

THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, JANUARY 29, 1897.

No. 5

Manufacturers by Special Warrant
 To Her Majesty THE QUEEN



COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS

INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862 Only Silver Medal Paris 1875
 Only Medal Dublin 1865 Grand Gold Medal Moscow 1872 & 80

Trade Mark  *1878* 

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

THE ONLY TEN CENT CIGAR

Fresh Herrings



MARSHALL & CO.

Spring Garden Works, ABERDEEN, SCOTLAND.

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

Kippered Herrings

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

SALT HERRINGS IN KEGS. "CROWN" BRAND.

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

Walter R. Wonham & Sons

Sole Agents for Canada, MONTREAL.

VARSAITY CIGAR 5c. THE BEST IN THE MARKET

THE LEADING WHOLESALE TRADE HANDLE SEAL OF NORTH CAROLINA SMOKING TOBACCO
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ARE YOU HANDLING

Armour's White Label SOUPS ?

If not, then try a sample order now. They are delicious. A grocer's stock is not complete without an assortment of these soups. The label is attractive and the goods are unequalled.

H. P. ECKARDT & CO.
TORONTO

Batty's



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

ALL WHOLESALERS HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

... Montreal

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



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

SOAP AND WATER

May be good for cleaning and scrubbing, but it's a well-known fact that there's something better. The grease and dirt and stains of ages quickly vanish before

**SILVER DUST
WASHING POWDER**

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

TEAS



he offers

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

INDIANS
CEYLONS
JAPANS
CHINAS

} All grades

T. B. ESCOTT & CO.

LONDON, ONT.

Standard Goods THE Best to Handle

FOR
PURITY

Bi-Carbonate of Soda

FOR
STRENGTH



TRADE MARK

This brand is always reliable.

Highest test 98.30% pure.

Made only
by

The **UNITED ALKALI CO., Ltd.,** Liverpool.

"New Process" Soda, finest on the market.



DON'T FORGET TO
ORDER

..SOME OF..



FRY'S CHOCOLATE AND COCOA

For Your New Year's Trade.

A FEW OF

Lazenby's

Table Jellies
Soup Squares
Lucca Cream



13/11
The Lever Top Pickle

NO CORK
NO LEAKAGE

Most Useful Jar When Empty.

Leaders

Chow Chow
Potted Meats
Harvey Sauce

The above lines to be had of Leading Wholesale Grocers throughout the Dominion.

AGENTS

A. P. TIPPET & CO.
MONTREAL and TORONTO

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

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

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

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

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

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

Do You Sell Crockery?

Then we want
your business

We manufacture all kinds of

White Enamelled Bristol Stoneware Butter Crocks, Churns, Milk Pans, Liquor Jugs, Molasses Jugs, Preserve Jars, Fire-Proof Stew Pans, Bar Spittoons, Cuspidores, Bed Pans, Beer Mugs, Ale Tumblers Ink Bottles and Ginger Beer Bottles, Flower Pots, etc.

We have the largest Stoneware Pottery in Canada, most modern equipment, and can give close prices for any of above lines. Write for our Illustrated Catalogue.

GLASS BROS. & CO. POTTERSBURG P.O. **London, Ont.**

A FEW STAPLES that all Grocers can handle with profit, as they give every satisfaction to the consumer...

DALLEY'S SELF-RISING FLOURS
DALLEY'S PURE FRUIT EXTRACTS
SILVER CREAM BAKING POWDER
DALLEY'S PURE SPICES
DALLEY'S PURE MUSTARDS

These Goods are Peers in their respective lines, both in quality and price. GIVE THEM A TRIAL.

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



“THERE ARE OTHERS”

. . . But none so good as . . .

MALLAWALLA



VERY OLD
HIGHLAND WHISKY.



Cockburn & Co.
ESTABLISHED 1796. *Leith & London.*

Try—

COCKBURN'S
SCOTCH
WHISKY

Nothing Finer in the Market

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

J. & R. McLEA, Montreal

AGENTS FOR
THE DOMINION



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

"CLEANLINESS IS NEXT TO GODLINESS"

Good Tubs and Pails

are next to good washerwomen. To do good washing you require good utensils. **Hoopless, Seamless, Light, Tight, Indestructible.** There is only ONE ware possessing all these virtues. It is

**Indurated Fibreware Tubs,
Pails, Pans, Dishes, etc.**

Sole Manufacturers

The **E. B. EDDY CO.** Ltd.

HULL MONTREAL TORONTO



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Do you

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GRAHAM'S PEPSIN CHEESE STILL LEADS

Try it and be convinced.

Pure **APPLE JELLY** (unsweetened) for the following price during January only, viz. :—

In carload lots, 7 and 14 lb. pails 3c. per lb. f.o.b. Kingsville, Ont.
 In ton lots " " " 3½c. " " " "
 In smaller quantities, 7 and 14 lb. pails 4c. " " " "

OUR MINCEMEAT IS HAVING A BIG SALE NOW

Don't forget our **PURE CIDER VINEGAR** at 10c. per gallon f.o.b. Belleville.

Toronto Office :
519 King Street West

R. J. GRAHAM

Belleville



FOR THE
Whitest
Lightest
and
Sweetest
Cakes



Ocean
Wave
Baking
Powder

Manufactured by the

Hamilton Coffee and Spice Co.
HAMILTON, ONT.

BROOMS

Three most reliable lines :

ROSE, PANSY, THISTLE

Do you sell them ? If not, why not ?

MATCHES

Sovereign Brand

GUARANTEED equal to any match made.
Freight allowed on 5 case lots.

H. A. NELSON & SONS

— **Montreal and Toronto**

Have you tried

"REINDEER BRAND"

Condensed Coffee?

If you have, probably you can recommend it to your customers.



Please Your Customers

In a **TEA**

They are more particular in this regard than any other. Give them a superior article---suit their tastes exactly---win their confidence, and their trade is yours.

Quality Counts---Rich, heavy-bodied, delightful liquors please.

OUR STANDARD BLACKS

are always up to a certain high standard of quality, satisfying and delicious---that's what you want to increase trade and profits.

The 400 Select Morning Luxury
The Globe
Imperial Congou Russian Congou

We are always glad to send samples for comparison.

W. H. GILLARD & CO.

Wholesalers Only

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

HAMILTON

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

THE CANADIAN GROCER

Vol. XI. (Published Weekly)

MONTREAL AND TORONTO, JANUARY 29, 1897

(\$2.00 per Year) No. 5

THE DEPARTMENT STORE.*

By Samuel Hopkins Adams in Scribner's Magazine.

A GOOD buyer who year after year increases his business, and the reputation of his department, who leaves for the semi-annual inventory a clean and desirable stock—one who, in fact, has the genius of money making—is paid a salary in the big houses of from \$5,000 to \$10,000, and often a percentage on the yearly increase of his sales. In some of the largest departments a number of the most capable buyers thus receive as much as \$30,000 a year, and are regarded as cheap at that; a fact which can be readily understood when it is remembered that in a single department of a great shop selling say \$1,000,000 worth of goods a year, a difference of 5 per cent in the profits, which may be the result of a good manager as distinguished from a mediocre one, amounts to \$50,000. On the other hand, in the lower-class stores, buyers, in many of the departments, are paid as low as \$25 a week, with no percentage. If the large incomes are the great exception, it is also to be said that the opportunities are more numerous than the men with the ability to take advantage of them.

The store stretches out like a huge block puzzle which, once fitted together, immediately shifts and changes and presents necessities for prompt rearrangements. One block shrivels, another expands, a third changes its form and nature, and the manipulator must perforce rearrange and reset the composite piece; or if the need be particularly urgent, perhaps extend his base so that he may have room for all his blocks. The store is the base; and the departments the troublesome pieces. To start with, there is a definite extent of space, each square foot of which is worth so much per year; this figure being invariably determined from the

receipts of foregoing years with allowances for the general financial prospect of the year under consideration. A certain amount of space must be given up for stock rooms, receiving rooms, packing rooms, work and repair rooms, account rooms, offices of the buyers and executive officers, cash rooms and delivery rooms. All this is reckoned dead weight which the earning portion of the store must carry along. In many stores floor room which might be earning its share of the profits in immediate results as a department, is given over to the use of customers for sitting or writing rooms, or as a restaurant; but these are reckoned by the far-seeing proprietors as more than earning their share eventually in making the establishment attractive and adding to the comfort of the customers. Taking out the inevitable extent of "dead space," as it is called, there remains in every store a fixed amount of flooring as a basis of active operations; and here enters the internal rivalry. For in the division of this each department must be regarded as a separate establishment, whose head wishes naturally to obtain for it the greatest advantages.

If the problem were merely to divide a certain space, homogeneous in value, into a given number of equal parts, it would be a matter of measurement and a simple mathematical calculation. But the space is not of equal value all the way through. Obviously, the main aisle on the ground floor is better from a selling point of view than a corner on the third floor. It is on the line of the greatest travel, hence the more attractive staple goods usually line the main aisle, such as silks and dress goods. Blankets or underclothing, which are less ornamental than useful, would hardly be put here, nor would china or glassware, because of the danger of breakage. Places on an upper floor would probably be assigned to these departments; nevertheless it sometimes

happens that a holiday "special," or a sudden cut for bargain purposes may stretch fortifications of blankets along the front of the store, and send fancy glass and china to the centre aisle with a total breakage which would seem formidable to the lay mind. A cut-glass "bargain sale" last winter suffered nearly \$200 in accidents in one day, but the head of the department only rubbed his hands and said that he could afford that much per diem indefinitely, if the crowds would but come as they had done. Again, the departments, from their nature, vary greatly in size. Carpets require large space for exhibition; drugs require no more than the shelf room to store them.

Certain departments, then, fall naturally into place; but there remain many others, the relative earning power of which must determine their distribution. This is a matter for the firm to decide in council with the executive officers and the heads of the more important departments, who are in almost all cases the buyers. Achievements are mainly considered here, those departments which have made a poor showing in the year past being cut down in space, or sometimes transferred to less desirable locations; while the man whose department has shown an increase over the previous year's business, in excess of the normal increase which is expected from all departments, may have almost anything, within reason, that he chooses to ask for. In case of a general rearrangement and reapportionment of space, which occurs when an establishment moves into a new building, this rivalry becomes intense.

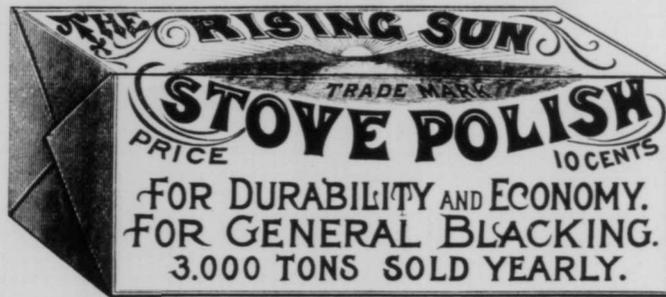
As it is with the floor space, so it is with the opportunities given. If a department's space is enlarged its portion of the entire expenditure of the firm must be enlarged also to meet the greater requirements, and vice versa. There are other considerations, also, in which the heads of the departments find themselves involved in keen rivalry; the apportionment of salespeople, both as regards numbers and merit, the opportunities

* This article is one of a series being published in Scribner's Magazine. We regret that lack of space prevents our reproducing the many excellent illustrations which go to make it the most interesting feature of the January issue of that monthly.

THE RISING SUN STOVE POLISH

AND

THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.



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

for display in the windows, and the proportion of advertising with which they can succeed in inspiring the advertising man on their respective behalfs. Once started on a successful career, any department, unless it depends upon a fad for its prosperity, proceeds with tremendous momentum. It is not hard to see why this should be.

Take, for example, the instance of the manager of a dress goods department who hits upon a popular novelty. His department acquires a sudden reputation. Crowds flock there. His stock is sold out, replenished, again sold out, and the firm appreciates. Greater confidence and more capital for stock is meted out to that manager. Special advertisements are devised for him, or he suggests them himself, and the show windows teem with dress goods. Soon his space is found to be too restricted, and a branch is added to his department with an extra staff of salespeople; other departments which have not been doing as well as they should being mulcted of their counters and clerks for the successful one. With this increase of means comes increase of opportunity. Having larger sums at command the manager can deal more advantageously with the manufacturers, and so he goes on the envy of his rivals in rival stores. When a dozen departments make progress in this way their combined impetus gives to the general business a momentum which to the dealer in a single line of goods would seem little short of miraculous.

Undoubtedly the chief outward exponent of the policy of the store is the manager. His interests are bounded by the four walls, the roof, and the earth underneath. Every detail is, or should be, under his grasp, and in matters of discipline his authority is seldom over-ruled or his judgment questioned. He is practically the court of final appeal in all matters pertaining to the management and conduct of the store. Often upon the disposition of the manager depends a store's reputation among the store people. A man who has a reputation for harshness, quick

temper, and unfairness will have difficulty in getting first-class men and women behind his counters. Supplementary to the duties of the manager are those of the superintendent, who generally has assistants under him. Unlike the manager he is seldom a member of the firm.

In general \$5,000 is a good salary for a superintendent. This was paid for years to a woman who held that office in one of the largest of the New York department stores. On the other hand the salaries of assistant superintendents go very low in some cases, considering the responsibility of the position. A prosperous department store in upper New York pays to its assistant superintendent, a girl of 22, less than \$700 a year.

The buyer is the head of the department in so far as it is considered as a financial integer of the whole establishment. He selects its entire stock. His is the praise for success, or the blame for failure. With him rests the entire responsibility, and within such bounds as the general policy of the store sets he is a law unto himself in his conduct of the department. Usually a limit to his expenditure is established, beyond which he may not go except by special permission of the firm. To understock is an error; to overstock a blunder. It is a buyer's maxim that throwing away outgrown stock is cheaper than keeping it on the shelves. The buyer must be a prophetic soul, to foresee what shades of silk will be most popular in the coming season, what make of cloaks, or what style in gowns. Once he has decided, every energy must be put forth toward forcing the style selected into fashion, and the influence thus brought to bear is often very potent.

Special room in the store is set apart for the buyer of each of the more important departments, where the agents for the manufacturing firms bring their samples for examination; and every morning these gentlemen can be found in large numbers in the ante-room waiting their turn to be received by his honor, the judge of their particular

line of goods. They have an opportunity to see the world, too, these buyers; for many of them must make two trips a year to Europe, or, in these days of startling departures in the business, even to the uttermost parts of the earth. A single store will sometimes send a dozen buyers to Europe and others to Japan, India, and Africa, in pursuit of rugs, silks, matings, and a thousand and one things. A merit equal to good buying is to arrange the scale of prices well. Every article in the department is sold at the figure the buyer decides upon. On the one hand he must make his price large enough to insure a good profit to his department; on the other, he must make it small enough so that the public may be sufficiently allured to clean up his stock for him; and as he steers his course between Scylla and Charybdis, the sails of his rivals loom up in the offing threatening to distance him in the race. One of the bitternesses of life to the hardworking buyer is to have the advertising man (who keeps track of all other stores as well as his own, and is a sort of general information bureau) tell him, after he has made his price on a particularly promising line of goods, that the rival establishment down the street has cut under him 10 per cent. An inflexible rule in many houses is that goods of a standard quality must be sold at a price not higher than that of competitors, or be withdrawn from sale, and the latter course is not the usual solution.

(To be continued in our next issue.)

NEW ORLEANS MOLASSES.

Advices from New Orleans in regard to molasses say: "The season is now nearing its close; that is, in the way of receipts of the winter crop, and my predictions of last October and November as to the volume of the crop are being verified. Total receipts at this port to date are 177,000 barrels, as against 155,000 barrels same time last year, or only 22,000 barrels more. When the receipts of open kettle do drop off they are going to chop right off suddenly, and nothing but cistern bottoms and scraps and remnants will follow."

CIRCLE

The unfailing RESOURCE
of every successful
HOUSEKEEPER.

BRAND

PURE
WHOLESOME
DELICIOUS

TEA

LUCAS, STEELE & BRISTOL Wholesale Grocers HAMILTON



RALSTON HEALTH CLUB.

WE have the COCOA adopted by the Ralston Health Club. It is put up in boxes containing one dozen half-pound tins. Our friends who have any customers who are members of this Club will find they will be more than pleased to get hold of this.

JAMES TURNER & CO., - HAMILTON

WHOLESALE GROCERS and IMPORTERS.



Don't Believe

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

MacLaren's Imperial Cheese is Perfect.

MOLASSES

AND

.. SYRUP ..

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

SEE OUR PRICES

T. KINNEAR & CO.

49 Front St., East.

SUGAR BOUNTIES.

THE following interesting article is from The London Produce Markets' Review of January 16:

"In the report of the French Customs Committee on the proposed new bounty law, it is stated that the production of beet sugar in the Mother Country rose from 273,000 tons in 1884-85 to 765,000 tons in 1893. During the same period the production of French colonial sugar fell from 145,000 tons to 110,000 tons, a decrease of 35,000 tons, or 24 per cent. This fact is of importance, because the French colonists have exactly the same bounties as the home beet growers. It follows that the sufferings of cane sugar growers generally are not such as can be neutralized by any probable amount of bounties, and that they are due to general economic causes. During the past 30 years the bonded price of sugar in the open markets of the world has fallen 13s. to 15s. per cwt., and, with every economy, this is a far more serious matter to small producers than to large ones like the beet growers.

"In considering the effect of bounties upon the cultivation of cane sugar, it must be recollected that up to thirty years ago, and with a few exceptions up to the present time, the planters in the West Indian Islands worked practically on the process invented three centuries ago by Pere Labat, the Jesuit missionary. How could it be expected that the pre-scientific system of the worthy father should hold its own against the skilled chemists and machinists of the Europe of to-day? How little bounties have to do with the natural economic progress that has taken place may be judged of from the fact that up to some twenty-five years ago the chief bounties were granted on cane sugar. The French colonists had a very large protection in their home market, as against beet, notwithstanding which the latter became an industry of considerable importance. The great progress in beet took place, however, after German scientists took the matter in hand, and at a time when

there was in practice no bounty at all in Germany.

"The bounty arose incidentally and subsequently, through the increased out-turn; but the aim of the growers was not a bounty of 1s. or so per cwt., but the raising of the monetary yield from the crop. If 100 tons of raw beetroot yielded 8 tons of sugar, worth at that time, say, £120, the aim the German growers had in view was to raise that yield to 12 tons, worth £160—a gain to the producer of 5s. per cwt. as compared with the old state of things (less, of course, a rather increased cost of manufacture). The yield is now close on 14 per cent., whereas with Muscovado sugar it is only 6 per cent. in sugar and 3 per cent. in molasses. The German bounty was a mere incident, and totally unintentional on the part of the German Government. Directly they found out what had taken place they took steps to bring the system to an end, acting by reasonable degrees, so as not to suddenly imperil a great industry. Had it not been for the action of the Agrarian party last year the German bounties would have been abolished ere now. It is to be recollected that the German bounties have been the only ones that have had any effect, and that they for some years past have been only 7d. per cwt., and are now 1s. 3d.

"To imagine that the increased production of sugar on the Continent, in the face of an enormous fall in values, is due to such a trumpery cause as this bounty, is a proof that our West Indian colonists are still living in a fool's paradise. If the bounty were removed to-morrow it is very questionable whether sugar would not, after a short time, be normally at about its present level, at which it can be profitably produced on the Continent, when the roots are bought, as they can be, at a proper relative price.

"The immense fall in the price of sugar is, broadly speaking, due to the same economic causes that have brought down all other produce to a similar extent. If the West Indies cannot grow sugar at the pre-

sent prices they will have to grow something else, for they may be absolutely certain that the Mother Country will not again undertake to give them an artificial price for their sugar. Our own belief is that the West Indies can grow it more cheaply than any other country in the world. They will have to accept, however, a manufacturing profit of a shilling or so per cwt., on which the growers of a hundred or two tons in a year can obviously not subsist, though it may yield 10 to 20 per cent. on the capital employed. It follows either that estates must be amalgamated till they reach a size sufficient to work a proper factory, making, say, 3,000 or 4,000 tons a year; or that central factories should be introduced, to which the planters should sell their canes. It is simply painful to those who are really acquainted with the subject to see our West Indian colonists still wasting their time on futile talk about bounties, while with every day that passes the adoption of a remedy for their undoubtedly lamentable sufferings becomes more difficult, because they are falling constantly more and more behind in the industrial race."

DEPARTMENT STORES IN HALIFAX.

Departmental and co-operative stores have not proved much of a success in Nova Scotia. Last year E. Collishaw started a departmental and co-operative concern at New Glasgow, a town in which are situated several large iron industries. His plan was to supply his customers with goods at 5 per cent. on cost price. To become a customer it was necessary to pay \$10 per year. Several hundred workmen were induced to become customers, and as a consequence, legitimate tradespeople in the town did a lot of kicking. Collishaw managed to get the goods, however, although his capital was known to be limited. A few months ago he made an assignment. Now, T. Graham Fraser advertises that he has purchased the stock (\$20,000 worth) at 33½c. on the invoice price, and, in consequence, is able to sell at slaughter prices. It is the old story over again: people like to be humbugged.

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Our...



Specialty

Do YOU handle "Kurma" Ceylon Tea?

The DAVIDSON & HAY, Ltd.

WHOLESALE GROCERS, - - - TORONTO.

Telephones 399 and 1399.



HERE is this about it—We will do OUR part—loyally, to guard your interests; by satisfying your customers on quality—by satisfying YOU on prices. No other two things are of greater value to you—you'll agree to that.

And we know of nothing more seasonable or more certain to be called for right now, than

Tillson's Roller Process
Buckwheat Flour

The absolutely pure kind. Have it ready—that's YOUR part.

The Tillson Company Ltd.
Tilsonburg, Ont.

From Manufacturer to
Retailer Direct.



While the Year is Young



The Live Grocer will consider whether he can do anything to improve his business. The most successful business men have become so by recommending and selling the best qualities of goods.

PURE GOLD GOODS are known as the best, from one end of the Dominion to the other. Live firms are handling them.

Send in your orders for . . .

PURE GOLD BAKING POWDER and
PURE GOLD FLAVORING EXTRACTS.

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 puff 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.]

LUCAS, STEELE & BRISTOL are offering trout and herrings from Wiar-ton, Kincardine, Sarnia, etc. Get their figures before buying.

John Sloan & Co. have received a shipment of fine Oolong tea.

Robert Greig & Co. have a shipment of "Tryphosa" jelly powder just to hand.

A shipment of California prunes in 25-lb. boxes arrived for the Eby, Blain Co. this week.

Young & Smylie's "TTT" and "Navy Plug" licorice is in stock with the Davidson & Hay, Ltd.

The Eby, Blain Co., Ltd., report the arrival of a shipment of "Jupiter" Vostizza currants, in cases.

Another consignment of Dixon's carburet of iron stove polish has been received by W. H. Gillard & Co.

The Davidson & Hay, Ltd., are offering this week special values in evaporated apples, sliced and quarters.

Several new invoices of Japans, Young Hysons and Indian teas are advised by Lucas, Steele & Bristol this week.

The F. F. Dalley Co. of Hamilton state that their sales of spices have increased rapidly since they did their own grinding.

Robert Greig & Co. are offering special inducements for prompt buyers of Craven's boiled drops and candies in 5-lb. jars.

W. H. Gillard & Co. have been large buyers lately of Japan teas, in all grades, and are, they report, offering exceptional values.

Triple tunnel tubes pliable licorice is in store with Lucas, Steele & Bristol, price 70c. box. The firm also has English rock candy.

The Eby, Blain Co., Ltd., report a large purchase of fresh water herrings and salmon trout which they are offering at rock bottom prices f.o.b. Midland.

The "Orient" baking powder goes upon the market this week. The Toronto Coffee and Spice Co. are the makers. Move up a little close, please, and make room.

The many members of the Ralston Heath Club will be pleased to learn that James Turner & Co. are putting on the market the cocoa which has recently been adopted by that institution.

L. Chaput, Fils & Cie. are offering special prices on Sultana raisins, 2 and 3 crown, of

the well-known mark of Marcopoli & Fils. They have 298 boxes of these goods for sale on favorable terms.

The Toronto Coffee and Spice Co. are making a new departure in the spice business. All kinds of spices are put up in ¼, ½, and 1-lb. packages at an advance of 2c. per lb. on regular bulk prices.

L. Chaput, Fils & Cie. have just turned into stock one car, 450 boxes, of fine, fresh evaporated apples; also 550 pails, 20 lbs. each, Armour's "Simon Pure" finest kettle lard, of which they are sole handlers. They are prepared to quote inside prices.

The Laing Packing and Provision Co., Ltd., 839 and 841 St. Catherine street, Montreal, have issued a new wholesale price list, under date of January 20th. Prices are considerably reduced in several instances. Readers of THE CANADIAN

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

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

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

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Price, \$2.00 a year
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MONTREAL
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GROCER can have the list mailed to them by applying to the above number and mentioning this paper.

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 "Orient" Java and Mocha coffee siftings is a seller. So customers of the Toronto Coffee and Spice Co. write.

John Mackay & Co.'s Kola Cafe, the essence of best coffee, with the kolanut, is having a steady sale. Robert Greig & Co. are Canadian agents.

The "Crown Brand" club house cheese offered by Robert Greig & Co. is a pure, full cream cheese. It is packed in handsome earthen jars and daintily wrapped.

The "Circle" brand tea is finding quick

sale with Lucas, Steele & Bristol. The container, after being emptied, can be utilized for various household purposes.

W. H. Gillard & Co. report a large increase in sales of their "Diamond" baking powder since reducing the cost to the retailer. The powder still retains its high-class effective properties, and leaves a large profit for the merchant.

STATISTICAL POSITION OF LEMONS.

THE statistical position of Sicily lemons is reported to be stronger than at this season for several years past. Stocks in port and afloat for the United States aggregate in round numbers 188,000 boxes, or about 35 per cent. in 1896. This decrease, it is stated, is in a small measure due to the falling off in the quantity shipped of late to New York, the rest of it being represented by the lighter shipments to Boston and Philadelphia. The decrease at the northern ports is partially compensated for, however, by the increased quantities that have been shipped to the southern ports, notably New Orleans. Exact figures for comparison as to the shipments to the last named port are not at hand, but according to the latest advices the quantity on the way to New Orleans and landing was about 61,700 boxes, or a larger stock than at any previous time.

There are two reasons assigned for the growth in importance of New Orleans as a receiving port for the Sicily fruit, one being the more liberal advances the bankers there are prepared to make, as compared with those offered here. The other is that weather conditions there are more favorable to the prompt marketing of the fruit at this season of the year, which seems reasonable in view of the conditions that have prevailed at the northern ports for some time past.

In spite of the strong statistical showing, however, the market here has been in a somewhat depressed condition for a week or more. Trade has been extremely light, but this is attributed more to the excessively cold weather than to actual indifference on the part of buyers, the general impression in the trade being that stocks in the hands of retailers everywhere are exceedingly light even for this time of the year. Consequently a confident feeling prevails, and it is believed that better prices will be established in the jobbing branch of the trade, as soon as the weather permits shipments to the interior markets. But two cargoes, according to the present programme, will be offered at auction this week and on account of the low temperature prevailing the sales will not be held until Thursday and Friday, the Picqua being offered on the first-named day and the Clive on Friday.—N. Y. Journal of Commerce, Jan. 26.

Crown Brand Flavoring Extracts

**THEY
MAKE
SATISFIED
CUSTOMERS.**

**SATISFIED
CUSTOMERS
MAKE
BUSINESS
GOOD.**

ALL we know and all we can find out about extract making is used to keep these extracts in the lead. The purest and best materials only are used in their making. The dealer who has once tried selling always keeps them in stock and can conscientiously recommend them. You cannot get such a pure, rich, strong flavor from any other extract. Cooks who have tried them once know this and will use no other. We stake our reputation on their excellence. We are so sure they will prove successful sellers, and a satisfactory purchase, we make this offer. Give us a trial order: then, if you are not perfectly satisfied in every respect with your purchase, ask for your money back, and we'll send it just as quick as Her Majesty's Mail will carry it—or by telegraph if you say so.

What more can we say?

ROBERT GREIG & CO.

—MONTREAL

To Tea Buyers

We have several lines of Teas which are decided bargains. We have too many of some kinds. Write us or see our travellers' samples. You may be requiring some of the kinds we desire to sell.

H. P. ECKARDT & CO., WHOLESALE GROCERS, **Toronto.**



Keep up with the Times..

AND HANDLE GOODS
THAT WILL SELL THEMSELVES

ROSE BRAND LARD in parchment bags is made expressly for best family trade—rendered in open kettles from finest leaf lard.

The **Geo. Matthews Co. Ltd.**

OTTAWA and PETERBOROUGH.



FIT FOR THE QUEEN

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

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

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

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THE CANADIAN GROCER

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AT THE PARTING OF THE WAYS.

RECIPROCITY with the United States is again becoming a much mooted question. It is also a most important question.

Canada's best market is the home market. The next best under normal conditions is naturally that which is nearest to us. And as the United States is right at our doors it naturally follows that, in its broadest sense, it should be, next to the home market, our best customer.

That it is not so at the moment does not alter the case. Remove the abnormal conditions, and the fact would soon be proved.

These abnormal conditions have not all been created on the other side of the line. Canada has done some contributing.

But there is this difference: The one was actuated with a desire to maintain a rival that promised to be formidable, while the other was moved by the first law of nature—the instinct of self-preservation.

The at least modification of these abnormal conditions is the end and aim of the proposed reciprocity treaty.

There was a time when Canada hungered and thirsted for a reciprocity treaty with the United States much more than she now does. But that does not detract anything from the importance of the movement.

The consummation of an equitable treaty would mean, on the one hand, the development of closer relations with the United States commercially, and on the other a lessening of our concern regarding our commercial relations with Great Britain.

The way in which our export trade to Great Britain has developed during the past few years is due, in no small degree, to compulsion rather than to choice. In a good many instances we were squeezed out of the United States markets before we began in

earnest to cultivate the British market. Naturally, with the cause of this diversion of trade removed, there would at least be an attempt to again turn trade into its former channel.

But while we want freer access to the United States market, and are willing to give them freer access to ours, Canadians do not propose to pay more than a fair market price for the privilege. It must be a straight up-and-down business transaction. We do not want any undue advantages; neither do we propose that the party of the second part shall. We want a treaty that will be fair to both contracting parties. Any other will only be unsatisfactory, and consequently short-lived. Neither do we propose to be a party to any discrimination against Great Britain.

The Motherland was a friend in need, and we propose to be a friend indeed. For some of our products Great Britain will probably always be a better customer than the United States. Therefore, even from a financial point of view, it is better that we should be honorable.

Whether or not a reciprocity treaty with the United States will be consummated remains to be seen. At present Congress seems more concerned about reciprocity treaties with South American republics, with little civilization and small purchasing power, than with Canada.

The why and the wherefore of this strange and short-sighted policy of the United States is doubtless founded upon the belief that in her Canada moves, lives and has her being.

A greater mistake no nation ever made. Canada's destiny is not in the United States. Nor is it in Great Britain. It is in herself.

We very much want freer trade with the United States. But we want still more to preserve our national honor and entity. And if we cannot get the one without maintaining the other we do not want it.

We are at the parting of the ways. If the United States is willing to be a party to a fair and honorable reciprocity treaty, Canada is willing. If not, there is no harm done. But Canada will be induced thereby to take another step in the direction of Great Britain.

The earnest student of window dressing of to-day becomes the valued expert of tomorrow.

EXIT OF DAIRY POUND BUTTER.

Dairy pound print butter is one of those commodities which promises to join those things which have already gone into oblivion.

The increase in the production of creamery pound blocks may be lending its influence in bringing this about, but the greatest factor is no doubt the large quantity of

poor quality dairy pound butter which is being placed upon the market.

Where once this particular kind of butter came direct from the farmer's dairy, a great deal of it is now made up from tub butter, which is frequently anything but first-class.

The natural outcome of this is that both the housekeeper and the retailer have lost faith in dairy pound prints.

Business is peculiar: If you do not push it on it will push you out.

CANADIAN BEANS IN ENGLAND.

THE curator of the Imperial Institute states that there has been a large demand for Canadian beans in the English market, but that owing to improper grading the dealers who purchased the Canadian product have lost money.

Our trade with Great Britain in beans has so far been almost nil. Only twice during the five years ending June 30, 1895, did we send any to that market. This was in 1892 and 1895 and the total quantity for the two years was only valued at \$1,223, while the least the United States took from us in any one of the five years was valued at over a \$250,000, and her purchases from us during the five years aggregated \$1,765,659 worth.

It is evident, however, that although our exports of beans to Great Britain are now small they could be made larger if our exporters chose to comply with the requirements of the market, for the curator of the Imperial Institute has stated there is a demand for them.

The trade in this commodity may never be so large as it is with the United States, but that should not deter us from making it as large as we can.

LIBERAL OFFERINGS OF DRIED APPLES.

Holders of dried apples are evidently beginning to weaken if the experience of the past week, as far as the Toronto market is concerned, can be taken as a criterion.

For some time, as every one knows, there has been a tendency on the part of holders to await making sales in the hope that the market would take a turn for the better, but as a stimulus has been given to the output on account of the unsatisfactory keeping properties of the green fruit, it has been thought better to accept the unusually low figures now obtaining than run the risk of conditions that may be still worse.

Reports generally are to the effect that green apples are not keeping well this winter and that farmers are turning their attention to drying them in order to prevent what might otherwise be a total loss.

THE CANNED GOODS INDUSTRY.

HERE is one of the causes of the present unsatisfactory condition of the canned goods industry in Canada that President Ferguson did not dwell upon in the address which he recently delivered at the annual meeting of the association. And yet, being an experienced canner himself, he could not have been blind to the fact. Delicacy must, therefore, have been the cause of his silence upon this particular point.

We have reference to the qualifications which some of the canners possess for the business into which they have been pleased to call themselves.

The canning industry is one in which practical adaptability and practical knowledge are as essential as in any other business sphere.

But this law has been no more set at naught in any other business than that of canning vegetables and fruits.

The bare thought that there was money in putting tomatoes, etc., into cans seems to have been sufficient to have induced men with more money than common sense to forthwith secure a building and put in a plant, particularly if the agent of some practical manufacturer happened to drop in and take the pains to increase his delusion.

Not knowing how to properly and economically put up the goods, they have been equally at sea as to ways and means of selling goods. Not being able to lead themselves, they have essayed to follow those who had the capacity to lead.

But even in this they failed; for business men with brains do not, like boys playing hare and hounds, throw out paper to reveal to those following every twist and turn they make.

Almost under any conditions whatsoever the canning industry is no easy one to manage successfully, but in Canada, where the field is small and the competition large, success only comes to men of experience, ideas and push.

Men of this class are always studying new departures and watching incessantly for opportunities to expand their trade both at home and abroad. They do not lie low to try and appropriate the ideas of their competitors. They strike out for themselves, and when they create a good article they do not hide it under a bushel, but they advertise it in a bright, interesting and judicious manner in the best and brightest medium they can command.

PEPPER LOOKS STRONGER.

Wm. Schroder, Amsterdam, in giving the statistics of the Government in Holland, says of pepper on Jan. 7: Pepper is very firm with a rather advancing tendency. The

stocks in Holland have been decreased during 1896 by 1,775 tons, the arrivals amounting to 1,316, the deliveries to 3,091 tons. But not only the stocks in Holland are gradually decreasing, but the stocks everywhere show a decrease. The production is decreasing and will yet more decrease, as the cultivation does not pay at the present values. It is with pepper the same thing as with any other article; over-production creates its own remedy and I have no doubt that we stand at the beginning of a better period for pepper. Higher prices will, of course, encourage planters in the east again, but it takes four to five years ere the new plant bears fruit and thus we can expect as long a good period as the bad one has lasted.

The student of business becomes the wise man of trade.

AN IMPORTANT STATEMENT.

A most important statement in regard to cold storage was made by the Minister of Agriculture at the annual meeting of the Central Canada Agricultural Association held in Montreal on Tuesday.

Briefly, it was to the effect that, as a result of a conference held that day with the chief shipping companies, arrangements had been completed whereby next summer a complete chain of cold storage would be ensured from the railway stations in Canada through the shipping ports to the English markets.

In outlining his plans he said that three hundred of the creameries in the country would have cold storage chambers, while the railways would provide refrigerator cars from their doors to the large centres where cold storage warehouses are built, or will be built. Then at the shipping ports arrangements have been made to provide until the products are on the steamships. In addition to this arrangements had been made whereby a weekly steamship service between Canada and the chief ports in England would be secured.

Outside cheese, no Canadian farm and dairy produce occupies its proper place on the British market. An efficient cold storage system should help us materially in securing the desideratum.

A LINE FROM MR. BOOMER.

Many readers of THE CANADIAN GROCER will be glad to hear from H. C. Boomer, formerly of Warren Bros. & Boomer. He is now traveling around the world with the Misses Boomer, and they are evidently enjoying themselves very much. In a private letter to a member of THE GROCER staff he says: "I want to congratulate you upon

the Fall number of THE CANADIAN GROCER, which, in my humble opinion, is your best yet. It does you infinite credit.

"I get the paper regularly, which keeps me well posted as to what is going on. Since I saw you I have been traveling more or less continually, having to some little extent seen Great Britain, Germany, Switzerland, Italy and France, and, when all is said and done, I must confess I have yet to find a place to suit me better than Canada and Toronto, and, which is better still, I have seen no people yet to equal the Canadians. I hope to return to England in April and Canada in May or June.

"I notice Capt. and Mrs. Morrow, New York, are registered at the Langham Hotel, Paris. This is, I presume, our old friend John.

"I suppose you are experiencing severe winter weather. Here it is like May; the oranges and lemons are ripening on the trees; the early vegetable plants are just above the ground, looking fresh and green."

Many a man's life is a failure because he neglected to watch his opportunities.

THE POSITION OF CURRANTS.

STRENGTH is still the feature of the currant market. This is indicated by further advices received this week on the Toronto market.

The price of Filiatra currants is from 9d. to 1s. per cwt. higher than it was about a month ago, while the finer grades, such as Amalias and Patras, are fully 1s. 3d. higher compared with the same period.

In the two latter grades the Patras market is almost bare, and shippers advise their agents in this country not to ask quotations on them.

The cause of the relatively higher price which rules on the Amalia and Patras grades is largely due to the large demand that is being experienced from Continental Europe.

Mail advices from Patras, Greece, to the 5th inst. give a comparative statement of the exports of currants as follows: To Great Britain and the Continent the total shipments for the season of 1896-97 to the end of December last year were 88,019 tons, as compared with 98,874 tons for the season of 1895-96; to the United States the shipments were 10,975 tons, against 7,980 tons last season. To Canada there were shipped this past season 1,198 tons, as compared with 1,164 tons a year ago. The shipments to Australia amounted to 2,261 tons this season and 1,502 tons last year. The total shipments from Greece for the season of 1896-97 at last mail advices amounted to 106,482 tons, as against 109,523 tons for the corresponding period last year.

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MR. EDWARD GURNEY.

IN the year 1843 two brothers, Edward and Charles Gurney, came from the state of New York into Upper Canada, and settled in the then town of Hamilton.

In those days the lines were pretty strictly drawn between the Yankees and Canadians, and these men had reason to complain of the limitations under which they were placed because of their nationality. But soon the name came to be a synonym of thrift and industry, and their nice sense of honor commended them to their neighbors. It was not long, therefore, before they took first rank as citizens of that burg. Although always interested in public affairs, they never became what might be called technically public men, rather shrinking from that designation. They could not be called colorless in relation to religion or politics, and they were dominant in business in the community in which they lived. Both of these men maintained a good name, acquired throughout long life, and have passed to their reward.

Mr. Edward Gurney, the subject of this sketch, was the son of the elder of these two brothers, and claims special interest to-day because of his recent election to the responsible and honorable position of president of the Toronto Board of Trade. Born in the town of Hamilton (for it was then only a town, in the year 1845), he was educated in the private schools of that town, which immediately preceded the establishment of the public school system, and speaks with some humor of the earnestness displayed by the masters of those days in their methods of discipline. He passed through the different forms of the common school, and, with a short interregnum amongst the Quakers of Prince Edward County, and another short period at the Phillips Academy, of Hamilton, may be said to have finished his education in the common school.

The conception of practical education which we hold now was not then even new, but was held by the father of this particular boy, who, during the holidays and other intervals in the process of ordinary education, compelled his son to take the practical education of an apprentice in the different departments of the foundry business.

On leaving the school Edward Gurney passed into the hands of another schoolmaster, namely, the manager of the business, who advanced him grade by grade until he in turn was fitted for the management of a business of this class.

Mr. Gurney always speaks in high terms of this man, who taught him to read, or, in other words, gave him a taste for the best literature, at a time when without such guidance he might have made a less valuable selection for himself.

In 1869 the firm of E. & C. Gurney purchased the business of the late John McGee, of Toronto, which business was placed in

cerns of the United States. In 1891 the firm was turned into a joint stock company, under the style of the Gurney Foundry Co., with Edward Gurney as president.

In 1887 Mr. Gurney established a branch of the business in Boston, Mass., where he spends a small portion of his time, that concern being so organized as not to require a very great share of his attention; the same remark might be applied to the Gurney-Massey Co., of Montreal, which was also established under his general direction.

The remarks made concerning the attitude of the father and uncle of the subject of this sketch may be said to apply quite justly also to him. While not willing to avoid any responsibility that belongs to him as a citizen, he has successfully resisted hitherto every attempt to bring him into public life of the city or the Dominion, and although he may be said to be amongst our well-known citizens, he cannot, up to this time, be held to be a public man. THE CANADIAN GROCER hopes, however, that this will not always be so. The country is in need of practical business men who will devote their time to public affairs.

As a business man Mr. Gurney ranks high. As already intimated, he began at the foot of the ladder, and the knowledge which he gained while climbing to the top has been invaluable to him: "To-day he can stroll through the molding shop and, at a glance, tell whether this or that workman is doing his work properly or not, and in the business office he is fully cognizant of all the details. Like an able-bodied seaman, he knows every rope.

The head of such a firm as that of the Gurney Foundry Co. should necessarily be a far-seeing man. Mr. Gurney is well equipped in this respect, and, if anything, to a more than usual degree. He is a stickler for system, and, for new ideas for the promotion of his business he is ever on the outlook, while his judgment is sound and frequently sought after. Besides his business qualifications, he is a persistent reader and a deep thinker. And his reading and thinking have made him one of the most broad-minded of men. Toward his employes his disposition is the most kindly, and he has men in his employ to-day who came with him from Hamilton in 1869.



Mr. Edward Gurney, President Toronto Board of Trade.

charge of the subject of this sketch, who has resided in the "Queen City" since that date. At the end of the first five years of business here, the advance had been so marked as to require the erection of larger premises. The present site was selected on King street west, and buildings erected, which indicated by their size a good deal of faith in the future of Canada and in the executive capacity of the man in charge, as measured by the judgment of the proprietors. From time to time these premises have been largely increased, until to-day they are easily the largest of their class in the Dominion, and take rank with the large con-

Another thing that is peculiar with Mr. Gurney is his temperament. "During all the years I have been associated with him," said a friend of his to THE CANADIAN GROCER, "I have never once known him to lose his temper."

The Toronto Board of Trade is to be congratulated upon its new president, and it is to be hoped that now Mr. Gurney has stepped into a semi-public position he will ultimately be persuaded to take that other step which will make him a full-fledged public man.

HALIFAX TRADE GOSSIP.

GOOD sleighing is the rule just now and consequently there is a slight improvement in trade, which it is hoped will continue and increase. Trade in the Annapolis Valley and the Island of Cape Breton is none too good and particularly with the former the outlook is none too hopeful. This result is brought about by the small returns on apple shipments.

Green fruits are in fair supply, but the demand is limited. Nova Scotia cranberries are worth \$6 to \$6.50. Canadian onions are worth 1½c., and American, 2c. California navel oranges are selling at about \$4.50 per box of 150; Valencias, regular size box, sell at \$3.25, and special large at \$4.50. These prices are shaded 10 and 15 per cent. on five-case lots. Coconuts are worth \$4 per 100. Lemons sold this week at \$2.50 to \$3.50 in single-case lots. Malaga grapes bring \$8 per barrel. There is nothing doing in bananas. The quotation is \$2.25 per bunch. Apples are plentiful and cheap. First class fruit can be had at \$1.25 per barrel, and a fair article can be had at 75c. to \$1.00.

Stocks of dried fruit are small, though sufficient for the demand. Valencia layer raisins in 100-box lots are quoted at 6½c., and in 50-box lots at 6⅝c.; smaller lots are quoted at 7c. Fine off-stalk are quoted at 5½c. in 100-box lots, and 5⅝c. in lots of 50 boxes; in small lots the quotation is 6c. Prunes are worth 5½c.; dates, 6 to 6½c., and currants 4¾ to 5c. Evaporated apples are quoted at 4¾c. Table figs in 10-lb. boxes sell at about 11c.

Flour dealers continue to tell their customers that prices are sure to go higher, but the gods seem to be against them just now, as the advance does not seem to materialize. A local dealer puts out a sign announcing that he is retailing choice brands at \$4.75, and this puzzles both the dealers and millers' agents. Halifax prices to-day are about as follows: Hungarian patents are worth \$5.85 to \$6; Manitoba strong bakers', \$5.60 to \$5.70; Canadian pastry, \$5.10 to \$5.20; 75 per cent. roller patents, \$4.80 to \$4.90;

80 ditto, \$4.70 to \$4.85; 90 ditto, \$4.60 to \$4.70; straights, \$4.50 to \$4.60; extra, \$4.20 to \$4.30.

Fish dealers are anticipating a brisk demand for the coming Lenten season. There is a fair export trade. The schooner Minnie Maud is the only vessel loading to-day. She is bound for Porto Rico. Grocery cod is still wanting. Prices are: Dry cod, shore prime, \$2.50 to \$3.50; small bank, \$2.50 to \$2.75; large do., \$3 to \$3.25; haddock, Cape Breton, \$1.75 to \$2; hake, \$1.50 to \$1.75; pollock, \$1.50; Bay of Islands herring, No. 1, \$1.50; Labrador do., \$6; alewives, \$3.25; mackerel, No. 3, \$6; No. 2, \$9; No. 1, \$11; salmon, No. 1, \$17.50; No. 2, \$15.50; No. 3, \$13.

The refinery reports prices steady, but the amount of business is really insignificant. Quotations are: Yellows, 3½ to 3⅝c. for bright and 3⅜c. for fair.

Quotations on molasses have been shaded considerably of late and bargains can be secured without any trouble to-day. Quotations nominally are: St. Croix, 27c., Porto Rico, 30 to 32c.; Trinidad, 27c.; Barbadoes, 31c.; Demerara, 39c.; St. Kitts, 25c.

P.E.I. produce is showing signs of improvement on account of the fact that shipments have ceased. All the vessels have about cleared out their cargoes. Potatoes have advanced somewhat and dealers are asking about 35c. ex store. Oats are still obtainable at 28 to 30c., and as there are over 20,000 bushels in store on Island account no advance is looked for in the near future.

What little business there is doing in butter is in Canadian rolls, which are jobbing at 15 to 16c. Fresh creamery in prints is selling at 21c., and tub creamery at 20c., which are about last week's quotations.

Selected stock, P.E. Island eggs, are scarce at 18c. Good Nova Scotia case eggs are quoted at 19c.

The domestic cheese market remains unchanged in tone and price. The cash quotation is about 11c.

There was a small sized boom in Canadian beef at the close of last week. The price was 5 to 6c. per lb.

There is a good demand for Canadian poultry, and barrel lots of turkeys sell at 11c. (undrawn). Geese are worth 9c., and are very fat and tender. Canadian poultry is growing very popular on this market.

Dressed hogs are worth 5c. this week.

Some of our retail dealers are waging a war in canned vegetables. One firm advertise as follows: "1 can tomatoes, 1 can corn, 1 can beans, 1 can peas, 25c." An-

other firm went one better and announced: "1 can of corn, 5c." The goods are in good order, and, it is needless to say, are selling fast.

THE CARP.

The extermination of the carp has been seriously recommended by several newspapers and by some of the fish commissions of states who have read the essays of the aforesaid newspapers or heard of them at their angling association rooms. The carp is a good, wholesome food fish; it grows large and is readily sold in the markets; consequently, it has considerable value to the fishermen.

The statement recently published in a Missouri paper that "it feeds upon the spawn of every other variety of fish, and very rapidly depopulates streams and lakes of everything but its own kind," would be important if true, but it is not true. It is time to stop such silly twaddle and give the subject the full and fair consideration which it deserves.

The carp is worth at least \$80,000 a year to the fishermen. It is eaten with enjoyment by thousands of people. Having no teeth in its jaws, its powers of destruction are far below the known rapacity of such species as the black bass, the pike perch, the trout and a host of other game fish. Give the carp and the fisherman a chance. When the truth becomes known it will be discovered that both possess many good points. —Fishing Gazette.

UNSATISFACTORY SALT TRADE.

The English salt trade in 1896 has been by no means satisfactory; the returns just issued show decreased shipments amounting to 57,984 tons. The total exports and coast-wise shipments amounted to 1,022,617 tons. The greatest falling off is evident in the Mersey shipments, which are 81,619 tons less than in 1895. The Liverpool trade was 93,441 tons behind that of the previous year, but the Runcorn exports were 11,822 in excess. In exports the United States shows the greatest falling off, they having taken 119,096 tons only, as against 157,037. This is a reduction of 37,941, which is closely followed by a decrease of 34,929 to Asia.

BEHIND THE COUNTER.

The whole world seems against you?

Brace up, man, and hustle!

Joys come but to the few?

Thev're for all who'll work!

But they won't come if you mope,

And fritter away your chances;

While life you've got to cope,

And seize all its advances.

They only lose who shirk!

So jump into the tussle.

Brace up, man, and hustle!

GROC

It is se exhibit but wh effects w writer ha: shoppers c window h window-d trimming groceries inspector

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GROCCERS' SHOW WINDOWS.

It is seldom that the department stores exhibit groceries in their show windows, but when they do they certainly produce effects worth seeing. The only time the writer has ever seen a crowd of ordinary shoppers of the fair sex staring into a grocery window has been when some professional window-dresser has exhibited his skill at trimming a department store window with groceries and the results are free to public inspection.

A characteristic grocery window display at this season is to be seen in a certain city store. A paper covered board has been placed within an inch or less of the glass pane, for about two feet up from the bottom of the window, and between the board and the glass enough loose muscatel raisins have been dropped to give the appearance of a solid mass of fruit. From the upper edge of the board, a piece of planking also covered with paper extends back about a foot, and the raisins are strewed upon it to complete the illusion began by the arrangement below. About ten pounds of fruit are used in all. Above and behind the raisin display are a number of boxes of dried fruit, piled up with the open tops facing the spectator, the whole forming a solid pyramidal mass running nearly to the top of the window and shutting out a good deal of light from the store. The boxes contain magnificent cluster raisins, fancy prunes and evaporated apricots and peaches. A very fine sample of citron is laid on the loose raisins, exactly in the centre of the window.

Almost opposite to the store just mentioned is a tea store where gift schemes are used. The window here makes a brave display with tea and coffee in shallow pans, but the specimens of chromos exhibited outnumber all other articles in the window. These chromos are oblong, panel-shaped pictures in white frames, and really have some pretensions to beauty. The place of honor in the window is occupied by a large leather case containing a gold-plated set of spoons, forks and knives, which, with the chromos, are used, of course, as premiums to draw trade.

Totally different from either of these displays is that which a certain department store in Greater New York made for a few days around Thanksgiving. Here no attempt was made to crowd the window, which was spacious enough. Only seasonable goods were used—raisins, prunes and nuts, and preserved fruits in glass, also oranges. But only a few of each, and those were scattered about so that there looked to be less than there really was.

Near the centre of the window a couple of light stands, with two shelves, one at the

top and the other midway to the floor, were fastened, about three feet separating them. The shelves on each side of these stands, circular in shape, were edged with oranges—about half a dozen of the fruit being used on each shelf, each specimen being three or four inches apart. A few prunes and dates were scattered in the circles formed by the oranges.

At each end of the window hung a set of glass oval shelves, tapering upwards from large to small, on which were placed magnificent specimens of raisins, etc., also bottles of brandy, fruits, etc. On the floor of the window several small drums of figs and boxes of dates, citron, orange peel and raisins were laid, with the tops off, and here and there a basket of nuts attracted the eye, lying on its side with the nuts partly spilled from it. It is difficult to give every detail of this window, but it produced an effect that was surprising, in view of the few things made use of for the purpose. — Merchants' Review.

TWO WAYS OF GETTING CUSTOMERS.

There are two ways for a grocer to get customers to his store. One way is right, honest and businesslike; the other is wrong, dishonest, unbusinesslike and contemptible. The first way is to please the customer, keep good reliable goods, make a fair profit, treat children as nicely as grown people, and be clean, orderly, quick, attentive and courteous. The second way, which ought to be detested by all grocers is, in luring customers to the store by fake advertising, selling below cost, giving away presents, damaging the name and honor of a competitor and tipping the cooks and servants. I hear that so-called good grocers are doing the latter to a large extent, giving the servants regular monthly allowances or sending them bottled wine or liquors. Members of the Grocers' Union should not do it. Any one who is practising this method should not be a member. It is entirely wrong. If this is kept on in such a way that all business men have to do it in order to save themselves and their business from going under, where would it lead to in the end? It would be a large extra addition to the expense account. Servants, who leave one place, would go to another, and the first thing they would do, ask the unsuspecting grocer for the allowance which they were accustomed to receive in the former place. One servant would tell the other, by and by the same demand will be made by all servants upon all grocers. This evil is just commencing to grow; it should be stopped at once by all right-minded grocers.—"H. G.," in Retail Grocers' Advocate.

GROCCERS STILL GETTING RICH.

TIME has brought wonderful changes in every line of business and there is no end to the changes constantly going on. As a rule the changes, however, are no financial improvement. The prevailing tendency is continual depression. Competition seems to have the same influence upon the retail business as it does upon wages, and that tendency is a continual reduction of the annual earnings, in most cases, except with a certain class of concerns, that continue to grow larger with the population. The average retail grocer of to-day, at least in the large cities, cannot make as much money as he could twenty years ago, although there may be many who make more. The reason for this is not difficult to find. Almost every article sold in a store has become cheaper. There was a time when starch was sold at 10c., sugar at 15c. or more, soda at 4 or 5c., etc., and when the price of groceries was almost twice as high as it is to-day. The percentage of profit at that time was about as high as it is to-day, but the expenses were much less in proportion to receipts. If the goods are twice as high a clerk naturally takes in twice as much money as he would when they are twice as cheap. The higher price paid for the goods naturally increases the amount of money taken in the same proportion. There are less clerks needed to take in \$100 per day when prices are high than when they are low. Rents are just as high now as 20 years ago. The expenses are higher than formerly, consequently the annual profits are usually lower. There are a number of other causes that have reduced profits, such as the growth of department stores, the cheap stores of people who buy directly, and the tendency is to continue in the same direction. There are some redeeming features, however, such as shorter hours, etc., and after all there is still a number of grocers who manage to get rich.—Retail Grocers' Advocate.

GAS FROM MOLASSES.

Owing to the low price of molasses it is proposed in Germany to use it for the manufacture of gas. It has long since been demonstrated that 100 pounds of calcined molasses are equivalent to 30 pounds of oil, and it is possible from 220 pounds of the residuum to obtain nearly 2,000 cubic feet of gas which may be used for heating purposes. If we admit that 35.3 cubic feet is equivalent to 6,000 calories (or one-half the number in the same volume of gas from coal), it would be possible to calculate exactly at what price the gas could be made from the residuum. There would remain potassa, etc., which have also a commercial value.—Picayune.

PEEP INTO A SPICE MILL.

I HAD a brief run through a coffee and spice mill a few days ago. The mill was that of the Toronto Coffee and Spice Co., Ltd., Bay and Esplanade streets.



H. H. Suydam, Pres. and Treas.

Tongue and pen would fail me to tell all I saw. The building on the one side faces the east, and, on the other, the south. It was in the middle of the afternoon when I strolled into the place, and the sun was streaming in through the windows of the private office, which faces both the east and the south. First impressions are often lasting. And the first good impression which the bright and cheery private office gave me did not depart, even when I was groping my way in the darker parts of the mill.

Mr. J. A. Watson and Mr. J. D. Roberts kindly undertook to guide me through the mill and explain to me the mysteries appertaining to an industry of that kind.

On the ground floor, in the rear of the private and business offices, is the laboratory, where the firm's chemist, among his gigantic bottles of varied colors, was busy producing the flavoring extracts, such as lemon, vanilla, etc., which are now so necessary to every grocer's stock and every housewife's kitchen.

Just outside the chemist's laboratory was a machine which looked like a gigantic funnel, and seated at it was a young woman (and not a bad-looking one, by the way) dexterously filling paper tubes of about eight inches long, with a coffee-like looking substance. This, it was explained, was coffee extract, while the machine was the only one of the kind in Canada. On the same floor, further on, were a number of girls putting up and labelling cans and glass jars of baking powder.

In the rear of the ground floor is located the shipping room, where a number of boxes were standing ready to be lowered through the door into the wagons standing below in the lane outside, the floor being about eight or ten feet above the ground.

On the second floor are situated the pepper, cinnamon, coffee and other mills; also the coffee and chicory roasters. Most of the machinery on this flat is of the latest and most improved design.

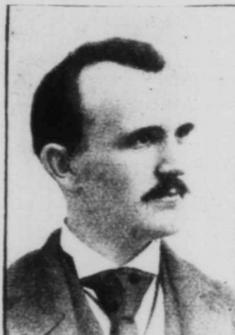
What interested me a great deal was the roasters. They stood side by side in the

middle of the floor, encased in walls of brick strengthened by bands of iron. The roasters were long boiler-shaped machines which revolved rapidly, while a brisk coke fire burned beneath.

"We use coke," explained Mr. Watson, "because it gives a steadier heat and emits no gas."

The capacity of the coffee roaster is 4,000 pounds per day, and a new batch of coffee is run into it every 30 or 35 minutes. The capacity of the chicory roaster is 1,200 pounds per day, and it takes an hour for this machine to put a batch into condition for grinding. In front of each roaster is a large tray about six feet by four, with a woven wire bottom. When the coffee or chicory is roasted sufficiently it is run into its respective tray, while a huge power fan is set simultaneously revolving to draw the smoke through the bottom of the trays and drive it through a flue into the chimney. Besides drawing off the smoke, this fan also, in a few minutes, cools the contents of the trays.

"In the old days, before this fan was brought into requisition," said Mr. Watson, "this room would become so dense with smoke when the coffee or chicory was emptied into the trays, that you could not see your hand before your face."



J. D. Roberts, Vice-President.

Alongside the roasters is the chicory grinding machine, with its long trough-like sieve of five different meshes for producing as many different merchantable grades of chicory.

In another part of the same floor was an intricate and most interesting coffee mill. It is known as Burns' granulator, and is for grinding fine grades of coffee only. As the coffee comes through the rollers it is carried along a narrow sieve of about three feet in length. All that reaches the end of the sieve without falling through is conveyed into a pocket and then back through a worm into the mill again. And so the operation goes on until all becomes fine enough to pass through the vibrating sieve. A feature of this machine is a little rotatory fan, which blows out from the coffee that white fluffy substance which is found in the heart of every bean.

"You may as well drink tobacco water as that fluffy stuff," explained Mr. Watson, as he gathered up a handful of it from the receiver. "It is as bitter as gall. There

is about a pound and a half of this fluffy stuff to a hundred pounds of beans."

The capacity of this mill at moderate running rate is 1,500 pounds per day, and the coffee which comes from it is supplied to the leading hotels in Toronto, and also in the east as far as Halifax.

"Is this sand or pepper?" I jocularly remarked, as I pointed to a barrel of white pepper standing in the pepper mill room.

"It is pepper, pure and unadulterated," rejoined Mr. Watson. "And, what is more, I'll give you a dollar for every pound of compound you can find in this factory. We make no compound goods unless especially ordered."

The third floor is used as a storage department for the firm's raw material, while in the basement is stored most of the stock which the firm carries, and there is also stationed there the 30 horse-power engine, which drives the various machines in the mill.

The Toronto Coffee and Spice Co. turns out large quantities of flavoring extracts, but its specialty is coffee, pure spices and baking powder. Its business extends from Halifax to Victoria, and five travelers are employed covering the ground in addition to the traveler who looks after the firm's interests in the city.

The company's trade mark is the word "Orient."

There was Orient here and Orient there,
And Orient did meet my gaze everywhere

as I looked upon coffee tins, baking powder packages, bottles of flavoring extracts, etc.

The Toronto Coffee and Spice Co., Ltd., was organized three years ago, and is now further strengthened by Mr. J. D. Roberts, formerly of the Pure Gold Manufacturing Co., becoming a member of the company, taking the office of vice-president.

Since its inception in 1893 the firm's business has grown rapidly, the output, reckoned in dollars, being over 300 per cent. larger in 1896 than in 1893.

The president of the company is Mr. H.



J. A. Watson, Sec. and Mgr.

H. Suydam. He is a sharp, shrewd, affable business man, with an eye which gallops up and down a man and looks through him in a moment. He is a native of the United States, and came to Toronto about two years ago from Toledo to accept his present position of president and business manager. Since he entered

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the company, its output has more than doubled.

Mr. J. D. Roberts, the vice-president, has been actively engaged in the spice business for over ten years. His experience in mercantile life began 22 years ago, when he became a grocer's clerk in St. Thomas. In 1880 he went to the Sandwich Islands, where he was engaged in the coffee business. Ten years ago he returned to Canada and entered the employ of the Pure Gold Manufacturing Co., of Toronto, accepting the position of representative in Manitoba and British Columbia. Three years ago he became manager and junior partner of the company. As stated last week, he retired from the firm on the 1st inst. and connected himself with the Toronto Coffee and Spice Co. Mr. Roberts is one of the best salesmen in the country, and in his new position will superintend the selling of the company's goods and also have charge of the traveling staff.

Mr. James A. Watson, the secretary of the company, may be said to have been to the coffee and spice business born, his father being the late Mr. James Watson. Indeed, his father was once heard to declare that he found him in a coffee sack. He joined his father in the coffee and spice business eleven years ago, going right into the mill, and there beginning with the mechanical part of its mysteries. Four years later found him upon the road as traveler, and in that capacity he spent five years. He is known in the trade as an expert coffee man, and his peculiar duties in the firm are the buying of goods and the management of the mill, while in addition to these he keeps an eye on the wholesale trade.

This ought to be a business-winning triumvirate.

PRACTICAL POINTERS FOR THOSE WHO SHOOT.

A pocket edition of "Practical Pointers for Those Who Shoot" has just been issued.

It is a book for those wishing to know what rifles, pistols or pocket rifles to choose for various purposes. Positions adopted by experts in rifle and pistol shooting are shown by handsome engravings. Directions for building a rifle range. All the recognized targets used in rifle or pistol shooting are described, and shooting rules governing competitions are given in full.

Any readers who wish one can have a copy sent by sending a postal card requesting it to The J. Stevens Arms Co., Chicopee Falls, Mass. It is a useful little book for shooting men to have by them.

BOARDS OF TRADE.

TORONTO BOARD.

THE annual election of the Toronto Board of Trade was held on Tuesday, but the interest was not as great as usual, which is accounted for by the fact that the four leading officers president, first and second vice-presidents and treasurer—had been elected by acclamation a week ago. The officers for 1897 are as follows:

President, Edward Gurney; first vice-president, Elias Rogers; second vice president, A. E. Kemp; treasurer, W. D. Alexander.

Council—E. B. Osler, D. R. Wilkie, William Christie, W. D. Matthews, H. N. Baird, W. G. Gooderham, J. G. Spink, S. Caldecott, M. C. Ellis, J. Herbert Mason, J. H. G. Hagarty, John Carrick, Ed. W. Cox, George Keith, John Flett.

Industrial Exhibition—John L. Coffee, W. B. Hamilton, Geo. A. Chapman.

Harbor Commission—W. A. Geddes and Wm. Galbraith.

Board of Arbitration—Thos. Flynn, J. D. Laidlaw, J. H. Sproule, C. W. Band, R. S. Baird, Noel Marshall, W. Ross (Port Perry), W. Cooke, D. O. Ellis, J. E. Pearen (Brampton), C. Goode, J. J. Higman.

Mr. Osler, the retiring president, spoke in part as follows:

The year 1896 will be memorable in Canada through the advent to power of the Reform party after more than 18 years in opposition. The dread of serious change in the fiscal policy of the country by the new Government has to some extent checked enterprise, but I am sure that the general belief is that there will be no damage done to our industries, and that changes in the tariff will be made only after most careful consideration, and with due regard for established industries. I believe that all parties recognize fully the great importance to this country of having a large and prosperous manufacturing community within itself.

Much is expected of the present Government. If they can advance the prosperity of the country, increase immigration, help to develop our industries and our national wealth, they will receive full credit and support from all true Canadians.

I believe that, first and above all other immediate necessities for our development, is the building of the Crow's Nest Pass Railway to let our merchants and manufacturers into our own mining district, East and West Kootenay, etc. British Columbia is to be in the immediate future one of the great mining regions of the world, and the Rainy River District in Ontario bids fair to even rival British Columbia. Miners are always good customers to merchants and manufacturers. As a rule they buy high-class goods at full prices and pay cash. At present the bulk of the miners' trade in British Columbia is with Americans. It belongs to Canada, and we must have it.

Money for Words.

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

10,000 WANTED.

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

New Patent Counter Check Books and Trade Due Bills

That are equal to money and save time and annoyance. . . .

James K. Cranston, - Galt, Ont.

The opening up of the mines in British Columbia and the Rainy River District will give Manitoba and Ontario farmers a market, give our merchants and manufacturers a market, and generally do much to promote the interests of Canada. I believe that the trade with the mines is going to develop to an enormous extent, and to our merchants and manufacturers, if they are enterprising and energetic, a splendid field is opening up, and a period of expansion and success is before them.

I wish I could speak with more certainty of Toronto's future. We have here everything that is necessary to make a prosperous city; but, for some reason or other, we have stood still for many years past. No real enterprise has been taken up by our citizens since the days of the late George Laidlaw, when our merchants and citizens banded together and built railroads reaching out in all directions, rapidly adding to our wealth and population.

Since then we have been ready to go into all sorts of schemes, voting large sums of money to carry out "fads"—among them the Don improvement, the Court House, enormous local improvement expansion, and anything that would cause money to be spent, if it could be borrowed on the credit of the city, without giving one thought as to what would be the result. The result has been to add enormously to our debt and taxation, without adding in the slightest degree to our prosperity.

Mr. Edward Gurney, the new president, spoke in part as follows:

I have nothing but words of commendation to utter regarding the relations that have existed between the board and the authorities of the city. We have always been met in the kindest way, and have had afforded to us every facility required to secure a knowledge of questions affecting the interests of the business community. I shall ask your co-operation in endeavoring to exert an influence in the direction of conserving the interests of the business com-

munity against the too manifest purpose of increasing the obligations of the city, and thereby increasing the annual tax on business, whereby this best of all Canadian trade centres is being gradually emasculated.

The board should be keenly alive to everything that concerns the business public in the mining territory, so rapidly filling up with people, in this province and in British Columbia. Subsidies are being freely suggested, and the issue will soon be clearly declared as between the bonusing of a company to build certain roads, or the building and control of the roads by the Government. Our past history warrants the greatest solicitude as to the decision to be reached. You may exercise a potent influence if you will. I shall endeavor to secure all facts that are attainable, and shall do what I may to influence the Council to send all these facts with their conclusions on to you. The Crow's Nest Pass is said to be valuable to Canada in a degree hard to exaggerate, and we are enjoined by our British Columbia friends to hold that pass against all comers, as the condition precedent of all others to the future success of that country. These representations have been made recently to the Government by a deputation sent here for the purpose. We should be seized of the facts at as early a date as possible, and should exert an influence to conserve whatever interests this country may have in that district, which might otherwise be endangered.

Perhaps no city in the world has been as frank as Toronto in an exposition to the world of what are sometimes called its "outs." We have overbuilt. We have too many houses, too many stores, but the excess of dwellings is not much above the normal; while as regards store property, the excess of vacancies is so thoroughly understood to be attributable to the changes of trade growing out of the establishment of great departmental stores, that it should not be accepted as an indication of a lessened business. This cause has also had its part in affecting the jobbing in certain lines of trade; this has affected individuals sadly, but the change shall come. Manufacturers' agents from Europe and the United States have come amongst us, and Toronto, like other western cities of America, must adjust itself to the changed conditions. The business may be done by different men and in a different way, but the business will be done. The houses may belong to different owners, but we have the houses and they will be occupied. Toronto is not a finished city; it has a great future, and upon us rests the responsibility of a rapid or deferred recovery.

While I do not approve of a permanent bankrupt law, thereby justifying in the

minds of traders of the baser sort the idea that somehow some unknown sum less than 100 cents is right, and that such a law is an indication of the expected in commercial affairs, I know that I stand pretty nearly alone in this view, the general feeling being that the equitable distribution of the proceeds of an estate is the main thing to be attained. I do, however, so far agree in the immediate necessity of such an enactment as to advocate it, and shall urge the Council to take the matter up with the Government at as early a day as possible, for the relief of many worthy debtors who have been, or may be, driven from the country by the renewal of judgments against them year after year, even when it is conceded that they have been just in their treatment of their creditors.

CHARLOTTETOWN BOARD.

The Charlottetown Board of Trade have elected the following officers for this year: President and councillor to Maritime Board H. Haszard; vice-president, W. H. Aitken; sec.-treas., E. T. Higgs.

MONTREAL BOARD.

The results of the elections for the Montreal Board of Trade were given out Wednesday. The new officers and council are as follows:

President—Jno. McKergow.

1st Vice-president—Jas. Crathern.

2nd Vice-president—C. F. Smith.

Treasurer—Hy. Miles.

Council—H. Stikeman, J. W. Pyke, Robt. McKay, W. B. Mathewson, D. Watson, C. Chaput, G. G. Thomson, F. W. Evans, Chas. McLean, A. J. Brice, E. L. Bond, and A. W. Stevenson.

Board of Arbitration—E. B. Greenshields, R. Bickerdike, R. Archer, W. W. Ogilvie, E. Judge and D. Robertson.

HALIFAX BOARD.

These are the newly-elected officers of the Halifax Board of Trade:

President—George J. Troop.

Vice-President—George Mitchell and W. A. Black.

Treasurer—H. G. Bauld.

Council—Geo. S. Campbell, E. G. Kenny, A. M. Payne, Geo. E. Faukner, J. E. DeWolf, M. Dwyer, A. E. Jones, James Morrow, Geo. E. Boak, R. Pickford, A. Stephen, J. W. Allison, Thomas Fyshe, H. L. Chipman, Hon. L. G. Power.

Auditors—Geo. E. Faulkner and E. G. Kenny.

Board of Arbitrators—T. Fyshe, J. C. Mackintosh, A. M. Payne, H. G. Bauld, A. E. Jones, J. E. DeWolf, Hon. L. G. Power, J. A. Chipman, Geo. E. Boak, Geoffrey Morrow, W. A. Black, I. H. Mathers.

BURMAH RICE CROP.

The official summary of the reports on the rice crop of Lower Burmah says: "The total area of rice under cultivation in the fourteen chief rice-producing districts in Lower Burmah is now estimated at 5,240,416 acres, or 172,269 acres more than the area actually under cultivation last year. Crop prospects are on the whole excellent. It is estimated that there will be available for export 1,800,000 tons of cargo rice, equivalent to 3,058,000 cwt. of cleaned rice."

NUT MEATS.

NUT meats are used mostly for confectioners' purposes, but they are sold also for domestic use, for home cake and candy making, and for table use as dessert. The meats chiefly sold are those of the English walnuts, pecans, hickory nuts, black walnuts, Brazil nuts and almonds.

Years ago, when the consumption of nut meats was comparatively small, the nuts were cracked by hand, now they are shelled by patented machines of ingenious construction, varying in their method of operation according to the kinds of nuts for which they are designed. Such nuts, for example, as pecans and English walnuts, the meats of which are formed in substantially uniform halves, are fed into hoppers from which they fall singly between knives so arranged that they cut only the shell, without cutting or marring the meat. From the cutters the nut drops upon a sifter, constantly shaken, where the shells are shaken clear of the meats and thrown off. The nut meats are left entire, and they are seldom broken. The meats are then separated into halves to remove the fine partition that divides the nut.

Brazil nuts are put into machines that cut the ends from the nut; the structure of the Brazil nutshell is such that all or the greater part of the shell is usually detached by the operation of cutting the ends. Whatever may remain is cut off with knives by hand. Hickory nuts are cracked in machines. It is impossible to get whole meats; there are likely to be some halves, but hickory meats are usually in fragments.

The various nut meats, when they have been taken from the shells, are put through a drying process in blowers to remove superfluous moisture; the meats keep better when properly dried. Nut meats packed for domestic use are put up in half-pound and pound paper boxes. The usual commercial packages of nut meats are twenty-five and fifty pound boxes and barrels containing about 150 pounds.

Nut meats are also imported. Of the imported English walnuts, about 60 per cent. come in the form of meats; the filberts imported are shelled almost altogether. From this country pecan nut meats are exported.—N. Y. Sun.

BACK FROM ENGLAND.

Mr. C. E. Colson, Montreal, the Canadian representative of Crosse & Blackwell, has just returned from a two months' trip to England. He reports the past year as having been a prosperous one with the trade over there, one of the best they have had for some time.



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MARKETS AND MARKET NOTES

ONTARIO MARKETS. GROCERIES.

THE wholesale trade during the past week has not exhibited much life. As far as the influence of the proposed tariff revision is concerned, it has a double effect. For instance, while it tends to induce to buy sugar sparingly the suggestion that a duty may be put upon tea is causing a stimulus to the demand for that commodity. Canned goods are still in light demand, although firmness is still the feature of tomatoes and peas. While the demand for teas is perhaps not as brisk as it was, still a larger trade is being done than is usual at this time of the year. Coffees are meeting with a fair enquiry. Sugar is decidedly dull, with prices locally as before. There is very little doing in either syrups or molasses. Currants continue strong, but as far as business is concerned there is scarcely anything doing in any kind of foreign dried fruit. The foreign green fruit trade is also quiet.

CANNED GOODS.

The firmness of tomatoes and peas is still the feature of the canned goods market. The poor quality of corn on the market is the cause of some lack of confidence in the market for this commodity. The position of salmon is unchanged. It is the opinion that the low-priced salmon, at least some of which is showing excellent value, will injuriously affect the sale of the better grades. The demand for all kinds of canned goods

is light. We quote standard brands as follows: Tomatoes, 70 to 75c.; corn, 50 to 75c.; peas, 60 to 75c. for ordinary; sifted select, 80 to 95c.; extra sifted, \$1.15 to \$1.30; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.70 to \$1.90; cherries, \$2 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.65 to \$2.25; salmon, "Horseshoe," \$1.37½ to \$1.40; "Maple Leaf," \$1.37½ to \$1.40; Lowe Inlet, \$1.30 to \$1.35, in tall tins; cohoes, \$1.10 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.20 to \$2.40 for tall tins; flats, \$2.85 to \$2.90; Canadian canned beef, 1's, \$1.20 to \$1.35; 2's, \$2.30 to \$2.50; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

COFFEES.

Wholesalers are experiencing a fairly brisk demand for Brazilian coffees, which are, according to latest advices, rather easier in the primary market. The finer grades of Rio coffee are still scarce. Maracaibo coffees are a little firmer. We quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

The refineries are selling a few syrups, but business in this line is, on the whole,

dull. Offerings are fairly liberal. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

There have been some transactions during the last few days in New Orleans molasses, but at prices said to be about 2c. per gallon more than those at which a similar grade was quoted six weeks ago. Latest advices to hand state that the market in New Orleans exhibits an improvement. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The sugar market, either at home or abroad, fails to attract any attention. Locally the demand is merely of a hand-to-mouth character. According to advices from the primary markets there is little prospect of any change in the situation until the sawing of the next beet crop becomes a factor in the market. Cane is a little lower in London, but prices in Canada are much as before. Stocks in New York at the close of last week were 126,507 tons, compared with 54,748 tons a year ago. Wholesalers' quotations for granulated are unchanged at 4 to 4.10c., and yellows range from 3.30 to 3.75c. per lb.

SPICES.

There is a firmer feeling in pepper, and the Old Country houses advise that prices

BUTTER Best White Spruce TUBS

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

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WALTER WOODS & CO.
HAMILTON

Brooms, Brushes, Paper,
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Grocers' Sundries

For

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We will mail you a valuable little book on

**BUYING
SELLING AND
HANDLING OF TEA**

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

The MacLean Publishing Co.

26 Front St. West, Toronto.

INCREASE . . .

117 PER CENT.

OVER LAST YEAR.

"SALADA"

CEYLON TEA

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

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

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



Best for Wash Day If your customers say

SURPRISE SOAP

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

Best for Every Day.

It pays to do it!

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

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

BRANCHES—

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

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

NUTS.

The market is quiet and featureless. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.; hickory nuts, \$1.50 to \$2 per bushel; Canadian walnuts, \$1 per bushel.

RICE, TAPIOCA, ETC.

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

TEAS.

There are still a good many teas selling, although the demand is scarcely as brisk as it was a week or two ago. The buying of Indian and Ceylon teas from the London

market has fallen off a little, owing to merchants being somewhat in doubt as to whether the teas would arrive before the new tariff is brought down, when it is thought a duty might be placed upon this article. In some cases buyers are asking that the seller guarantee the arrival of the tea before that event takes place. A little more interest has been shown in Japan teas, owing to the fact that two or three shippers from Japan have been on the spot looking up business for the coming season. They have not, however, been able to take many opening orders, owing to the uncertainty in regard to the tariff. There has been a little doing in China teas, both blacks and greens. Ruling prices on the Toronto market to retailers are: Young Hyson, 21 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

The currant market continues firm. Locally business is light. We quote: Provincials, 4¼ to 4¾c. in bbls.; fine Filiatras, in bbls., 4¼ to 4½c.; do., half-bbls., 4¼ to 4½c.; Patras, 5 to 5¾c. in bbls., 5 to 5¾c.

in half-bbls., and 5 to 5½c. in cases; Vostizzas, cases, 7 to 8½c.

Valencia raisins, quiet and unchanged. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¾ to 6c.; selected, 6¼ to 7c.; layers, 7¼ to 7½c.

Malaga raisins are without change. We quote as follows: Blue baskets, \$2.25 to \$3.50; Dehesa clusters, \$3.50 to \$4; Non Plus Ultra, \$6; Imperial bunches, \$5.75 to \$6; Imperial Russian clusters, \$5 to \$5.50.

California loose muscatel raisins are quiet and unchanged. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Figs are dull. Wholesale quotations are: 10 oz., 7½c.; 10 lb., 9 to 12c.; 18 lb., 11 to 13c.; 28 lb., 13 to 16c.; taps, 3¾ to 4½c.; natural, 4½c. in bags, and 7c. in boxes.

Shipments continue to arrive, but the demand is limited. We quote: 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee, net figures.

The demand for California evaporated fruits is beginning to improve. Very little of this fruit, however, is coming forward from the primary market, and not much is expected this season on account of the quantity and cheapness of domestic dried apples. We quote: Peaches, 6 to 10½c. per lb., according to quality; apricots, 6½

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Quick Sales and Prompt Returns

Graham, McLean & Co.

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77 Golborne St. TORONTO.

VINEGARS

Made under Government Supervision. Absolutely pure.

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Wholesale Commission Merchants
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16, 18 and 20 FRANCIS STREET TORONTO

PORK PACKER, Etc., Etc.

Importer and dealer in best brands of

English Sheeps' Casings

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MANUFACTURER OF

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Kettle-rendered Lard of best quality.

..Preservatives and Seasonings a specialty..

Direct Importers

ORANGES
LEMONS
DATES
FIGS
NUTS

FRUIT

You should GET OUR PRICES before placing your orders.

CLEMES BROS., - Toronto

to 15c.; pears, 5½ to 8½c.; egg plums, 5½ to 11c.; silver prunes, 5½ to 13½c. There is some of last season's fruit on the market.

There has been some enquiry for Bosnia prunes during the week and a few orders have been placed, but at prices below the figures obtaining in Europe. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California,, 90 to 100's, 6½c. per lb.; 30 to 40's, 11½c.

GREEN FRUIT.

A rather good business has been done in California oranges, some very low offers by houses who have not hitherto catered to the Canadian trade having been made. The shipping of California oranges to this market has heretofore been confined to a few firms on the Coast. Valencia oranges are quoted 1s. lower from Liverpool. The demand from retailers during the past week has been principally for California navel oranges. The demand for lemons is fairly good. Bananas are in fairly good demand, and Toronto is now taking about two carloads per day. We quote: Oranges—Valencias, ordinary, 420's, \$3.50 to \$3.75 per case; large, 420's, \$5; 714's, \$4.25 to \$4.50 per case; Mexicans, \$3.25 to \$3.50 per box; California navels, \$3.50 to \$4. Lemons—Messinas, \$2 to \$2.75 per box for choice to fancy; cocoanuts, \$3.75 a sack and 60c. per doz.; apples, \$1 to \$1.25 per bbl. for red fruit or greenings, and 75c. for ordinary; onions, \$1 per 80 lb. bag for Danvers and \$1 per crate for Spanish; cranberries, \$6.50 to \$7 per bbl. for Jerseys; \$3.50 to \$4 for soft berries, cases, \$2.25 to \$2.50; bananas, \$1.25 to \$1.75; grape fruit, \$5.50 to \$6 per box.

BUTTER AND CHEESE.

BUTTER—The butter market is dull and prices weak. Receipts, while not perhaps as large, are still liberal, and poor quality butter still predominates. A nice lot of medium roll butter changed hands at 9c. this week. There is only a limited quantity of creamery butter wanted. We quote: Dairy butter—Tubs, 11 to 12c. for good to choice; low-grade to medium, 8 to 9c.; pails and crocks, 11 to 12c.; large rolls, 10 to 11c. for choice, and 8 to 9c. for low-grade to medium; pound prints, 11 to 12c. Creamery—Tubs, 18 to 19c.; 1-lb., blocks, 19 to 20c., according to make.

CHEESE—The market is firm with the demand good. We quote early makes at 11 to 11½c. per lb.

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.

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Wholesale Fruit Importers and Commission Merchants.

Consignments Solicited. . .

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Market Square
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General Commission Merchants

13 St. John St., MONTREAL

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

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

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Reference—Bradstreet's

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

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JAPAN MOUNT ROYAL JAVA
RICE
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42 SCOTT ST. TORONTO. CELEBRATED

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

M^cLAUCHLAN'S SODAS

Jas. McLauchlan & Sons Biscuit Manufacturers **Owen Sound.** ALWAYS FRESH AND CRISP.

COUNTRY PRODUCE.

BEANS—Are much as before. We quote: 50 to 60c. for ordinary and 70 to 75c. per bushel for hand-picked.

DRIED APPLES — Offerings are more liberal and receipts heavier. For the best stock there is a fair export demand, but otherwise business is dull. We hear of the sale of a round lot held by a Toronto jobber at 2½c. Jobbers still quote 2 to 2½c.

EVAPORATED APPLES — Advices from London, Eng., state that the market there is over supplied on account of the liberal shipments from the United States. We hear of 100 cases on spot changing hands at 3¾c. Exporters are paying 3½c. f.o.b. for choice fruit. Jobbers quote 3½ to 4c. in an ordinary way.

EGGS—The market is a little easier on account of freer receipts. The demand is fair. We quote: Lined, 12 to 13c.; fresh gathered, 15 to 16c.; new-laid, 17 to 18c.

POULTRY—Receipts are light, and there is a good demand for all offered. We quote: Chickens, 30 to 60c. per pair; turkeys, 8 to 9c.; geese, 6 to 7c.; ducks, 50 to 70c.

POTATOES—There is no change. For carloads on track 25c. per bag is the idea, and out of store 35c.

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

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts are fair. We quote: Wheat, 86c. for white and 83c. for red, and 65½c. for goose; oats, 21 to 22½c.; peas, 43 to 44c.

FLOUR—There is no change. We quote in carloads on track, Toronto: Manitoba patents, \$5.30; Manitoba strong bakers', \$4.90; Ontario patents, \$4.75 to \$5.15; straight roller, \$4.15, Toronto freights.

BREAKFAST FOODS—Trade is quieter than usual this week, but prices are unchanged.

We quote: Standard oatmeal and rolled oats, \$3.15 in bags and \$3.25 in bbls.; rolled wheat, \$2.70 in 100-lb. bbls.; cornmeal, \$2.40 to \$2.50; split peas, \$3 to \$3.25; pot barley, \$3 to \$3.25.

FISH AND OYSTERS.

Business in fish is better than it has been since Christmas. In oysters there is not much doing. We quote: White fish 6½ to 7c.; trout, 6½ to 7c.; pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, \$4.50 to \$5 per bbl. and \$2.25 to \$2.50 per half-bbl.; boneless cod, 3½c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, \$1.10 per 100; haddock, 5c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; frozen white fish and trout, 6½ to 7c.; sea herring, \$1 to \$1.25 per 100; smelts, 6 to 9c. Oysters are quoted at \$1.25 for standards, and \$1.65 for New York counts.

PROVISIONS AND DRESSED HOGS.

A fair trade in provisions is been done locally, but business generally is quiet. Dressed hogs are weak. Carload lots have changed hands at \$4.25 to \$4.50 for heavy weights and \$5 for light weights.

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

SMOKED MEATS—Breakfast bacon, 10c.; rolls, 7c.; hams, large, 22 lbs. and over, 9½ to 10c.; medium, 15 to 20 lbs., 10½c.; small hams, 11c.; backs, 9½ to 10c.; shoulder hams, 7c.; all meats out of pickle, 1c. less than above.

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

BARREL PORK—Canadian heavy mess, \$12 to \$12.50; Canadian short-cut, \$12.50 to \$13; clear shoulder mess, \$10 to \$10.50.

SALT.

Business is still fair. We quote at Toronto: In carload lots, \$1 per bbl. and 60c. per sack; in less than carload lots, \$1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points

west of Toronto, and 45c. for Toronto and points east of Toronto.

SEEDS.

As far as trade in alsike is concerned there is practically nothing doing, dealers refusing to purchase except at a reduction. In view of this condition of affairs we cannot safely give figures. Red clover is dull, and 10 to 15c. per bush. lower. Timothy is only offering in small quantities. We quote: Timothy, \$1.10 to \$1.40 per bushel; red clover, \$2.90 to \$4.10 for strictly prime to choice, and \$4.40 to \$4.60 for seed free from mixtures.

PETROLEUM.

Business continues fair. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral 19c. in bulk.

MARKET NOTES.

Red clover is 10 to 15c. per bushel lower. Valencia oranges are 1s. lower in Liverpool.

The Salada Tea Co. state that they have met with more success in Pittsburg than in any other city in which they have yet introduced their package tea.

QUEBEC MARKETS.

MONTREAL, JAN. 28, 1897.

GROCERIES.

BUSINESS in groceries is by no means active, and though some increase in volume of orders is noted, the change is hardly appreciable, while all of the orders coming in are confined to small lots for actual wants except in the case of tea. In this branch the jobbers have been operating rather extensively in all kinds—Japans, Ceylons, Packlings, Young Hysons and Gunpowders—and the feeling is firm. Sugar, on the other hand, is quiet, and the

**WE ARE
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CASH
FOR**

**DRIED
APPLES**

W. B. BAYLEY & CO.
EXPORT BROKERS

46 FRONT ST. E. **Toronto**



WE OFFER THIS WEEK

Prunes-- Fine, large fruit, in
55-lb. cases, $4\frac{1}{2}$ c. lb.

Raisins-- Malaga Loose Muscatels, in
22-lb. boxes--Fine Fruit--in
5 and 10-box lots, $6\frac{3}{4}$ c. lb.

Currants-- Very Fine Vostizza Currants, "Jupiter"
brand, in cases. Special prices in 5-case lots.

Sugar-- Special prices in carload lots, delivered
at any railway station in Ontario.

Syrup-- We have a special line of "Golden"
Syrup this week. Write for sample.
The price is very low.

Fish-- Prepare for Lent :—We have
fine Fall Caught Lake Trout
and Fresh Water Herrings,
heads off, and quote
special prices F.O.B.
Midland.

THE
Eby, Blain Co.

Limited.

Wholesale Manufacturing
and Importing Grocers

TORONTO ONTARIO

✻
WRITE FOR
PRICES.

same can be said of syrups and molasses. Spices maintain their steady tone, but do not exhibit much activity. Coffees are dull but very steady in their tendency. Canned goods are quiet, with the scarcity of tomatoes and peaches still a feature of the local situation. Dried fruit are quiet but generally steady as regards values. This applies with equal force to Valencia and California raisins and currants, all of which are held firm.

SUGAR.

There has been no decided change in the sugar market since last report. Demand continues of a limited character, and the volume of business doing is very small, buyers having enough on hand to supply current wants. Prices exhibit no change, at the refineries or in a jobbing way. Outside markets exhibit little change. In a jobbing way we quote granulated 4 to 4½c. and yellows 3¼ to 3¾c. as to grade.

SYRUPS.

The syrup market rules very quiet and the market is without change, prices ruling steady at 1⅞ to 1⅝c. per pound, and in a jobbing way 22 to 35c. as to grade.

MOLASSES.

There was a slow demand for molasses during the past week and little change is expected during the current month. Values continue firm as last quoted at 30 to 31c., as to quantity. In round lots sales of Barbadoes have been made at 28½ to 29c. and mixed at 26½ to 27c.

RICE.

Business in rice was rather slow, as buyers appear to have ample supplies to get along with for the present. We quote: Crystal Japan, \$5 to \$5.25; standard B., \$3.70; Patna, \$4.75 to \$5.25; Carolina, \$6.75 to \$7.75, and Java, \$4 to \$4.25.

SPICES.

The firm feeling in spices is fully maintained, especially on pepper. We quote: Pure black pepper, 10c.; pure white, 15c.; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

COFFEE.

The coffee market continues dull and prices are not notably changed. We quote: Rio, 15½ to 17c.; Santos, 16½ to 17c.; Maracaibo, 18 to 20½c.; Java, 24 to 26c., and Mocha, 24 to 26c.

TEAS.

There has been a better demand for tea during the week with quite an enquiry from jobbers for supplies of Japans, Chinas and Ceylons. Japans have moved quite freely in lots of 150 packages at prices ranging from 15 to 25c., as to quality, and sales of Packlings were made at 10½c, Young

Hysons at 10c., and Gunpowders at 10c. in straight invoice lots. We quote as follows: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

There has been a fair demand between jobbers for Valencia raisins, stocks of which continue light. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

California raisins are scarce and firmly held, arrivals being very light. We quote:

2-crown, 6½c.; 3-crown, 7 to 7½c., and 4-crown, 8 to 8½c.

Loose Malaga raisins are dull and steady at 7 to 7½c. for medium to 8 to 8½c. for high grades.

Sultanas are unchanged at 7 to 12c. as to quality.

Currants continue firm abroad, but demand is light here and prices are unchanged. We quote: Provincials, bbls., 4c.; half-bbls., 4¼c.; cases, 4¾c.; half-cases, 4½c.; Filiatras, ditto; Patras, 5½ to 6c., and Vostizzas, 6½ to 8c.

Prunes have met a quiet, steady enquiry this week. We quote as follows: French, 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c.

Leonard Bros.

Wholesale Fish Merchants

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

Ask your wholesale grocer for

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

We are also putting up . . .

New Haddies, Kippers and Yarmouth Bloaters.

THEIR SUCCESS IS PHENOMENAL

Golden Haddies

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

NORTHRUP & CO.

Packers' Agents.

St. John, N.B.

ENAMELLED MEASURES

In ½ pt., 1 pt., 1 qt., 2 qt. and 1 gal. sizes.

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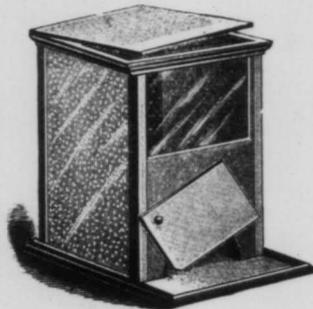


Superior

to Measures made of Tin, Wood or Copper. Easily cleaned and will not Rust or Corrode . . .

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER



MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.

Manufactured by . . .

JOHN E. MARSHALL
118 Commercial St.,
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Ready for the
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TRADE MARK
BEARDSLEY'S SHREDDED CODFISH

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

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

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

APPLES
FOR EXPORT.

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

DAWSON & CO.
 32 WEST MARKET STREET
 TORONTO.
 Correspondence Solicited.

GEORGE MCWILLIAM. FRANK EVERIST.
 TELEPHONE 645.

MCWILLIAM & EVERIST
 GENERAL... **FRUIT**
Commission Merchants
 25 and 27 Church street,
 TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
 All orders will receive our best attention.

A Luxury

that your customers will appreciate at this season of the year is a plump, juicy ham or a side of delicious Breakfast Bacon. We can supply you with both, and at prices that give you a good profit and still give the luxury to your customers at reasonable price.

The "Star Brand" Hams and Bacon cannot be excelled.

F. W. Fearman
 HAMILTON

for 60 to 70's.; 7 to 8c. for 70 to 80's., and 6½c. for 90 to 100's.

Figs rule dull at 9½ to 11c.

There is a rather better feeling in dates, under a fair enquiry. Jobbing lots sold this week at 5½c., and smaller quantities, 6c., and we now quote 5½ to 6c.

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

NUTS.

There is no change in nuts, trade ruling quiet. We quote: Valencia shelled almonds, 18 to 19c.; Tarragona almonds, 10 to 10½c.; filberts, 9 to 9½c.; pecans, 8 to 12c.; peanuts, 7 to 9c.; Grenoble walnuts, 11 to 12½c.; shelled walnuts, 18 to 20c.; shelled peanuts, 9 to 10c.; cocoa-nuts, \$5 per 100.

CANNED GOODS.

Business in canned goods is quiet, as it is in all other lines. Values generally are steady, especially on tomatoes and peaches. We quote: Tomatoes, 75 to 80c.; corn, 65 to 75c.; peas, 70 to 90c.; beans, 70c. up; peaches, \$2.75 to \$3 for 3's, \$1.75 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.55 to \$1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37½ to \$1.40; Lowe Inlet, \$1.30, in tall tins; cohoes, \$1.20; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.25; 6's, \$6.75 to \$7; 14's, \$14 to \$15; lobsters, \$10 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

FISH.

There is no change in the fish market, business continuing quiet. We quote as follows: Labrador herrings, \$4.75 per bbl.; No. 1 N.S., \$3.75 to \$4 per bbl., and \$2.25 to \$2.35 per half-bbl.; No. 1 draft green cod, \$5 to \$5.25; No. 1 do., \$4.50; No. 2, \$3.35 to \$3.50; No. 1 green haddock, \$3.50; No. 1 Lake trout, \$3.90 to \$4 per keg; No. 1 white fish, \$5 per barrel; small Labrador salmon, \$12.50 to \$13; No. 1 B. C., \$6 per

It Has No Equal

BROCK'S BIRD SEED



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

It pays to handle such goods.

NICHOLSON & BROCK - TORONTO

BUTTER

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

References, Bradstreet's Mercantile Agency.

H. P. GOULD & CO.

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

LARD

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

The WM. RYAN CO. Ltd.

70 & 72 Front St., East
 TORONTO

S. K. MOYER,

COMMISSION MERCHANT

Wholesale Dealer in...

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

76 COLBORNE ST.,
 TORONTO, ONT.

Pure Lard... Smoked Meats

If you get our **MAPLE LEAF BRAND** you have the finest goods that can be produced.

Prices right...

D. GUNN, BROS. & CO.

PORK PACKERS,
 TORONTO

ORANGES

Special Fancy California Washington Navels. Fancy New Valencias.

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

HUGH WALKER & SON

GUELPH, ONT.

half-bbl., and \$12 per bbl. to arrive; No. 1 halibut, \$7.50 to \$8 per bbl.; tongues and sounds, \$7.50, and salt eels, 4½ to 5c. per lb. Fresh tommycod, \$1.25 to \$1.40 per bbl.; haddock, ¾ to 3½c.; frozen salmon, 11 to 12c.; halibut, 8c., and Manitoba pickerel, whitefish and trout, 6½c. per lb.; smoked haddies, 6 to 7c.; Yarmouth and Bay bloaters, 90c. per box; kippered herrings, \$1.30 to \$1.50; ciscoes, 75c. per basket of 100 fish, and medium smoked herring, 10 to 11c. per lb. Dried cod, \$4 per cwt.; pollock, \$1.90 to \$2 per 100 lbs.; skinless cod, \$4.50 to \$5.25 per 100 lbs.; boneless cod, 5½c. per lb., and fish, 3c. per lb. Malpeques, \$5 to \$5.50 per bbl.; Buctouche, \$4.50 to \$5; Miramachi, \$3 to \$3.50, and ordinary, \$2.50 per bbl.

GREEN FRUIT.

No special change is to report in the green fruit market. The scarcity of Jamaica oranges continues; in fact, they are practically off the market. We quote: California oranges, \$4 to \$4.50 per box; Florida oranges, \$5 to \$5.50 per box; Valencia oranges, \$3.50 to \$3.75 per box; lemons, \$2 to \$2.75 per box, and \$5 per chest; cranberries, \$2.50 to \$5 per bbl.; Spanish onions, 85c. per crate; Malaga grapes, \$7.50 to \$8.

APPLES.

Apples are a drug on the market, and demand is extremely slow, former prices, viz., 90c. to \$1.40 for No. 1, and 40 to 85c. for No. 2, ruling.

DRIED APPLES.

There is no change in dried apples, which we quote 3 to 3½c. in small lots, while jobbers are paying 2½ to 3c. for them laid down in Montreal. Evaporated apples range from 3¼ to 4¼c.

COUNTRY PRODUCE.

EGGS—The demand for eggs was slow, and the market was quiet, with no change in prices to note. Montreal limed and choice candled stock are selling at 14 to 14½c., Western limed at 13 to 13½c., and held fresh at 12 to 12½c. per dozen.

BEANS—Business in beans was of a jobbing character and prices were steady at 80 to 85c., in car lots, and at 90 to 95c. in a small way.

POTATOES—The tone of the market for potatoes rules steady, but the volume of business doing at present is small. Car lots are offering at 35 to 40c. per bag, and in a jobbing way sales were made at 45 to 50c. per bag.

POULTRY—The demand for poultry was limited, and the market rules quiet, with no change to note. Turkeys, 8½ to 9c.; spring chickens, 6½ to 7c.; frozen stock, 3 to 5½c.; geese, choice, 6 to 7c.; frozen,

old, 5 to 5½c., and ducks, 7½ to 8c. per lb.

PROVISIONS.

Trade in this line shows no improvement, the demand being chiefly for small lots to fill actual wants. New packed Canadian pork, \$11 to \$12; old at \$10 to \$10.50 per bbl.; pure Canadian lard, in pails, at 6½ to 7c., and compound, refined, at 5¼ to 5½c. per lb.; hams, 9 to 10c., and bacon, 8½ to 9½c. per lb.

There continues to be a good demand for light weight dressed hogs, and prices for such rule firm at \$5.25 per 100 lbs. in car lots, and at \$5.50 to \$5.75 in a jobbing way. Heavy hogs are moving slow at \$4.60 to \$4.75 in car lots, and at \$4.90 to \$5 in a small way.

FLOUR, MEAL AND FEED.

There is no material change in the situation of the flour market, values ruling steady all round. A fair demand is reported by millers, but Ontario dealers state that sales are slow. We quote: Winter wheat patents at \$4.65 to \$4.85; straight rollers, \$4.25 to \$4.40; and in bags, \$2.10 to \$2.15. Manitoba spring wheat, patents, \$5.10 to \$5.30; and strong bakers', \$4.50 to \$5.

The demand for oatmeal continues slow and the market is dull and easy. We quote: Rolled oats at \$3.25 to \$3.35 per barrel and at \$1.62½ to \$1.67½ per bag.

There was no change in feed, and business continues quiet. Manitoba bran, \$9.50 to \$10 per ton, including bags, and Ontario \$9 to \$9.25 per ton in bulk.

HAY

The hay market is quiet, the demand being only for small lots at \$10.25 to \$10.50 for No. 1, and at \$9 to \$9.25 for No. 2 per ton, in car lots.

CHEESE AND BUTTER.

Cheese has continued to stiffen since last week, and the remaining supply available here has been reduced to a couple of thousand boxes. This is held firm to-day at 12c., an advance of ½ to ¾c. on a week ago.

Butter is firm also owing to the great difficulty experienced in obtaining any really finest creamery. Any that is carried here is held firm at 20c. The supply of under grades is more plentiful, and they have a slow sale all the way from 18 to 19c. for creamery. Roll butter is offering in a small way at 15 to 17c., as to quality.

MONTREAL NOTES.

Jamaica oranges are practically off the market, there being none offering this week.

There were considerable sales of Japan, Young Hyson, Packlings and Gunpowder teas between traders on this market recently.

There is little demand for molasses in a jobbing way, but prices are firmly held, and Barbadoes in round lots has sold up to 29c., and none is obtainable here under 28½c.

Though reports of cutting on refined sugars are again to hand this week, representatives of both the Montreal refineries state that their factory prices are held steady.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Jan. 28, 1897.

THERE is little change yet in business, nor is any expected till after February. The little snow we have had has been particularly useful to the lumbermen, who were beginning, in some cases, to leave the woods. Money keeps scarce. Several merchants say it is very hard to get their customers to meet their notes, and that they have had to allow more renewals than at any time for a long while. The country market has been but poorly supplied. The West India steamer leaving this week had a very large cargo. As the last three steamers have returned good profits on the potatoes shipped, there was an extra quantity shipped by this last one. In hops, the advance of some time ago, which amounted to about 75 per cent., is firmly held, and all prospects point to much higher prices. The stocks here are fair. There is not a large demand, but it shows an improvement, though still light, to that of some years ago. Brokers are beginning to book spring orders for their different lines.

OIL—There is still an active movement in burning oil; chiefly city demand, as country buyers are well supplied. The situation as regards price is peculiar, as the city price continues to be below the regular price to outside points. In lubricating, active efforts are being made to secure contracts for future business. We quote: Best American burning oil, 19¼ to 21c.; Canadian, 18½ to 19½c.; prime, 16¼ to 17c.

SALT—The continued arrival of English salt by steamer, and the desire on the part of the importers not to store, has led to very low prices. In fact, the fishermen, it is said have been able to buy at about what the importers usually charge the wholesale men. The market is well supplied and prices will rule low. There is a fairly steady demand for Canadian salt. We quote: Coarse, 45 to 50c.; Liverpool factory-filled, 90c. to \$1; Canadian fine, \$1 per bag; 5-lb. bags, in bbls., \$3.25; 10-lb. bags, in bbls., \$3; butter and cheese salt, bulk, \$2.60 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz

CANNED GOODS.—Trade is dull, and while there is talk of higher prices, there is

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OUR STANDPOINT

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

Jamieson's Biscuits

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

The Manufacturer, R. E. Jamieson, Ottawa

Heinz's Pickles

saucers, etc., add a pleasant piquancy to a meal, that multiplies many fold the pleasure of eating it.

POPULAR SPECIALTIES

Heinz's Baked Beans with Tomato Sauce
Sweet Pickles, Tomato Chutney
India Relish, Etc.



MEDALS--
PARIS
CHICAGO
ANTIWERP
ATLANTA, Etc.

The GENUINE
always bear this
Keystone trade-mark.

no change. Stocks are quite large and in a good many hands. Goods are sold below the market. Fruits show better demand, and peaches are held firm. The sale of jams and jellies in wood pails is becoming quite large here, particularly the former. Quite low prices are quoted. In jelly, both sweet and unsweetened are sold; the latter makes a very nice table jelly with meats. These goods are sold chiefly in 7 and 14 pound pails. We quote: Corn, 65 to 70c.; peas, 70 to 80c.; tomatoes, 70 to 80c.; gallon apples, \$1.80 to \$2; corned beef, Canadian, \$2.25 to \$2.35; American, 2-lb tins, \$2.40 to \$2.50; 1-lb tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.20; 1's, \$1.45 to \$1.65; peaches, 3's, Canadian, \$2.85 to \$3; 2's, \$1.90 to \$2; pineapple, \$2.25 to \$2.65; salmon, \$1.35 to \$1.40; lobsters, \$2.20 to \$2.25; had-dies, \$1.25 to \$1.30; clams, \$5 for 4 doz; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

GREEN FRUIT—The fact that Valencia oranges keep so sour this season has caused quite a demand for better grades, even where the price is very much higher. Californias are giving better satisfaction than last season. Valencia oranges are retailed as low as 11 to 12c. per doz. Apples show a little better demand, but the market is

very dull, and prices correspondingly low. Retailers are well supplied with stock bought earlier in the season. Lemons are low and of good quality. Cranberries are very dull and in many cases dealers are selling at a loss. We quote: Messina lemons, \$3 to \$3.75; oranges, Valencia, \$3 to \$3.75; Jamaica oranges, \$4.75 to \$5; California oranges, \$4.50 to \$5; Florida oranges, \$5 to \$5.50; bananas, \$1.75 to \$2.25; apples, \$1 to \$1.50 per bbl.; keg grapes, \$7 to \$8; cranberries, Cape Cod, \$5 to \$5.50 per bbl.; bog cranberries, native, \$4 to \$5; pine-apples, \$1.50 to \$2 per doz.

DRIED FRUIT—Some nice currants arrived this week. There is a good, steady demand, particularly for the cleaned, prices tending higher. In dates some are daily expected. At best, stocks are not large. Very good prices have been obtained here, and it is expected prices will go higher. California raisins are very firm at the higher prices and stocks are large. Evaporated apples, while yet showing no change, are in much better position, and it is fully expected prices will go no higher. Both here and in Nova Scotia there is quite a quantity of dried apples, but there is no sale. If these apples were rightly packed, as THE CANADIAN GROCER has often explained, they could be sold at a price, but even this is not possible as it is. There is a rather better demand

for California prunes. Price is very firm. We quote: Valencias, 5 to 6c.; California L.M. 3-crown, 7½ to 7¾c.; London layers, \$1.75 to \$2; currants, cases, 4¾ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7¼ to 7½c.; bulk, cleaned, 6¼ to 6½c.; prunes, boxes, 5 to 6c.; dates, 5½ to 6c.; dried apples, 3 to 3½c.; evaporated apples, 5 to 5¼c.; Canadian onions, \$2.20 to \$2.25; coconuts, \$4 to \$4.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 6½ to 7c.; citron peel, 17 to 17½c.; orange and lemon, 12½ to 13c.; Valencias, layers, 6½ to 7½c.; 4-crown L. M. raisins, 8½ to 9c.

SUGAR—This line, while having some attention, is not one of particular interest. Sugars are selling so near to lowest cost there is little advantage in pushing sales, and the outlook is upward. Montreal yellow are being quite freely sold here. We quote: Granulated, 4 to 4¼c.; yellows, 3¼ to 3¾c.; Paris lump, 5¾ to 6c.; powdered, 5½ to 6c.

MOLASSES—While there is a firm feeling the fact that new is getting so near will prevent higher prices, it being thought the next steamer, due within a month, may have a small quantity on board. The sale of New Orleans has affected the market, the quantity being good and the price low. About 400 bbls., of 40 gallons each, have been imported here in the past three months.

The principal West India molasses selling has been Porto Rico. It is doubtful if as much will be imported next season as profits have not been very satisfactory. The quality of Barbadoes leads people to seek other grades. We quote: Barbadoes, 27 to 28c.; Porto Rico, 29 to 32c.; New Orleans, bbls., 26 to 28c.; Antigua, 25 to 26c.; syrup, 36 to 38c.; Nevis, 25 to 26c.

FISH—Quite a quantity of dry fish has arrived here this week, chiefly from Yarmouth. These fish are not as well liked as the bay fish. There is but a fair trade doing in pickled fish, but better business is expected, although coming late, it will prevent fresh fish being used. The frozen fish trade so far has not been as large as usual. Prices are easy. Quite a large quantity of dry fish were shipped by the West India boat this trip, and large quantities of smoked haddies continue to go west. Lobsters are a small trade yet, and those arriving are small. We quote: Large cod, \$3.25 to \$3.50; medium, \$2.75 to \$3; pollock, \$1.15 to \$1.25; bay herring, \$1.30 to \$1.35 per half-bbl.; smoked, new, 7 to 8c.; shad, half-bbl, \$4.50 to \$5.50; boneless, 2½ to 8c.; bloaters, 60 to 70c. per box; kippered, \$1 per box; Barrington, \$3.25 per bbl.; Shelburne, \$3.50 per bbl.; frozen herring, 65 to 70 per 100; smelt, 4 to 5c.; frozen cod, 2 to 2½c. per lb.; lobsters, 4 to 6c. each; smoked haddies, 5c. per lb.; frozen pollock, 1¼ to 1½c.

PROVISIONS—There seems to be an upward tendency to pork, which will be welcome. The movement in pork and beef is not large. In smoked meats P.E. Island are quoting quite low. There is, however, a limited sale. Lard shows no change. We quote as follows: Clear pork, \$13.50 to \$14.50; mess pork, \$12.50 to \$13.50; plate beef, \$12 to \$13; hams, 10 to 12c.; rolls, 7 to 7½c.; pure lard, 7¾ to 8c.; compound, 6½ to 7½c.

DAIRY PRODUCE—There is still a large stock of butter here, but sale is dull owing to quality. If good stock it moves freely, but the poor in the market keeps the price down. There is very little demand for cheese. Stocks held here are very light. There is no doubt price will be higher, but our dealers are not anxious enough to buy to pay high prices. In eggs there is slow sale for held stock. People now want fresh eggs. We quote: Dairy tubs, 16 to 18c.; creamery, 20 to 21c.; prints, 21 to 22c.; eggs, 17 to 18c.; cheese, 10½ to 11.

FLOUR, FEED AND MEAL—The week has shown fair sales. The drop in the price of Manitoba has affected the demand, buyers hoping for lower prices. The market is, however, not weak. In oats the price does not show any further decline; in fact, is held firm at the price. Dealers

are sellers of oatmeal. Prices show no change from last week. Beans are still low. Over a car was shipped from here to the West Indies by last steamer. The local market is well supplied. Cornmeal continues at the low price quoted last week. Owing to the price there continues to be a large sale. Barley is higher and held firm. Split peas move in a small way at even prices. We quote as follows: Manitoba flour, \$5.60 to \$5.70; best Ontario, \$5 to \$5.10; medium, \$4.70 to \$4.80; oatmeal, \$3.60 to \$3.70; cornmeal, \$1.85 to \$1.95; middlings, car lots, in bulk, \$14 to \$15; bran, do., do., \$12.50 to \$13.50; hand-picked beans, 90c. to \$1; prime, 80 to 90c.; oats, 32 to 35c.; hay, \$11 to \$12; barley, \$3; round peas, \$1.15; split peas, \$3.10 to \$3.25; yellow eye beans, \$1.50; buckwheat meal, \$1.20 to \$1.25; grey, \$1.75 to \$2.00.

ST. JOHN NOTES.

C. & E. Macmichael received this week a shipment of Beardsley's shredded codfish.

The St. John Iron and Hardware Association held their second annual dinner during the past week at the Dufferin Hotel. About fifty were present.

"Reindeer" condensed milk, coffee, cocoa, and evaporated cream need little advertisement here, the quality being so well known. The merchants accepted with pleasure the calendars presented them by F. H. Tippet & Co., the local agents.

Large quantities of apples are now being shipped to the English market, and freight rates are being much cut. The lowest yet heard is 38c. a barrel from Halifax to Liverpool, although it is reported a competing line has made a further cut.

The position of St. John as a successful shipping point becomes almost daily more apparent. Watson & Todd, the large Liverpool lumber house, it is said, will open an office here this spring. They have for some time shipped large quantities of lumber via this port, a large proportion of which comes from Upper Canada.

Mr. Bentham, of the well-known house of C. D. Proctor & Co., hop merchants, Montreal, visited St. John this week. He was introduced to the trade by their local representative, Mr. Hunter White. While their particular business is brewers' hops, their pressed hops, the "Beaver" brand, has a large demand here. Mr. Bentham was able to do business in both lines.

It must not be thought all the Canadian gold is in the west. Nova Scotia has a good share. A brick weighing 100 oz. was brought into Windsor during the week, the result of twenty days' crushing at the Withrow mine, South Uniacke. At Truro was seen this week specimens of quartz from the

Cariboo mine, which were so rich as to be gold with quartz in it, not quartz with gold in it.

"DON'TS" FOR CHEESE MEN.

At last week's session of the Western Dairymen's Association, held at Brantford, Mr. Geo. H. Barr gave the following advice to factory men:

Don't cut your cheese-maker's wages any lower.

Don't buy a gang press with a tin trough under the hoops. Have it wooden.

Don't buy a cheese truck with four wheels; get one with three, invented by R. M. Ballantyne, and not patented.

Don't expect a man to make a good fall cheese in a skating rink without a stove.

To cheese-makers:

Don't tender for a factory so low that you cannot live, just for the fun of making cheese.

Don't take in bad milk.

Don't over-ripen your milk to hasten the work; you will retard it and make poor cheese.

Don't give your curd more than ¼ inch of acid.

Don't wash your curd sinks once a week; wash them every day.

Don't wear the same pair of pants from April to November without washing them; keep yourself and factory neat and clean.

SYSTEM FOR DOING BUSINESS.

A system for taking care of and giving a complete check on the transactions which occur between clerks and customers, is one of the greatest needs of a retail store. On account of the great number and varying amounts of the sales which are made each day, it is necessary, however, that such a system be simple and easy to understand and operate.

Within the last few years several systems which combine accuracy and simplicity have been introduced by the National Cash Register Co., of Dayton, Ohio. In addition to taking care of and giving an absolute check on all transactions, these systems tend directly to increase cash trade, and also serve as a first-class advertisement of the grocer who uses it.

To any grocer who will send his name, address, number of clerks employed, and percentage of business done on credit, together with a rough diagram of his store, showing location of counters, bins, cash drawers, show windows, etc., to Department "P," the National Cash Register Co., Dayton, Ohio, they will send a handsomely printed pamphlet, describing one of these systems, as used by many of the most successful grocers in the country.

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\$60
SIXTY
DOLLARS

Will buy this
handsome cutter
and give you

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



All
Fully
Guaranteed

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

Write us for particulars

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

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

ASSUMING TOO MUCH.

SOME business men are tempted to advertise by the glowing accounts they hear of others' successes, writes John C. Graham, in *Printers' Ink*. It is to be feared, however, that these are, too often, much exaggerated. The whole truth is not told about them—the amount of labor, time and money involved in securing success, the untiring energy required, the eternal vigilance necessary to win and hold popularity. Instantaneous, or even rapid, successes in advertising are extremely rare. For each one of them known to-day, we can count hundreds of instances where success has only been attained by the expenditure of much capital through years of hard work and unflagging attention.

This fact should not discourage sensible merchants. In advertising, as in all other things, the certainty of success lies rather in patient perseverance and persistent energy than in brilliant but brief effort—the spasmodic, "flash-in-the-pan" sort of methods that have marked the meteor-like existence of some concerns. Again, as a general rule, the longer it takes to build up a business by advertising, the more solid and permanent is the success, while, invariably, the quick triumph is soon changed to decline and failure. We can all remember a long list

of "brief booms" that lacked stamina, and consequently died a natural death. Their fate should be a warning to others.

In commencing advertising it is not wise to assume too much in regard to results. It would be more judicious to prepare for small losses at first, to anticipate those little disappointments that are sure to come in the best managed concerns, and to set to work with the clear understanding that many difficulties have to be overcome and much annoyance endured before lasting success comes. But it will come if brains and industry are properly combined in the effort to produce it, if the advertising is well-worded and well-placed, and the statements and promises embodied in them are honestly adhered to by the advertiser.

Some men assume too much at the start by supposing that it is only necessary to advertise in order to draw a crowd and sell goods. There are others in business besides themselves—others who may be doing a good trade because of their previous persistent advertising. It is not likely that the single effort of a new advertiser is going to take business from those who have already built up a solid reputation by advertising, and thus popularized their goods with the public. It is more reasonable to suppose that the newcomer will have to do the same

amount of advertising as they did before he can secure the same amount of business they enjoy. Neither is it sensible to assume that the public will, or should, believe the first announcements of a new advertiser. True, it may have no valid reason for doubt, but it is not in human nature nowadays to place implicit faith in the professions and promises of a stranger—as one who has never sought publicity before must necessarily be to the public. The new advertiser may reasonably assume that by using good, attractive matter that states the truth about his goods, in mediums of large circulation, and keeping his ads regularly in those mediums, he may ultimately secure a fair share of business, which will recompense him for all his outlay and give him a handsome profit, but if he expects to make a fortune quickly, with little or no effort, on a small cash investment, he is deluding himself and assuming too much.

GETTING HIS DAD IN TROUBLE.

Georgie—"Say, ma: typewriting ain't like handwriting, is it?"

Georgie's Mamma—"No, Georgie. Why do you ask?"

Georgie—" 'Cause I heard papa down to his office say to the typewriter girl, 'What a beautiful hand!'"—*Cleveland Plain Dealer*.

THE TARIFF COMMISSION.

A LARGE audience gathered in the Council Chamber, Halifax, Thursday morning, to listen to the statements of the different interests represented at the first sitting of the Tariff Commission. The trades represented were: dry goods, hardware, West India, wholesale grocers, fruit, cocoa and chocolate, and tobacco.

Hon. W. S. Fielding presided, and with the other members of the Commission, Messrs. Cartwright, Paterson and Borden, frequently questioned those that appeared before them on points touched in their statements.

WEST INDIA TRADE.

The West India merchants, represented by Mr. George Mitchell, made a statement of which the following is a brief summary:

The present duty of 50c. per 100 lbs. on all grades under No. 16, Dutch standard in color, bears very inequitably on the lower grades, resulting in the frequent occurrence, during the past two years, in the proceeds of account sales of many consignments from the West Indies being less than the amount of duty.

All sugars have been for some years past, and are still, sold on the basis of their saccharine strength, as tested by the polaris-

cope, and this should constitute the basis for duty as well as of value.

We would, therefore, suggest that the new sugar tariff be framed on this basis, starting with a fixed rate per 100 lbs. on all sugar testing by the polariscope 70 or under, with an increase of $3\frac{1}{3}$ c. per 100 lbs. for each degree. This would virtually mean an ad valorem rate, and is based on the true value of the sugar.

In addition to the above, we would suggest that on all sugars above No. 16 Dutch standard in color and on all refined sugars an additional duty of 60c. per 100 lbs. should be levied, as we feel that such a duty is absolutely necessary to protect our refiners from the unfair competition resulting from the bounties paid by foreign Governments.

Mr. Mitchell pressed these views at some length, giving illustrations of the unfair working of the present tariff arrangements. The present system makes it possible to charge as high as \$1.25 per 100 lbs. ad valorem. He objected to the tariff clause which compels merchants to export imported West India commodities to other countries Newfoundland excepted—without the consideration of a rebate of the duties paid. He explained that in summer molasses

soured, and when they shipped it to Boston and other places for distillation, they could get no drawback. Oldest trade in Maritime Provinces will be snuffed out if West India trade is hampered. West India trade could be helped by reduction of freight rates on Intercolonial.

FARMING INTERESTS.

The delegation of farmers from Kings county had the next hearing. John E. Starr, of Cornwallis, spoke for them, saying that he was happy that he came to ask no favors in the way of protection. He pointed out that the heavier machinery a farmer uses is highly taxed, and the lighter tools largely used also bear a heavy weight of taxation. Builders' hardware employed in constructing the many and expensive buildings required by farmers, was also an item which entailed considerable outlay. Barb wire fencing, he said, was rapidly coming into favor with farmers, and large quantities were used each spring, and it, too, was heavily taxed. Horse clothing of a kind used for the most part by farmers, was taxed as high as 60 per cent. The duty on flour also made his flour pay 75c. per barrel and was an article from which there is not much revenue from importation. He showed that cornmeal, which could be obtained from abroad at \$1.60, pays 40c.

We Want to Study Your Needs.

We have devised systems for handling the transactions between their clerks and customers and sold registers to 110,000 merchants in all parts of the civilized world.

It is probable we could be of assistance to you.

Send us your name, address, business, number of clerks employed, per cent. of business done on credit, and state whether you employ a cashier, and we will give the particular needs of your store careful study. It will cost you nothing to investigate. Address Department P, The National Cash Register Company, Dayton, Ohio, U. S. A.



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The Watchful Care

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

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

Agents . . .

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

THE KENT CANNING CO.
CHATHAM, ONT.



The Club Coffee

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

Ewing, Herron & Co.
Coffee and Spices
Montreal.

Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.
Send for Catalogue and Price List.
C. P. FABIEN, 3167-3171 Notre Dame St.
MONTREAL

There's Nothing Sells Better

THAN

JAMS and JELLIES

At this season—but they must be good in quality and flavor. . . .

There're all right and sure to please the customer if made by

T. A. LYTLE & CO.

Vinegar Manufacturers

TORONTO

RIO COFFEE

EXTRA CHOICE SELECTION.

Now in store Ex. SS.
Catania.

WARREN BROS. & CO.
85 and 87 Front St. East, Toronto.

FINEST FORMOSA OOLONG

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

JOHN SLOAN & CO.
Wholesale Grocers
TORONTO

Holds the Record

"Excelsior Coffee"

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

Todhunter, Mitchell & Co.
Coffee Importers and Roasters
TORONTO

BUY

Ivory Bar Soap

THE BEST MADE

EPPS'S . . . COCOA

1 lb. tins,
½ lb. tins,
¼ lb. packages.

A shipment just to hand.

PERKINS, INCE & Co.
TORONTO.

duty, bringing it up to \$2 a barrel, the amount which the millers here charge for it. Pork raising would form a feature of provincial farming if cheap cornmeal could be obtained. He drew attention to the fact that corn is not successfully raised in Canada, and therefore little is produced. The duty on oil he considered a great grievance, for now that dairying is becoming so common great quantities are used. Boots and shoes and other commodities are taxed so as to make production at the low prices now prevailing very oppressive. He pointed out that the excessive taxes imposed on articles largely used prevented them from getting profitable returns for their labor, especially in the case where their products are exported, because in that case he has to pay the taxes of the buyer and the taxes on his own commodities, thus paying a double tax. There was nothing he would like to see better than reciprocity. He hoped the Commission would reduce the taxes on the commodities which he named, including cornmeal, for if the latter article could be procured more cheaply the farmers would engage in pork raising.

The duties on machinery have made millionaires of the Massey-Harris combine. He denounced protection as a license to rob, not shelter from harm. In expressing a wish for reciprocity he said if it were effected fruit could be sent to the United States, especially that of a perishable character, which cannot now be sent to England, unless we have proper cold storage accommodation. Over 200,000 barrels of apples have already been exported this year, and they expect to export nearly 500,000. Nova Scotia apples keep better than either Ontario or United States. Every barrel has at least given \$1, although the majority go up to \$2. The farming community do not want taxes levied for their benefit.

WHOLESALE GROCERS.

M. F. Eagar represented the wholesale grocers. What he complained of chiefly was the tax on packages and cases, and of the regulation which practically prohibited their buying certain articles, such as figs, dates, nuts, etc., except from the countries where they are produced. When in season they have to be imported in large quantities, for when out of season they cannot be obtained in the producing country at all, and tariff restrictions debar them from the storehouses of other countries. He considered the consular certificate for light wines in the case of treaty countries a hardship.

He said that imported cocoa was admitted two years ago at 4c. per pound, and now it was levied at 20 per cent. ad valorem. This places cocoa at a high price. Duty in the United States is 2c. a pound. A duty on tea of 2c. and 2c. on cocoa would contribute

more revenue to the Dominion. The appraisers' interpretations were complained of. A package was shown which pays taxes three times on the wrappers, and this refers to a large class of goods. There is great loss of time now to merchants' clerks for this reason.

John Peters showed a package that illustrated the absurdity of ruling on the article of salt. The duties on this were changed three years ago by Mr. O'Keefe, of the Customs, who, it will be remembered, was sent here by the Customs authorities on detective work. Mr. Peters showed how the Customs Department was not worked with any degree of fairness to merchants engaged in business. The duty on packages was 16 times as great as the contents at one time; now it is 1½ times as great. He also urged that as a large part of this country cannot raise cattle and the fishing and lumbering community have to pay the very excessive duty of \$4 on beef, that that duty be reduced.

Geo. A. Pyke mentioned their greatest grievance as duties on packages, beef and pork. They are compelled to buy American beef and pork, as there is not enough produced in Canada. The duty on rice of 1¾c. per pound, for protection of one company in Montreal, is enormous, being greater than original cost of article, which is one cent.

W. Atkinson's greatest difficulty is in regard to Malaga grapes, of 2½c. a pound, and suggested a change of duty on that. Duty on boxes, now 25 per cent., should be reduced to 15 per cent. Orange trade with Jamaica has depreciated greatly on account of fruit arriving in a damaged condition, when the duty is the same. Thirty cents specific duty, instead of the present 55c. duty, would enable the importer to assume all risks of damage done in transit. Specific duty on tomatoes should be removed; a 10 per cent. would be fair enough. Watermelons, plums, cabbage, cucumbers, nuts, almonds, walnuts, figs, dates and onions were spoken of as articles on which excessive duty is now levied.

T. E. Kenny, ex-M.P., with Hon. Robt. Boak, asked for an interview, at Ottawa, when Montreal refiners are to give their evidence. It was granted.

OTHER INTERESTS.

J. Walter Allison, on behalf of J. P. Mott & Co., wanted a rearrangement of the duties on cocoa and chocolate, which are at present confusing, so as to give them their raw materials more cheaply, and wanted a specific duty of 5c. per pound or ad valorem of 30 per cent. on the manufactured article. The duties on apples and soaps might remain as at present.

C. H. Harvey read a statement, protesting against any increase of duty on tobacco and

cigars, as demanded by Montreal manufacturers. In some cases cigar manufacturers have a protection of 500 per cent. Customs duty on tobacco discriminated against trade with the Mother Country. A reduction of the Customs duty would give more revenue and relieve importers. The statement was signed by a large number of Halifax importers.

S. P. Benjamin, lumberman, of Wolfville, pointed out that their raw materials, corn, corn meal, oats, pork and beef, were heavily taxed. Duty on pork and beef ranged from 40 to 60 per cent. If not made free there should be a substantial reduction, and duty on flour should be reduced. He wanted the American market, but in case a fair reciprocity treaty could not be obtained, or the American duty on lumber was increased, he urged the imposition of an export duty on logs. Pork and beef raised in this country is not suitable for lumbermen—they must have the imported article at any price.

THE DUTY ON ALCOHOL.

On the second day, (Friday), W. H. Webb, of Brown & Webb, came as the representative of the drug trade. He objected to the excessive duties of \$3.71 per imperial gallon, and excise of \$2.80 on alcohol, an article which is largely used in making essences, extracts, etc., and also to the excise regulation which requires it to remain in bond for two years, thus greatly deteriorating its value for manufacturing purposes. They only gave the manufacturer in Canada a monopoly. The former duty of 20 per cent. ought to be restored. The patent medicine regulation he considered inadequate and proposed a new definition to guide appraisers. He thought the Pharmacopœia a poor book for Customs officers to follow, but if the British Pharmacopœia must be used he wanted the German used also. He did not see the reason for making separate duties for solid and liquid medicines. He wanted sulphuric acid, so largely used in fertilizer manufacture, reduced, and said that it was necessary to pay duty again and again on the carboys and cylinders. He thought 20 per cent. on the sulphuric acid sufficient. Spirits of nitre ought to be admitted as a medicine. He pleaded for a simplification of the tariff.

Mr. Simson, of Simson Bros., also spoke for a few minutes, corroborating what Mr. Webb said, especially with regard to excise.

LUNENBURG FISH DELEGATION.

H. H. McIntosh laid before the Commission the serious handicap experienced by the bounty on French fish, which are sold to Halifax and other dealers at a low rate. They are sorted, packed, repacked and shipped along with our fish to the markets of the world. The fact that they are bought

in bulk enal supply, and improvement is our merch packages ar ed that the should exp the attention that our fish at St. Pierr back fish li while \$60, Lunenburg Mr. Field that this w deal with. sidered the out of the would give

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in bulk enables the dealer to keep a reserve supply, and thus there is no chance of an improvement in the market. Fish in bulk is our merchantable commodity, and fish in packages another. We wish it so arranged that the man who buys this fish in bulk should export it in bulk. He also called the attention of the Commission to the fact that our fishermen receive scant treatment at St. Pierre. The exports of this bounty back fish last year amounted to \$50,000, while \$60,000 worth remained unsold at Lunenburg alone.

Mr. Fielding pointed out to Mr. McIntosh that this was a very difficult question to deal with. The late Government had considered the question, but could find no way out of the difficulty. The Commission would give the matter serious consideration.

MILLERS.

A. E. Curren, of Cunningham & Curren, said that some of the speakers had mentioned "the obnoxious duty" on cornmeal. There was no duty on cornmeal for the consumer. There are plenty of mills in Canada, and anyone who wants to import cornmeal can purchase it cheaper than he could in the States to-day. Would like to see corn on the free list. There is no reason why corn should be kiln-dried. It does not better the meal, and in winter time when there is a demand for fresh meal the millers should be allowed to enjoy it.

FARMERS AND FRUIT GROWERS.

Henry Shaw, speaking for fruit growers and farmers, only wanted one favor—a free chance. He wanted free bread and free cornmeal. Corn comes free to millers and whisky makers. He wanted barbed wire and plants and shrubs of all kinds and fertilizers put on free list. Farmers have to compete with other fruit growers in other parts of the world.

Sir Richard: Are you not afraid of being flooded with American rubbish?

Mr. Shaw: Let them flood. We are ready for them. We want free garden seeds or make it uniform. Of other taxes we want that on kerosene oil taken off or reduced. It is the worst abomination—even unto desolation. Make it free. We want reduction on farming implements. Farmers are beginning to use windmills, but there is an enormous tax on them. The people pay two revenues, one for the Government and one for the manufacturer. If the manufacturers, after 18 years' of protection, cannot stand on their own feet, they had better lie down.

F. W. Lydiard spoke for the gardeners of Halifax, Dartmouth, Cole Harbor, etc. He read a paper from the people interested in the above. Owing to the earlier season in the States, the Americans control this market for about two months in the year. Farmers have been known to drive around

town, unable to sell their produce, the market being flooded by American stuff. The late Government were appealed to, but, from the tenor of their reply, they were not interested in the garden industry. We believe in the policy of free trade, but also in fair trade. The farmer does not ask for favors, but for justice.

John G. Bissett, Cole Harbor, endorsed Mr. Lydiard's statement.

W. E. Roscoe spoke for the Kentville Board of Trade. The interests of agriculture would be best served by some measure of reciprocity. The main support of Kings is apples, potatoes and cranberries. Our market is found in Great Britain and the United States. The latter would give us reciprocal relations for some varieties we raise, on account of their superiority. We could have a market for potatoes in the States were it not for the duty. Would like a reciprocal arrangement with Spain which would give a market in the West Indies for potatoes. We can buy feeds in the States cheaper than we can raise them. If corn was made free we would not have to rely on Ontario. If we had free corn we would be able to revive the beef industry. This section of the country has suffered very much since the abrogation of the treaty. We need for our orchards a combination of potash and bone. Bone is admitted free, but potash has a duty of 25 per cent. We cannot even

The Mill Will Never Grind...
With The Water That Is Passed...

This means that a Bargain missed
will never come again. **So Don't Wait.**

WE WILL GIVE YOU A SPECIAL PRICE ON:

158 boxes Marcopoli & Fils 2 crown Carabournou Sultana Raisins.

140 boxes Marcopoli & Fils 3 crown Carabournou Sultana Raisins.

1 Car. 450 boxes, fine fresh Evaporated Apples.

550 pails, 20 lbs. each, Armour's "Simon Pure" Finest Kettle Lard,
equal to home rendered. Handled only by us.

Have you ever tried Shrewsbury Baked Beans in Tomato Sauce?
If not, do so. No other Brand will equal them.

...OUR PRICES ARE THE LOWEST...

L. CHAPUT, FILS & CIE., - MONTREAL



THESE TEAS

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



Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.
SOLD IN LEAD PACKETS



Spring Picked!!!
Skilfully Blended!!
Attractively Packed!

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

"Victoria" Brand

IS OUR REGISTERED TRADE MARK FOR

... Teas

We invite the trade to give a trial to our

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

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

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

WRITE FOR QUOTATIONS.

LAPORTE, MARTIN & CIE.

...Wholesale...
Grocers

Montreal

That...

Boston Tea Party

..of 1773

When George the Third was King--

Is being repeated throughout the States

But with this difference—

In 1773 the Colonists threw the Tea into Boston Harbor—not because they didn't want to pay the duty, but because [research has established the fact] it was Tea from China.

Now they are willing and ready to pay the duty and drink the tea because they are getting the pure, cleanly-made, healthy and economical teas of

Ceylon and India. —

get the bone meal in free, as the Customs require it to be prepared for manufacture. Artificial fertilizers should be free. Did not think the duty should be taken off pork and beef. If agricultural implements are to be taxed canned meats should be also, as a sort of compensation. Mr. Roscoe was fearful that if the duty was taken off coal it would interfere with our coal industry. Reciprocity, however, might help it.

AT ST. JOHN, N.B.

The Tariff Commission began its session at St. John, N.B., on Monday. Before the hearing of statements began Mr. J. V. Ellis, M.P., addressed the Commission. Speaking generally he said he was in favor of tariff reform as laid down at the Ottawa convention, and then proceeded to express himself in favor of cheaper oil, a commodity used very largely here. He directed attention to the difference in the price of oils in the United States and Canada, referring especially to what they cost on each side of the border, where New Brunswick joins Maine.

In behalf of the grocery trade it was asked that there be no change in tariff to affect the Canadian sugar trade, and that raw rice be increased 10 per cent. Objection was taken to the duty on starch, glucose, peanuts, paraffine, wax, chocolate, machinery for confectionery manufacturing, extracts, etc.

Mr. W. Frank Hatheway said the trade objected to the duty on packages, coverings, etc., and favored a reduction on oil of from 1 to 4c. per gallon, and thought the cornmeal duty should be reduced from 40 to 25c. per barrel, and hoped the flour duty would be reduced from 75 to 60c. per barrel.

Messrs. Potts, Goodwin and F. L. Potts, representing the fruit trade, requested that the duty on grapes be reduced from 2c. per pound to 15 per cent. ad valorem, the duty on peaches from 1 to ½c. per pound, a specific duty of 20c. per bushel on tomatoes, and the continuance of free bananas. The duty on packages was unfair and absurd.

Mr. J. J. McGaffigan, speaking for the tea importers, said they favored a specific duty and urged the inspection of teas, all inferior qualities being rejected. The importation of blended teas from England should be prohibited, so that the work of blending might be done here.

Mr. Andrew Malcolm asked that beef, pork and lard should only pay a duty of 1c. per pound, instead of 2c., and that cordage should pay a specific duty of 1c.

Mr. John Seely said our fishermen cannot compete with American fishermen, who are able to buy their supplies cheaper than Canadian fishermen. A man on the Maine shore is able to live cheaper than the Canadian fisherman. Messrs. Seely and Mal-

colm agreed to forward the Commission a comparative statement of the cost of fishermen's supplies in Grand Manan, Brier Island, etc., as compared with Eastport, Lubec, Portland and other Maine ports.

TEST OF A FIRE-PROOF PLASTER.

THE Champ de Mars, Montreal, on Saturday morning, was the scene of a very interesting exhibit, the object of which was to illustrate the fire-proof and other remarkable qualities of the new wall plaster, known as "Asbetic." Quite a large number of influential and representative people were present, among whom were most of the important architects and insurance underwriters, besides many gentlemen in high standing connected with other businesses and professions.

A small frame building was erected, plastered inside with this material, and raised about a foot from the ground to allow of a strong draught. This was then more than half filled with dry kindling wood, shavings, saturated with coal oil, etc., sufficient to make a fierce blaze, and ignited. The fire inside was kept supplied with similar combustible materials for nearly three-quarters of an hour, and was then extinguished by the means of an ordinary fire hose, in the hands of Capt. Dolan, of St. Gabriel street station. When the interior was cool enough to examine it was found that the plaster, although a little discolored, was otherwise uninjured, and the building itself showed absolutely no signs of any contact with the flames, not being even singed. A more thorough test it is hard to conceive of, and there is no doubt that, wherever this material is used, a fire will be confined for a long time, if not entirely, to the apartment in which it takes place.

A similar test was made in Washington, under the supervision of the principal officials of the supervising architects' office, amongst whom were Mr. Haymond, in charge of the testing and experimental work; Mr. Adams, chief of the heating and ventilating department; Chief Engineer Watts, General Steinmetz and Mr. H. G. Balkam, inspector and surveyor of risks for the Association of Fire Underwriters.

Similar tests have been arranged for in Ottawa, and in both London and Birmingham, England, whilst the principal architects in the United States and Montreal are proving their appreciation by specifying it. For example, in Montreal, such buildings as the Young Women's Christian Association, on Dorchester street; the McDonald & McIntyre building, on Victoria square; the Royal Victoria College, Verdun Insane Asylum and many smaller structures, have been, or are in process of being, plastered with "Asbetic."

Reuter's agency thought that this test was of sufficient importance to the architects and

builders in Europe that they cabled the result to London, England, from where it would be transmitted to the newspapers throughout Europe.

It might be added that Sir Donald Smith's new house at Glencoe, Scotland, is being plastered throughout with Asbestic.

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.

FRESH Catalogue mailed free on application.
SEEDS for 1897
WILLIAM EWING & CO.
Pleased to quote Clover, Timothy, and Farm and Garden Seeds of all varieties. **Montreal**

Feathers!
We Buy Them

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

AND PAY CASH

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

ALASKA FEATHER & DOWN CO.
290 Guy St., Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds.

Once Tried Always Used.

BALFOUR & CO., HAMILTON

"BUILD TO-DAY THEN,
STRONG AND SURE.
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

DO YOU?
WISH THUS TO BUILD
an advertisement
in the
**CONTRACT-
RECORD.**
TORONTO
will bring you
tenders from the
best contractors.



FOOD FOR CLERKS.

COULD I give the youth of this country but one word of advice it would be this: Let no moment pass until you have extracted from it every possibility. Watch every grain in the hourglass.

Time is exactly what we make it: In the hands of the wise, a blessing; in the hands of the foolish, a curse; in the hands of the wise, a preparation for life eternal; in the hands of the foolish a preparation for the condemnation that is everlasting. To you it is much; to your neighbor it is naught.

The country boy often bemoans his lack of a chance as did Clay, Webster and thousands of others, and thinks his youth among the rocks, the mountains, the forests, has been almost thrown away; and he longs for the time when he can shake off his farm fetters and flee to the city where there is opportunity. But years after, in some great legislative emergency, perhaps, in some contest with the city-bred youth, the rocks, the mountains, the streams, the granite hills which had unconsciously entered into the fibre and stamina of his life, rush to his assistance and force his city opponent to the wall. No, these grand schoolmasters of his youth have not taught their lessons in vain, but they have become a part of his very life. "At the call of a noble sentiment, again the woods wave, the pines murmur, the river rolls and shines, and the cattle low upon the mountain, putting the spells of persuasion, the keys of power, into man's hand. Bend to the persuasion which is flowing to you from every object in nature, to be tongue to the heart of man, and to show the besotted world how passing fair is wisdom." The best part of our education comes from nature, and she makes us pay a heavy price for shutting ourselves up in the city where we cannot breathe her sweet breath, nor learn lessons from her birds and streams and flowers, her mountains, her valleys and forests, her meadows and hills. She keeps the great school of the world; she is the developer of mankind, the unfolder of life, the invigorator of the race. She holds the balm for all our ills, and he who shuts himself out from her influences must pay the penalty. He must forever be dwarfed in some part of his manhood, his horizon limited, his education incomplete. The muscle and sinew, the nerve, the stamina, the staying powers, the courage, the fortitude, the grit, the grip and pluck of the world have ever come mostly from the country. The tendency of city life is to deteriorate the physical and the moral man. There is more refinement, but less vigor; more culture, but less stamina; more grace, but less hardihood; more sentiment, but

less sense; more books, but less knowledge; more learning, but less wisdom; more information, but less practical ability; more of the ethereal, but less of the substantial; more gristle, but less backbone; more newspaper reading, but poorer memories; more society, but less sincerity.

Not until the wounds of the world are healed, not until the last thirsty soul has been led to the River of Life, has an able-bodied man a right to lay down his armor and call a halt.

"What a grand sight! How soul-inspiring and thought-producing!" exclaimed John Marshall, as he gazed on the mountains of Virginia. "No wonder Patrick Henry was an orator, no wonder he was eloquent; how could he have been otherwise, reared amid such sublime scenes as these?"

"I could not help thinking," said Stephen Allen in his reminiscences of Daniel Webster, "as I stood with some of his neighbors and kinsmen upon the spot where Webster first saw the light of day, that those wild, bleak hills among which he was cradled, and those rough pastures in which he grew, had left their impress upon his soul."—Architects of Fate.

CANADIAN EGGS IN GLASGOW.

A trade letter from Glasgow, in The London Grocer, says that the popularity of fried ham and eggs as a breakfast dish causes an enormous consumption of eggs in Glasgow. Prices in 1896 were about the average. One of the leading features was the remarkable increase in the imports of Russian eggs, which seem to be gaining in popularity, as they suit a cheap trade. The trade in Canadian eggs is now better regulated, and, on the whole, there has been less cause for complaint than in the early shipments. Continental eggs, such as German pickled, met with considerable favor, and held their ground during the year. Canadian eggs are perhaps their greatest rival.

HERE'S A SCHEME.

THERE are ways and means of winding up a business, but an old German merchant of Seguin, Texas, has discovered a most effective method of getting all his liabilities in quickly and getting out of business with facility, says an exchange. This particular merchant has had a long career of singularly straightforward business dealings, and his credit was unimpeachable. For this reason he had a long list of friends among the traveling fraternity, and for the same reason they were all dumbfounded when his failure was announced. They all gathered in to Seguin at once to proffer their condolence to their old friend and patron, and incidentally, also, to present the accounts of their respective houses.

The old merchant didn't seem cast down by his misfortunes, but, on the contrary, greeted the boys with a particularly smiling countenance. When they were all in he called the first one up.

"Do I owe your house anything?" he asked.

"Yes, sir; a small balance."

"How much is it?"

"Here's the bill, I think the amount is \$300."

Then he took the man back, opened up his safe, and, to his utter astonishment, counted him out the full amount and took his receipt. In this way he went down the line, and every man was treated to the same sensation. After they had adjourned to a neighboring cafe, carrying their German friend with them, the boys got at the real situation. Their old patron was not only perfectly solvent, but he had a big reserve after all his debts were paid. He had come to the conclusion that he had been long enough in business, and after cudgeling his brain to find the most expeditious way of retiring, he concluded to fail. The method proved as effective as it was novel, and the boys and their firms are thinking of recommending the old German's plan to all their customers who may now or hereafter, either in Texas or elsewhere, have occasion to fail.



AN AUTOMATIC SELLING MACHINE . . .

To sell _____

Adams' Tutti Frutti

For full particulars, apply . .

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

WOODCOCK & CO., grocers, Cobourg, have assigned to G. T. Bickle. A meeting of creditors is to be held 29th inst.

Jos. Hamel, grocer, Quebec, has assigned.

W. Botsford, grocer, Brockville, has assigned.

J. M. Burnes & Co., fruits, Vancouver, have assigned.

W. J. Grant, grocer, Blenheim, has assigned to Geo. Thompson.

Horace E. Moore, general merchant, North Sydney, has assigned.

Guimont & Devoyaux, general merchants, Cap St. Ignace, Que., have assigned.

J. A. Bishop, general merchant, Baldoon, has assigned to C. B. Armstrong.

P. W. Bates & Co., general merchants, Merrickville, have assigned to James Smart.

E. Martin & Co., grocers, Pembroke, are offering to compromise at 25c. on the dollar.

Bay Bros., grocers, Sherbrooke, are offering to compromise at 25c. on the dollar, cash.

B. Lauzon, general merchant, St. David, is offering to compromise at 40c. on the dollar.

J. & J. Straitch, general merchants, Teeswater, have assigned to E. J. Henderson, Toronto.

E. Zeller, general merchant, Merlin, has assigned to C. B. Armstrong, London, and a meeting of creditors will be held on the 29th inst.

Halliday & Co., general store and creamery, Chesley, have assigned to E. J. Henderson, Toronto.

The estate of the late Lyman Buck (L. Buck & Son) is offering to compromise at 30c. on the dollar, cash.

A meeting of the creditors of the Huyck Mercantile Co., general store, Colborne, is called for the 29th inst.

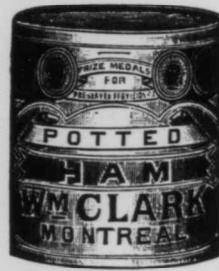
T. Bernard & Co., general merchants, Boucherville, Que., have compromised at 40c. on the dollar.

John D. Cameron, general merchant, Greenfield, is offering to compromise at 45c. on the dollar, cash.

M. Thibaudeau, wholesale and retail grocer, Quebec, is offering to compromise at 40c. on the dollar.

A meeting of the creditors of McDonald & Co., general merchants, Massey, has been called for Feb. 2.

M. O'Brien, general store and hotel, Whitefish, has assigned to F. Lemieux,



CLARK'S Potted Meats

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

Sudbury, and a meeting of the creditors will be held Feb. 1.

B. Ram, general merchant, Melocheville, Que., has assigned, having failed to secure a compromise at 35c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Geo. McLaren & Co., hardware and grain, Port Elgin, have dissolved.

J. B. E. Poirier and Paul Ethier have been registered proprietors of the Imperial Provision Store, Montreal.

Shaw Bros., commission agents, Montreal, have dissolved. J. H. Shaw retires and business will be continued under old style by the remaining partners.

J. R. Siteman and W. T. Holland have registered a partnership to carry on business in Halifax as dealers in groceries and liquors under the style of J. R. Siteman & Co.

SALES MADE AND PENDING.

The stock of Fanny Galloway, grocer, Hamilton, has been sold.

The stock of A. Lamarre, grocer, Montreal, has been sold at 44c. on the dollar.

The stock of the estate of Meredith Grass, general merchant, Ridgetown, has been sold.

The stock of the estate of Kelley & Co., general merchants, Tavistock, has been sold.

The stock of S. W. Reynolds, general merchant, Algoma Mills, is to be sold Feb. 3.

The stock of W. S. Goodwin, general merchant, Esquimalt, B.C., is advertised for sale.

The stock of the estate of F. X. Messner, general merchant, Formosa, is to be sold by auction Feb. 5.

The stock of F. J. Barnes, groceries and provisions, St. John's, Nfld., is advertised for sale by auction.

CHANGES.

Susanna Doxsee, grocer, Picton, has sold out to John Burns.

F. Marshall, grocer, East Toronto, has sold out to E. Hinds.

J. C. Miller, grocer, Fredericton, N. B., has sold out to W. W. Estey.

Shantz & Schiedel, grocers, Berlin, have been succeeded by A. S. Hallman.

J. A. Chabot, grocer, Quebec, is opening a dry goods branch.

J. T. Clarridge, grocer, St. Thomas, has sold out to E. C. Harvey.

R. Peters & Co., grocers, Toronto, have sold out to James Adams.

A. S. Guess, grocer, Kingston, has been succeeded by Walker & Son.

Fairbairn & Co., grocers, Woodstock, have sold out to Poole & Co.

John McMahon, general merchant, Oustic, has been succeeded by Joseph Carton.

Hunter & McKinnon, general merchants, Sandon, B.C., have sold out to Hunter Bros.

Sutherland & Co., general merchants, Wellington, have sold out to David L. Jones.

J. Y. Caldwell, wholesale biscuits and confectionery, has commenced business in Ottawa.

James Johnston has opened a general store at Denbigh, Ont. He was formerly in business in Ompah.

Two Edmonton South merchants have amalgamated. They are J. S. McNulty, general merchant, and R. K. Allan, grocer.

FIRES.

Minnie McRae, general merchant, Stayner, has been burned out.

Daniel Anderson, general merchant, Harbor au Bouche, N.S., has been burned out. No insurance.

DEATHS.

E. Laliberte, beer bottler, St. Marie la Beauce, Que., is dead.

TEA SALES IN NEW YORK.

The offerings of 10,074 packages tea through the auction room Wednesday brought together a large company of buyers. But following the large catalogue of the previous week many grades were in excessive supply and they suffered a little in price. The Formosa Oolongs especially favored buyers, and it was figured that some grades had sold at a full cent decline; however, there was no question of an average yielding in the price of at least ½c. The Ping Suey alone stood at steady prices, but the other qualities generally were only slightly easier.—N.Y. Journal of Commerce.

The Hilliard House, Rat Portage

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

EPPS'S COCOA

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

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

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

Special Agent, **O. E. COLSON, MONTREAL**

Smoked Hams

Smoked Rolls

Pure Lard

UNSURPASSED IN QUALITY
SAMPLE ORDER SOLICITED

PARK, BLACKWELL & CO., Ltd.

Wholesale Pork Packers
TORONTO

Salt

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

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

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

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

TRY A PACKAGE OF OUR "CLUB HOUSE"

A Perfect blend of the finest

INDIA and CEYLON TEAS

For which we are sole agents in America.

It will please your customers.

J. F. RAMSAY & CO.

Wholesale Importers

14 and 16 Mincing Lane

TORONTO

**Know All . . .
Grocery Clerks**



Agents for Knox Gelatines.

A. E. Richards & Co.
Hamilton.

William H. Dunn, Montreal.

Beattie & Elliot, Quebec.

C. & E. MacMichael,
St. John.

Alfred D. Hossack,
Vancouver, B. C.

H. F. Baker, Halifax, N. S.

That you can have, without money and without extra work, a High Grade Columbia Bicycle of latest pattern, and delivered to you from the Pope Manufacturing Company's factory. Send me your address on a postal and I'll write you all about it.

C. B. KNOX, JOHNSTOWN, N. Y.

Starch is Starch

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

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

EDWARDSBURG STARCH.

EDWARDSBURG STARCH CO.

Cardinal, Ont.

BLUE.

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

CANNED GOODS.

Apples, 3's	per doz.	\$0 70	\$0 95
gallons		1 65	2 25
Blackberries, 2		1 70	1 90
Blueberries, 2		0 75	0 85
Beans, 2's		0 65	0 95
Corn, 2's		0 50	0 75
Cherries, red pitted, 2's		2 00	2 25
Peas, 2's		0 60	0 75
Extra sifted		0 80	0 95
Sifted select		1 15	1 30
Pears, Bartlett, 2's		1 65	1 75
" 3's		2 40	
Pineapple, 2's		1 75	2 40
" 3's		2 40	2 50
Peaches, 2's		1 65	2 00
" 3's		2 50	3 00
Plums, Green Gages, 2's		1 60	1 80
" Lombard		1 50	1 70
" Damson Blue		1 15	1 40
Pumpkins, 3's		0 70	0 90
gallons		2 10	2 25
Raspberries, 2's		1 50	1 80
Strawberries, 2's		1 65	1 95
Succotash, 2's		1 15	1 15
Tomatoes, 3's		0 70	0 75
Lobster, talls		2 20	2 40
flats		2 85	2 90
Mackerel		1 35	1 45
Salmon, Sockeye, talls		1 20	1 30
flats		1 40	1 75
" Cohoe		1 15	1 20
Sardines, Albert, 1/2's tins		0 15	0 13
" 1/2's tins		0 20	0 21
" Sportsmen, 1/4's genu- ine French high grade, key opener		0 19 1/2	0 21
Sardines, Sportsmen, 1/2's		0 15	0 18 1/2
Sardines, key opener, 1/2's		0 10 1/2	0 11
" " " " 1/2's		0 18 1/2	0 19
Sardines, other brands 9 3/4 11		0 16	0 17
" P. & C. 1/2's tins		0 23	0 25
" 1/2's "		0 33	0 34
Sardines, Amer., 1/2's "		0 04 1/2	0 09
" Mustard, 1/4 size, cases		10 00	11 00
50 tins per 100			

MARSHALL & CO., SCOTLAND.

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

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

CANNED MEATS.

(CANADIAN.)			
Comp Corn Beef, 1-lb. cans	\$1 20	\$1 35	
" 2 "	2 30	2 50	
Comp Corn Beef 4-lb. can	7 75	8 25	
" " " 14 "	15 00	16 00	
Minced Callops	2 "	2 60	2 60
" " " 2 "	2 60	2 65	
Lunch Tongue	2 "	3 40	3 50
" " " 2 "	2 75	2 80	
English Brawn	2 "	2 50	
Camb Sausage	1 "	4 00	
" " " 2 "	1 50		
Soups, assorted	1 "	2 25	
" " " 2 "	1 80		
Soups and Boull.	6 "	4 50	



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



Beardley's Boneless Herring. 2 doz. \$1.40

ARMOUR PACKING CO.—HELMET BRAND			
Corned Beef, 1 lb.	1 40	1 50	
" 2 lb.	2 60	2 75	
" 4 lb.	5 50	5 80	
" 6 lb.	8 50	8 80	
" 14 lb.	17 50	18 00	
Roast Beef, 1 lb.	1 40	1 50	
" 2 lb.	2 60	2 75	

Luncheon Beef, 1 lb.	1 60	1 70
" 2 lb.	2 75	2 85
Brawn 1 lb.	1 30	1 40
" 2 lb.	2 35	2 50
" 6 lb.	6 60	6 80
" 14 lb.	14 50	15 00
Ox Tongue, 1 1/2 lb.	7 00	7 20
" 2 lb.	8 50	8 80
" 2 1/2 lb.	10 75	11 00
Lunch Tongue, 1 lb.	3 35	3 50
" 2 lb.	6 50	6 80
Chipped Beef, 1/2 lb.	1 60	1 70
Pigs' Feet, 1 lb.	2 65	2 80
" 2 lb.	1 65	1 75
Potted Meats, Tongue or Ham	70	75
" 1/2 lb.	1 20	1 25
Potted Deviled Ham or Tongue, 1/2 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, Fiquant Sauce, Gumbo, Tom- ato and Rice, 2 lb.	3 00	3 10
Plover Roast	5 00	
liced Gold Band Bacon	3 00	

Codfish.

Beardley's Shredded, 2 doz. pkgs.	0 90
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CHEWING GUM.

ADAMS & SONS CO.		per box
Tutti Frutti, 36 5c bars		\$1 20
" (in cream pitcher) 36 5c bars		1 20
" (in sugar bowl) 36 5c bars		1 25
" (in glass jar) 115 5c pkgs.		3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages		3 75
Pepsin Tutti Frutti, 25 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		5 50
Variety Gum (with book in each box) 150 lc pieces		1 00
Banner Gum (English or French wrappers) 115 lc pieces		0 75
Filtration Gum (English or French wrappers) 115 lc pieces		0 65
Mexican Fruit, 36 5c bars		1 20
Sappota, 150 lc pieces		0 90
Orange Sappota, 150 lc pieces		0 75
Black Jack, 115 lc pieces		0 75

Red Rose, 115 lc pieces	0 75
Magic Trick, (English or French wrappers) 115 lc pieces	0 75

CHOCOLATES & COCOAS.

EPPS'S.		per lb.
Cocoa—		
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
" 2 lb.		per lb.
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.		per lb.
Chocolate—		
French, 1/4's—6 and 12 lbs.		0 30
Caracas, 1/2's—6 and 12 lbs.		0 35
Premium, 1/2's—6 and 12 lbs.		0 30
Sante, 1/4's—6 and 12 lbs.		0 26
Diamond, 1/4's—6 and 12 lbs.		0 22
Sticks, gross boxes, each		1 00

Cocoa—		per doz.
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		1 40

CHOCOLAT MENIER.

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

(A. P. Tippet & Co., Agents.)

Chocolate—		per lb.
Caracas, 1/4's, 6-lb. boxes		0 42
Vanilla, 1/4's		0 42
" Gold Medal" Sweet, 6 lb. bxs.		0 29
Pure, unsweetened, 1/2's, 6 lb. bxs.		0 42
Fry's "Diamond", 1/4's, 6 lb. bxs.		0 24
Fry's "Monogram", 1/4's, 6 lb. bxs.		0 24
Cocoa— per doz		
Concentrated, 1/4's, 1 doz. in box		2 40
" 1/2's		
" 1 lb.		
Homeopathic, 1/4's, 14lb. boxes		0 33
" 1/2 lbs. 12 lb. boxe		33

RECKITT'S Blue and Black Lead

ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

BISCUITS

Pay the Grocer a good profit. Encourage the sale of them by making a nice display. Goods well shown are half sold. A dozen of our Glass Front Tins of Biscuits conspicuously placed in

your store will be "trade bringers." Our representatives are on the road. Let them advise you. Remember you can't afford to be without T. B. & C. Co.'s CREAM SODAS.

Toronto Biscuit & Confectionery Co.

7 FRONT STREET EAST - - TORONTO.

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

3 " " " 3 00

4 " " " 4 00

4 " " Glass Stop'r " 3 50

8 " " " 7 00

Parisian Essence, per gross 21 00

Ketchup, Fluted Bottles, gross 12 00

Ketchup, Screw Top, 21 00

S. & L. "High Grade" per doz 3 50

Pepper Sauce, per gross 15 00

FLUID BEEF.

JOHNSTON'S, MONTREAL.

Fluid Beef No. 1, 2 oz. tins \$ 3 00

No. 2, 4 oz. tins 5 00

No. 3, 8 oz. tins 8 75

No. 4, 1 lb. tins 14 25

No. 5, 2 lb. tins 27 00

Staminal—4 oz. bottles 3 00

4 oz. " 6 00

8 oz. " 9 00

16 oz. " 12 75

Fluid Beef Cordial—20 oz. bottles 15 00

Milk Granules, in cases, 4 doz. 6 00

Milk Granules with Cereals, in cases, 4 doz 5 00

FRUITS.

FOREIGN.

Currants—Provincials, bbls 0 04 1/2

" " " 0 04 1/2

" Filiatras, bbls 0 04 1/2

" " " 0 04 1/2

" Patras, bbls 0 05 1/2

" " " 0 05 1/2

" cases 0 05 1/2

" Vostizas, cases 0 07 1/2

" Blue Pearls 0 08 1/2

Dates, Hallowee boxes (new) 0 06 1/2

Figs—Eleme, 10 oz. 0 07 1/2

" " 10 lb. 0 09 1/2

" " 18 lb. 0 11 1/2

" " 28 lb. 0 13 1/2

" taps 0 03 1/2

" ditto, bags 0 04 1/2

Prunes—Bosnia, cases 0 06 1/2

" Bordeaux 0 04 1/2

Raisins—Valencia, off stalk 0 05 1/2

" Fine, off stalk 0 06 1/2

" Selected 0 06 1/2

" Layers 0 07 1/2

" Sultanas 0 07 1/2

" Cal. Loose Muscatels 50 lb. bxs., 3 & 4 cr. 0 07 1/2

" Mainga 1 60 1 80

" London Layers 2 20 2 65

" Black Baskets 2 25 3 50

" Blue Baskets 2 25 2 75

" Choice Clusters 3 50 4 00

" Dehesa Clusters 5 75 6 00

" Non Plus Ultra 5 00 5 50

" Imperial Bunches 5 00 5 50

" Russian Clusters 5 00 5 50

DOMESTIC.

Apples, dried, per lb. 0 02 1/2

evaporated 0 03 1/2

FOOD. per brl.

Split Peas 3 25 3 50

Pot Barley 3 25 3 50

Pearl Barley, XXX, 48-lb. pkt. 2 00

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 2 25

" 1 lb. tins 2 25

DALLEY'S ROYAL HYGIENIC SELF-RISEING FLOURS. per doz.

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 1 20

Crystallized Fruit, flavored 1 65

Acidulated (Sold by all wholesale grocers.) 1 50

KROFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.

1 oz. Packages, White, per doz. 85 90

1 " " Red, " 90 95

1 Quart size, per doz 1 15

2 Quart size, " 2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—

50 to 60 dy basis 2 30

40 dy 2 35

30 dy 2 40

20 18 and 12 dy 2 45

10 dy 2 50

8 and 9 dy 2 55

6 and 7 dy 2 70

5 dy 2 90

4 dy A P 2 90

3 dy A P 3 30

4 dy C P 2 70

3 dy C P 3 90

HORSE NAILS—

Canadian, dia. 50 per cent.

HORSE SHOES—

From Toronto, per keg 3 60

SCREWS—Wood—

Flat-head iron, 80, 10 and 10 p. c. dia. Round-head iron, 75, 10 and 10 p. c. dia. Flat-head brass, 77 1/2, 10 and 10 p. c. dia. Round-head brass, 72 1/2, 10 and 10 p. c. dia.

WINDOW GLASS. (To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.)

1st break (25 in. and under) 1 35

Rope—Manilla 0 09 1/2

Sisal 0 06 1/2

AXES—Per box 5 25 9 00

SHOT—Canadian, dia. 17 1/2 per cent.

HINGES—

Heavy T and strap 0 04 1/2

Screw, hook and strap 0 03 1/2

WHITE LEAD—Pure Association guarantee, ground in oil. per 100 lbs.

25 lb. irons 5 15

No. 1 4 77 1/2

No. 2 4 35

No. 3 4 02

TURPENTINE—

Selected packages, per gal. 0 40 0 41

2c. extra outside points.

LINSEED OIL—

Raw, per gal 0 44 0 45

Boiled, " 0 47 0 48

2c. extra outside points.

GLUE—Common per lb 0 07 1/2 0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

1/2 pall, 6 qt. \$3 35

Star Standard, 12 qt. 3 80

Milk, 14 qt. 4 75

Round-bottomed fire pall, 14 qt. 4 75

Tubs, No. 1 13 30

" 2 11 40

" 3 9 50

Fibre Butter Tubs (50 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. per doz.

Frank Magor & Co., Agents.

Orange Marmalade 1 50

Clear Jelly Marmalade 1 80

Strawberry W. F. Jam 2 00

Raspberry " 2 00

Apricot " 1 75

Black Currant " 1 85

Other Jams " 1 55

Red Currant Jelly 2 75

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

LICORICE.

YOUNG & SMYLLIE'S LIST.

5-lb. boxes, wood or paper, per lb. \$0 40

Fancy boxes (36 or 50 sticks) per box 1 25

" Ringed" 5 lb. boxes, per lb. 0 40

" Acme" Pellets, 5 lb. cans, per can 2 00

" Acme" Pellets, fancy boxes (40) per box 1 50

Tar Licorice and Tolu Wafers, 5 lb. cans, per can 2 00

Licorice Lozenges, 5 lb. glass jars 1 75

" " 5 lb. cans 1 50

" Purity" Licorice, 200 sticks 1 45

" " 100 sticks 0 73

Dulce, large cent sticks, 100 in box 0 75

MINCE MEAT.

Wetley's Condensed per gross, net \$12 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD. JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch—

1 Star Glenlivet, in cases 88 50 89 00

3 " " " 9 50 10 00

Old Liqueur " 15 00 15 50

Old Glenlivet, in wood, p. gal. 4 25 6 00

Watson's Irish—

Old Irish 7 50 8

Banagher " 9 50 10 00

In wood, per gal. 4 25 5 25

Geo. Sayer & Co. Cognac—

1 Star, in cases 11 50 12 00

V.S.O.P. " 16 50 17 00

In wood, per gal 4 50 6 50

Warter & May, Oporto—

Ports 2 10 6 50

Wisdom & Warter—

Sherries 2 00 6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old Highland 8 75 9 25

" Special Liqueur 9 50 10 00

" " Liqueur, 14 years old 15 50 16 50

d—Fine old Scotch 4 40

" Special old Scotch 5 00

MUSTARD.

COLMAN'S OR KEEN'S. per lb.

Square Tins—

D. S. F., 1 lb. tins 40 40

" " 1/2 lb. tins 0 42

" " 1/4 lb. tins 0 45

Round Tins—

F. D., 1/2 lb. tins 0 25

" " 1 lb. tins 0 27 1/2

" " 4 lb. jars, per jar 0 75

" " 1 lb. 0 25

" " 4 lb. tins, decorated, p.t. 0 80

FRENCH MUSTARD (Robert Greig & Co.) per gross.

Pony size, \$7 50 Beer Mug 16 20

Small Med. 7 50 Tumbler 11 50

Medium 10 80 Cream Jug 21 00

Large 12 00 Sugar Bowl 22 00

Spoon 18 00 Caddy 28 00

THE F. O. 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

1/4 lb. tins, 4 doz. in case, per doz. 0 65

1/2 lb. tins, 2 " 1 20

1 lb. jars, per doz 2 40

4 lb. " 7 80

1/4 lb. glass tumblers 0 75

Jersey Butter Color, 2 oz. bottles, per doz 1 25

1 gallon tins, per gal. 2 00

Celery Salt, 2 oz. bottles, silver tops, per doz 1 25

Curry Powder, 2 oz. bottles, silver tops, per doz 1 75

RICE, ETC. per lb.

Rice—

Standard "B" 0 03 1/2

Patna 0 04 1/2

Japan 0 05

Imperial Seeta 0 05 1/2

Extra Burmah 0 03 1/2

Java Extra 0 06 1/2

Genuine Carolina 0 09 1/2

Grand Duke 0 06 1/2

Sago 0 03 1/2

Tapioca 0 03 1/2

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—

No. 1 White or Blue, cartoons 0 05 1/2

Canada Laundry 0 04 1/2

Silver Gloss, 5-lb. draw-lid boxes 0 07

Silver Gloss, 6-lb. tin cannisters 0 07

Edwardsburg Silver Gloss, 1-lb. chromo package 0 07

Silver Gloss, large crystals 0 06 1/2

Benson's Satins, 1-lb. cartoons 0 07 1/2

No. 1 White, bbls and kegs 0 04 1/2

Benson's Enamel, per box 3 00

Culinary Starch—

W. T. Benson & Co.'s Prep. Corn 0 06 1/2

Canada Pure Corn 0 05 1/2

Rice Starch—

Edwardsburg No. 1 white, 1-lb. cart. 0 09

Edwardsburg No. 1 White or Blue, 4-lb. lumps 0 07 1/2

KINGSFORD'S OSWEGO STARCH.



40-lb. boxes, 1-lb. pkgs., 0 08

SILVER GLOSS 6-lb. boxes, sliding covers (12-lb. boxes each crate) 0 08 1/2

PURE 16-lb. boxes 0 07

OSWEGO 40-lb. boxes, 1-lb. packages 0 07 1/2

CORN STARCH.

For puddings, custards, etc.

ONTARIO 38-lb. to 45-lb. boxes, 6 bundles 0 06

STARCH IN Silver Gloss 0 07 1/2

BARRELS Pure 0 06 1/2

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—

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

Finest Quality White Laundry—

3 lb. cartoons, cases 36 lbs. 0 05 1/2

Bbls., 175 lbs. 0 04 1/2

Kegs, 100 lbs. 0 04 1/2

Lily White Gloss—

Kegs, extra large crystals, 100 lbs. 0 06 1/2

1 lb. fancy cartoons, cases 36 lbs. 0 07

6 lb. draw-lid bx. \$ in crate, 48 lb. 0 07

6 lb. tin enamelled cannisters, 8 in crate 48 lbs 0 07

Brantford Gloss—

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

Brantford Cold Water Rice Starch—

1 lb. fancy boxes, cases 28 lbs. 0 09

Canadian Electric Starch—

40 packages in case 3 00

Culinary Starch—Challenge Prep. Corn—

1 lb. pkgs., boxes 40 lbs. 0 05 1/2

No. 1 Pure Prepared Corn—

1 lb. pkgs., boxes 40 lbs. 0 06 1/2

SUGAR. per lb.

Granulated 0 04

Paris Lump, bbls. and 100-lb. boxes 0 05 1/2

" " in 50 lb. boxes 0 05 1/2

Extra Ground, bbls. 0 05 1/2

Powdered, bbls. 0 05 1/2

Very bright refined 0 03 1/2

Bright Yellow 0 03 1/2

Dark Yellow 3 30 0 25

Demerars 3 50 0 00

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"NEVER TURN A WHEEL" WITHOUT IT
 "GAVE YOU SALT?"
PERFECTLY

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Samuel Rogers, President, Sole proprietors, Toronto, Ont.
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MANUFACTURERS OF



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

For sale by all Woodsmen's Dealers

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

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 Fluid Beef 16 oz. Bottle,
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TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? One Pointer from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers.

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On this Continent. No Chemicals are used in their manufacture. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their Premium No. 1 Chocolate is the best plain chocolate in the market for family use. Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children. Consumers should see for and be sure that they get the genuine.

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Windsor Salt

FOR HOUSEHOLD USE
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FOR MAKING CHEESE

Composed of Natural Crystals—uniform—and dissolves readily

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