market, corner King and Jarvis street.
 " Queen street, corner Esther street.
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Drafts on all parts of the United States, Great Britain and Europe bought and sold.
 Letters of Credit issued available at all points in Europe, China and Japan.

R. D. GAMBLE, General Manager.

Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.

This celebrated Refrigerator took Prize and Diploma at Montreal and Ottawa Exhibitions, 1897. Send for Catalogue and Price List.

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

FRESH

Maple Syrup

keeps coming in large quantities.

PLACE YOUR ORDER NOW.

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

T. A. LYTTLE & CO.

Canada Vinegar Works, TORONTO

ATKINSON'S

COLONIAL COCOA

Premium Pepsin Mascot French Breakfast

CHOCOLATES

The finest and best cocoa preparations obtainable.

Wholesale Agents:

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 TORONTO.

BRANTFORD SOAP WORKS CO.



"Ivory Bar" is put up in 1-lb., 2 3/4-lb. and 3-lb. bars, 60 lbs. to the box; and in 10 and 12-oz. cakes, 100 cakes in the box. All wrapped with a paraffin waxed wrapper.

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

Extra Choice

Hams Bacon Pure Lard Mess Pork

PARK, BLACKWELL & CO. Limited

Pork and Beef Packers,
 TORONTO

SULPHUR

(FLOUR)

SALTPETRE

GROUND AND CRYSTALS

Shipments of above just to hand.

PERKINS, INCE & Co.

TORONTO.

Quality Equality

"Excelsior"

EASILY THE BEST.

Uniform Reliable Exquisite Delicious

Supersedes all ordinary

Coffees

Todhunter, Mitchell & Co.

Coffee Specialists.

Roasting by Patented Process.

FRUITS	COFFEE			
	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Green—				
Mocha	24	29	27 1/2	30
Old Government Java	27	31	30	33
Rio	10	11	8	13
Plantation Ceylon	29	31	29	31
Porto Rico	24	28	24	28
Gautemala	21	26	24	26
Jamaica	18	22	18	22
Maracaibo	13	15	16	20

CANNED GOODS	COFFEE			
	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Apples, 3's	\$1 00	\$1 10	\$0 95	\$1 00
" gallons	2 60	2 75	2 50	2 75
Blackberries, 2's	1 40	1 70	1 40	1 50
Blueberries, 2's	80	90	75	85
Beans, 2's	70	95	75	90
Corn, 2's	90	1 00	85	90
Cherries, red, pitted, 2's	2 00	2 35	1 85	2 25
Peas, 2's	90	95	90	95
" sifted select	1 14	1 20	1 10	1 25
" extra sifted	1 25	1 40	1 25	1 40
Pears, Bartlett, 2's	1 50	1 75	1 50	1 75
" 3's	2 25	2 40	2 00	2 40
Pineapple, 2's	2 10	2 40	2 40	2 50
" 3's	2 50	2 60	2 50	2 60
Peaches, 2's	1 75	1 90	1 40	1 75
" 3's	2 50	2 75	2 00	2 50
Plums, green gages, 2's	1 50	1 55	1 30	1 55
" Lombard	1 30	1 50	1 20	1 50
" Damson, blue	1 10	1 30	1 10	1 30
Pumpkins, 3's	75	85	75	90
" gallon	2 10	2 25	2 10	2 25
Raspberries, 2's	1 50	1 90	1 40	1 70
Strawberries, 2's	1 50	2 00	1 65	1 95
Succotash, 2's	1 10	1 15	1 15	1 10
Tomatoes, 3's	1 20	1 25	1 20	1 30
Lobster, tails	2 50	2 95	2 40	2 70
" flats	2 75	3 00	1 65	1 70
Mackerel	1 30	1 35	1 30	1 10
Salmon, sockeye, tails	1 15	1 25	1 20	1 30
" flats	1 30	1 45	1 20	1 30
" Horseshoe	1 20	1 25	1 25	1 30
" Cohoes	95	1 00	95	1 00
Sardines, Albert, 1's	10 1/2	11	13	14
" 1's	20	21	20	21
" Sportsmen, 1's	11 1/2	12	12 1/2	12
" 1's	19	20	21	21
" key opener, 1's	10	11	10 1/2	11
" other brands	16	18	18 1/2	23
" P. & C., 1's	23	35	16	17
" 1's	23	25	23	25
" American, 1's	33	36	33	36
" 1's	4	5	4	5
" Mustard, 1/2 size, cases	9	11	9	11
" 50 tins, per 100	9 00	11 00	10 00	11 00
Fruit in glass jars				4 25
Haddies				1 20
Kipperd Herrings	1 40	1 50	1 60	1 10
Herring in Tomato Sauce			1 60	1 15

THE "ARMEDA" Tea-Packing Machine

Patented in Canada, Oct. 16, 1897.

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

Write _____

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

FOR DESCRIPTIVE CIRCULAR AND PRICES.

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



Slade's Pure... English Butter Scotch

HOME MADE DELICACY

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

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

PURE AS THE CRYSTAL SPRING

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

TRADE IN OTHER COUNTRIES THAN OUR OWN.

THE COMING SALMON SEASON.

REGARDING the canned salmon market The Herald of Trade of San Francisco says under date of March 25th: "The market is practically unchanged for spot. There is a fair movement for the season at current quotations. In new season Columbia river we hear of sales having been made, but at prices to be named hereafter. Our advices from the river indicate that the price for fish will be $3\frac{1}{2}$ c. a pound, with a probable 3c. price later on. Some fishing will be done in April, commencing on the 10th of the month, but the majority of fishermen will not start in until May and June. They claim that it does not pay to commence sooner. If more than $3\frac{1}{2}$ c. is paid for fish by canners, then it is for the purpose of forcing some of the weaker to the wall, for the opinion prevails that at over that figure a loss is certain to be met

HAMS IN CHICAGO.

A month ago the excess of hams in Chicago was 9,000,000 pounds over a year ago on March 1st, now only 7,000,000 pounds over a year ago, showing hams are working into better position.

PEAS WILL BE DEARER.

In canned goods matters, packers are already preparing their factories for the advent of the pea crop, and there has been considerable placing of futures during the past week for these goods in various grades; but prices made indicate that green peas will rule from 5 to 10c. per dozen higher than they did last year, and also, that the Peninsula will become an even more important factor than she has been in the past in respect to this last.—Trade, Baltimore.

SHIPMENTS OF CALIFORNIA ORANGES.

A letter from a California fruit company, of Los Angeles, Cal., states: "Over 7,000 carloads of the California orange crop have already been marketed, being about double the quantity shipped to this date last season. As practically all of the Mediterranean sweets have been either ruined or disposed of, you will readily understand that there are probably no more oranges in California to go forward than there were last year at this time. Notwithstanding this fact, and that there are only twenty carloads of foreign oranges afloat for America, as compared with two hundred and sixty carloads in 1897, prices to-day are about \$1.00 per box less for navels and 50c. per box less for seedlings than they were a year ago. Washington navels are rapidly growing scarce,

and will soon be all shipped. Seedlings are in brisk demand, and they are undoubtedly a good purchase at the prices now prevailing, as they are almost sure to advance at least 25c. per box by the first of April. While the seedlings have grown somewhat, and the sizes are a little more desirable than they were earlier in the season, there are still very few 126s and 150s, a large percentage being 200s and 250s."

U. S. AGRICULTURAL EXPORTS.

The agricultural exports from the United States in February, 1897, were \$52,583,973, which constituted 67.57 per cent. of total exports. The agricultural exports of February last were \$67,556,912, constituting 72.39 per cent of total exports. The figures for the eight months ending with February show an increase from \$501,511,764 in 1897 to \$575,232,779 in 1898, and the increase in the percentage of total exports is about two and a half per cent. The increase of \$74,000,000 for the eight months represents the increase in all classes of exports except for a sum of \$3,000,000. The other classes of exports show an increase of \$6,500,000 in manufactured goods, but reductions in the products of the mines and the fisheries practically offset this increase.

DAMAGE TO CALIFORNIA PEACHES.

A letter from Herldsbury, Cal., says that a careful examination in that section shows that about 75 per cent. of the peach buds have been killed by the late frosts, but the trees were loaded with blossoms and enough were left to make a crop on all the trees. The only crop that is positively known to be seriously damaged, says the writer, is apricots. In Soledud and Yols counties it is killed.

STRONGER DATE MARKET.

A letter from London to a New York firm, dated March 26, says: "Since our last, our market for Persian dates is strong, especially on Sairs, which are up to 9s. cost and freight, and we doubt if many can be bought at that figure. Stocks of Hallowees are going quickly into consumption."

THE SUGAR MARKET.

The future of the market for raws has been an advance in the prices paid by refiners of $\frac{1}{4}$ c. per pound. Early in the week a few of the soft grades of refined were advanced 1-16c., and this served to stimulate the demand from the general trade, with the result that business steadily expanded, and on Wednesday two advances of 1-16c. were made in prices on the soft grades and a few of the hard grades were

also marked up 1-16c.; granulated, however, remained unchanged at $5\frac{1}{8}$ c. This upward turn to prices served to further stimulate the demand and for the day a large volume of business was transacted, refiners claiming to be behind their orders on old grades exclusive of granulated. As a result of the activity and higher prices for the refined product refiners advanced their bids for raw sugar 1-16c. on Wednesday, but obtained only a limited supply, and on Thursday they were again advanced 1-16 to $4\frac{1}{8}$ c. for centrifugals, 96 deg. test, and $3\frac{3}{8}$ c. for Muscovado.—N.Y. Journal of Commerce, April 2.

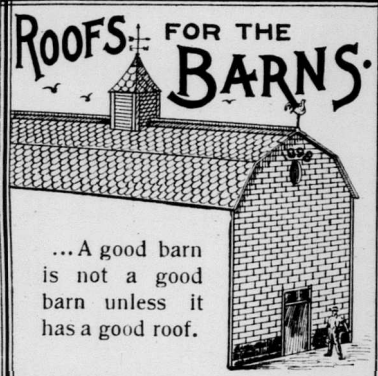
STRONGER COFFEE MARKET.

There has developed a stronger tone in the market for the Brazil grades of coffee reflecting steadier advices from the primal markets, the firm offers received during the latter part of the week showing an advance of $\frac{3}{8}$ c. from the lowest figures named recently. Advices have been received from Rio stating the quality of the receipts were deteriorating and this was interpreted by many of the trade as meaning that the large movement of the crop was practically over for the season and had a favorable influence. During the closing days of the week the distributing business was reported as more active, the upward turn to values having a stimulating influence, having a tendency to abolish the apprehension of another reduction in the price for package coffee and some interior roasters showed rather more disposition to anticipate their wants to a limited extent. The market for invoices has been firmer and the quotations for Rio No. 7 on the spot have been advanced to $5\frac{3}{4}$ c. At the higher prices, however, only a limited volume of business has been transacted. Advices received from Rio, it was reported, told that Arbuckle Bros. had been free buyers of coffee on that market. The West India growths have been in full supply, receipts during the week including about 17,000 bags Maracaibo. The tone of the market, however, has held steady, importers declining bids slightly under the prices named by them, closing at $8\frac{3}{4}$ c. for good Cucuta. East India growths have been quiet and unchanged. At the Pedang sale full prices were realized.—N.Y. Journal of Commerce.

THE FROST IN CALIFORNIA.

Latest advices from California say: "The killing frost was not as general as reported, and, while it was fatal or almost so, in many cases, some ranches in sections where frost was most severe escaped with only slight damage, and if nothing further happens will have enough to go round. Apricots suffered most of all and pears and prunes the least."

ROOFS FOR THE BARN.



...A good barn is not a good barn unless it has a good roof.

We would therefore press on **you** the importance of enquiring into the durability of our Steel Shingles before deciding on the covering of your barn.

We guarantee all our steel products to be water, wind, and storm proof and to last a lifetime.

We will give you the benefit of our 32 years' experience in roofing, our illustrated catalogues, and up-to-date information on these goods on receipt of a post card.

The Pedlar Metal Roofing Co.
OSHAWA, ONT.

Rheumatic Slavery Abolished!

Release at last from the racking torturous pains of rheumatism, lumbago, and neuralgia! POLYNICE OIL comes to you to free the fetters. The real and genuine discovery of a French scientist sought for and has been used in such hospitals as the Bellevue of New York; Howard of Philadelphia, and Maryland of Baltimore! Class this not among the numerous cure-alls. Its mission begins and ends with RHEUMATISM, Lumbago, Sciatica, Neuralgia, Dyspepsia, and inflammatory diseases.

..Polynice Oil..

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

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

COWAN'S

Hygienic Cocoa
Royal Navy Chocolate
AND
Famous Blend Coffee
are the favorites with all grocers.

THE COWAN CO., LIMITED TORONTO



GILLARD'S NEW PICKLE

Five Thousand Leading Hotels throughout Great Britain use them daily.

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



GILLARD'S NEW SAUCE

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

SOLD BY ALL WHOLESALE GROCERS IN CANADA.

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

THE CANADIAN EGG TRADE.

THE following circular in regard to eggs has been issued by D. Gunn, Bros. & Co., Toronto:

The importance of the egg trade is not sufficiently appreciated. American statisticians place the total value of the eggs produced in the United States in excess of that of dairy products, cotton, wheat, the mineral output or other staple industries of the country. The same may be said of Canada, although the industry is here carried on without the detailed publicity which characterizes other branches of the trade. As an article of food, especially for working people, the use of eggs could with advantage be extended. No other product can be as inexpensively and quickly prepared for the table, while few table products are capable of being served in such a variety of ways, and none offer more nourishment to the consumer.

The inhabitants of the British Isles appreciate more than any other people the value of eggs as food. In addition to the enormous consumption of domestic laid eggs, nearly \$15,000,000 is spent each year in purchasing foreign supplies. France, Belgium and Denmark contribute more than two-thirds of this supply, and the monies received in the trade represent a great deal to the farmers and peasants of those countries. Although the consumption of eggs in Canada is capable of vast expansion, there will always be, as there is to-day, a surplus available for exportation. In competing for the egg trade of the United Kingdom it has always to be borne in mind that scrupulous care and pains must be exercised if the trade is to succeed. A fast steamship service and cold storage carrying facilities will do much to offset the advantage which Continental producers have over Canadians. But something more is required to win a good place for Canadian eggs in British markets, viz.: The unanimous co-operation of producers, merchants and exporters in marketing the eggs in the best possible condition.

It is the little things that often make or unmake great industries. We do not intend to offer any advice as to the best breeds of poultry, further than to say that farmers do not, as a rule, look after their poultry with that intelligence and care that is bestowed on other live stock of the farm. Experts tell us that by selecting only the best layers for breeders, and mating to suitable pure-breds, the average egg production of whole flocks has in a few years been raised from 150 to 250 eggs per annum. In addition, the size of the egg has been increased, a very important item, as in the export trade it is essential that the eggs should average 1½ lbs. per dozen. When it is taken into account that competent authorities place the average yield of hens for a season in the Province of Ontario at less than 100 eggs, it will be readily seen how much is to be gained by paying more attention to the henry. In this connection it is interesting to note that on March 18, when a committee was in session considering a bill to amend the Weights and Measures Act, Mr. McMillan, of Huron, gave notice that when the bill came up again he would move, in amendment, that eggs be sold by weight, and that the stan-

dard weight of a dozen eggs be 1½ lbs. It is expected that the bill will soon come up again for consideration.

The loss in the value of eggs offered in Toronto and other markets through careless handling is each year considerable. The slightest crack renders the egg valueless for pickling or cold storage purposes, and when sold as "checks" or cracked eggs, from two to three cents per dozen less than standard prices must be accepted. Collected from the nests in a haphazard way and carried to market over rough roads in an ordinary basket, there is usually considerable breakage before the eggs reach the store, where they run the chance of further loss by the handling of the merchant or his assistants. Loss in this way is inevitable, so long as proper egg carriers are not used. These egg cases can be purchased at a very nominal figure, say 25c. for a 30 doz. case, and by careful usage will last for years.

"Keep the eggs clean," is the advice which every merchant would impress upon the owners of poultry. An abundance of fresh straw in the hen house is not a heavy expense, and it is essential to a profitable market. If, in spite of care, the eggs should become dirty, then by no means wash them, as the process removes a glutinous covering from the shell which impairs their keeping qualities.

We do not pretend to be able to prophesy as to the course of the egg trade in Great Britain this coming season. It, however, does not require any prophetic gift to make a forecast of large receipts and comparatively low values the season through. The prospects are that in the British Isles the production of eggs will be larger than ever, while in addition to the usual supplies from France, Belgium and Denmark, a phenomenal movement of eggs from new sources in Russia is predicted. Although these eggs are inferior to those of Canada and cannot be shipped to Great Britain under as advantageous conditions, they must be counted as entering into competition with our product and will, beyond doubt, have an adverse effect upon market values. Last year, it will be remembered, the Americans made a somewhat spirited bid for the export trade, and it is estimated that they sent more than a million dozen eggs to Great Britain. This year it is reasonable to expect very large shipments from the United States, as last year's operations were in the nature of an experiment. Egg dealers in that country have suffered serious losses for a number of seasons by the cold storage of eggs, and now prefer to divert a portion of their stocks to British markets.

Neither the provincial nor the Dominion Government has provided statistics as to the production of eggs in Canada, and it is impossible to compare, with accuracy, the present situation with that of past years. Our Government agricultural officials might render great service to the trade if they would turn the present organization for the collection of farm statistics to secure more complete and better classified returns as to poultry and products. Our own observations lead us to believe that there will be material increase in the output of eggs this year, and offerings are now much larger than at the same date in previous years.

What are the lessons to be drawn from

the experiences of past seasons and the prospects of the present season? In addition to care, intelligence and promptness in marketing on the part of producers and merchants, eggs should be purchased at a reasonable basis of prices. In the large centres of production in the United States dealers are now paying 7c. per dozen for eggs, and count on purchasing the bulk of their supplies at 6c. per dozen. The low price of corn in the Western States has enabled poultry men to feed it with good results. The interests of producers and merchants in Canada will be best conserved by an absence of exaggerated values at the opening of the season, which must lead later in the summer to a reaction and consequent demoralization of the markets.

The following table will show the prices of eggs at New York and Toronto, at the end of March, during the past eight years:

	1891.	1892.	1893.	1894.	1895.	1896.	1897.	1898.
Toronto.....	16	14	17	16	15	16	11	10
New York.....	24½	14½	18	14½	12	11½	10½	10

CO-OPERATIVE PORK PACKING.

THERE are in process of establishment this season in several districts in Ontario co-operative pork packing organizations. These organizations will consist entirely of farmers or others who are actually pork breeders and growers, each one agreeing to contribute a certain amount of capital and to supply more or less hogs. These hogs will be slaughtered and prepared for market in the factory of the organization. Toronto prices will be paid for the hogs and all profits derived from the factory will be divided among the shareholders.

This is practically a pioneer attempt at co-operation in this channel, and to predict success for it would be optimistic. Packers in Toronto are confident that such an attempt would end in failure. They say that the market conditions are so peculiar that only those who are well acquainted with the business can ever make a success of it.

There is one thing about it, however, which may result in great benefit to the hog industry throughout Ontario, and possibly throughout Canada. The organization of such an institution is bound to create, among farmers, a greater interest in the production of hogs, and may result in a greater increase in such production.

Such an increase, during the next year or two, would be most opportune, as Canadian ham and bacon is meeting with such favor in the British market that the demand will easily absorb any increase here.

A wholesale merchant in Montreal recently received a consignment of sugar, which looked new and fresh, but which, when cut, proved to be old sugar, covered by a coating of this season's make. The maker of such a fraud should be severely dealt with.

THE TESTING OF TEA.

TEA importers and tea jobbers in Montreal are determined not to let the vexed question of the present method of tea inspection drop out of notice for lack of agitation, as the petition to the Government printed elsewhere in this issue shows. That they have ground for their discontent will be admitted by everyone conversant with the tea trade. The reason is quite plain, the present analytical test is not only unfair but impractical. It calls, as readers of THE GROCER know, for not less than 30 per cent. of extract and not more than 8 per cent. of ash.

All tea experts contend that this formula is absurd, for the reason that a high grade Congou or in fact any high grade China tea frequently shows a larger percentage of ash than a low grade tea. But, because it does so under analysis is no reason that is should be condemned as an undesirable tea. Yet there have been instances where teas that proved, under the test, over 40 per cent. extract, showing that they were not inferior goods, were thrown out because they happened to show a decimal over the 8 per cent. of ash. Two cases of this sort were noted recently in Montreal, and it was admitted by all experts that the goods in question were not inferior. Yet, by the law as it is at present, they were not entitled to admittance into the country.

While a system of tea standards, such as are in force in the States, might not entirely prevent the entry of undesirable tea, they would certainly obviate such absurdities as the above. In any event, if the chemical test is to be consistently applied, the Government will require hundreds of chemists on its staff and have every sample rigidly inspected.

The common sense method, in the opinion of men in the tea trade, is for the authorities to strike a happy mean between the two systems. Let them name men to inspect tea who are really experts at their business and who can tell choice from a poor tea by

the feel, almost. A large staff is not required, for the Government can name, say, two or three ports at which teas can alone be imported and have experts at each one of these ports, for instance, Montreal, Toronto and Vancouver would fill the bill. These experts could work on a standard, and in the event of any reasonable doubt over a certain sample, the cost could be referred to arbitration, and if this was not satisfactory, as a final resort the Government analyst could be called in.

This is the system in force in England, where, should an inspector have any doubt, they are to draw reasonable samples of the suspected teas, and forward them to the analyst. This regulation appears to have been enforced in England with a fair degree of stringency, but there has been but a small quantity of tea condemned there, in fact, only 8 lots out of 689 that were analyzed during 1897. This appears to be due to the fact that the import duty of 4d. per pound substantially prevents efforts to land defective teas in England. It is not profitable to pay duties on inferior teas, where the rate of duty is uniform. This is a point worthy of the consideration of our legislators at Ottawa.

THERE ARE OTHERS.

B. W. Thomas, Hartford, Ont., writes as follows: "In your remarks, 'Among Toronto Retailers' in last week's issue, you make mention of a contrivance used by Dallimore Bros. for the quick handling of a barrel of sugar. As we have had one in the store for about twenty years, I thought I would mention it. It is patented."

R. McDonald, Church street, Toronto, also drew the attention of "The Rambler" to a similar device in his store, which has been in the place for some years. The Toronto barrel holders are not patented.

J. R. Scott, of Napanee, has begun evaporating potatoes at Camden East, Ont., the capacity of his factory being 100 bushels per day.

OPENING PRICE OF JAPAN TEA.

In a recent issue it was stated that advices from Japan indicated that the market would open about 10 per cent. higher than last year.

A representative of one of the best known Japan tea houses is inclined to dispute the correctness of these advices.

"As far as our house can learn," he said, "the position is about this: Japan teas, which the jobber buys at from 15 to 16c., will be firm in price, but probably no higher than last year. What will impart firmness to these teas is the fact that the United States will buy all of them that will pass the Customs under the tea inspection law. The choicest and finest teas, on the other hand, are not likely to be as high in price as they were a year ago, for you will remember the value of these teas appreciated several cents per pound last year because of the demand on United States account prior to the tea inspection law going into force."

TRADE CHAT.

A HALIFAX despatch states that the Dominion Government intends to put on five steam cutters during the close season for lobsters, this year, to prevent illegal fishing; a timely move.

Ingersoll, Ont., is an independent port of entry for Customs.

Mr. Pett, confectioner, Woodstock, Ont., intends commencing a biscuit factory in Walkerton, Ont.

The town council of Valleyfield, Que., has passed a by-law doing away with liquor licenses in grocery stores.

There is not a vacant store in Douglas, Man., so, B. Rose, who intends starting a confectionery store in that place, found it necessary to build.

Thomas J. Grimes, grocer, of Duke street, Ottawa, has entered an action in the Hull Superior Court against Lucie Baxter, wife of Phillip Gauthier, of Papineauville, for \$158.88, which he claims is due him on account for groceries supplied.

LAPORTE, MARTIN & CIE.

IMPORTERS AND WHOLESALE GROCERS

Agents in Canada for

"Princess Louise" Japan Tea.

"Victoria" Japan Tea.

"P. Richard's" Brandy.

"Mitchell's" Whiskeys.

72 to 78 St. Peter Street, MONTREAL.

CAUTION SEE THAT THE COVER OF THE TIN IS SEALED

SEAL BRAND

TRADE MARK

SEAL BRAND

COFFEE

IMPORTED ROASTED & PACKED

CHASE & SANBORN

MONTREAL

Chase & Sanborn's
SEAL BRAND
JAVA AND MOCHA
THE STANDARD OF EXCELLENCE

AMONG TORONTO RETAILERS.

They are Old-Fashioned. There are few retailers in Toronto who would make the admission made by Swan Bros., King street east, this week. They not only admit, but proudly assert, that they are the most old fashioned retail grocery store doing business in Toronto today. Whether this be so or not, I am not going to express an opinion, but it is with a measure of relief that one hears such an assertion. There seems to be growing in our country that peculiar idea that change is progress, that a step is necessarily a step forward. When one hears of the adoption of this "scheme" by one man, of that "system" by another, and realizes that many of these schemes take money out of the business and put it into the hands of a commercial parasite rather than into the customer's hands, one cannot help wondering where it will all end, and whether these innovations have enlarged the profits of the

retailer who has nourished them. Swan Bros.' style of doing business is simple, that of buying goods at the best possible price, putting the price at a close margin, and selling them to one and all at the same price, collecting accounts regularly, and encouraging a cash business in every respect. The result has been that they have now one of the largest businesses in the city, and are not under the necessity of fostering it by any "5 per cent. discount for cash" fake schemes. Such an end is not alone reached by doing business on the old style, but other qualifications, which are the characteristics of the successful retail grocer, have to be brought into play. Foremost among these qualities in Swan Bros. stands their rigid adherence to the policy that "honesty pays." A large share of the business of Swan Bros. comes over the telephone. On being asked if the same care was devoted to telephone orders that was given to personal orders, the answer came quick and sharp that any merchant who

would take more care with a parcel a customer sees one do up than with one which has been ordered over the telephone may not expect much telephone business, or in fact, much of any kind of business. There is a moral in this for many a "tricky" grocer who so often congratulates himself on how he got ahead of some customer, yet whose profits never total up as high as he thinks they should. Another characteristic that has helped to build up this firm is their capacity for work. How many grocers believe and express the belief in works, that this firm express? "Business requires the same steady application, the same anxious care, the same courteous treatment of customers from January to December during the first year of doing business, and through every successive year. There is no letting up." The young man in business would do well to make a note that hard work and rigid honesty have been proved to be paying qualities in a retail grocer.

THE RAMBLER.

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



—A—
**Ton of Cocoanut
for Klondyke.**

Against the competition
of all brands..

WHITE MOSS

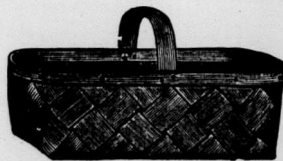
dessicated, was chosen (on account of its quality) as the Pioneer Cocoanut of the Yukon, we having just received an order for a ton to be put up in tins made specially for this order.

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

**CANADIAN COCOANUT CO.
MONTREAL.**

**THE
Oakville Basket Co.**

MANUFACTURERS OF



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

For sale by all Woodenware Dealers.

OAKVILLE, ONT.

**HIGHEST
PAILS
TUBS**

And Wood Packages

FOR
Lard, Candy, Spices,
Pickles, Syrup, etc.

Manufactured by
**The Wm. Cane &
Sons Co., Limited**
Newmarket, Ont.

CHAS. BOECKH & SONS
Sole Agents, Toronto

QUALITY

**THE PRESS CLIPPING
DEPARTMENT**

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

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

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

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

The Press Clipping Department, Board of Trade, Montreal

GRIMBLE'S English Malt
Six GOLD Medals VINEGAR

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

SALT

SUMMER RATES of freight
in effect April 1st.

Don't you Want a Car of Salt?

VERRET, STEWART & CO., Montreal - Quebec.

RETAILERS

Do you sell

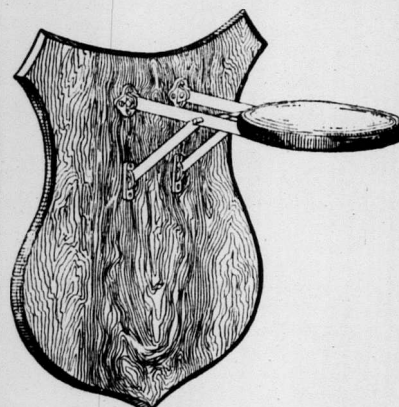
**COW
BRAND
BAKING
SODA ?**



**IT SAVES
TIME AND
LABOR ..**

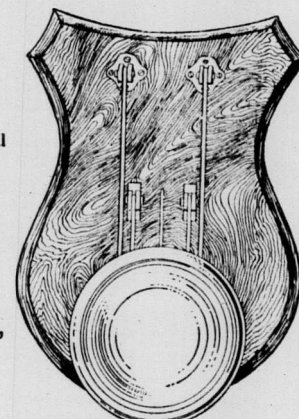
Try a box with your next
Grocery order. Whole-
salers handle it.

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



OPEN.

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



CLOSED.

GLOBE AUTOMATIC SELLING CO., - Toronto, Ont.

ADULTERATION OF BUTTER.

THE recent actions taken against, and fines imposed upon retailers throughout England for having sold butter containing boracic acid has caused considerable interest among Canadian manufacturers and exporters, especially as the exporters here are now being requested by their customers in England to guarantee the purity of their shipments.

It seems that the goods which have been instrumental in creating this uneasiness among purchasers are principally the products of Australia and Ireland. It is of the utmost importance to the Canadian trade that the English customer should be assured of the purity of the butter shipped from this side, and every effort should be made to prevent the possibility of anything being done by our manufacturers to injure the present high standing of Canadian produce on the markets of Great Britain, and with this end in view, the Montreal Butter and Cheese Association, at the meeting held on Tuesday, March 29, ordered the sending of the following letter to the Minister of Agriculture, Ottawa, and also to the Ministers of Agriculture for the provinces of Ontario and Quebec:

Montreal, March 29th, 1898.

Hon. Sydney Fisher,

Minister of Agriculture, Ottawa.

SIR,—I have the honor to inform you that at a meeting of the Butter and Cheese Association held this day, the question of the system of using boracic acid in the manufacturing of butter was brought up for discussion. As you are doubtless aware some of the creameries in Australia have been in the habit of using boracic acid in the process of manufacturing, claiming that it acts as a preservative, and in consequence of this numerous prosecutions have taken place recently in England, resulting in heavy penalties being inflicted on the sellers, and the confiscation of all such butter. In consequence of this, Canadian exporters this season are compelled to guarantee all butter shipped by them as being absolutely pure and free from boracic acid or any other adulterants. While this association feels that it may not be the common practice in Canada, it has been reported that a few years ago some of our creameries used boracic acid. This association has also been informed that quite a number of farmers are in the habit of using a powder or liquid called "Preservaline," which we are given to understand is mixed with the milk as a preservative. This association is under the impression that this preservaline contains a certain percentage of borax, and if such is the case, butter manufactured from such milk would clearly come under the English Act. The London Home and Foreign Produce Board has gone so far as to appoint an analyst of its own, in view of any trouble that may arise on future shipments. You will, therefore, readily see that some prompt action should be taken in this matter, especially as most of the creameries have commenced, or are about to commence operations.

In view of these circumstances, this association feels that it is of the utmost importance that immediate notice should be given by your Department to all the butter factories in Canada, warning them against the use of boracic acid, or any other adulterants.

I have the honor to be Sir,
Your obedient servant,
J. STANLEY COOK, Secretary.

The Class Acting

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



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

Others are doing so with the utmost satisfaction and profit.

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

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

Evaporated Vegetables

FOR SOUP

Always Ready
Always Delicious

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

Kerr Vegetable Evaporating Co.
Limited
KENTVILLE, NOVA SCOTIA

BROCK'S BIRD SEED

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



NICHOLSON & BROCK - TORONTO

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

Agents for Canada:

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

"GOLDEN LEAF"
BRAND **JAPAN TEA**

"Udarella" Ceylon Blend
"Atlas" Blend

All of extra cup quality.
Samples on application.

Sole Agents:

George Foster & Sons
BRANTFORD, ONT.



ASK FOR
MOTT'S

Dewar's Famous Scotch

Can be had from

Geo. J. Foy
Perkins, Ince & Co.

R. H. Howard & Co.
Adams & Burns

Toronto.

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



MONSOON INDO-CEYLON TEA

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

MONSOON
INDO-CEYLON TEA

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

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

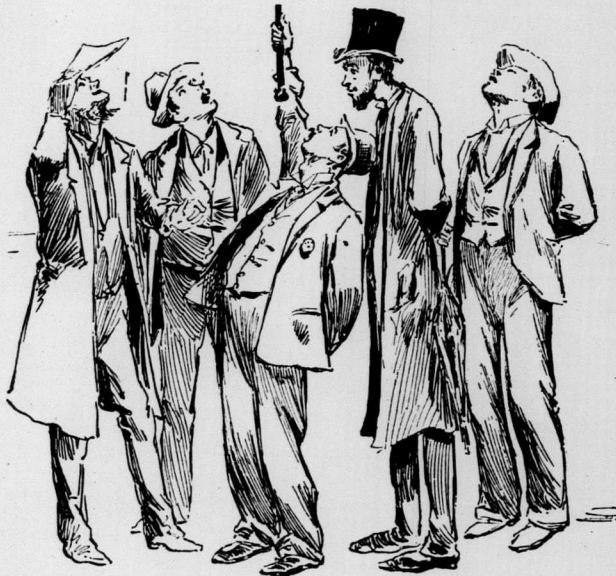


Look at this!

Ceylon and Indian Teas

have
 practically
 driven the cheap, unclean, trashy
 teas
 of
 China and Japan
 from the British market.
 Canada is falling into line
 rapidly.

Every year the consumption
 of
 Ceylon and Indian Teas
 increases by the
 Million
 pounds.



Your customers
 want them,
 You want them,
 Everybody wants them,
 because
 Ceylon and Indian Teas are
 Pure
 Clean
 Healthful
 Invigorating
 Economical.

appreciate
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FRONT
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BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

CYPRIEN DIONNE, general merchant, Fraserville, Que., has compromised at 60c. on the dollar.

Robert McLeod, trader, Truro, N.S., has assigned.

George Adams, grocer, Acton, Ont., has assigned to John Stalker.

Wm. S. Volume, grocer, Madoc, Ont., has assigned to James C. Dale.

Samuel Ritcey, jr., general merchant, Ritcey's Cove, N.S., has assigned.

H. M. Condie, general merchant, Bainsville, Ont., has assigned to J. T. Tennant.

J. M. Allard, general merchant, St. Simon, Que., is offering 50c. on the dollar.

M. L. Henry & Co., grocers, Peterboro', Ont., have assigned to Harry Rush, Peterboro'.

Joseph Hicks, general merchant, Calender, Ont., has assigned to J. M. McNamara, North Bay.

Lewis Rogers, grocer, Gananoque, Ont., who assigned a few weeks ago, has settled at 25c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Banks Bros., general merchants, Caledonia Corner, N.S., have dissolved.

R. Damm & Co., general merchants, Ayton, Ont., have given up business.

F. Hughes & Co. are commencing business as wholesale grocers in Montreal.

Rose & Lewis, grocers, Sarnia, Ont., have dissolved, Rose Bros. continuing.

Wm. Esau & Co., general merchants, Gretna, Man., have dissolved, J. C. Miller continuing.

Cranstoun & Crozier, grocers, Merrickville, Ont., have dissolved, J. Cranstoun continuing.

Emmett & Langille, grocers, etc., Halifax, N.S., have dissolved, Geo. N. Emmett & Co., continuing.

John Earsman & Co., commission merchants, Victoria, have been succeeded by Earsman & Hardie.

Joseph Ledroit and Theophile Ledroit have registered as proprietors of the firm of Ledroit & Frere, wholesale grocers, Quebec.

Cliff, Wood & Co., commission produce dealers, St. Johns, Newfoundland, have dissolved, Charles N. Cliff and Thos. B. Cliff continuing.

SALES MADE AND PENDING.

John Morrow, grocer, Colborne, Ont., has sold out to Milton Pebbles.

Wm. A. Woolson, grocer, Ingersoll, Ont., has sold out to Blewett Bros.

The stock of Caverhill, Hughes & Co., wholesale grocers, Montreal, has been sold.

S. E. Coolidge, confectioner, Fort William, Ont., has sold out to Barnabas Shaver.

J. S. Trites, general merchant, Penobscot, N.B., has sold out to Heustis & Mills.

Clark's Tomato Soup

A moment's heating and it's ready. Made from big ripe tomatoes, deliciously seasoned and perfectly preserved.

A TRADE BRINGER.

ORANGE MARMALADE

Have you tried Upton's Gilt Edge Brand ?

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

THOS. UPTON & CO., Hamilton

T. Tamblin, grocer, Palmerston, Ont., has sold out to — Brooks.

David Bell, general merchant, Leskard, Ont., has sold out to James Laurie.

Wm. Tigh, general merchant, Leskard, Ont., has sold out to James Laurie.

McDonald & Munro, general merchants, Brigden, Ont., are offering their business for sale.

The assets of M. Legurries, general merchant, St. Therese, Que., are to be sold by auction.

Thomas Langton, general merchant, Lowville, Ont., is advertising his business for sale.

Geary & Co., general merchants, Pinkerton, Ont., have been succeeded by Wm. Murray.

Geo. W. Ryan, general merchant, Port Rowan, Ont., has been succeeded by Annie E. Smith.

R. L. McCollough, provision dealer, Lunenburg, N.S., has sold out to Steadman Berringer.

P. N. Esnouf & Co., general merchants, Smith's Mills, Que., are offering their business for sale.

The stock of the estate of G.G. Johnston, general merchant, Exeter, Ont., is advertised for sale by auction.

CHANGES.

Alexander Grant has retired from business as grocer in Quebec.

The King, Darrell Produce Co, Limited, have obtained charter.

George Forbes, grocer, Denmark Road, N.S., has opened out in business.

W. A. Miner is commencing business as tea merchant in St. Thomas, Ont.

J. Y. Griffin & Co., pork packers, Winnipeg, are opening a branch at Vancouver.

W. F. Lilly is commencing business as grocer and provision dealer in St. Thomas, Ont.

Georgiana Lemieux, wife of George Charon, has registered as proprietress of the firm

of George Charron & Co., fish dealers, Montreal.

Hugh McDonald, general merchant, Mabou, N.S., is out of business and is away.

Edward Foley has registered as proprietor of the firm of W. L. Ross & Co., tobacco merchants, Montreal.

Francois X. Clement has registered as proprietor of the Compagnie De L'Quest, provision dealers, Montreal.

Nelly Riopel, wife of Theophile Desroches, has registered as proprietress of T. Desroches & Cie., grocers, Montreal.

FIRES.

W. Cole, confectioner, Tilbury, Ont., has been burned out.

E. C. Gammage, grocer, Chatham, Ont., has suffered damage by fire.

Johnston & Bodkin, general merchants, Delaware, Ont., have been burned out.

Dodd Bliss, general merchant, Waterford, N.B., has been burned out; insurance, \$600.

J. J. Vincent, general merchant, Thamesville, Ont., has suffered damage by smoke and water.

P. N. Esnouf & Co., general merchants, Smith's Mills, Que., have been burned out; partially insured.

Margaret A. Secord, general merchant, Thamesville, Ont., has suffered damage by smoke and water.

DEATHS.

James Green, greengrocer, Quebec, is dead.

Ernest Bergeron, general merchant, Etchemin, Que., is dead.

Robt. M. Leese, general merchant, Soda Creek, B.C., is dead.

A GREATER BRITAIN EXHIBITION.

The London Exhibitions, Limited, propose to hold, at the buildings of this company, from May to October, 1899, a Greater Britain exhibition, which is calculated to have a beneficial influence on the commercial intercourse between Great Britain and the numerous colonies. If well conducted, such an exhibition should prove of great interest and value to Canadian manufacturers and agriculturists.

Seasonable Goods

RAE'S PURE OLIVE OIL

In Bottles and Tins.



Special Quotations

ON

RAE'S OLIVE OIL

FOR THIS WEEK ONLY.



Southwell's NEW SEASON Orange Marmalade

JUST IMPORTED. FRESH GOODS.



Write for Special Quotations—

FRANK MAGOR & CO.

16 St. John Street, MONTREAL, Dominion Agents.

Current Market Quotations for Proprietary Articles.

April 7, 1898.

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

BAKING POWDER.

PURE GOLD.	
5 lb. cans, 1 doz. in case	19 80
4 lb. cans, 1 doz. in case	16 00
2 1/2 lb. cans, 1 and 2 doz. in case	10 50
16 oz. cans, 1, 2 and 4 doz. in case	4 60
12 oz. cans, 2 and 4 doz. in case	3 60
8 oz. cans, 2 and 4 doz. in case	2 40
6 oz. cans, 2 and 4 doz. in case	1 80
4 oz. cans, 4 and 6 doz. in case	1 25
3 cent can	0 90
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	\$ 2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Round tins, 3 doz. in case	3 00
oz. tins, 3 "	2 40
oz. tins, 4 "	1 10
lb. tins, 1/2 "	14 00
Diamond—	
W. H. GILLARD & CO.	
lb. tins, 2 doz. in case	per doz. 1 20
lb. tins, 3 "	90
lb. tins, 4 "	60

MAPLE LEAF BAKING POWDER.

1/2 lb. glass jars	\$1 25
1 lb. glass jars	2 00
1 lb. sealer jars	2 25

THE F. F. DALLEY CO.

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

BLACKING.

P. G. FRENCH BLACKING.	
1/2 No. 4	\$4 00
1/2 No. 6	4 50
1/2 No. 8	7 25
1/2 No. 10	8 25

THE F. F. DALLEY CO.

English Army Blacking, 1/4 gross cases	\$9 00
No. 2 Spanish	3 60
No. 3	4 50
per doz.	
No. 5 Spanish Blacking, 1/4 gross cases	7 20
No. 10	8 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00
New York Dressing, 1 doz. cases	0 75
Spanish Satin Gloss,	1 00
Crescent Ladies' Dressing, 1 doz. cases	1 75
Spanish Glycerine Oil Dressing	2 00

BERRY'S ENGLISH BLACKING.

No. 1 Bronze Tins, per gross	\$ 2 60
No. 2 Bronze Tins, per gross	\$ 3 40
" 3	5 60
" 4	10 00

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

THE ALPHA CHEMICAL CO.

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



Shoe Blacking— in 1/4 gross cases	9 00
Reliable French Blacking, No. 5	9 00
No. 2	4 50



United Service Blacking No. 4	8 00
United Service Blacking No. 1 1/2	4 25
Patent Leather Polish No. 1 1/2	9 00
Waterproof Dubbin No. 4	9 00
Alpha Metal Polish No. 2	9 00

Patent Stove Polish—	
Sunlight Lead Bar	4 25

Packed in 1/2 gross cases	
Sunlight Liquid, 1/2 gross cases	10 80

Moody's Black Lead	25
Reliable Stove Pipe Varnish, 1/4 gross cases	6-oz. bottles

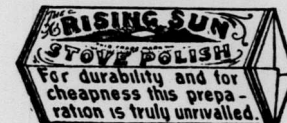


Quickshine Pipe Varnish	12
1/4 gross cases pressed top tins.	



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

STOVE POLISH.



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

Benson's Canada Prepared Corn

This is something especially nice for Blanc Mange, Custards, etc., as over 90 per cent. of the housekeepers in Canada know. Most of them will use no other, as experience teaches them that it is perfectly free from adulteration, and although on the market now for over 40 years, its quality still stands unsurpassed.

MANUFACTURED ONLY BY

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

THE F. F. DALLEY CO. Per gross



Gem Stove Polish, 1/4 gross cases \$9 00 per doz
Stove pipe Varnish, 4 oz. bottles 1 00
6 oz. bottles 1 25
Boston Brunswick Black, 8 oz. bottles 1 75

Enameline.



No. 4—3 dozen in case \$4 50
No. 6—3 dozen in case 7 50

BIRD SEEDS

BART COTTAM & CO.
"Cottams," with Patent Bird Bread. 0 07
Warbler, with Song Restorer. 0 05 1/2
Belgian, with Bird Improver. 0 05 1/2
International, with Bird Treat. 0 05 1/2
German X, with Cuttlefish Bone. 0 04 1/2
German, with Cuttlefish Bone. 0 04 1/2
London Bird Seed, bulk 25 lb. cases. 0 04 1/2
Bird Gravel, 10c. pkts., 24 in case. 0 06
Bird Gravel, 5c. pkts., 48 in case. 0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases 0 06
Dalley's Bird Seed, 40 lb. cases. 0 06 1/2

NICHOLSON & BROCK.

Brock's Bird Seed 0 07
Norwich Bird Seed. 0 06
Maple Leaf Bird Seed. 0 05
Bird sea-gravel, 10c. pkts., 24 in case 0 06
" " " 5c. 48 " 0 03

CORN BROOMS

CHAS. BOECKH & SONS.

per doz. net.
Carpet Brooms—
"Imperial," extra fine, 8, 4 strings.. \$3 65
" " " 7, 4 strings.. 3 45
" " " 6, 3 strings.. 3 25
" " " 8, 4 strings.. 3 30
" " " 7, 4 strings.. 3 10
" " " 6, 3 strings.. 2 90
" " " 8, 4 strings.. 2 90
" " " 7, 4 strings.. 2 75
" " " 6, 3 strings.. 2 60
" " " 5, 3 strings.. 2 40

BLUE.

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

CANNED MEATS.

ARMOUR PACKING CO.—HELMET BRAND

Corn Beef 1 lb. 1 65 1 70
2 lb. 2 65 2 75
4 lb. 5 50 5 80
6 lb. 8 50 8 80
14 lb. 18 50 19 00
Roast Beef, 1 lb. 1 40 1 50
2 lb. 2 75 2 90
Luncheon Beef, 1 lb. 1 60 1 90
2 lb. 2 75 2 85
Brawn 1 lb. 1 30 1 40
" 2 lb. 2 50 2 75
" 6 lb. 6 60 6 80
" 14 lb. 14 50 15 00
Ox Tongue, 1 1/2 lb. 7 00 7 20
" 2 lb. 8 50 8 80
" 2 1/2 lb. 10 75 11 00
Lunch Tongue, 1 lb. 3 35 3 50
" 2 lb. 6 50 6 80
Chipped Beef, 1/2 lb. 1 75
" 1 lb. 3 50
Pigs' Feet 1 lb. 1 65 1 75
" 2 lb. 2 75
Potted Meats, Tongue or Ham
1/4 lb. 70 75
Potted Meats, Tongue or Ham
1/2 lb. 1 20 1 25
Potted Deviled Ham or Tongue, 1/4 lb. 70 75
Potted Deviled Ham or Tongue, 1/2 lb. 1 20 1 25

WHITE LABEL.

Soups Assorted, 1 qt. 3 00 3 15
" " " 1 pt. 2 00 2 10
Gelatine of Boar's Head, 2 lb. 3 00 3 20

Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb. 3 00 3 10
Plover Roast. 5 00
Sliced Gold Band Bacon. 3 00

CHEWING GUM.

ADAMS & SONS CO.

per box
Tutti Frutti, 36 5c. bars. \$1 20
" " (in cream pitcher) 36 5c. bars 1 20
" " (in sugar bowl) 36 5c. bars 1 25
" " (in glass jar) 115 5c. pkgs. 3 75
Pepsin Tutti Frutti (in glass jar) 115 5c. packages. 3 75
Pepsin Tutti Frutti, 23 5c. packages. 0 75
Round Pepsin, 30 5c. packages. 1 00
Cash Register, 390 5c. bars and pkgs. 15 00
Cash Box, 160 5c. bars. 6 00
Tutti Frutti Show Case, 180 5c. bars and packages. 6 00
Variety Gum (with book in each box) 150 1c. pieces. 1 00
Banner Gum (English or French wrappers) 115 1c. pieces. 1 00
Flirtation Gum (English or French wrappers) 115 1c. pieces. 1 00
Mexican Fruit, 36 5c. bars. 1 20
Sappota, 150 1c. pieces. 0 90
Orange Sappota, 150 1c. pieces. 0 75
Black Jack, 115 1c. pieces. 0 75
Red Rose, 115 1c. pieces. 0 75
Magic Trick, (English or French wrappers) 115 1c. pieces. 0 75

CHEESE.



MACLAREN'S IMPERIAL. Per doz.
Large Size, cases 1 doz. \$9 00
Medium Size, cases 1 doz. 4 50
Small Size, cases 2 doz. 2 40
Individual, cases 2 doz. 1 00

CHOCOLATES & COCOAS.

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

CADBURY'S.

Frank Magor & Co., Agents. per doz
Cocoa essence, 3 oz. packages. \$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs. 0 40
Rock Chocolate, loose. 0 40
" " 1-lb. tins. 0 42 1/2
Cocoa Nibs, 11-lb. tins. 0 35

TODHUNTER, MITCHELL & CO'S.

Chocolate—per lb.
French, 1/4's—6 and 12 lbs. 0 30
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—
Homeopathic, 1/4's, 8 and 14 lbs. 0 30
Pearl, " " " " 0 25
London Pearl, 12 and 18 " " 0 22
Rock " " " " 0 30
Bulk, in boxes. 0 18

Royal Cocoa Essence, packages. per doz 1 40
BENSOP'S ROYAL DUTCH COCOA.

1/4 lb. tins, boxes 4 doz. 2 40
1/2 " " " 2 " 4 50
" " " 1 " 8 50

Ralston Health Club boxes 6 lbs. per lb 45

CHOCOLAT MENIER.

In Cases of In 12
5 case 10x12 lb lb bxs
Vanilla—per lb. lot. bxs.
Yellow wrapper, \$ 0 32 \$ 0 34 \$ 0 36
Unsweetened—
Blue Premium C 35 0 37 0 39

Per case. Less than case
Pastilles—
Yellow wrapper, 108 bxs. to the case. \$20 00 0 20

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

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

WHEAT MEAL

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

THE TORONTO BISCUIT & CONFECTIONERY CO. LIMITED,

A. W. Porte, President.

7 Front Street East, Toronto.

S. R. Parsons, Vice-President

FRY'S.	
Chocolate—	per lb.
Caracocas, 1/4 s, 6-lb. boxes	0 42
Vanilla, 1/4 s	42
"Gold Medal" Sweet, 1/4 s, 6 lb. bxs	29
Pure, unsweetened, 1/4 s, 6 lb. bxs.	0 42
Fry's "Diamond", 1/4 s, 14 lb. bxs.	0 24
Fry's "Monogram", 1/4 s, 14 lb. bxs.	0 24
Cocoa—	per doz.
Concentrated, 1/4 s, 1 doz. in box	2 40
" 1/4 s, " "	4 50
" 1/4 s, " "	8 25
Homeopathic, 1/4 s, 14 lb. boxes	.....
" 1/2 lbs. 12 lb. boxes	.....

JOHN P. MOTT & CO'S.
(R. S. McIndoe, Agent, Toronto.)

Mott's Broma.....	per lb.	0 30
Mott's Prepared Cocoa.....	0 28	
Mott's Homeopathic Cocoa (1/4 s).....	0 32	
Mott's Breakfast Cocoa in tins.....	0 45	
Mott's No. 1 Chocolate.....	0 30	
Mott's Breakfast Chocolate.....	0 28	
Mott's Caracocas 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.

Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes,	
1/4 lb. cake, per lb.	0 25
Royal Navy Chocolate, 12 lb. boxes,	
1/2 lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb.	
boxes, 1/4 lb. cake, per lb.	0 35

COCOANUT.
CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs.	0 27
" 1/2 " " "	0 28
" 1/4 " " "	0 29
" 1/8 " 5 or 10 " "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb. Pails.....	.....
Peather Strip, " " " " " " " " " "	.....
Special Shred, " " " " " " " " " "	.....
Macaroon, " " " " " " " " " "	.....
Brown Desic., 12, 20 or 25 lb. " " " "	.....
Special, " " " " " " " " " "	.....
Barrels, 2c. per lb. less.	.....
Terms, 3 p.c. off 30 days.	.....

COFFEE.

JAMES TURNER & CO.	per lb.
Mecca.....	0 34
Damascus.....	0 30
Cairo.....	0 40

TODHUNTER, MITCHELL & CO.'S

Excelsior Blend.....	0 33
Bourbon Blend.....	0 31
Our Own.....	0 30
Jersey.....	0 28
Laguaya.....	0 25
Rajah Blend.....	0 21
Mocha and Java.....	0 30
Old Government Java.....	0 32
Arabian Mocha.....	0 31

EXTRACTS.

	per doz.
Dalley's Pure Fruit Extracts, 2 1/2 oz. bottles, all flavors	\$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors	1 25
Crown Brand (Robert Greig & Co.)—	
1 oz. Bottle, per doz.	0 90
2 " " " "	1 50
2 1/2 " " " "	2 00
4 " " " "	3 00
8 " " " "	6 00
8 " " Glass Stopr "	3 50
8 " " " "	7 00



Rowntree's
Select Cocoa

Robert Greig & Co., Montreal, Agents.

1/2 lb. Tins, boxes 2 doz.	2 40
1/2 lb. Tins, boxes 2 doz.	4 60
1 lb. Tins, boxes 1 doz.	8 70

FOOD.

ROBINSON'S BARLEY AND GROATS.	per doz.
Patent Barley, 1/2 lb. tins	1 25
" 1 lb. tins	2 25
" Groats, 1/2 lb. tins	1 25
" 1 lb. tins	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.

Buckwheat Flour, 2 1/2 lb. packages, 3 doz. in case.	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case.	1 20

Tea Biscuit Flour, 2 lb. packages, 3 doz in case 1 20

Graham Flour, 2 lb. packages, 3 doz. in case 20

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

GELATINES.

KNOX'S

Sparkling calves foot, 2 qt. size.....	1 20
Acidulated, 2 qt. size.....	1 50
(Sold by all wholesale grocers.)	

KEOPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.	
1 oz. Packages, White, per doz.	0 90
1 " " " " Red, " "	0 95
COX'S	
1 Quart size, per doz	1 15
2 Quart size, " "	2 30

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

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

JAMS AND JELLIES.

SOUTHWELL'S GOODS.

Frank Magor & Co., Agents.

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

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

LICORICE.

YOUNG & SMYLLIE'S LIST.

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

MINCE MEAT.

Wetthey's Condensed, per gross, net	\$10 80
per case of 3 doz., net	2 70

MUSTARD.

COLMAN'S OR KEEN'S.

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

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

Pony size, per gross	\$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

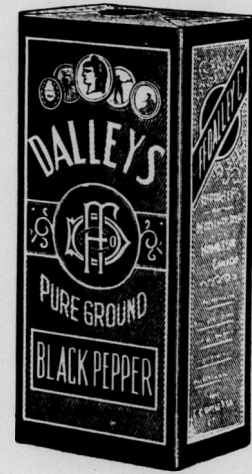
THE F. F. DALLEY CO.

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

If you want the very best, order

DALLEY'S PURE PACKAGE SPICES

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



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

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COCAOS.
per lb.
0 35
0 37 1/2
nts. per doz
\$1 65
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& CO'S.
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The merits of the Starch are generally estimated by the demand there is for it.

CELLULOID STARCH

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

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

PICKLES---STEPHENS'
A. P. TIPPET & CO., AGENTS.
Patent stoppers (pints) per doz. 2 30
Corked (pints) 1 90

SODA.
COW BRAND



DWIGHT'S SODA
Case of 1 lbs. (containing 60 p'kgs) 3 00
" " 1/2 lbs. (" 120) 3 00
" " 1 lb. and 1/2 lbs. (containing 3) 1 lbs. and 1/2 lbs. packages) 3 00
Case of 5c. p'kgs (containing 96 p'kgs) 3 00

SOAP.



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



BRANTFORD SOAP WORKS CO.

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

A. P. TIPPET & CO., AGENTS.
Maypole Soap, colors..... 12 00
black..... 18 00
10 per cent. discount on gross lots.

STARCH.

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

KINGSFORD'S OSWEGO STARCH.



40-lb. boxes, 1-lb. p'kgs., 0 08
6-lb. boxes, sliding covers 0 08 1/2
(12-lb. boxes each crate)
PURE—40-lb. boxes, 1-lb. pack..... 0 07
48-lb. " 16 3-lb. boxes.. 0 07
For puddings, custards, etc.
OSWEGO } 40-lb. boxes, 1-lb. 0 07 1/2
CORN STARCH. } packages...
ONTARIO } 38-lb. to 45-lb. boxes, 0 06
STARCH } 6 bundles

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—
Canada Laundry, boxes of 40 lbs.. 0 04 1/2

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

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

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

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

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

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

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

TEAS.

"SALADA" CEYLON.



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

RAM LAL'S (lead packages)



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

"KOLONA"



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

Black Label, 1-lb., retail at 25c..... 0 19
" 1/2-lb., " "..... 0 20
Blue Label, retail at 30c..... 0 22
Green Label " 40c..... 0 28
Red Label " 50c..... 0 35
Orange Label, retail at 60c..... 0 42
Gold Label, " 80c..... 0 58
Terms, 3 per cent. off 30 days.

CROWN BRAND.

(Ceylon in lead packages)

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

WOODENWARE.

THE E. B. EDDY CO. per doz

Washboards, Planet..... 1 60
" XX..... 1 40
" X..... 1 25
" Special Globe.. 1 50

Matches— 5-Case Single Lots, Case

Telegraph..... \$3 00 \$3 20
Telephone..... 2 80 3 00
Parlor..... 1 30 1 40
Red Parlor..... 1 50 1 60
Safety No. 1, wall box 1 40 1 50
" No. 2, slide box 2 80 2 90
" No. 3, capital... 2 75 2 85
Flamers, slide boxes... 2 25 2 35
" wax stems..... 3 20 3 30
Tiger..... 2 65 2 85

BRYANT & MAY.

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

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, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps and Navy Plugs. Write for illustrated catalogue.

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.



Some Time Ago

the retailer's greatest complaint regarding condensed mince meat was that housekeepers preferred making their own. Now, things are changed, for if you once get a housekeeper to try **WETHEY'S CONDENSED MINCE MEAT** the days for preparing her own are gone. She will use nothing but **WETHEY'S**. She knows that it is just as cheap and ever so much less trouble.

If you are not handling it at present, order it at once. Don't wait, you do not know what you are losing.

J. H. WETHEY

Sole Manufacturer St. Catharines, 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. C. Macdonald,
Actuary.

J. K. MACDONALD,
Managing Director.

Star Brand

COTTON CLOTHES LINES

All lengths, both in Twisted and Braided

3 and 4-PLY COTTON TWINE

Lamp and Candle WICK.

Sold by all Wholesale Dealers.

The Dry Goods Review



CLUBBING RATES

The Dry Goods Review and The Canadian Grocer

\$3.00

Send for Samples.

THE DRY GOODS REVIEW

TORONTO

. . . . MONTREAL

McLAREN'S



Is Honest Goods and just the Thing on Which to Make or Extend a Business.

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

CAN.

head packets.
..... 0 19
..... 0 20
..... 0 22
..... 0 28
..... 0 35
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65 2 85

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NO JOB LOT

BUT STRAIGHT GOODS

A line of

White Granite Plates

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

Can be Retailed for 5 Cents Each

Particulars Gladly Given. _____

GOWANS, KENT & CO.

TORONTO

THE SAUCIEST OF SAUCES.

PATERSON'S

ossesses a
eculiar
iquancy, and is more
generally used than other

SAUCES.

*Paterson's Wor'ster Sauce
is the best value on
the Market.*



PREPARED BY—

R. PATERSON & SONS, GLASGOW.

*Manufacturers of the celebrated
"PATERSON'S CAMP COFFEE ESSENCE,"
and "PATERSON'S 'EUREKA' PICKLES."*

Agents:—

ROSE & LAFLAMME, MONTREAL.

WESTERN

Incorporated
1861.

ASSURANCE COMPANY

Fire and Marine

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