

THE CANADIAN GROCER

VOL. XIII.

TORONTO AND MONTREAL, MARCH 17, 1899.

NO. II.

COLMAN'S MUSTARD



BEST ON EARTH

BRITISH ROYALTY

has for many years patronized

ZELLER WAFERS.

The Four Savoury Varieties are delicious sandwiched with butter.
The Six Sweet Varieties are the right accompaniment for
Ices, Custards, Whipped Cream, etc.

Manufactured by

PEEK, FREAN & CO., LONDON.

Canadian Trade Supplied by Chas. Gyde, Montreal, Que.

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

And all Grocers' Sundries

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

Sample room

MONTREAL, QUE.

56 and 58 Front West, TORONTO.

Sold and highly recommended by all leading grocers.

Sovereign
 Matches

ONCE UPON A TIME

—only 30 years ago—
Heinz Pickles were known only in Pittsburg, U.S.A. Now Heinz Pure Food Products may be bought anywhere in the civilized world.



The Canadian trade is among the most appreciated. Canadians want the very best, and it is wisdom for grocers to carry a full line of Heinz condiments.

H. P. Eckardt & Co., Hudson, Robert & Co.,
 Toronto. Montreal.

An Awful Habit

And a mighty dangerous one

You can't tell where you are going to land, for it's mighty uncertain business, this giving away your profits. You may argue that this doesn't strike you, but it does unless you are a user of the Money-Weight System.

What does the Money-Weight System do?
 It saves the pennies, that's what it will do.

Write to us about it.

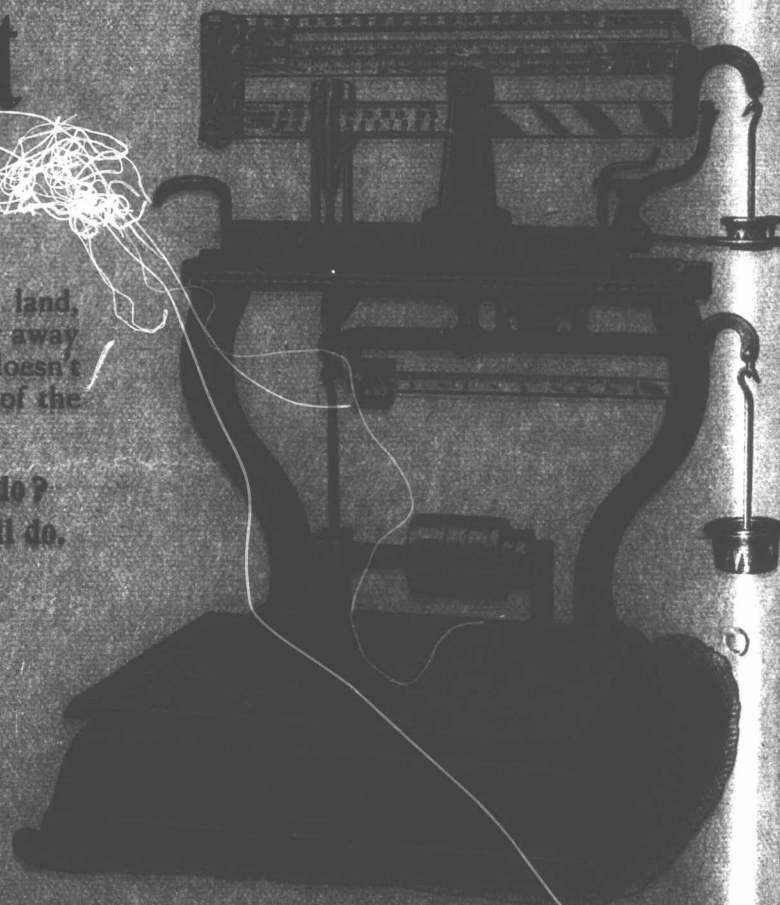
THE COMPUTING SCALE CO.

DAYTON, OHIO

Scales sold on monthly payments, without interest.

or MONEY-WEIGHT SCALE CO., Sole Distributors,
 47 State St., Masonic Temple, Chicago, Ill.

or L. A. DAVIDSON,
 Canada Life Building, Toronto



WHAT
a few
PEOPLE
SAY
who
sell it.

THERE is no doubt
that this DYE is the
greatest discovery of
the century, and MUST
supersede all others
just as electric light is
superseding other light.
All wholesale deal-
ers sell it.

“Maypole Soap” is almost magical in its effect, and
must supersede every other dye for Home use.
..... Truro, N.S.

“Maypole Soap” is a truly wonderful article and has
become a staple with us. Montreal.

“Maypole Soap” I find more satisfactory and far
less trouble than any others. Toronto.

“Maypole Soap” is a good seller and gives great
satisfaction Sherbrooke, P.Q.

“Maypole Soap” gives good satisfaction.
..... Kingston.

“Maypole Soap” is increasing in sales all the time,
and all users are pleased. Quebec.

And scores of others from Newfoundland
to far off British Columbia.

Sole makers—

THE MAYPOLE CO., Limited,
97 and 98 High Holborn, London.

CANADIAN DEPOT:
8 Place Royal, Montreal.

LAZENBY'S

SOUP

SQUARES

Each square contains the soluble
parts of **1 1/2 lb. of Beef**, with
flavoring, etc., sufficient to make 1 1/2
pints of strong, nutritious Soup.

THE MOST PERFECT AND PORTABLE FORM OF
CONCENTRATED SOUP EVER OFFERED.

For Family use, for Hospital use, for Camp use, there is nothing equal.
Packed in boxes containing 12 squares, weighing less than 2 1/2 pounds.

Arthur P. Tippet & Co.
Montreal and Toronto.

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

JAPAN TEA

is by long odds the nicest, purest and altogether the most delicious tea in the world.

It is extensively advertised and has decided merit in both flavor and aroma.

You owe it to yourself and your customers to have a full supply on hand.

Housewives want it because they know it is the purest, cleanliest, best flavored and most economical of any and all teas the world produces.

Always follow carefully the following:

OFFICIAL RECIPE.

Use a small, dry, and thoroughly clean porcelain or porcelain-lined teapot. Put in one teaspoonful of tea-leaves for each cup desired. Pour on required quantity of freshly boiled water, and let stand for two or three minutes with closed lid. Never boil the leaves. Tea-leaves should be kept in tight can or jar, free from moisture.

**“Stop
the
Leaks.”**

I wish that every grocer in Canada could find time to read the article that appeared in this journal (THE CANADIAN GROCER) on Feb. 24th, under the heading “Stop the Leaks.” I believe that it shows a practical side to cigar selling by grocers, that will appeal strongly to the grocer who is not selling cigars to-day.

I agree with the writer of that article that it does not pay for a cigar manufacturer to “hide his light under a bushel.” I advertise my cigars persistently over my own name. I back up every statement that I make regarding them in the most convincing way that I know of, namely, “your money back,” cheerfully, if you do not find them exactly as represented. Send for my price list and samples of

Payne’s Cigars.

J. Bruce Payne, Mfr.
Granby, Quebec.

The “Pharaoh” for
a 10c. line.

The “Pebble” for
a 5c. line.

**Crown
Flavoring
Extracts**

**for
Purity
Strength
and Flavor**

The Greig Manufacturing Co.

456 St. Paul St., MONTREAL.

DUNN’S PURE MUSTARDS

are made from selected seeds; all shell is extracted. Sold in 10c., 1/2-lb. and 1-lb. tins. It will pay to write us at Hamilton, Ont.

**Flake Barley
Profits.**

(in very attractive wooden kegs holding 25 pounds each) pays you a double profit—one profit from the sale of the Flake Barley, and another from the sale of the empty wooden keg that house-keepers find so useful. There is no time like the Spring for introducing Flake Barley to folks who do not know it.

Tillson’s Flake Barley

is an ideal substitute for oat meal for the breakfast porridge. It is rich and delicate and very wholesome—but above all it nourishes without heating the blood. And, too, it makes a pudding that the most cross-grained dyspeptic can eat without fear—it digests so easily. Better yet, there are “two profits” in it for you—let us send you samples and prices.

The Tillson Company, Limited

Tilsonburg, Ont.

From Manufacturer to
Retailer Direct.



NEXT WEEK

WE MAKE A NEW DEPARTURE IN
COFFEE OUR MEN WILL
 SHOW YOU OUR
 NEW PACKAGE, IT IS A "BEAT ALL"
 HANDY--HANDSOME--GOOD--CHEAP.



LICORICE..

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

YOUNG & SMYLIE

BROOKLYN, N.Y.

Established 1845.

J.Y. GRIFFIN & CO.

Wholesale
 Produce

Griffin Brand Hams, Bacon and Lard.

LARGEST HANDLERS ON PACIFIC COAST
 OF CREAMERY AND DAIRY BUTTER,
 EGGS AND CHEESE.

CORRESPONDENCE SOLICITED.

121 and 123 Water Street,
 P. O. BOX 28.

Vancouver.

USE THE BEST!

Canada Manufacturing Co.

Manufacturers of

"STAR SELF-RAISING FLOUR."

An old favorite,

"FLEXMAN SELF-RAISING FLOUR,"

"QUEEN BAKING POWDER,"

Greatly used in Great Britain, etc., and put up in
 Canada only by us.

Proprietors: **AULD MUCILAGE CO.**

Telephone Main 2476.

Office: 17 Bleury St., Montreal.

Manufacture the Old Reliable! Premium Mucilage,
 in Bottles and in Bulk. Premium Lithograms and
 Lithogram Composition. Premium Printers' Roller
 Composition.

AULD MUCILAGE CO.

Telephone Main 2476. 17 Bleury St., Montreal

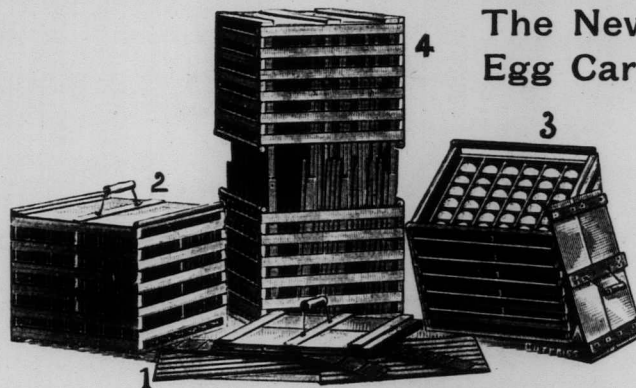


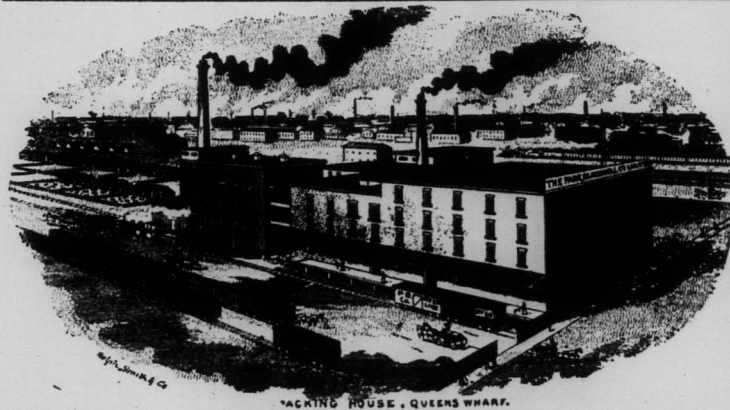
Fig. 1. Folded Flat. Fig. 2. Set up, closed.
 Fig. 3. Set up, open. Fig. 4. Shows 1/2-dozen crates
 packed for shipment.

The Newest and Best
 Egg Carrier Out.

The
Humpty-Dumpty

Has no equal for Farmers' use.
 Light and durable.
 Breakages and miscounts out of
 the question.
 Handy for carrying anything
 with fillers removed.

Made exclusively by
 The ...
**Dowswell Manufacturing
 Co., Limited,**
 HAMILTON, CANADA.



PACKING HOUSE, QUEENS WHARF.

THE PARK, BLACKWELL CO., LIMITED,

Pork and Beef
 Packers,

TORONTO

Mild Cured Hams
 Boneless B. Bacon
 Roll Bacon
 Pure Lard
 Plate Beef
 Mess Pork
 Dairy Butter
 Cheese, D. Apples

Evidences

are plenty, and multiplying
daily, that

CEYLON and INDIAN

(MACHINE-MADE)

TEAS

are the most popular teas on earth. Sales keep going up and up and up. Nothing can stop them. Every tea-drinker, after once trying these teas, sticks to them for life. No more adulterated, wishy-washy stuff for them. They want the pure, cleanly, wholesome teas of

Ceylon and India

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l. Apples

ONTARIO



THIS WEEK

Your particular attention is directed to the values we are offering in!

JAPANS---To sell at 25 and 40c.
AND ASSAMS---To sell at 25c.

WE HAVE EXCEPTIONAL BARGAINS in these grades, which are well worth the attention of the live merchant desiring the best **TEAS** with which to increase his Trade and Profits at the same time.

OUR WHOLE RANGE OF TEAS is one of "special values." It is a pleasure to submit samples at all times.

A few weeks more and the Budget comes down.
 Would it not be well to have a fair supply of Tea, just to guard against the possibility of a duty?

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

The Camping Season
 Is Coming . . .

ESSENCE OF COFFEE

IS A REQUISITE.

See that you get



Rose & Laflamme

Agents MONTREAL.



Batty & Co.

ESTABLISHED 1824.

LONDON.



OLIVES
 AND
 PURE
 OLIVE
 OILS.



Makers of High-class

INDIAN
 CURRIES
 AND
 CHUTNIES.

PICKLES
 OF
 ALL KINDS.



SAUCES
 OF
 ALL KINDS.

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

THE CANADIAN GROCER

VOL. XIII.

TORONTO AND MONTREAL, MARCH 17, 1899.

NO. 11

SUCCESSFUL METHODS IN BUSINESS.*

By J. G. CANNON.

THE spirit which pervades the business world at the end of this nineteenth century is loftier in tone than ever before in the history of this country.

Manufacturers are beginning to realize that the production and sale of dishonest and spurious articles is no longer profitable. A merchant's statements with regard to his goods are accepted as true until they are proven false. An article, to be worth advertising to-day, must have merit, and advertising, to be remunerative, must be restricted to truthful statements. Dishonest goods, like a depreciated currency, are not popular with business men. They are regarded as counterfeit goods and can be disposed of only by resorting to methods analogous to the "shoving of the queer." To restrain the dishonest merchant, who adopts such methods, a law was passed at the last session of the New York State Legislature against what is ordinarily termed "fake advertising," and the National Association of Credit Men gave this measure its hearty support, and was largely instrumental in securing the enactment of this salutary law.

"Claimers" are coming more and more to be marked men in commercial transactions, and this question is receiving a great deal of consideration in passing upon credit risks. Men who try to overreach in their dealings with others, and who seek to get the better of a bargain by resorting to methods, which are as petty as they are contemptible, are being excluded from the class of favored and trusted customers.

The saying, "cheat other men or they will cheat you," is fast losing its pertinence in business matters and a vast stride has been made towards popularizing the golden rule.

*Address before the Credit Men's Association.

The adhesive bond in the business structure of the day is a stronger faith in one's fellow men. Distrust disintegrates, mutual confidence builds up and cements together the business community.

Honesty and fair dealing are now the rule rather than the exception in business enterprises. The commercial world seems to have realized at last that honesty is really the best policy, and that there is now manifested a stronger disposition to consider a man honest until he proves himself the contrary, and when a man has once shown a lack of integrity he is cast out from business circles. There is also a growing disposition among merchants to consider character as among the strongest assets a man can have, and the time is not far distant when a man who makes a dishonest failure will find it difficult to rehabilitate himself in business, as the mercantile community is growing less and less anxious to sell merchandise to this class of men. We can all remember the time when it was easy for a dishonest man to fail and immediately to commence business under another name, and to obtain credit from the very merchants who were swindled by the first operation.

The enactment of a national bankruptcy law is a great step forward and demonstrates the fact that a large majority of business men desire equity, justice and fairness in dealing with their debtors, and do not wish to take an undue advantage of other creditors. While improper use may be made of this law by some evil-minded persons, I venture the prediction that the number of fraudulent failures will be far less during the next ten years than ever before, and that the placing of all creditors upon the same basis in the distribution of the assets of an insolvent debtor will not only directly work a great benefit to all, but will indirectly

exercise a salutary influence over credits generally.

While the spirit of competition is keener to-day than ever before, I think there is less and less malice and harsh feeling between competitors in similar trades as time goes on. This is evidenced by the growth of organizations among merchants and manufacturers in the same line of business, such as national and local associations of hardwaremen, clothiers and other similar associations which are formed for cooperation and protection of mutual interests. One of the members of our association has expressed in concrete form the difference between competition and opposition, and there is so much truth and force in his remarks that I take the liberty of quoting them:

"Competition is the life of trade." The merchant who promotes a healthy rivalry and honorable competition will find it so.

Opposition is rank poison to legitimate business. The merchant who wastes his time clubbing his neighbors and digging pitfalls for them will find it so; he will eventually fall in his own trap.

Competition and opposition are easily confounded.

Competition is an honest man's means.

Opposition is a two-edged sword, likely to draw blood on the luckless handler.

Competition, be it ever so sharp, is tempered with fair play.

Opposition arouses passion, puts a premium on trickery and degrades business.

Competition brings improvement and activity.

Opposition suggests any old scheme to injure an opponent.

Competition makes friends.

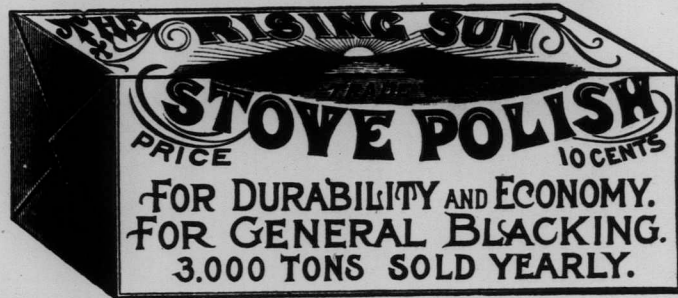
Opposition destroys friendships and makes enemies.

Competition nourishes profits.

Opposition kills them.

Competition means friendly rivalry, with honor and mutual success.

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

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

Opposition means unfriendly strife and hostility, without success to either party.

The benefits of competition are world-wide.

The evils of opposition are just as widely distributed.

A well-known writer has said that "mistakes and failures do not occur chiefly for want of knowledge of right principles. The trouble is that the principles are not kept fresh by frequent thought of them." The National Association of Credit Men has sought, by all the means in its power, to keep correct principles constantly before its members.

Another writer has said that "a journey through life is like a journey along the trackway of a retreating army. Here a valuable ammunition wagon is abandoned because a careless smith left a flaw in the tire; there a cannon is deserted because a tug was improperly stitched; yonder a brave soldier lies dying in the thicket where he fell because excited men forgot the use of an ambulance." Our association has constantly tried to demonstrate the necessity for carefulness in all details pertaining to the conduct of business. If the association had not accomplished anything beyond the fact of the adoption of its uniform statement blank, which is being generally used throughout the country, and which is becoming more and more a factor in the mercantile world, this achievement alone would have justified its existence. It has, however, taken another step in advance by the agitation of the question of proper methods of accounting, in the small retail houses as well as in the larger establishments. To-day the woes of the credit man are magnified because it is impossible, strange as it may appear, to induce some merchants to keep any books whatever. The reason for their lack of this very essential feature lies in the fact that they do not understand how to keep a proper record of their affairs, and because they have never been brought to realize the benefit and

profit to be derived therefrom. Others keep books, but their methods make it practically impossible to secure from the same the intimate knowledge of their financial condition which is so necessary for the intelligent extension of credit. No business man is properly equipped for the handling of his affairs who is not thoroughly familiar with the condition of his assets and liabilities, and frequently furnished with figures showing the results of his transactions.

I am thoroughly convinced, from my contact with merchants and other business men, that a vast proportion of the failures which take place would not occur if the managers of business houses and corporations were thoroughly and constantly familiar with their condition and intelligent results of their transactions frequently laid before them. The lack of this very essential information is not always due to the fact that books of account, intended to show such results, are not kept, but rather because the methods in use are complicated, slow and imperfect. Many bookkeepers get into what may be called a rut, and follow customs which have long since become obsolete. This is very apt to be the case with a bookkeeper whose duties confine him strictly to his office, and who, therefore, has no time to familiarize himself with unknown methods and with other and ready ways of obtaining results. He frequently has no knowledge of any but the system which he has followed for years. The heads of the house have their entire time and attention occupied with the buying and selling of merchandise and the management of the business, which renders them unable to improve the accounting system, even granting that they had the ability to do so. These slow and obsolete methods may be, and sometimes are, the result of prejudice upon the part of managers who have become wedded to a given system and are reluctant to try a new system with which they are not familiar, and which may require study and investigation upon their part. I

have known of large institutions and business houses, which, at one period of their existence, have found it impossible to secure a statement of their condition, or of the results of business done, except at very long intervals, and then only after tedious and annoying delays. But, later, by the introduction of improved and more direct methods, the same institutions and business houses have been able at any time to secure a true statement of their assets and liabilities and of the results of their monthly transactions within a few days after the first of any given month; provided, of course, that everything had been kept up and there was no waiting to adjust matters which had been neglected, the only natural delay being that required for receipt by mail of invoices and reports up to the given time. Their lack of information was not due to the want of desire or ability upon the part of their bookkeepers and clerks, but rather to the slow and cumbersome manner in which their books of accounts were kept.

The improvement of existing methods and the introduction of new systems is work for which the professional accountant has fitted himself, and he is rapidly assuming the relation to office work that the architect bears to the erection of buildings. The ideal way of handling business records, so as to get the most satisfactory results, would be to have the accountant provide for each particular business diagrams and written instructions, to correspond with the plans and specifications furnished by the architect. This, if properly done, would enable the business man to intelligently criticize the proposed arrangement before its introduction. It would also do away with the necessity of having an outsider in the office for an indefinite period to get the system under way, and the bookkeeping force would have at all times the diagrams and written instructions for reference and guidance. Of course, this may be too elaborate for the ordinary business man. We recognize the fact that there is a great diversity in the character of business, and that no one set form of bookkeeping is practicable for all, but we believe there is a certain uniformity in accounting which may be adopted in most lines of trade.

A FEW REASONS why you should buy

TEAS from us :

Because we anticipated advance in Young Hysons, Indians and Ceylons, and can sell you below cost of importation. Because we have not shipped our "Bargains" to the London market, where bigger prices rule, but have reserved them for our Canadian trade—Because we are keeping up the quality of Circle Tea and selling at old prices.

THESE ARE FACTS }
NOT THEORIES. . . }

LUCAS, STEELE & BRISTOL
HAMILTON.

JAMES TURNER & CO., Hamilton

Have great bargains in quarter-dollar Green Teas, closing out preparatory to taking stock 1st April. The lines are small, comprising Points and first Young Hysons---all Moyunes, at prices that cannot be repeated.

To Port Arthur, Fort William,

and all Railway Points East, in Ontario

FREIGHT PREPAID on 5-case lots

"REINDEER BRAND"

CONDENSED GOODS.

Specials for Lent

Codfish, in Quintals.
Codfish, in ½-Quintals.
Labrador Herrings, in Bbls.
Labrador Herrings, in Kegs.
No. 1. Split, in Kegs.
Smoked Herrings.
Boneless Cod, 1-lb. Blocks.
Quail on Toast, 1-lb. Blocks.

Fresh Herrings, in Tins.
Kippered Herrings, in Tins.
Herrings, in Tomato Sauce.
Finnan Haddies, Flat Tins.
Finnan Haddies, Round Tins.
Kippered Chickens.
Shrimps, in Round Tins.

ALL AT ROCK-BOTTOM PRICES.

T. KINNEAR & CO.

49 Front Street E.

Toronto.

A "SUGGESTION BOX" FOR GROCERS.

A GROCER deals in so many commodities and sees his trade so frequently—has such a close touch with them, if he desires—that the chance for increasing his trade on profitable lines is almost limitless, writes R. B. Chipman in the Grocery World.

In the large department store the proprietor is known by name, is seen occasionally, but never waits on trade, and has little opportunity for social contact with the personnel of his large trade.

The retail grocer in the country town, however, has a world of opportunity if he will but utilize it.

He can see that every lady customer gets just what she wants, and as his clerks increase he can make it his business to observe the aptitude with which each clerk takes hold of the business entrusted to his care.

He can so arrange his charge and cash sales as to exhibit just how much merchandise is sold by each clerk and fix his recompense accordingly.

A suggestion box should be in every larger retail grocery. In this suggestions from the clerks should be placed, passing upon the merits of what will please trade

and complaining of any method or commodity, which, in the maker's opinion, is against the best interests of the store to continue or foster.

The proprietor should have these signed suggestions come to him personally, and he should give a dollar or two at intervals to the clerk who has contributed a valuable idea.

By thus paying for and stimulating employes' brains to work out the salvation of his business, he will have more leisure and opportunity to become acquainted with his trade.

He might also ask his lady customers to drop a word or two in the suggestion box, and state that any practical idea would probably be adopted as soon as practicable.

And on a neat card some day he might put up a sign reading :

This dozen of jelly was given to one of our lady customers who suggested this neat way of putting up our preserves.

Many practical suggestions are floating in people's minds if they are only politely asked to express themselves, and particularly if they think they will possibly receive some reward the impetus to this expression of thought and suggestion will become more pronounced.

CEYLON COFFEE ADULTERATION.

The Times, of Ceylon, says: "The days have long gone by when local planters' associations took an interest in the question of coffee adulteration, though the time was when it was a burning question out here, and the Home Government was approached on the subject. But, at the late Mr. Gladstone's instigation, protection for Ceylon coffee-growers was refused in the sacred name of Free Trade. Our South Indian friends are traveling the old journey, however, for we see that at Ooty, on the 27th ultimo, the Nilgiri planters resolved to ask the United Planters' Association to petition the Home Government for more stringent legislation against the adulteration of coffee, and to endeavor to unite the coffee-producing countries of the world in support of the movement, and in pressing it upon their respective Governments."

CALIFORNIA'S ORANGE CROP.

Edwin T. Earl, who is thoroughly familiar with the Californian fruit trade, says: "The yield of oranges in the southern part of the State this season is about 3,000,000 boxes. Of this number about four-fifths are being sent to eastern cities. The financial returns to the orange-growers of the crop will be between \$3,000,000 and \$4,000,000."

In days of old
Your grandfather sold
Any cheese at all



In modern days
It always pays
To sell "IM-PER-I-AL"

2548

CHESTS
-and-
HF-CHESTS.

Since February 27th last to date (March 14th),
we sold

2548 CHESTS AND HF-CHESTS TEA.

Principally Indians, Ceylons and Y. Hysons.

We have still some good values left.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers

TORONTO

GROCERY WINDOW SCENE.

THE Emporium grocery display was entirely of soap the other day. It was also, like many of their grocery trims of late, marked by a simple but artistic roughness that is quite pleasing. Cakes of soap were lined up the wall on either side. Large steps were formed from the front to the rear of the window, by means of white Castile bars, and which took the whole display with the exception of a break right down the centre, of washboards, which looked like a sort of slide and upon which cakes of soap were displayed.

A ten-minute wait in the store of Phillips & Malic, the Powell street grocers, did more towards making us believe in large displays of single articles than anything we have seen for a long time. The firm had a window full of bottled pickles, with one large 10c. sign. The bottles were displayed by means of steps of boxes, the tops of which corresponded with the height of the bottles. One row of bottles lay flat while the next slanted up against the sides of the boxes. During our ten minutes call the number of bottles sold by means of this display was really wonderful.—San Francisco Grocer.

CORRUPT PRACTICES IN TRADE.

Lord Russell, of Killowen, has submitted to the Associated Chambers of Commerce for consideration a bill to check corruption

in trade. It is understood that the bill has been prepared by Sir Edward Fry, and that Lord Russell will introduce it into the House of Lords. The bill will make it a punishable offence to make, offer, receive, or solicit a corrupt payment; and if any person shall give to any factor, agent, clerk, or servant any receipt, account, or other document in respect of which the principal, master, or employer is interested which shall omit to state explicitly and fully any discount, rebate, gratuity, or reduction made, given, or allowed, or in which there shall be any omission of any fact in relation to the transaction to which the said receipt, account, or document relates, and which it shall be for the interest of the principal, master, or employer to know, shall be guilty of a misdemeanor, and in Scotland of an offence punishable by fine and imprisonment. The executive committee of the Association of Chambers of Commerce of the United Kingdom has considered the bill, and the resolution passed by the committee is in terms of cordial approval of its objects. It reads: "The Council have duly considered the draft bill, and, without committing themselves to all its details, desire to express their cordial approval of its general scope and object. They are glad to observe that Parliamentary attention will thus be effectively directed to the growing and reprehensible practice of giving illicit commissions—

a practice which is greatly injurious to business, and is to be seriously deprecated in the interests of commercial morality."

A GROCERS' MATCH.

A very exciting curling match was played in the Caledonia rink, Montreal, the other night, between rinks from the St. Lawrence and Caledonia clubs, composed of gentlemen in the grocery business. The purveyors whose habitat is Burnside Place were victorious, as will be seen from the score:—

Caledonia.	St. Lawrence.
A. W. Osgood	J. C. Rose
W. Currie	J. Howard
J. H. Robertson	J. Johnston
Jno. Robertson (skip)—14.	D. Guthrie (skip)—8.

After the match was finished the visitors took their opponents in and did for them, according to the usual hospitality of the Caledonia Curling Club.

Hay is unusually abundant and unusually cheap in Fredericton, N. B., just now, the best quality fetching only \$6 a ton.

The total exportation of Californian wines to Europe in 1898 amounted to 557,671 gallons, valued at \$193,583. The bulk of this went to Great Britain and Germany, though France, Denmark, Switzerland and Italy received a portion of the product. The indications are that the exportations this year will exceed those of last season.

The wise

Sell



Rose & Laflamme Selling Agents Montreal



SEASON'S ORANGE SUPPLIES.

THE recent abnormal weather conditions throughout the orange-growing section of the south have caused handlers and receivers of this fruit to investigate the situation carefully in order to determine, if possible, the probabilities of the next season's crop. It was thought that the trees had recovered sufficiently from the damage done in 1895 to be an important factor again in the market, but the freezing weather of a few weeks ago blighted these hopes, and the present conditions appear unfavorable for a realization of this expectation.

A prominent receiver, when questioned by The New York Journal of Commerce with regard to the orange situation, said: "The present position of the orange market is a very strange one. The fact of the matter is that the only available fruit is from California. Last week 68 carloads were auctioned here at higher prices than have been obtained so far this season. All the best navels of desirable sizes brought from \$3.75 to \$4 per box, while smaller sizes of the best fruit sold at \$3.25 to \$3.50. Sales last week just about equalled those of the week previous, but it is expected that transactions this week will be smaller in volume, as the accumulation of cars in Jersey City has diminished.

"It is true that during the maintenance of these high prices one would naturally expect that consumption would decrease, but it is evident that the limit has not been reached as yet, and in all probability higher prices will be obtained at each succeeding auction. There have been no arrivals of Valencia oranges for several weeks, and the small quantity lately sold has come from the storehouses. It is also learned that there are none on the way from England, as prices in that country equal a cost of over \$5 per case of regular sizes. The market for this fruit at present is from \$4.25 to \$4.50 per box. Valencia fruit is not to be compared with Californian, and is not, as a rule, taken by the same class of buyers. Owing to the advance in the market some shipments have been made from the Mediterranean, and it is reported that 15,000 boxes are at present on their way to New York and Boston from Sicily, with doubtless more to follow. This fruit from the Mediterranean has been in small supply here, principally because of the high duty of 1c. per lb., but a ready market has been found for it, principally at Hamburg, where it has sold at most satisfactory prices, as there is no duty at that port.

"As far as Florida oranges are concerned, it is useless to expect any more fruit of consequence this season, the late freezing weather having ruined the fruit, with the exception of the trees in the most southern part of the State. There has been

considerable damage to the young trees, but the zero weather did not ruin them absolutely. A letter dated at Leesburg on the 4th inst. says: 'I am glad to inform you that the orange groves in this region have been little injured, except in the case of one and two-year-old trees and one-year-old buds on older stock. All the old trees, especially those not frozen to the ground in the freeze of February, 1895, have dropped their leaves and have started a thick, heavy, new growth all over the limbs. The actual damage was to young trees (three-year-olds and less), to last year's budding on old roots and to the bloom wood that was well out at the time of the freeze.'

"Notwithstanding the higher prices for Californian fruit, it would seem that they must necessarily go higher, owing to the exaggerated ideas of the owners of the remaining fruit on the Coast, where they are at present asking \$3 per box f.o.b., in carload lots, for navels, and \$1.75 for Mediterranean sweets and seedlings. It is necessary to add \$1 per box for freight and selling expenses, and, when it is remembered that this means a variety of sizes, some desirable and some otherwise, these f.o.b. prices are above those ruling here. However, it is simply a question of supply and demand, and, from all appearances, the former is decidedly small."

CANNED SALMON SITUATION.

In its review of the canned salmon situation, the San Francisco Trade Journal, in its issue of March 4, says: "In future, we hear of sales for new season delivery of Sacramento and Columbia river and also Puget Sound sockeyes, but no figures are named so far as we can learn. Sales are reported subject to prices later on. While some of the Columbia river canners talk five cent fish and canned chinook on a \$1.25 basis for talls, yet there are two or three who claim that the latter price will be too high for marketing the fish advantageously, for distributors will go more than ever to Alaska, where the conditions are more favorable to canners, and these fish may not show much if any advance on prices now current. It looks now as if the run of fish in the Sacramento river, Columbia river, Fraser river, and in Alaska will be larger than last year, which will cause a larger output, even if cold storage men should be free buyers on the Columbia river and Puget Sound. The fish will be solid and good color, for the water promises to be colder than at the corresponding time in 1898. A report is current in this city that the Columbia River Packers' Association is negotiating for two or three more plants. It is only a question of dollars and cents whether purchases will be made."

TRADE CHAT.

THE paper that has 500 bona fide subscribers is worth more to the advertiser than is the house organ that sends out 20 times that number to the patrons of one house.—New England Grocer.

Louis Kieffer has opened a general store in Hesson, Ont.

By 194 to 33 Palmerston carried a by-law to give \$25,000 bonus to a cooperative port factory.

Geo. E. Corbitt, wholesale and retail grocer and coal dealer, Annapolis, N.S., is advertising his business for sale.

Thos. Cornett has sold the Shelburne, Ont., cheese factory to Messrs. Smith & Russell, of Alton, Ont., who will turn it into a creamery.

The city boiler inspector, Montreal, states that The Canada Sugar Refining Co., which is about to increase its trade, is putting in four new large boilers.

A movement is on foot to have a creamery started on some point on the Pontiac Pacific Junction railway. The farmers of Breckenridge township, Pontiac, Que., have been interested in the scheme.

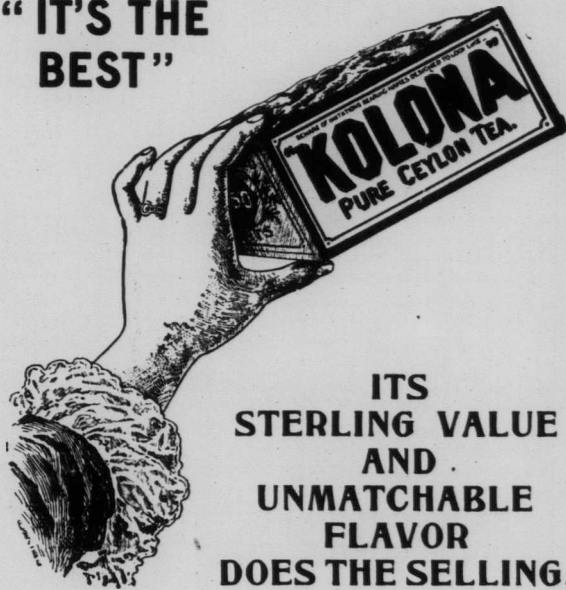
A new firm has commenced operations in Palermo for the manufacture of barrel cranes. These cranes are quite a unique invention, and are for use in grocery stores, to swing barrels of sugar or salt, as the case may be, in or out from under the counter.

It is proposed to organize a company to be known as The Farmers' Cooperative Pork Packing Association of Listowel, Ont., with a capital stock of \$37,500, divided into 1,500 shares of \$25 each; that the stock be allotted to farmers only, and that no one person be allowed to hold more than 10 shares.

A USEFUL SCHEME.

Merchants everywhere know the annoyances caused by demands to advertise in all sorts of programmes, says an exchange. Such advertising does not pay. Only advertising in legitimate publications is worth paying good money for. The advantages of organization can be utilized to shield grocers and other business men from such annoyances. The Williamsport Merchant's Association has adopted a shrewd plan by which the members may save annoyance from importuning solicitors for advertising in programmes of all kinds, church and other directories. The association adopted a resolution against all such plans of advertising, and each merchant is furnished a card which indicates his obligation, as a member, to stand by the organization's action.

"IT'S THE
BEST"



ITS
STERLING VALUE
AND
UNMATCHABLE
FLAVOR
DOES THE SELLING.

Our Quotations for Gem Jars

ARE VERY CLOSE, AND
MAY INTEREST YOU.

WRITE US,
OR SEE OUR TRAVELLERS.

THE
EBY, BLAIN CO. LIMITED

WHOLESALE GROCERS, MANUFACTURERS
IMPORTERS OF TEAS.

...TORONTO

IMPORTATIONS OF SUGAR INTO THE UNITED STATES.

A special despatch from Washington to the Journal of Commerce says: "The importations of sugar are beginning to be an important factor in the revenue of the Government. The duties paid in February were \$4,280,146, which would afford an average of \$50,000,000 per year. The sugar importations were restricted for a time after the passage of the Dingley law, and there was another period of restriction in the payment of duties when the Spanish war was threatened a year ago. Much of the sugar then imported was left in bonded warehouses, and was only withdrawn for consumption as it was actually needed. The imports entered and the withdrawals from warehouse were wide apart for several months as the result of the financial uncertainty. They have now returned to nearly the same figures. The general imports during February were 271,345,504 lb., valued at \$5,591,206, and the withdrawals for consumption were 261,120,298 lb., valued at \$5,363,078. These were dutiable imports, exclusive of 31,529,451 lb., valued at \$1,190,048, which were imported free of duty from the Hawaiian Islands. The withdrawals from warehouse at New York

were 171,054,608 lb., valued at \$3,444,601, and the duties paid were \$2,836,653. The withdrawals at Philadelphia were 65,699,025 lb., valued at \$1,372,724, and the duties paid were \$1,006,748. The withdrawals at Boston were 21,596,590 lb., valued at \$473,970, and the duties paid were \$385,709."

A PICKLE FOR BEEF.

Put the beef into a deep earthenware pan that will just nicely hold it, and cover it entirely with a pickle made in the following proportions: One lb. of bay salt, 6 oz. of common salt, an oz. of saltpetre, 2 oz. of salt prunella, half a lb. of brown sugar and one gallon of water. Boil these ingredients for 20 minutes, then skim carefully, strain and use when cold. This pickle can be used over and over again if, after each time of using it, it is reboiled with the addition of a little more salt.—National Provisioner.

THE TOO BUSY GROCER.

"Too busy to read a trade paper," is an excuse which, for the grocer's sake, we wish more often had some truth in it. Fact is, the time required to absorb the contents of the bulkiest trade organ is too small to be worth considering.—Merchants' Review.

DON'T WASH EGGS.

We have lately seen some lots of eggs which have evidently been dirty when collected, which the packers have washed as clean as possible with the hope of increasing their value. For the most part they arrived in bad order and mostly rotten. When an egg is soaked in water sufficiently to enable one to remove the dirt from it, the gelatinous substance which ordinarily fills the pores, in the lime of which the shell is mostly composed, becomes dissolved, subjecting the inside of the egg to the destructive effects of the air. In warm weather wet eggs soon decay, and some of these washed eggs lately received here have been almost worthless, while sound candled dirties are worth a good price.—New York Produce Review.

The Ottawa Creamery Supply Co. expect to have their works in order in a few days. When in working order, the plant will have a capacity of 5,000 lb. per day. It will be operated by both electricity and steam. The company have arranged with all the railways to ship cream into the city from within a radius of 100 miles. The butter, after being manufactured here, will, some of it, be shipped to England, hermetically sealed in tins. A large trade is confidently expected.

YOUR TEA TRADE

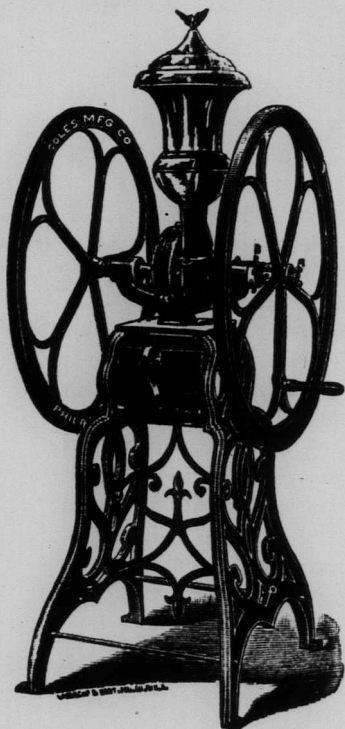
is a good subject to study—are you selling as much as you should? Could you sell more if you had the right tea? It takes some time to know what tea to select, and to be sure of its drinking quality. Why not get the benefit of our experience by using

LUDELLA Ceylon

It is noted for its superior drinking qualities. Success guaranteed.

LEAD PACKAGES, 25, 30, 40, 50 AND 600.

H. P. ECKARDT & CO., TORONTO.



Notice.

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

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

We Claim to have the easiest and quickest Grinders.

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

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

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

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

Coles Manufacturing Co.
PHILADELPHIA, PENN'A.

Wool Soap Sense

saves cents and dollars, too, by keeping the skin healthy, and the flannels from skinking—positively pure, odorless, clean, white safe soap, for toilet, bath, and woolens.

Swift & Co., Makers, Chicago.



President, JOHN BAYNE MacLEAN, Montreal.
Treasurer, HUGH C. MacLEAN, Toronto.

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Limited.

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

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

**CASH DISCOUNTS INSTEAD OF
TRADING STAMPS.**

A RETAIL firm of grocers, which, after an eight months' trial, has discontinued the use of trading stamps, has decided instead to give a discount of 3 per cent. for cash.

As under the trading stamp and coupon systems, when a customer purchases goods to a certain value, the firm gives him a check, and when \$5 worth of these checks have been collected, the customer is entitled to 15c. worth of groceries.

This is a far more businesslike way than the trading stamp scheme, for whatever advantage accrues from doing a cash business will be enjoyed by the merchant himself.

Under the trading stamp scheme the merchant is first of all the salesman, without remuneration, of the promoters of the scheme. He sells their goods, and, what is more, he pays for them.

Then, under the trading stamp system, such stamps as are not used by the person to whom they are given redound to the

advantage of the company which originally issued them, but, by giving a discount for cash, such as the grocer in question proposes, the benefit derived from the unredeemed checks accrues to the merchant, to say nothing of the satisfaction of knowing that he is conducting his own business without the interference of a third party.

Manœuvre to catch every favorable breeze, even if you are doing pretty well in the business race.

THE TEA SITUATION.

The tea market, particularly in regard to Ceylons, continues to gather strength, and the fact is becoming more and more emphasized that, not since 1879, has it been in such an interesting condition.

Mail advices up to the beginning of the month stated that there was no low-grade Ceylon tea in London under 7d., and, according to a cable received in Toronto this week, the lowest priced there is now 7½d. This, with freight and other charges, means about 18c. per lb. laid down here.

No material change in the present condition of affairs is anticipated until July next, when the first shipments of Indian teas arrive. If, then, a big crop is promised it may be expected to have a more or less depressing effect upon the market. If, however, anything should happen whereby only a light crop was likely to be realized, nothing much short of a panic may be looked for.

With low-grade teas costing what they are to-day, profit in the 25c. packet tea must be getting to an unsatisfactory point indeed.

One advertisement does not create an army of customers any more than one recruit makes a battalion.

COCOA BEANS ADVANCING.

Cocoa, like many other articles appertaining to the grocery trade, is developing a great deal of strength.

Mail advices received in Toronto state that the price of cocoa beans is 2s. to 3s. higher than it was a few weeks ago, while the total advance from the lowest point, according to another authority, is about \$2.50 per 100 lb.

Unfavorable weather appears to be the chief cause of the appreciation in value.

MAKING FODDER CHEESE.

THE advance in the cheese market, while it is decidedly welcome, is leading to one development that the more conservative members of the trade neither desire or consider good for the welfare of the trade as a whole. This is the manufacture of early fodder cheese.

Producers in the central section of New York State have already commenced operations, and in several instances this week Canadian factorymen announce their determination of starting as soon as they can get a sufficient supply of milk, and have made good these intentions by placing orders for factory supplies, such as rennet, etc.

An advance in prices just previous to the beginning of a new season invariably has this effect, for producers are human, and with old cheese selling over 10¼c. the temptation is great to make fodder cheese. But, ultimately, in the event of a large make of these spring goods, a great proportion of which are certain to be undesirable, as they do not possess the requisite keeping qualities, factorymen will find their fodder cheese unprofitable.

Such goods come into competition with the more desirable summer cheese, made from grass-fed cattle, and the usual result is a lower price on the latter than they would otherwise realize. For this reason, previous experience has frequently demonstrated that a large make of fodder goods does not pay, and that dairymen would do well not to commence cheese making until the natural climatic conditions warrant them in doing so.

If they are tempted this year, by high prices, into a large output of fodder goods, it will take well on into June before such goods are absorbed, even if they are then, and they will prove, as they almost invariably have, a regular wet blanket on the market.

THE PECAN CROP.

Another short crop of pecan nuts in Texas is anticipated. During the recent cold snap the thermometer registered 14 degrees below zero in that State. This was the coldest on record, and a great deal of damage has been done to the fruit trees.

THE SALE OF LEAF TOBACCO.

THE manufacturers of the Canadian tobaccos are agitating for a change in the law regulating the sale of leaf tobaccos. Their aim is to completely stop the free sale of raw leaf on the open market.

In all other tobacco growing countries the leaf is only allowed to be sold to licensed manufacturers and shippers. In this way the Government receive the full benefit of the duties and manufacturers are protected against unjust competition.

It is estimated that in the Province of Quebec alone over 1,000,000 lb. of leaf tobacco are sold annually without paying one cent of duty. This is in excess of the amount used by growers themselves.

This amount, if properly taxed, would add from \$50,000 to \$75,000 to the revenue of the Government, and, at the same time, add a large increase to the output of manufactured goods.

The manufacturers of cut and plug smoking tobaccos feel this competition the most. As one prominent manufacturer said the other day: "We not only lose the sale of this amount of manufactured goods, but our goods have to be sold in competition with untaxed leaf. Ten per cent. of all leaf tobacco taken into our factory, through breakage and other causes, becomes useless. The Government will not allow us to sell it without paying the duty, and it would not be worth the duty after being manufactured. Consequently, we have to destroy it. But the grower can sell his best leaf anywhere without one cent of duty. This we consider unfair, and is injuring the grower as well as the manufacturer, as we cannot possibly pay as much for leaf as we might if this competition was stopped."

The growers in the west are mostly in favor of the change, but in the Quebec districts the general sentiment is against any change. This will have to be overcome before anything definite can be done. The Quebec growers have for so long enjoyed the privilege of selling their goods as they wished, that they look upon this as a sort of sacred privilege, and any hasty action would probably be resented by them as interfering with established rights.

The Government should give this question careful consideration, and by devoting part

of the increased revenue to establishing model farms throughout the different tobacco sections and exploiting outside markets, they would soon convince growers that their interests were being promoted. As it is now this privilege brings them very little profit. In many cases leaf is sold for less money on the open market than it would bring in tobacco centres. This has a depressing effect upon outside markets.

One thing must not be lost sight of by growers and dealers generally, that is, the changed condition of this industry within the past few years.

The time was when the only market for leaf was in the raw state. All this is changed. The demand for manufacturing is equal to the supply, and the farmer who grows the proper qualities and cures them properly need not worry much about securing a market for them. Good leaf is always in demand, and the larger the quantities that can be bought in one lot the better for all.

Already petitions are being prepared for signature by growers asking for changes, and it is to be hoped they will be extensively signed.

The Tobacco Growers' Association should take this matter up. They are the proper parties to attend to this part of the business, and we feel sure if they go about it in the right way they will be successful. As far as the business community is concerned, it will undoubtedly be in favor of the change.

WILL OGILVIE'S MILLS GO ?

Urban municipalities have a penchant for creating conditions which make it unpleasant for manufacturers to stay in their midst.

Toronto, some years ago, developed a most pronounced mania in this respect, and now, after having driven out many industries and kept others out, she is awakening to the fact that it was a blunder.

Montreal has got a new charter, and one of its purposes is to levy a tax on machinery. This has, naturally, caused some alarm, and Mr. W. W. Ogilvie, who operates three mills in that city, declares that when the tax goes on, his mills will go out, and would be located in some other place where the taxation was less onerous.

The great difficulty is that a tax placed on

Mr. Ogilvie's machinery would handicap him in his competition with mills elsewhere that not only are free from taxation, but are enjoying bonuses as well.

Montreal should think twice before she finally decides upon taking a course that will result in driving from her confines an industry which gives employment to 300 hands.

A PECULIARITY OF THE RICH.

IN the discussion on the coupon system, at the meeting of the Toronto Retail Grocers' Association, on Monday evening, one of the speakers stated that his experience was that it was the rich, the well-to-do, rather than his poor customers who always asked for the coupons.

The speaker said this in tones calculated to throw reproach on the rich man to the praise of his poorer neighbor. But should a business man look at the matter in that light ?

We all know the adage that "a penny saved is a penny gained," and it is safe to state that every successful merchant has proved the truthfulness of the adage.

The coupon, or discount for cash, is the same to the consumer that the cash discount from the wholesaler is to the retailer. And what retailer is there who would, after paying cash for his goods (no matter how small the bill), fail to ask for all the discount offered by the firm from whom he purchases ?

The merchant who has succeeded is generally the merchant who made it a point to obtain every cent of discount or rebate that is going. This is one of the essentials of good buying, and "a thing well bought is half sold."

There is, of course, with the consumer, as well as with the retailer, the "mean" customer, one who will leave a credit account standing in one house so that she may buy for cash, to get trading stamps or coupons, in another. That "meanness" is dishonesty, and such a customer is not worth keeping. But the customer who wants coupons for her smallest purchases, when her grocer is in the habit of giving them, is doing a wise, a businesslike thing, and should be treated with respect.

STILL COURTING CANADIAN TRADE.

THE New York Chamber of Commerce has passed another resolution in regard to trade with Canada, the last paragraph of which reads :

Resolved, That the Committee on Foreign Commerce and Revenue Laws of the Chamber of Commerce of the State of New York be authorized to take such steps as it may deem proper and called for for the promotion of better trade relations between the United States and the Dominion of Canada.

It is gratifying to know that the New York Chamber still recognizes the value of Canadian trade and is still engaged in trying to secure it.

It shows that the business men of New York are wiser in their generation than the politicians who rule the country.

The Chamber of Commerce is an influential body ; but it is not influential enough to bring about what it evidently so much desires. In fact, all the chambers of commerce in the United States combined are not influential enough, just at present, at any rate.

Last year, the chambers of commerce in about 50 different cities and towns in the United States, including those in Boston, New York, St. Louis, and Chicago, passed resolutions in favor of closer trade relations with the Dominion of Canada, but what effect had they upon the politicians who make and unmake the laws of the country ? One only needs to be reminded of the recent abortive international convention in order to give an intelligent answer.

As we have already said, about 50 chambers of commerce across the line passed resolutions last year in favor of closer trade relations with Canada ; but who was it that had the ear of the commissioners during the conference ? It was not the business men of the United States : It was the politicians of that country.

Before those who desire closer trade relations with Canada can hope to attain their object it will be necessary for them to exercise as much influence over the Federal Senate as they now do over the chambers of commerce. Until then their resolutions will only have value as educators, which, of course, is not to be despised.

In the meantime, the business men of the United States may propose, but it is the

politicians who dispose. And we in Canada are in much the same position.

COUNTRY PRODUCE FOR A YEAR.

THOUGH the market for country produce does not boast the unique features noted this time last year, the spring opens with the principal commodities at a price which must be satisfactory to the producers.

At this time last year Ontario wheat was in the neighborhood of 90c., a condition largely due so the Leiter boom. This year the price has kept unusually steady in proximity to 70c., a figure fairly remunerative to the farmer. The demand for peas has grown with the pork-packing industry, and this year the price is exceptionally high. Oats have also been in good demand for over a year, and now a fairly good price, 35c. a bushel, is quoted.

The course of the cheese market has been satisfactory to Canadian holders this year, the price steadily rising from 9c. last fall till now the best qualities are held at 11c. Last spring the market was overloaded, and 8½c. was the top figure.

Dairy butter at this time last year was in a unique and satisfactory position. There were very few inferior dairy prints and rolls and no low-grade tubs. Consequently the demand was excellent, and sales were freely made at 20c. This year the usual quantity of medium and low grades is still in stock, and prices of choice are easy at the same figure as that noted two years ago, 16c. per lb. Creamery butter, however, keeps steady. The make is rapidly increasing in Canada, but the export demand increases sufficiently to absorb all not locally required, and to keep prices firm. The price in the three years compared below has only shown a change of 1c., that an advance.

The egg market has amply illustrated the capacity this product has for breaking in price. Two weeks ago 20c. was freely paid for cases, now 12c. is the general figure. This figure is 3c. below that of a year ago this week.

Two years ago the price of potatoes, 28c., was unusually low ; last year the price, 60c., was considered high, but this year it is 15c. higher, 75c. now being paid for carload lots.

And higher prices are looked for in the near future.

The same conditions apply to apples. Two years ago, holders were content to sell at \$1.50; last year they asked \$3.50, this year they want \$4.50 for the best ; and are getting it easily.

Prime beans, too, rose from 50c. in 1897 to 85c. last year, and are now selling freely at \$1 per bushel. They have been sold in many cases this year for delivery in the lumbering districts of Northern Ontario when it was too cold to ship potatoes.

The rapid growth of pork-packing is known to all dealers. This has had the effect of raising the price of dressed hogs to a price which is more than satisfactory to the breeder. Last year the price was away up, \$6 being paid for light weights. This year the large receipts and the big proportion of heavies sent in has caused the price to fall below the figures of 1897, when \$5.25 was paid.

The past winter has been a dull one in the calfskin and sheepskin market. The price of sheepskins is now 35c. below that of last year, and 20c. below that of the previous year. Calfskins are 10c. as compared with 12c. last year and 8c. in 1897. Hides have been fairly steady, and are now 8½c. against 8c. a year ago and 7c. two years ago. The following list may prove of interest :

	1897	1898	1899
Wheat, red, per bush....	0 75	0 93	0 71
Wheat, white " " " " " "	0 77	0 84	0 71½
Wheat, goose " " " " " "	0 63	0 87	0 67
Peas, per bush.....	0 41	0 51	0 65
Oats " " " " " " " "	0 22½	0 36	0 35
Hides, No. 1, per lb.....	0 07	0 08	0 08½
Calfskins, per lb.....	0 08	0 12	0 10
Sheepskins " " " " " " " "	1 20	1 35	1 00
Butter, dairy, per lb....	0 16	0 20	0 16
Butter, creamery, per lb.	0 21	0 22	0 22
Cheese, per lb " " " " " "	0 12	0 08½	0 11
Eggs, per doz.....	0 11½	0 15	0 12
Potatoes, per bush.....	0 28	0 60	0 75
Hogs, light, per cwt.....	5 25	6 00	5 25
Barrel pork, per lb.....	13 00	17 00	14 00
Lard, per lb " " " " " " " "	0 06½	0 08	0 07½
Beans, prime, per bush...	0 50	0 85	1 00
Apples, fancy spies, a bbl	1 50	3 50	4 50
Dried apples, per lb....	0 03	0 06	0 05
Evaporated apples, per lb	0 04	0 10	0 10

BI-CARBONATE SODA FIRM.

THE CANADIAN GROCER understands that an advance in the price of bi-carbonate of soda is expected. In view of this, it would be well for dealers to see that their stocks are kept well assorted.

"Progressive Business Men"

All sell "SALADA" Ceylon Tea and are glad to do so.

"SALADA"

CEYLON TEA

Shall we tell you why? We should like to have a little friendly correspondence with you, anyway. Address "Salada" Tea Co.,

32 Yonge St. TORONTO

St. Paul and St. Sulpice Sts., MONTREAL

Ivory Bar

IS PUT UP IN

1-lb. bars.
2 6-16-lb. bars. } 60 bars in box.
3-lb. bars.

Ivory Bar Twin Cake

12-oz., 100 cakes in box.

Quotations for "Ivory Bar" and other brands of Soap furnished on application.

The BRANTFORD SOAP WORKS CO.
Limited

Evaporated Vegetables

FOR SOUP

Always Ready
Always Delicious

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

Kerr Vegetable Evaporating Co.

Limited

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THE NEW CORN FLOUR.

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HUNGARIAN-GRADE WHEAT FLOUR

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MARKETS AND MARKET NOTES

GROCERY QUOTATIONS BY WIRE.

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

ONTARIO MARKETS.

TORONTO, March 16, 1899.

GROCERIES.

THE feature of the wholesale trade during the past week is the advance of 5c. per 100 lb. in granulated sugar, and 15c. in Paris lump. Yellow sugars are unchanged. The volume of business in the wholesale trade during the past week has been fairly satisfactory for this time of the year, particularly in teas, which are going out rapidly, both brokers and wholesalers doing a good trade. The canned goods market remains firm, although there have been no changes during the past week. Coffees are firm and in fairly good demand. Syrups and molasses are quiet and steady. There is a fair business doing in rice and tapioca. In foreign dried fruits there is very little to be noted, about the only feature being an advance of 1s. in the price of Bosnia prunes in the primary market.

CANNED GOODS.

The market continues strong in regard to canned vegetables. There have been sales of round lots of tomatoes at 85c. delivered. There has been some talk of transactions at much lower figures than this, but they do not appear to have foundation in fact. The price to retailers is from 87½ to 90c. with the outside figure most frequently quoted. The feeling in regard to corn is still decidedly strong, and it is said that wholesalers would readily pay 90c., but there appear to have been no transactions at as low a figure as that. There have been some transactions in round lots at 92½ to 95c., Toronto. Peas are steady at 75c. up. for good brands. It is said that there are over 9,000 cases of tomatoes and corn awaiting the opening of navigaton for shipment to British Columbia, bought by two large concerns whose representatives have recently been in the east. Canned salmon is firm, with the demand fair. There is a moderate demand for canned fruits at unchanged prices.

COFFEES.

The coffee market took a firmer turn on

Tuesday. A telegram received that day from New York stated that Rio and Santos coffees were excited. Europe advanced ¼d., and on the New York exchange prices advanced 15 points. On the local market, although brokers are not doing much business, the wholesalers are still experiencing a good demand, particularly for Rio coffee.

NUTS.

The local market is without much interest. The advices from the primary market report an advance in filberts, and the New York market is reported firm in sympathy.

SUGARS.

The price of granulated sugar has been advanced 5c. per 100 lb., and Paris lump 15c. per 100 lb., the price of the former now being \$4.53 for Montreal and \$4.48 for Acadia, and, for the latter, \$5.63 in 100 lb. boxes and \$5.73 in 50 lb. boxes. Yellow sugars are unchanged, No. 2 being quoted at \$3.93 per 100 lb. There is a fair volume of business, and the opinion seems to be

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

that trade is improving, although but slowly. The outside markets, on Tuesday last, took an easier turn, cables from Europe reporting a dull market for beets, with prices ¼ to 1½d. lower. Up to that day, however, the outside markets had experienced several advances. Refined sugars advanced ⅓c. in New York last week, and raws 1-32c.

SYRUPS AND MOLASSES.

There are few, if any, syrups offering, and the business being done by the wholesale trade is just moderate. Medium syrups are quoted from 30 to 32c., and bright from 35 to 37c. Corn syrup is quoted as follows: Barrels, 2½c. per lb.; half-barrels, 2⅝c. per lb.; kegs, 2¾c. per lb.; three-gallon pails, \$1.20 each; two-gallon pails, 90c. each. The volume of business in molasses is just moderate and the prices rule steady at the recent advances.

RICE AND TAPIOCA.

The position of the tapioca market is still one of considerable strength, and prices on the local market are practically below what it would cost to import. The rice market rules steady, with a moderate business being done.

TEAS.

The tea market is still the most interesting feature of the grocery trade. Advices from London, England, under date of March 3, state that the late advance for all Indian teas up to 7½d. was well maintained, but that above this price some weakness was noticeable, except for choice descriptions. The advices of the same date state in regard to Ceylon tea, that there had been a further advance in teas up to 7½d., with very strong competition, while medium and good teas showed a somewhat firmer market. A cable received in Toronto on Tuesday stated that there had been a further advance of ¼d. per lb. in Ceylon teas. This would mean a laid down cost of about 18c. Toronto. This gives a pretty good idea of the strong condition of the market. Brokers on the local market report a good demand for Indian and Ceylon teas. There are only a few teas on spot, and these are being held at high prices, and the teas on the way are, as a rule, already sold. A cable sent by a Toronto firm to Ceylon asking to have an order for 500 packages repeated, brought a reply that the teas could not be obtained at less than an advance of 1c. per lb., and these were teas at from 9d. to 9¼d.

There is still some inquiry for Japan teas of good medium grades, but, as noted last week, they are scarce. Consequently, very little business is being done in this description of teas.

The China green tea market is quiet but firm. Advices from the primary market, under date of February 11, state that the arrivals of the past fortnight had been confined to 212 half-chests of local pack, while stocks of country green teas, which are, of course, the kind which generally come to this market, are practically nil. Pingsueys have ruled unchanged, the prices being the same as those which ruled in January last. The quantity of green tea shipped from China to Canada from the beginning of the year was shown to be only 7,508 lb., or only about 100 half-chests, a remarkably small quantity.

FOREIGN DRIED FRUITS.

CURRENTS—The local market remains quiet but unchanged. There does not seem to be any import business being done at present.

VALENCIA RAISINS—The market is without interest this week, and prices are unchanged.

PRUNES—A cable received in Toronto

Surprise Soap is made from the best selected materials, according to the most modern methods and by skilled workmen.

The result is a pure hard soap, **the most economical for household use.** You can recommend **SURPRISE.**

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ST. JOHN'S NEWFOUNDLAND.

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

this week announced a further advance of 1s. per cwt. in the price of Bosnia prunes. Locally, there are no features to report, trade being moderate and quotations unchanged. Advices from New York state that Californian prunes are very firm as far as goods are concerned, but that prices are prevented from moving upwards on account of the small lots on spot which are being offered. Competition on the Toronto market is pretty keen, and Bosnia prunes have sold down as low as 4c. per lb.

FIGS—Mat figs are still in fair demand at 3½ to 3¾c. per lb.

GREEN FRUITS.

A good demand is still reported. Oranges are stiffening in value. An advance in Europe in Valencias has caused a rise of 50c. to \$1 per case here. Some 714's are now on the market. Lemons are moving nicely at a decline of 25c. Some bananas are offering at 15c. below last week's figures. Almeria grapes are done. Danvers onions are 25c. cheaper. Spanish onions are off the market. Cocoanuts are 50c. per hundred dearer. A good movement of apples is noted at steady prices. Cranberries are dull at unchanged figures.

COUNTRY PRODUCE.

EGGS—Receipts continue to increase; prices continue to decline. At time of writing 11½ to 12½c. is quoted, but another decline is expected to bring the price ½ to 1c. below these figures before the end of the week.

POTATOES—The market is decidedly firm. The strong demand has brought about an advance of 7c. this week, and now 70 to 75c. for cars on track at Toronto is the general quotation. The street market is also firm at 75 to 80c. per bag.

BEANS—A strong feeling is noted. Medium grades are steady at 90c. to \$1, and hand-picked have advanced 5c., and are now selling at \$1.10 to \$1.15.

DRIED AND EVAPORATED APPLES—The weak feeling in dried apples is still manifested. A few sales are reported at outside points at between 4½ and 5c. Evaporated apples are easy. Jobbers are quoting 9½ to 10c.

VEGETABLES—Carrots are 15c. per bag cheaper. No other change is noted. We quote: Rhubarb, \$1 to \$1.50; greenhouse radishes, 40 to 50c. per dozen bunches; spinach, \$1 to \$1.50 per bush.; green onions, 10 to 15c. per doz.; celery, 75c. to \$1 per doz.; lettuce, 20 to 30c. doz. bunches; radishes, winter, 15 to 25c. doz. bunches; cabbage, per doz; \$1 to \$1.25; parsley, 20 to 25c. per doz. bunches; turnips, 25 to 30c. per bag; beets, 50 to 60c. per bag; parsnips, \$1 to \$1.20 per bag; carrots, 50 to 80c. per bag; onions, Danvers, \$1.25 to \$1.50 per bag; butter squash, \$2 to \$2.50; Hubbard squash, \$2 to \$2.50; red cabbage, 50 to 75c.

BUTTER AND CHEESE.

BUTTER—Receipts of dairy large rolls and pound prints are increasing, and a

great deal of the stuff coming forward is somewhat off quality. For selected qualities of large rolls 15 to 15½c., and, in some cases, 16c., is asked, but, for the general run of goods arriving, 14½ to 15c. is accepted. Dairy prints are easy at 15½ to 17c. Creamery is steady at unchanged figures, but, as the summer creameries are beginning to open, it would be unwise to allow creamery stocks to accumulate.

CHEESE—The firm feeling has caused another ½c. advance this week, and now early makes are jobbing freely at 10 to 10½c. and late makes 10½ to 11c.

PROVISIONS.

The demand is improving. Prices of smoked meats are steady. Long clear bacon is ¼c. cheaper; barrel pork is 50c. dearer. There is a good demand for light weight dressed hogs, but heavies are not wanted. From \$5 to \$5.25 is being paid, which is an advance of 25c. per cwt.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—A decline of 1c. is noted in wheat, which is now selling at 67 to 67½c. for both red and white at middle freight stations. On the street market a decline of 5c. in rye; 2c. in wheat, and 1c. in peas, is noted. We quote: Wheat, white, 71 to 71½c.; red, 71c.; goose, 67c.; peas, 63 to 65c.; oats, 35c.; barley, 46 to 47c.; rye, 52c. No. 1 hard Manitoba is steady at 80c., Toronto freights.

FLOUR—There is no change. We quote as follows: Manitoba patents, \$4; Manitoba

CORONA

—GOLDEN—

FIGS

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




Cost you 7½c. and SELL from 10c. to 15c. No scraping goods out of bags or mats; no dust and dirt nor loss of weight, time and custom, but

CHOICE GOODS THAT SELL AT SIGHT.

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

W. B. BAYLEY & CO., Ontario Agents. 59-63 FRONT ST. EAST, TORONTO

Excellent Reasons, are they not?
Why grocers should handle

 They give you a fair margin of profit.
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Biscuit Manufacturers

J. McLAUHLAN & SONS,

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Manufacturers and Shippers who are not represented in

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Wholesale Commission Merchants and Brokers.

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Always Trustworthy.

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SARNIA

Water White
Lamp Oil. . .

Equal to the best American Water White Oil. Test it and be convinced. Genuine is branded *Sarnia Water White*. Wholesale only by

The QUEEN CITY OIL CO., Limited.
TORONTO, ONT.

For EASTER TRADE
you require our SPECIAL
CURE HAMS and BACON.

ORDER AT ONCE.

The Wm. Ryan Co. Limited

70 and 72 Front St. East, TORONTO

strong bakers', \$3.70; Ontario patents, \$3.70 to \$3.80; straight roller, \$3.15 to \$3.25, Toronto freights.

BREAKFAST FOODS—A good business is being done at steady, unchanged prices. We quote: Standard oatmeal and rolled oats, \$3.80 in bags and \$3.90 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$4; pot barley, \$4.

HIDES, SKINS AND WOOL.

HIDES Prices have declined ¼c., and the market is weak, with a further decline anticipated. We quote cowhides as follows: No. 1, 8¼c.; No. 2, 7¼c.; No. 3, 6¼c.; Steer hides are worth ½c. more. Cured hides are worth 9c.

SKINS—We quote calfskins nominally: No. 1 veal, 8-lb. and up, 10c. per lb.; No. 2, 8c.; dekins, from 30 to 35c.; culls, 15 to 20c. Sheepskins and lambskins are steady at 90c. to \$1.

WOOL—The market is weak. A decline of 1c. is noted. Fleece is now quoted at 14 to 15c., and unwashed at 9c.

FISH.

Oysters are 10c. per gal. cheaper. Halifax herring are about done, and are clearing off at 10c. below former quotations. No other change is noted. We quote: Frozen salmon trout, 7½ to 8c.; Man. whitefish, 7c.; Man. perch, 5c.; Man. pike, 5½c.; Man. pickerel, 6c.; fresh whitefish, 8c.; trout, 8½c. lb.; steak cod, 6c.; flounders, 4c.; fresh herring, 4c. per lb.; St. John herring, \$1.35 to \$1.40 per 100; Labrador herring, \$5.75 per bbl. and \$3.25 per half-bbl.; Digby herring, 10 to 11c. per box; Halifax herring, \$1.50 to \$1.65 per 100; split herring, \$5 per bbl. and \$2.75 per

Direct shipment of (Choice Pea Beans.)
CURRANTS from PATRAS
just received. Orders solicited. Apply, JAS. B. SHIELDS, Board of Trade, TORONTO.

Toronto Salt Works

TORONTO, ONT.

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

For Easter Trade

Allow us to suggest that it is now time to place your Easter order for SMOKED MEATS, LARD, etc. The MAPLE LEAF Brand is unsurpassed in cut, cure and general excellence.

Write us for sample order.

D. GUNN, BROTHERS & CO.

PORK PACKERS

76-78-80 Front St. E. - - TORONTO.

Curers of the MAPLE LEAF Brand, Registered.

CONSIGNMENTS SOLICITED

Our specialties

POULTRY, BUTTER,
EGGS, HONEY.

We buy Dried Apples. Send us samples and we will offer you.

Correspondence Invited.

Rutherford, Marshall & Co.

68 Front Street East, Toronto.

Attention: Do You Handle NUTS?

Special Values
Evaporated Fruits

Prunes
Apricots
Peaches
Apples

ALMONDS
WALNUTS
PEANUTS
PECANS

In Shell
and
Shelled

ALSO—Oranges
White Beans

Lemons
Onions

Bananas
Tapnet Figs

IT MAY PAY YOU TO CORRESPOND WITH,

CLEMES BROS.

Toronto

half-bbl.; cod, in 1-lb. blocks, 6½ to 7c. per lb.; boneless fish, 4 to 4½c. per lb.; boneless fish in 1-lb. blocks, 5½ to 6c.; fresh-water herring, 60c. per basket; ciscoes, 60c. to \$1.25; haddies, 7 to 7½c. per lb.; fresh haddock, 6c. per lb.; oysters, \$1.15 to \$1.25 per gallon, or \$6.75 to \$7 per large pail.

SALT.

English salt is ¼c. per sack cheaper. Canadian is unchanged. The demand is good. We quote at Toronto: Carload lots, \$1.05 per bbl., and 65c. per sack of 200 lb.; less than carload lots, \$1.10 per bbl., and 70c. per sack. At the wells, we quote F.O.B., barrels, 75c.; sacks of 200 lb., 45c. English salt is quoted at 48½c. per sack of 154 lb.

SEEDS.

The market is dull. Red clover is still quoted at \$3 to \$3.25, at outside points. Alsike has declined 25c. dealers now refusing to pay more than from \$2.50 to \$3.50, except for exceptionally choice samples.

MARKET NOTES.

Bosnia prunes are cabled 1s. dearer.

Dairy butter is ½ to 1c. cheaper. Cheese is ½c. dearer.

Potatoes are 7c. per bag dearer. Beans have advanced 5c.

Hides have declined ¼c., and wool is reduced 1c. in price.

Eggs are selling at 11½ to 12½c., a decline this week of 3 to 3½c.

Granulated sugar has been advanced 5c. per 100 lb., and lump sugar is 15c. per 100 lb. dearer.

Long clear bacon is ¼c. cheaper. Barrel pork has declined 50c. Dressed hogs are 25c. dearer.

Valencia oranges have advanced \$1 per case. Messina lemons and Danvers onions are 25c. cheaper. Almeria grapes and Spanish onions are done. Cocoanuts are 50c. dearer.

QUEBEC MARKETS.

MONTREAL, March 16, 1899.

GROCERIES.

THERE has been a fairly satisfactory trade in general groceries during the past week, and the volume of trade is increased if anything. The price of granulated sugar has been marked up 5c., and inquiry for the staple is quite active. Syrups and molasses are quiet, a rather steadier tendency as to value being noted in the latter. Canned goods move along quietly, and dried fruits have not contributed anything special. Rice is firm in tone, and the same remarks apply to spices, both lines of goods pointing upwards. Teas have been fairly active, and values are firm both on

Japans and blacks, while supplies of cheap greens are almost exhausted here. Green fruits of all sorts are active, and oranges, especially, have established themselves at a higher level of values.

SUGAR.

The sugar market exhibits a better feeling as a result of the greater steadiness in the raw article, and sellers are asking 5c. more this week for granulated as a consequence of this fact, though the refiners are still quoting the same rates for large quantities, as they fear the competition of American refined, which is still coming in. In New York, the raw article, on the other hand, is strong, fair refining being quoted recently 3¾c., centrifugal, 4 13-32c., and molasses sugar, 3¾c. In London, also, cane has continued steady, with only light offerings Java 12s. 1d. and fair refining 10s. 9d. Beet, on the other hand, has been cabled dull and lower this week, with present month 9s. 11¼d. and next month 10s. Demand locally for refined sugar is quite active, and, though the refiners hesitate to advance their prices materially, owing to fears of American competition, they consider that they may be compelled to do so in the near future by the absolute force of circumstances. Granulated is now quoted \$4.35 in round lots at the refineries and \$4.40 in smaller quantities, with yellows unchanged.

SYRUPS.

In syrups, business still continues exceedingly quiet, and the market is featureless, prices being unchanged at 1¾ to 2¼c. per lb., as to quality.

MOLASSES.

Demand for molasses has been rather slow, but a more settled feeling prevails as regards values, which have stiffened a trifle, as no round lots are now obtainable under 29c., bids of 28½c. having been refused within the past day or so. Latest cables report the market steady at Barbadoes at 12c., first price, and Antigua advices stated that it was impossible to buy under 20c., cost and freight, net land and guage.

CANNED GOODS.

Few special features have transpired in this market during the past week. Some business in corn between houses is reported at 90 to 95c. per dozen, as to quality, and tomatoes have changed hands in round lots at 85 to 90c., and peas at 75 to 85c. per dozen. Mail advices from the Coast state that it is difficult to forecast the future in regard to salmon. The jobbing inquiry for staple lines of vegetables, salmon, and fruit is quite fair for the season.

DRIED FRUITS.

The only new feature in dried fruits was the withdrawal of 1,500 boxes of Valencia

raisins which were put up at auction last week, but the price bid was so low that the seller was disgusted. Values in all lines of dried fruits are steady, with a moderate jobbing call.

RICE.

There has been no change in values in rice, but the market is in a very firm temper, in sympathy with foreign advices, and a rise in spot prices is quite probable at any moment. Demand is active for the time.

SPICES.

There is a very firm feeling in pepper, and full values have been paid for both black and white, and rather higher prices are being asked for whole goods, as will be noted from our prices current. Other kinds of spice are also quite firm in tone.

COFFEE.

A fair business has been transacted in coffee in a small way between first and second hands. Maracaibos have sold at 12c.; low grade Santos, 8 to 8½c.; Jamaica, 8 to 8½c., and Rio, 8 to 9c. These prices, of course, are for the whole unroasted bean in straight lots.

TEAS.

The market for Japan teas keeps very firm, with more doing in some quarters, business between first and second hands this week aggregating 1,000 to 1,500 packages at values ranging from 14¼ to 17c., as to grade. In black, demand for Congous from 14½ to 18c. has been noted, while low-priced greens, although well inquired for, are very difficult to obtain.

GREEN FRUITS.

There has been a firm feeling in green fruits, business ruling fair for the season of the year. Oranges are in good demand, and prices are higher than last week for Valencia fruit, as importers have had to pay 1 to 2s. advance over previous prices for future delivery. Sales here range from \$3.75 to \$4 per box, whereas, to arrive, \$4 to \$4.25 is asked. Californian navel oranges are higher also, at \$3.50 to \$4, while Jamaicas range from \$6 to \$6.50 per bbl., Floridas \$4.75 to \$5 per box, and bitter oranges \$2.50 to \$3. There has been no change in the lemon market, values being quoted at \$2.50 to \$3 per box. Cranberries are in limited demand at \$8 to \$9 per bbl. for sound stock. Supplies of Almeria grapes are light, and prices are stiff at \$8 to \$9 per bbl. Pineapples are selling at 20 to 30c. each.

APPLES.

The apple market continues firm at \$3 to \$4.50 per bbl.

FISH.

Demand for fish this week has been light, but so are stocks, for all kinds of fish are



This Man

paid no attention to the buying of his goods. Had he written us and got **our prices**, he would have been in a different position to-day.

Write us for quotations on

RIO, SANTOS,
MARACAIBO,
JAVA and JAMAICA

COFFEE

We always carry a full stock, and never refuse to send samples and quotations when asked.

S. H. Ewing & Sons - Montreal.

scarce, but particularly fresh fish. Fresh caught B.C. salmon and Atlantic Coast haddock are now arriving. Fresh haddock sell at 4½c. per lb., and herring \$1.60 per 100, B.C. salmon at 13½ to 14c. per lb., and frozen ditto, 10c. per lb. Manitoba pike are the only western fresh-water fish offering here, and are selling at 3¾ to 4c. per lb. Demand for pickled and preserved fish is small, but prices are steady, as a rule, as stocks are light. No. 1 N.S. herring are held at \$4.50 per bbl., half-bbls., \$2.40 to \$2.50, while choice new finnan haddies are scarce, and firmly held at 7½c. per lb. These are about the only kinds of pickled or prepared fish that it is possible to quote, as the market is bare of all other lines.

COUNTRY PRODUCE.

EGGS—There was a weak feeling in the egg market on account of the large offerings, and prices scored another decline. The demand was fair for small lots, and sales were made at 14c., and in fair sized lots at 13c., but at the close, holders would not have refused 12½c. for a round lot.

POULTRY—The market for dressed poultry was quiet. Receipts are almost nil; in

consequence, the season may be considered over. We quote as follows: Fresh killed turkeys, 11c.; frozen, 9 to 9½c.; choice chickens, 7½ to 8c.; frozen stock, 5½ to 6c.; ducks, 8 to 9c., and geese, 5½ to 6½c. per lb.

MAPLE PRODUCT—The feature in the market for maple product has been the arrival of some small lots of new syrup, which sold readily at 60c. per small tin. Old stock is selling at 50 to 55c. per small tin. Sugar is in fair demand at 6 to 6½c. per lb.

HONEY—The market for honey was dull and featureless. We quote: White clover comb, in 1-lb. sections, 8 to 8½c.; dark, 6½ to 7c.; white extracted, 6 to 6½c., and dark, 5 to 5½c.

BEANS—A small trade continues to be done in beans at unchanged prices. We quote: Choice hand-picked, 95c. to \$1 per bushel; primes, 85 to 90c.

ONIONS—Both red and yellow are firm, with a good inquiry at \$2.75 to \$3 per bbl.

PROVISIONS AND DRESSED HOGS.

In the provision market, a weaker feeling has developed in pure lard, and prices show a decline of ¼c. per lb. A leading packer

is offering hams for the Easter trade, ranging from 8 to 25 lb. each, at 9½ to 10½c. In pork, the feeling is steady, and prices show no change. Trade is yet quiet, but an improvement is looked for in the near future. We quote as follows: Canadian pork, in barrels, \$15 to \$15.50; pure Canadian lard, in pails, 6¾ to 7c. per lb., and compound refined at 5 to 5½c. per lb. Hams, 10 to 12c., and bacon, 10½ to 11c. per lb.

Dressed hogs are quiet, and the feeling easy. The demand for small lots was slow at \$5.25 to \$5.50 for choice, per 100 lb.

FLOUR, GRAIN, ETC.

GRAIN—There was a steadier feeling in the grain market to-day, but business, on the whole, was quiet. There was some demand for oats and purchases west of Toronto were made at 29½c., including one lot of 25,000 bushels. On spot prices were quoted at 32½ to 33c. For peas at points west of Toronto holders asked 66 to 66½c., and on spot 72c. Buckwheat was neglected and prices are difficult to quote.

FLOUR—There was some demand for Manitoba grades of flour from foreign

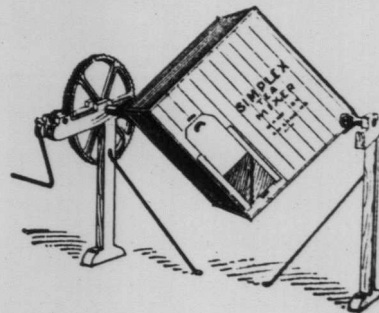
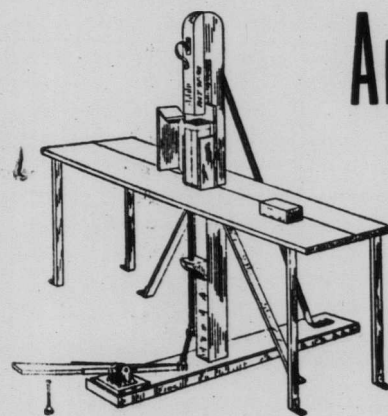
Armeda Tea Packer and Simplex Mixer

Mr. Halford, proprietor of the "Social" Ceylon Tea, uses the Armeda Packer and Simplex Mixer and says they are complete in every particular.

Write

A. H. Canning & Co.

57 Front Street East, TORONTO, CAN.



TOBACCO

If you handle Tobaccos at all why not sell those that pay you a **Good Profit?**

LOOK AT THESE:

"Anchor"—13-oz. plug—11 cuts to the lb., @ 39c.
 "Club"—5's and 10's to the lb., @ 41c.
 "Atlas"—8's and 12's " " @ 44c.

(All made from choicest Burley Leaf.)

NOTE.—Freight prepaid on 5 pkgs., one kind or assorted; also Tobacco Cutter free.

Order
Through
Your Jobber

JOLIETTE TOBACCO CO., JOLIETTE, P. Q.
 F. W. HUDSON & CO., Ontario Agents, TORONTO.

buyers to-day, and sales aggregating 2,000 sacks were made for prompt shipment. A slight improvement was also noticeable in the local and country demand. And, on the whole, a fair trade was done. We quote: Winter patents, \$3.75 to \$4; straight rollers, \$3.50 to \$3.60; in bags, \$1.65 to \$1.75; Manitoba patents, \$4 to \$4.25; strong bakers', \$3.70 to \$3.90.

MEAL—The demand for meal was quiet and the market was without any new feature. Rolled oats sold at \$3.80 to \$3.85 per bbl.

FEED—There continues to be a steady demand for feed, and prices are fully maintained. Ontario white wheat bran, in bulk, sold at \$16 to \$17, and shorts \$17 to \$19 per ton; Manitoba bran, \$16; shorts, \$18, and mouille, \$18 to \$25 per ton, including bags.

HAY—In baled hay trade continues quiet, and the market is featureless. We quote: No. 1, \$5.50 to \$6; No. 2 extra, \$4.25 to \$4.75; No. 2, clover mixture, \$4; clover, \$3.50 to \$3.75.

CHEESE AND BUTTER.

CHEESE—The cheese market continues firm, and the balance remaining for sale here is so reduced that sellers want an advance on every new transaction that they negotiate. In fact, while 10½c. may not actually have been made, yet holders feel that finest cheese are worth the money, and are inclined to hold out for the price named, and we quote finest western makes 10¾ to 10½c., and choice eastern 10 to 10¼c. Stocks in London on March 1 were 100,000 boxes, giving a shrinkage of 14,000 during February. Stocks in Bristol were estimated at 65,000 boxes, showing a shrinkage of 30,000 boxes in February. These, with the supply in Liverpool, would give a total of 236,000 boxes in the three cities.

BUTTER—Is firm, under continued light receipts, the domestic consumption being more than equal to the supply. Accordingly, prices are firmly held on creamery at 20 to 20¾c, as to grade; western dairy

rolls, 15½ to 16c., and tub dairy, 14 to 14½c.

MONTREAL NOTES.

Refiners have marked up the price of granulated sugars 5c. per 100 lb.

An advance of 1s. to 2s. is asked on future importations of Valencia oranges, and all oranges are firmer here.

A round lot of Valencia raisins put up at auction here last week were withdrawn, as the price bid was too low.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., March 16, 1899.

It cannot be said that spring demand is as active as many would wish; in fact, business seems a little backward. Still there is a fair steady trade doing. Market show little change, but prices are, on the whole, firmly held. Flour is perhaps the weak spot. Tea is firmly held, particularly the finer grades. Our trade is not at all satisfied with the new tea regulations. It is most strongly held that there is nothing in the tea business nor in the grades imported to cause it to be put under special regulations which are not required of other food products, and further, that the present Government test is not a fair one, working against China tea and favoring Indian and Ceylon.

OILS—In burning oil, there is a marked decline in the demand, but there is still a good trade doing. Lubricating oils have particular attention, and prices are firmly held. Paint oil also finds increased demand and prices are higher. Turpentine is again marked up.

SALT—Outside demand is getting pretty well filled, but stocks of English coarse arriving still find a demand from vessel's side. Importers are pushing sales. Imports for the year are still behind last season. The English factory-filled, at least some

brands landing, is a particularly nice salt, in fact, equal to some of the fancy English brands, and sold much lower. Canadian has a fair sale; in fact, there is more being used each season. We quote as follows: Liverpool coarse, 38 to 40c.; English factory-filled, 80c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 to \$2.60 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz; mineral rock salt, 60c. per 100 lb.

CANNED GOODS—There is but a steady demand. Prices tend higher and the later spring must see an advance, at least, in corn and tomatoes, particularly the former. Retail prices keep low; in fact, corn is offered by one dealer as low as four tins for 25c. Other lines move slowly. Baked beans have had a larger trade during the winter, but prices have been cut close, as packers have been pushing sales. Salmon are not a large stock and prices tend upwards. Lobsters are not likely to rule lower. The high prices have, however, affected the sale. In clams there is little business, but in haddies, kippered herring and sardines, sale has been large and stock well cleaned up.

GREEN FRUITS—Sales increase with the coming of warmer weather. Oranges sell largely, Valencias being rather higher. For best trade Californians are sold, but, while prices are not high, the others sell so much lower that the relative sale is small and chiefly for the better grades. Lemons tend easier, and demand is not quite as good. Apples are very firmly held, and stock is light with demand fair. Bananas are more freely imported, and will soon be a feature of the trade. Rhubarb is seen, and pie-apples are on the market.

DRIED FRUITS—There is more inquiry for raisins, but prices are easy and market a dull one. In Californian raisins, and in

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CUT TOBACCO

OLD OHUM.

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DAWSON Commission
Co., Limited

FRUIT, PRODUCE AND

COMMISSION MERCHANTS,

Cor. Market and Colborne Sts.,

TORONTO.

We make a specialty of handling

Domestic Fruit

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

FRUIT AUCTION SALES

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

McWILLIAM & EVERIST

Wholesale Commission Merchants,

25 and 27 Church St., TORONTO, Can.

Telephone 645.

MOST people think there is no Bacon like our **FAMOUS ENGLISH BREAKFAST BACON**, and they are right. But we have another line, the **SELECT BREAKFAST BACON**. If it is a matter of price with you, try it, and your customers will ask for it again.

F. W. FEARMAN COMPANY

Limited

HAMILTON, ONT.

EXTRA FANCY ARLINGTON HEIGHTS CALIFORNIA NAVELS.
EXTRA CHOICE VALENCIA ORANGES, all sizes.
EXTRA FANCY and FANCY MESSINA LEMONS.
CHOICE YELLOW DANVER ONIONS.

Prime Quality, free from frost and Prices Right.

TARTAN TEA

The finest Ceylon and Indian Teas in the handsomest packages on the market. Selling well, and always increasing. You should have some of this business.

BALFOUR & CO. Wholesale Agents **HAMILTON**

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

ST. JOHN, N.B.

Etc., Etc.

Wholesale trade only.

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Thousands of Retailers are handling

Clark's Meats

and say they're a most satisfactory line.



\$5 per Case, 64 Packages.

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Collars and Cuffs?

Will not injure finest fabric. Requires no Cooking.

BEE STARCH CO.

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Send for particulars regarding free Automatic Selling Machine for the sale of Adams Tutti-Frutti Gum.

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Fruit and Commission Merchants

GUELPH, ONT.

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BLUE RIBBON TEAS

Malaga loose, there are still some of last year's stock. The fact that in Californian raisins grades not up to standard are offered affects the prices of the better stock. Prunes tend firmer, and have better sale; there is quite a large trade in this market. Currants are but a limited sale. Dates have some demand at full prices. Figs move but slowly. Evaporated apples are but a light stock and prices keep high. Dried have but little sale. Onions scarce and high.

SUGARS—Prices have tended firmer during the week, and there has been rather more interest in this line. A fair trade is doing. Buyers are not taking particular interest in the advance, but refineries have made quite free sales.

MOLASSES—The fact that both Porto Rico and Barbadoes markets have opened higher than usual has strengthened the feeling here, but it will be some weeks before any quantity is offered by the trade. Stocks are light. New Orleans has sold more freely, but the trade hold to the West India goods, though there is a growing feeling favoring New Orleans. The difficulty in the past has been the importing of too low grades.

PRODUCE—Butter, while tending firmer for best stock, advances slowly. There is quite an improvement noticed in the demand. The arrival of western at quite a low figure affects the tone of the market. It is difficult to get full price for creamery. Eggs are lower. Arrivals are much freer, and still lower prices are expected, with a probable reaction before Easter. Cheese is dull, with prices unchanged. Local business is light.

FISH—Stock continues very scarce, but demand is not as active. Dry cod shows no change. There have been fair receipts during the week. Pollock is very scarce and rather higher. A few Grand Manan pickled herring continue to arrive, but stock is very light and price keeps high. There are no extra large fish offered. Shad is dull, and there is no change in smoked herring. Boneless fish show a lighter demand, but price is unchanged. Finnan haddies are very hard to get, as haddock are so scarce. There is a good demand. There is only a light supply of fresh cod. Some few Gaspereaux are offered, but catch is, as yet, very light. Fresh halibut is offered, but price is still high. Lobsters are scarce. We quote as follows: Large cod, \$3.75 to \$3.80; medium, \$3.70 to \$3.75; pollock, \$1.85 to \$2.00; Grand Manan pickled herring, \$1.95 to \$2 ½-bbl.; Canso, pickled, \$5 per bbl.; boneless fish, 3 ½ to 5c.; cod, 7 to 7 ½c.; finnan haddies, 5 ½ to 5 ¾c.; smoked herring, 6 to 7c.; spring shad, \$3.75 to \$4 ½-bbl.; fall shad, \$4.75 to \$5 ½-bbl.; Shelburne, \$3.75 per bbl.; Grand Manan herring, \$3.70

to \$3.80 per bbl.; quoddy, \$3.50 per ½-bbl.; frozen pollock, 1 ¼ to 1 ½c.; frozen cod, 2 ¾ to 3c.; frozen haddock, 2 ¾ to 3c.; lobsters, small, 3 ½ to 4c.; do., large, 10 to 12c.

PROVISIONS—Barreled meats have but limited sale at rather easier figures. The presence of Canadian plate beef tends to easier prices. Lard is still low. Smoked meats are firmly held.

FLOUR, FEED AND MEAL—Flour is rather easier, some mills tending to cut figures to push sales. Manitoba is holding rather firmer than Ontario grades. In oatmeal full prices are asked by millers and local prices are higher. Cornmeal shows no change. Feed is difficult to get. Hay is still low. Beans are easy, some shippers shading prices. There is a demand for yellow eyed. Barley is again marked higher, stock light. Split peas are firmly held, and blue peas are rather higher. Seeds are beginning to move freely. Prices are rather lower than last season. More alsike clover is sold each year. We quote as follows: Manitoba flour, \$4.65 to \$4.75; best Ontario, \$3.85 to \$4; medium, \$3.65 to \$3.75; oatmeal, \$3.90 to \$3.95; cornmeal, \$2.15; middlings, \$19 to \$21; bran, \$17 to \$18; oats, 38 to 42c.; hand-picked beans, \$1.05 to \$1.10; prime, 90 to 95c.; yellow eye beans, \$1.75; split peas, \$4 to \$4.10; round, \$3.25 to \$3.40; pot barley, \$4.10 to \$4.25; hay, \$7 to \$8; timothy seed, American, \$1.75 to \$2.15; do., Canadian, \$2 to \$2.40; mammoth clover, 7 to 7 ½c.; alsike, 7 ¾ to 8 ½c.

ST. JOHN NOTES.

Some 500 bags foreign granulated sugar arrived this week via New York.

The West Indian steamer brought only about 50 casks new Barbadoes this trip.

J. S. Trites, a successful general store keeper in Sussex, has gone to Moncton to enter into partnership with Geo. R. Jones there.

The effect of the winter port business is noticed in the fact that for February the deposits in the savings bank largely exceeded the withdrawals.

J. Finley, one of our larger wholesale grocers, has gone to the West Indies this week via New York and Bermuda. His friends hope to see him return improved in health.

The retail hardware clerks of St. John, N.B., are pushing for the Saturday half-holiday, and the dealers have decided to close if the retail dry goods trade would do so. The clerks should have the holiday, and we hope the matter will not drop here.

Fred R. Titus, formerly of the late wholesale grocery house of White & Titus, and

for some years with J. Harvey Brown, tea importer, is about to go with J. J. Bostwick, Mr. Bostwick, who is making special efforts to extend his business, is to be congratulated on securing a gentleman well-known to the trade of these Provinces.

Travelers will learn with pleasure that the tax on commercial travelers selling goods in Woodstock, N.B., has been reduced to the nominal sum of 5c. per day, 10c. per week, 15c. per month and 25c. per year. Those selling direct to consumer will be taxed \$2 per day, \$4 per week \$6 per month and \$8 per year. It is expected the former tax be done away with as soon as legislation can be obtained.

MANITOBA MARKETS.

WINNIPEG, March 13, 1899.

TRADE is very fair indeed for the time of year, and shows a steady increase from day to day. The market in all lines is steady, and very little change can be reported as to prices.

Mr. R. A. Rogers, of the Parsons Produce Company, has returned from an extended visit to the Coast, where he has been arranging matters for increased cold storage and more efficient handling of the perishable products in which the company deal.

Pork-packers have at last issued a new price list, though the changes from the one issued four months ago are very slight.

There is a slightly increased demand for canned and evaporated goods, which is usual at this season.

BUTTER—The easier feeling in regard to dairy butter continues, and is likely to increase as the season advances. Jobbers are asking 17c. for choice round lots of prints and rolls; tubs are worth almost as much. Choice pound prints bring about 18 to 18 ½c. Creamery butter is merely a nominal market, as practically none is moving. Price quoted is 22 to 23c. per lb.

CHEESE—None moving. Nominal price 9 ½c. for large and 10c. for small.

EGGS—Market shows very slight improvement as to quantity received. Lined or pickled eggs are worth about 16c. Fresh candled stock bring 22c. Strictly new laid eggs are 25c., with supply far in arrears of the demand.

VEGETABLES—Really good potatoes are very scarce on this market. Price, 40 to 45c. per bush. Native celery is in good demand, at 50 to 75c. per doz., according to size.

OATMEAL—The Ogilvie package oatmeal is now on the market here, and the package

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.



BOILER AND ENGINE ROOM—CHASE & SANBORN, MONTREAL.

HISTORY OF COFFEE (CONTINUED)

THE United States has been for many years the largest coffee using country in the world, for the past eight years the average value of imports being \$90,000,000 per year. The imports for 1898 exceeded all previous records, being nearly 900,000,000 lbs., which is about 20 per cent. more than in 1897. The latest estimates place the world's production at 1,600,000,000 pounds a year. The United States, therefore, takes practically half the coffee grown in the world. Of the total coffee production, about two-thirds is grown in Brazil. The other third, grown outside of Brazil, is scattered around the world in the belt extending to the 30th degree north and south of the equator.

The steadily increasing popularity of coffee as a drink in the United States, and the steadily decreasing popularity of tea, have led to some revival of the controversy as to the relative merits of these beverages, upon which scientists are not yet agreed.

The partiality for tea or coffee shown by the people of different countries cannot be traced to any particular cause. The English, the Canadians and the Russians, as a rule, come under the head of tea drinkers, while the Dutch, Scandinavians, Germans and Belgians come under the head of coffee drinkers, but why this is so has never yet been made clear. The position of the United States in this matter is somewhat unique, the average consumption of tea per capita having remained stationary for twenty-five years, while the popularity of coffee as a drink has been steadily increasing; the consumption last year being larger per capita than ever before, and was exceeded only by two countries, Holland and Denmark—the consumption of coffee per capita in Holland being 23 pounds, and in Denmark 15 pounds, while that of the United States was 11 pounds. That of France was 3½ pounds, Great Britain a little less than 1 pound and Canada about the same as the latter.

CHASE & SANBORN

Proprietors, "Seal Brand" Coffee.

MONTREAL

"The Plant, and its Cultivation," will be the subject in a future number of The Grocer. Watch this page.

CURRENT MARKET QUOTATIONS

March 16, 1899.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, Hamilton, London, St. John, N.B., Halifax, Winnipeg, Vancouver and Victoria. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations for staple products are under the direct control of the Editors who call daily upon all the leading houses in the principal centers.

BUTTER AND CHEESE

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Dairy, choice, large rolls, per lb	15½	16	14½	15½
" " pound prints	15½	17	17	18
" " tubs, best	12	13	16	18
" " tubs, second grade	10	12	14	16
Creamery, tubs and boxes	20	20½	20½	20
" " prints and squares	21	22	22	22
Cheese	10	10½	11	9½

CANNED GOODS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Apples, 3's	\$ 90	\$1 00	\$0 85	\$0 90
" " gallons	2 40	2 75	2 00	2 20
Blackberries, 2's	1 40	1 70	1 40	1 50
Blueberries, 2's	80	90	75	85
Beans, 2's	70	95	75	95
Corn, 2's	1 00	95	1 00	85
Cherries, red, pitted, 2's	2 00	2 35	1 85	2 25
Peas, 2's	85	90	75	90
" " sifted	85	1 00	1 10	1 15
" " extra sifted	1 00	1 25	1 20	1 25
Pears, Bartlett, 2's	1 50	1 75	1 25	1 50
" " 3's	2 25	2 40	2 00	2 40
Pineapple, 2's	2 10	2 40	2 40	2 50
" " 3's	2 50	2 60	2 50	2 60
Peaches, 2's	1 75	1 90	1 60	1 85
" " 3's	2 50	2 75	2 40	2 60
Plums, green gages, 2's	1 50	1 55	1 30	1 55
" " Lombard	1 30	1 50	1 20	1 50
" " Damson, blue	1 10	1 30	1 00	1 40
Pumpkins, 3's	75	85	70	80
" " gallon	2 10	2 25	2 10	2 25
Raspberries, 2's	1 50	1 50	1 65	1 75
Strawberries, 2's	1 50	1 50	1 70	1 65
Succotash, 2's	1 10	1 15	1 15	1 10
Tomatoes, 3's	95	85	85	95
Lobster, tails	2 50	2 95	2 50	2 60
" " 1-lb. flats	2 75	3 00	3 00	3 30
" " ½-lb. flats	1 30	1 35	1 35	1 35
Mackerel	1 15	1 25	1 40	1 25
Salmon, sockeye, tails	1 30	1 45	1 50	1 60
" " flats	1 20	1 25	1 50	1 60
" " Horseshoe	1 20	1 55	1 60	1 60
" " Clover	1 45	1 60	1 60	1 15
" " Leaf	95	1 00	1 05	1 15
Sardines, Albert, ¼'s	10½	11	13	14
" " Sportsmen, ¼'s	20	21	20	21
" " key opener, ¼'s	10	11	10½	11
" " other brands	16	18	18½	23
" " P. & C., ¼'s	23	25	23	25
" " American, ¼'s	33	36	33	36
" " Mustard, ¼ size, cases	4	5	5	4
" " 50 tins, per 100	9 00	11 00	10 00	11 00
Fruit in glass jars	1 00	1 00	1 15	1 00
Haddies	1 40	1 50	1 15	1 60
Klipped Herrings	1 85	1 45	1 20	1 60
Herring in Tomato Sauce	1 85	1 45	1 20	1 60

GREEN FRUITS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Oranges, Valencia, 714's	\$4 00	6 00	6 50	3 50
" " 420's, large	3 75	7 00	7 50	4 75
" " ordinary	5 00	5 00	5 50	4 00
" " Mexican, per box	6 00	6 50	4 00	5 50
" " Malacca, per bbl	3 50	4 00	3 75	4 25
" " California Navels	2 25	3 00	2 75	3 25
Lemon, Messina, new, p. box	2 25	2 75	1 50	2 25
Banana, per bunch	3 00	4 50	2 50	4 00
Apples, per bbl	8 00	9 00	6 00	7 00
Cranberries, per bbl	3 50	4 00	4 00	3 00
Sweet potatoes, bbl	8 00	9 00	6 00	7 00
Almeric grapes, per keg	3 00	3 25	2 75	3 00
Spanish onions, per crate	3 00	3 25	3 00	3 25
Danvers onions, per bbl	3 00	3 25	3 00	3 25
Red W. W. field onions, bbl	4 00	4 50	4 00	4 50

SUGAR

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Granulated (St. Lawrence, Red)	\$4 40	4 35	4 48	4 35
Granulated (Acadia)	5 45	5 35	5 23	5 35
Parisian	5 05	5 25	5 20	5 25
Extra Granulated	5 05	5 25	5 20	5 25
Powdered	4 80	5 12½	5 30	5 30
Phoenix	4 20	4 33	4 33	4 33
Cream	4 20	4 33	4 33	4 33
Extra bright	4 10	4 23	4 23	4 23
Bright	4 10	4 13	4 13	4 13
No. 3 yellow	3 80	4 03	4 03	4 03
No. 2 yellow	3 80	3 98	3 98	3 98
Trinidad	3 80	3 80	3 80	3 80

SYRUPS AND MOLASSES

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Syrups				
Dark	1¾	30	32	30
Medium	2	35	37	35
Bright	2½	40	42	40
Honey	90	1 00	1 00	1 00
" " 25-lb. pails	1 20	1 40	1 40	1 40
" " 38-lb. pails				
Molasses				
New Orleans	30	26	45	28
Barbadoes	30	29	31	35
Porto Rico	38	42	32	34
Antigua			25	28
St. Croix			27	28

CANNED MEATS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Comp. corn beef, 1-lb. cans	\$1 50	\$1 40	\$1 50	\$1 50
" " 2-lb. cans	2 65	2 50	2 60	2 65
" " 4-lb. cans	5 10	5 00	5 10	5 10
" " 6-lb. cans	8 60	8 00	8 75	9 25
" " 14-lb. cans	18 55	18 00	20 00	21 00
Minced callops, 2-lb. can	2 60	2 60	2 75	2 80
Lunch tongue, 1-lb. can	3 50	3 20	3 25	3 25
" " 2-lb. can	6 70	6 75	7 00	6 00
English brawn, 2-lb. can	2 80	2 60	2 80	2 75
Camp sausage, 1-lb. can	2 50	2 50	2 50	2 50
" " 2-lb. can	4 00	4 00	4 00	4 00
Soups, assorted, 1-lb. can	2 00	1 50	1 40	1 50
" " 2-lb. can	3 00	2 20	2 25	2 30
Soups and Bouill., 2-lb. can	2 00	1 80	1 75	1 80
Sliced smoked beef, ¼'s	1 70	1 65	1 70	1 70
" " 1's	2 25	2 80	2 95	3 25

COUNTRY PRODUCE

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Eggs, new laid	12½	15	11½	12½
" " limed			14	16
" " held or cold stored			16	18
Poultry—chickens, dressed	50	75	25	50
Geese, per lb.	7	8	30	70
Ducks, per pair	60	90	40	60
Turkeys, per lb.	12½	14	10	14
Honey, comb, per doz	80	1 35	1 50	1 75
" " light color, 60-lb. tins	8	8½	6	8
" " 5 and 10-lb. tins	7	7	8	10
" " buckwheat	6½	7	4	5

FRUITS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Foreign—Currants, Provincials, bbls	4½	4¾	4¾	5
" " ½-bbls	4¾	5	5	7
" " Filletras, bbls	4¾	4¾	5¾	6¾
" " ½-bbls	4¾	4¾	5	6
" " cases	4¾	4¾	6½	7
" " ½-cases	4¾	4¾	5	6
" " Patras, bbls	5	5	6	7
" " cases	5	5	6	7
" " ½-cases	5	5	6	7
Vostizas, cases	5½	6½	5½	6
Dates, boxes	5½	6	5½	6
Figs, 10-lb. boxes, per lb.	15	20	18	20
" " 25-lb. boxes			28	14
" " Mats, per lb.		8½	3¾	
" " Naturals, per lb.		8	8½	
" " Naturals, boxes		12	12	
Prunes, California, 40's	11	10	11	12
" " 50's	9½	8½	9½	8½
" " 60's	8	8	8½	8
" " 70's	7½	7½	7½	7½
" " 80's	7	6¾	7	7½
" " 90's	6½	6	6½	7
" " Bosnia, B.			7	
" " C.			6½	
" " D.			6	
" " U.		5½	6½	
Raisins, Valencia, off stalk	4	4	4¾	5
" " Fine off stalk	4½	4½	4¾	5
" " Selected	5½	5	5½	6
" " Layers	5½	5½	6¼	6
" " Sultanas, 3-crown	11	18	10	12
" " California	8½	7	7½	8
" " 4-crown	7½	7¾	8	8
Domestic—Apples, dried	6	6½	6	6
" " evaporated	9	9½	10½	10
Cal. Evaporated Fruits—Apricots, 25-lb. boxes		18	19	18
Peaches		10½	15	

PROVISIONS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Dry Salted Meats—Long clear bacon	7½	8	6¾	7
Smoked Meats—Breakfast bacon	12	10½	10¾	11¾
Rolls	9	8	8¼	9
Hams	10½	13	10¼	10½
Shoulder hams	10	7½	7¾	8
Backs	10	10	10¾	9¾
All meats out of pickle 1c. less.				
Barrel Pork—Canadian heavy mess	15 50	16 50	13 50	14 00
" " short cut	14 00	14 50	14 75	15 50
Clear shoulder mess	12 50	13 00	13 00	13 50
Plate beef	11 00	13 00	12 00	13 00
Lard, tierces, per lb.	6½	6½	6¾	7
Tubs	6¾	7¼	6¾	7
Pails	7	7¾	7¾	7½
Compound Pails	5	5½	6	6½
Shortening, in 60-lb. tubs		7	7	7¼
Dressed Hogs	5 00	5 25	5 00	5 25

HARDWARE, PAINTS AND OILS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Wire nails, base	2 35	2 40	2 40	2 40
Cut nails, base	1 75	1 75	1 75	1 75
Barbed wire, per 100 lb.	2 55	2 50	2 50	2 50
White lead, No. 1	5 50	5 62½	5 62½	5 62½
Linseed oil, raw	50	51	51	51
" " boiled	53	54	54	54
Turpentine	68	68	68	68



Hudson's Soap

A FINE POWDER. IN PACKETS ONLY.
Will wash more clothes, and do more work in much less time than any other Soap.

SOAK YOUR CLOTHES
with HUDSON'S and the Dirt will slip out with about half the usual labour.

R. S. HUDSON,
34, Chabolliez Square,
MONTREAL.

Used in all the "Happy Homes of England."

Ceylon and Indian Tea has advanced nearly three cents per pound.

"Grand Mogul"

Tea will not be advanced until our heavy purchases of teas are exhausted. Its high standard of excellence will be maintained under all circumstances.

"Grand Mogul" Baking Powder equal to the best in the world at less than half the price.

T. B. ESCOTT & Co.

Sole Agents

London, Ont.

CEYLOYA.

When sand's as good as sugar,
And chalk's as good as milk;
When thirty inches make a yard,
And cotton equals silk;
When fourteen ounces make a pound
(And that you'll not allow)—
Then other teas may be as good
As **CEYLOYA** Tea is now.

THE B. C. PROVISION HOUSE

VANCOUVER, NELSON,
VICTORIA, REVELSTOKE.

F. R. STEWART & CO.

Wholesale Dealers in

Butter, Eggs, Cheese, Dried and
Fresh Fruits, etc.

Canadian Agents for **HONDI** Ceylon Tea.

HEAD OFFICE, VANCOUVER, B.C.

NEW CUSTOMERS

secured by selling

THE FRAGRANT . . .

"MAGNOLIA"

CEYLON TEA

Dissatisfied customers a thing of the past

**BEST TEA. BEST PROFIT.
MOST ATTRACTIVE PACKAGE.**

GEORGE FOSTER & SONS

Wholesale Grocers,
BRANTFORD, ONT.

**STARCH
ARGO
GLOSS**

in 1-lb., 3-lb. and 5-lb. packages, and
50-lb. boxes, and 200-lb. brls.

A SHIPMENT JUST ARRIVING.

PERKINS, INCE & Co.

TORONTO.

**NOTHING BUT
THE BEST**

**Cocoa
Chocolate**

**Coffee
Spices**

**Baking
Powder**

**TODHUNTER,
MITCHELL & CO.**

Importers, Manufacturers

TORONTO

Manitoba and B.C.
50 \$1.00 \$1.00
40 90 10 00
55 80 9 50
40 80 9 00
50 70 8 50
50 60 8 00

GELATINE IS NOW USED IN THE MANUFACTURE OF SILK.

ACCORDING to Consul Frankenthal at Berne, Switzerland, gelatine is utilized in the manufacture of a new artificial silk. It is the invention of Prof. Hummel, of Yorkshire College, in Leeds, England. A reservoir containing gelatine is kept heated at a certain temperature, to keep the gelatine in liquid form continuously. The top of the reservoir contains numberless small openings through which the gelatine oozes in very fine streams. An endless chain of a strip of linen cloth running over pulleys receives this liquid; and before the chain has traveled far, it is dry and presents a fine thread of uniform thickness and brilliant surface, ready to be wound upon spools.

The whole apparatus requires little attention; the only thing to be looked after is to change the fully wound spools for empty ones. A single workman can oversee 10 apparatuses as described, which will produce about 470,000 yards of threads per day—equal to a silk production of 24,000 cocoons. To make the gelatine threads proof against being dissolved in warm water, they are lightly wound on drums and submitted to the fumes of formaldehyde in a closed room for several hours. The result is not only their power of resistance to water, but also to any other solution.

The coloring, if wanted, is added to the liquid gelatine at the beginning. It absorbs dye readily and the brilliancy of the thread is not affected. The proportion of dyestuff is stated to be 15 oz. in 330 lb. of liquid gelatine, if a bright color is wanted; but for the present fashionable pale colors, the 15 oz. would do in 6,600 lb. of liquid. A drawback against the usefulness of the gelatine silk would be its low degree of firmness in the thread, but in a mixture with real silk or fine linen or cotton thread, a durable tissue could be produced. It is estimated that the gelatine silk could be produced at about \$1.15 per lb. Collodion silk costs at present from \$2.25 to \$2.85 per lb., while natural silk reaches \$6.25 per lb. Professor Hummel has produced gelatine silk threads, and has submitted his products to Swiss silk manufacturers for their judgment.

BUTTER AND ORANGES.

A most delicious fragrance attaches to the butter which is kept in an ice chest in company with one, two or half a dozen oranges. This was discovered accidentally, according to the Holstein-Friesian Register. The butter absorbed the "zest" of the orange, i. e., the oily moist that is thrown off in the atmosphere when an orange is squeezed or cut, and which is even more delicious than

the taste of the food itself. If there be anything more delicious than best butter, it is the little tub-shaped bundles which have absorbed the citrus flavor of the oranges.

The fact of the butter proving so sensitive is enough to make one credit the warnings against allowing butter to remain shut up with meat, fish and other foods capable of exhaling any aroma.

RETAILERS AND CREDIT.

The giving of credit and the payment of grocery bills is ever a fairly live subject for a trade paper, so, I think I can be excused for reverting again to it this week, writes "The Hustler," in San Francisco Grocer. In spite of all the hue and cry about the cash system, credit still remains, and is likely to remain—king. Every once in a while some credit grocer decides to change his style of doing business from credit to cash. When this is done, we all hear about it, and the beauty of the cash system is made very plain; but when the same dealer, after giving the new system a thorough trial (or, perhaps I should say, after attempting to get the customers to give it a trial), quietly drops back to the old credit business, do we hear anything then? No. Still, I know instances where this has occurred. If grocers could all become faith healers or Christian Science teachers and could successfully demonstrate after the methods of these worthies upon their customers, then I have no doubt the great question of "Cash vs. Credit" could be solved. As it is, however, the public, having become used to being trusted, rather like the idea, and do not seem to realize that when a dealer decides to change his style of business they should do so too.

Talking about credit brings up in my mind a little conversation I had once with a grocer in a portion of the city of Los Angeles, in which the population consisted largely of negroes. "Yes," said the dealer, "my trade is nearly all with niggers, and they make good customers, too, if they are handled right. The way to handle them is not to trust them too much. You've got to learn by experience just at what point they get dishonest, and then you are all right. Most any of my customers are good for one or two dollars. Some of them even go as high as three and four, but I've got to see the nigger that's good for five."

Now, while I am charitable enough to believe this grocer's talk to be a base libel upon our colored brethren, still I believe the principle upon which he runs his business is an excellent one. I think that if some grocers whose customers have whiter faces, would more carefully gauge the limit where temptation overcomes them, that they would have less cause to regret the blackness of their hearts.

HOW IT MIGHT WORK.

A correspondent of a contemporary suggests that merchants try the plan of offering prizes to customers for useful suggestions as to the packing of goods, display of the stock, etc. The idea is hardly practicable, for the average grocer gets all the suggestions, in the shape of complaints from customers, that he cares to handle. Nine out of ten customers may be depended upon to offer the opinion, free of charge, with a few strong adjectives thrown in, that the grocer is overcharging them. On the other hand, there is a class of consumers of a bashful disposition, whom a prize scheme might bring to the front with suggestions, long delayed, regarding the conduct of the grocer's clerks. They might suggest some reforms so closely personal, and even affecting the grocer himself, that he might soon come to the conclusion that in fishing for hints he had been fooling with a buzz-saw. Imagine a batch of suggestions like the following handed in for competition for the prizes: "Tell your red-headed clerk to wash his face occasionally." "The young man who serves at the butter counter doesn't know enough to keep his nose clean—and you are nearly as bad." "Don't try to skin your customers with short weight so often." "Your butter is as strong as your coffee is weak." This is about what the general tenor of the "suggestions" would probably be, and while they might be chastening to the spirit, their value in a business sense would hardly warrant the grocer in offering prizes for them.—Merchants' Review.

WOODENWARE HAS ADVANCED.

On account of the great advances in the prices of hooping, lead, paints, oils and the other materials which enter into the manufacture of woodenware, the price of these goods has been advanced. The change went into effect on Wednesday.

THE LAST CALL

for Dried Apples

is open until March 25. Send your shipments to

Walter Northrop, 66 Esplanade W., Toronto.

We have just received a full line of the celebrated goods put up by The F. F. Dalley Co., Limited, of Hamilton, at our warehouse, No. 10 St. John Street, Montreal.

W. J. WOODBURN & CO.

Selling Agents.

AMONG TORONTO RETAILERS.

What Goods To Display. I heard a conversation between two city grocers the other evening that is worth noting. The subject was a fellow-dealer, who has for some time been talking of selling out his present stand.

"I would not like to pay very high for his stock as he now has it," said one, and the other added:

"No. His system of displaying his goods is not a good one. He keeps fancy goods and lines not well known in the back shelves, where they are not readily seen, and fills his shelves with package teas or other articles, which people don't need to see to want."

There was more said to the same effect, and to the effect that the system in question had left the grocer with a lot of old stock on hand, with the result that I have made a few notes about the system of displaying stock followed by the most progressive dealers. Almost without exception, the most prominent articles to be seen in the best stores are the goods not generally known to the public. And this is reasonable and right, for, unless a woman sees or hears of an article, she will most certainly never buy it, and, on the other hand, if a woman sees an article which she has not previously heard of, as a general rule, her curiosity will create a desire for it. The staples—sugar, teas (bulk or package), coffee, etc.—should be kept in the background, unless one is making a specialty of a private blend of teas. In such a case, they should be pushed and displayed all the time. A retailer should always remember he is in business to make money for himself. He is not the agent of one manufacturer or another, and, if the goods of one house will not sell on their merits, those of another house will. It is not a grocer's duty to sell any particular line of goods. His business is to please his customers, that his aggregate sales may be large. Therefore, he should not use his shelves or windows to

advertise well-known proprietary goods, but should use them to display goods which are likely to increase his total sales and his net profit. To fill the most prominent shelves of a store with package teas, or soap might help to advertise the particular brands shown, but would not increase the aggregate sales as would be the case if the shelves were filled with a good variety of canned vegetables, fruits, fish and meats, or bottled pickles, marmalades, jellies and jams. The latter are not included among the necessities of life, so are frequently bought up by a housekeeper on the impulse of a moment, so they should always be kept in a prominent position. Staples, however, should not be left out of sight altogether. A good plan is to devote one shelf-space to one line, teas for example. Into this space one or two sample packages of every blend of tea carried should be grouped so as to show the large range handled rather than to advertise any lines. A space at one of the top corners about three by five inches might be left vacant, and a neat card could be printed calling attention to the range of package teas carried, and stating that a good assortment of bulk teas is also kept in stock. Similar displays could be made of soap, baking powders, salt and starches.

Grocers handling stove polish, shoe blacking and other goods handled by hardware or other dealers, should keep these goods in a prominent place. It is always well, too, to put these goods together. A few boxes of polish do not draw much attention, but a number of them combine so that one glancing about rarely fails to notice them.

Breakfast foods are worth pushing. They are not used as much as they might be, so a prominent display of the various lines is calculated to increase their sale.

When green fruits are carried, it is always well to let the public see what is in stock, so these should be kept always where they can readily be seen. One of the best methods of displaying fruits or candies is to have a table in a prominent position on the floor devoted entirely to the goods. A stand

is often built to slant upwards from the floor to the table, and this, too, is devoted to the fruit display.

Farm produce and provisions do not need much displaying. The best way to keep them is in a refrigerator at the back of the shop. The average woman is even more particular to have her butter and her provisions fresh and clean than she is about other articles, so she prefers buying these goods where she knows they are well kept, than where she can see them lying exposed on a counter. The accepted method of keeping cheese is in a glass case on a counter. This keeps it clean, yet leaves it where it is seen by many, if not all, entering the store. The display of one's stock may seem a simple matter, but thought and time spent to have it arranged to best advantage will not fail to yield good results.

THE RAMBLER.

PERSONAL MENTION.

Mr. W. E. Walsh has been appointed Canadian agent for Menier's chocolate, who are making arrangements to thoroughly introduce their unsweetened chocolate on the Canadian market.

Mr. Charles H. Hyde, representing Joy Morton & Co., Chicago, dealers in salt, sal soda, cereals and starch, accompanied by Mr. A. E. Richards, Hamilton, called on THE CANADIAN GROCER last week. This was Mr. Hyde's first trip to Canada, and he stated that the outlook for trade in their goods here is favorable indeed. Some idea of the business done by Joy Morton & Co. might be gained from the fact that their warehouses and docks at Chicago cover about six acres, and they have large factories at Nebraska City, where their cereals and starches are manufactured. A. E. Richards & Co., Hamilton, are the selling agents for this firm in Canada.

Plans are being prepared for the erection of another cold storage building in Ottawa. John Ferguson is the promoter.

HOME-MADE MACARONI.

MOST, if not quite all, of the macaroni sold in the stores of New York is a domestic article put up in 1-lb. packages under a French label, a wholesale grocer told me, says a writer in N.E. Grocer. "The real imported Italian article seldom reaches the American customer. About 500,000 boxes are annually imported, and most of it comes to this port for distribution. It is eagerly bought up by the Italians here, and so the American who desires the simon-pure article is often forced to go without. But for your consolation I may add that the domestic macaroni is about as good as the Italian, and I am positive is a great deal cleaner, more wholesome and nutritious, and manufactured under far better sanitary conditions.

"In the trade, macaroni is known as 'Naples paste,' taking its name from Naples, the principal shipping port of Italy. Dozens of factories are in the neighborhood of the Bay of Naples, and the macaroni is packed for the American market in boxes of eleven kilos each. The French also turn out a great deal of macaroni, and both Italian and French manufacturers use semoule, which is obtained from a certain grade of Russian wheat especially adapted to this purpose.

"Semoule differs from flour only in that it is a trifle granulated. The hard, red wheat grown in the northwestern section of the United States is the solitary variety which will produce a satisfactory grade of semoule, and our own manufacturers of macaroni depend upon it for their supply.

"Macaroni is not a dish of general consumption in Italy. The poorer classes cannot afford it, and it is confined almost exclusively to the tables of persons in comfortable circumstances. It is only on rare occasions or festivals that the poor obtain macaroni."

GROCER IS THANKFUL.

A Haverhill grocer received a letter through the mail addressed with his name and private, says N. E. Grocer. On opening he found a five-dollar bill and the following note: "On figuring up my bill I find that I owe you the enclosed amount. In order to avoid trouble with clerks I withhold my name." This is one case in perhaps 50, and Mr. Coddair is very thankful to his friend, whoever he may be.

HONEST ADVERTISING.

People used to say: "Oh, I never pay any attention to advertisements; they never tell the truth." Now, it's different; people do read advertisements, and they believe them. Advertisers are becoming more

careful and more scrupulously truthful every day. I know a firm of advertising agents who also own a medicated soap. I said: "Is it really such a wonderful thing, and do you take the care you say you do in making it?" The answer was: "Of course it is a good thing. We have seen too much of advertising to be fools enough to spend money pushing a poor article." Most all advertisers understand this nowadays, and that is why it pays better than it used to.—Charles Austin Bates.

TWO PLACES NAMED JINKSVILLE.

Merchant—I wish to transport some goods to Jinksville, and—

Railroad official (irascibly)—Well, why in thunder don't you go to the freight department?

Merchant—It's a large quantity of goods, and I wish to inquire about rates.

Official—Go to the freight department, I say. Whatever the rates are you'll pay 'em, or keep your goods at home. No reduction to you or anybody else. Hear that? Clear out now.

Merchant—The Jinksville I mean is not in this State, but the Jinksville over the line. There is a rival road running there, you know, and I can easily—

Official—Sit down, my dear sir, sit down and let's talk it over. James, bring the gentleman a cigar. Henry, bring the gentleman a glass of champagne. George, tell the president one of our most valued patrons is here.—N. Y. Weekly.

IT MADE HIS HAIR RISE.

A merchant's wife, smarting from experience, one morning handed her husband a sealed letter as he was going to his office, begging him not to open it until he had reached his place of business.

With some solicitude he broke the seal at the proper time, and read:

"I am forced to tell you something that I know will trouble you, but it is my duty to do so. I am determined you shall know it, let the result be what it may. I have known for a week that it was coming, and kept it to myself until to-day, when it has reached a crisis, and I cannot keep it any longer.

"You must not censure me too harshly, for you must reap the results as well as myself. I do hope it will not crush you."

Here he turned the page, his hair slowly rising.

"The flour is out. Please send me some this afternoon. I thought that by this means you would not forget it."

The flour was sent.

THE GROCER KNEW HIS BUSINESS.

Once in a while, one comes across a retail grocer who seems to actually study his business, remarks a writer in Grocer World. His whole soul is obviously in it. He isn't a drudge, in the store simply to live the long day through, but he is an enthusiastic believer in the importance and the dignity of his own business, and, so believing, studies it just as a physician studies anatomy and pathology.

The other day, the writer stepped into a Philadelphia grocery store to buy some certain goods. While there, the grocer called attention, in a very courteous way, to a brand of table water he was selling. The water was a mild variety of medicinal water, and contained a percentage of that well-recognized medical agent—lithia.

That grocer knew all about that water, and as there was no reason why that should have been an exception, he probably knew all about everything in his store. He knew just how much lithia the water contained to the gallon, what lithia was for, what proportions were contained in other competing waters, and so on. Then he took a siphon of the water from the refrigerator and insisted on the writer tasting it. While he did not succeed in selling any of the water, he aroused an admiration as a grocer who knew his business, which feeling will probably carry more or less trade with it.

CATALOGUES, BOOKLETS, ETC.

WHOLESALE GROCERS AND CANNERS OF THE UNITED STATES.

To those who desire to keep in touch with the wholesale grocers, canners, or brokers of the United States there is issued in Minneapolis, Minn., a work of inestimable value. This work is the fifth annual edition of Austin Q. Millar's official directory of the wholesale grocers and canners of the United States. This directory, which is strongly bound in cloth, also contains a large list of the brokers of the Republic. The publishers' price is \$2.

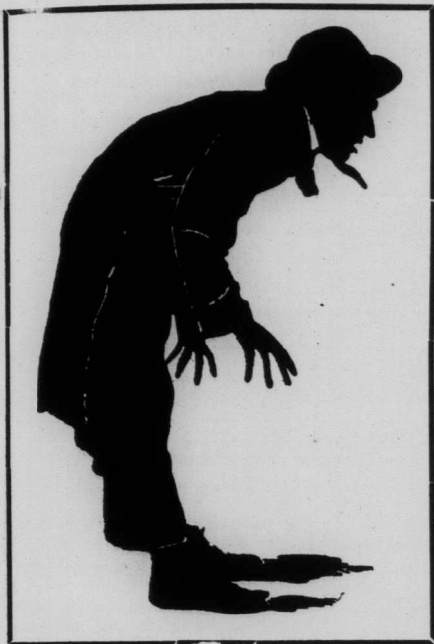
"Does your husband worry about the grocery bill?" asked the thin faced lady.

"Why, no!" said the lady with the silk skirt and patent shoes; "we let the grocer do all that."

Housekeeper—I ordered a dozen oranges to-day and you only sent me 11. How was that?

Grocer—Well, ma'am, one of them was bad and I didn't think you'd want it.

Page Bros. & Desrosiers, general merchants, Sandwich and Ojibwa, Ont., have dissolved partnership. O. Desrosiers will continue the Sandwich and Leo Page the Ojibwa business.



RETAILERS . . .

**YOU can save from
\$2.25 upwards by
buying Eddy's Matches
in 5-case lots and get
Free Delivery in the
Provinces of Quebec
and Ontario, east of
Sudbury. Give your or-
ders to the Wholesale
Grocery Travellers.**



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MEETINGS OF RETAIL GROCERS' ASSOCIATIONS.

MONTREAL ASSOCIATION.

REGULAR monthly meeting of the Montreal Grocers' Association, held in Monument National Hall, 220 St. Lawrence street, Thursday evening, March 9, at 8 o'clock.

Present, John Scanlan, president, in the chair, V. Raby, J. P. Dixon, N. Lapointe, S. Demers, Jos. Picard, N. Chartrand, E. W. Farrell, T. B. Deschamps, P. B. Mesnard, P. Fillion, H. Poirier, Eug. Bernier, A. D. Fraser, M. P. Laverty, ex-Ald. Connaughton, and others.

Moved by S. Demers, seconded by N. Lapointe, that the rules be suspended and the following grocers who have paid their dues in advance and signed the membership roll be admitted members of this association: T. Poupart, Oct. Chabot, C. H. Pitt, J. C. Wark, Mrs. B. Daragon, A. Rolland, L. G. Clapin, J. Purcell. Carried unanimously.

The treasurer read his report, showing that the sum of \$1,100 had been spent in obtaining the amendment of the Pharmacy Act, which leaves the association with a deficit of \$800, and he requested the meeting to suggest means of raising this amount.

The president, Mr. John Scanlan, said that the best means of raising this sum would be to solicit subscriptions from the wholesale trade, and forego the picnic this summer.

After considerable discussion, the following motion was declared carried: Moved by E. W. Farrell, seconded by S. Demers and J. B. Deschamps, that a committee, composed of the officers of this association, be authorized at this meeting to effect a loan to cover the deficit incurred in obtaining the amendment to the Pharmacy Act.

Moved by V. Raby, seconded by J. B. Deschamps, that the secretary notify the standing committees, in the different districts of the city, of the amount of our deficit, and request them to renew their efforts and solicit donations from grocers in general in their respective districts towards liquidating this debt. Carried.

A letter was read, from The London Grocers' Association, requesting our association to join with them in asking for longer terms and better discounts from the wholesale guild. The secretary was instructed to reply stating that our association is in full sympathy with their movement.

Moved by J. P. Dixon, seconded by N. Lapointe, that the secretary write Mr. Lomer Gouin a letter of thanks for the successful manner in which he obtained our amendment to the Pharmacy Act. Carried.

Moved by V. Raby, seconded by A. D. Fraser, that a vote of thanks be tendered the

delegates who went to Quebec in the interests of grocers in general re amendment to Pharmacy Act, particularly Mr. S. Demers and Mr. J. P. Dixon. Carried unanimously.

Moved by J. P. Dixon, seconded by J. B. Deschamps, that a vote of thanks be tendered to the Hon. Mr. Flynn, Hon. F. G. Marchand, Hon. H. Archambault, and Mr. E. Robitaille, for the courteous manner in which they assisted us with our amendment to the Pharmacy Act, and that a copy of this resolution be sent to each of those gentlemen. Carried unanimously.

Moved by S. Demers, seconded by A. D. Fraser, that a vote of thanks be tendered The Prix Courant, Mr. Beaudin and Mr. Lemieux, for their valuable assistance to our amendment to Pharmacy Act. Carried unanimously.

The meeting then adjourned.

TORONTO ASSOCIATION.

The regular meeting of the Toronto Retail Grocers' Association was held in St. George's Hall, Elm street, on Monday evening. The president, F. W. Johnson, occupied the chair. A larger attendance than usual was present.

The report of the "At Home" committee was received. It showed that in all respects the concert this year was better than in previous years. Even the deficit was greater than usual, \$21.35 being the net loss from the "At Home" this year.

The early-closing committee reported that a circular had been sent to each grocer in the city, asking cooperation in the efforts towards early closing. Many favorable replies have been received, and many grocers in Parkdale, North Toronto, and on College and McCaul streets have agreed to commence closing early this summer. The committee also stated that they intend to continue their efforts towards the end sought.

A letter was received from the London Retail Grocers' Association regarding wholesale grocers' terms. It was decided to bring the matter up for consideration at the next meeting.

A letter was also received from H. J. Hill, manager of the Toronto Industrial Exhibition, stating that owing to the large number of societies that were asking representation on the exhibition board, it had been decided to grant none of the requests this year.

A discussion on trading stamps was started by D. J. Kelly, who reported that after eight months' trial, he and his brother had decided to discontinue having anything to do with trading stamps. They had given them a good, square trial, and found that they were not a paying investment. They

had reached the conclusion that it was a bad policy to allow any third party to step in between the dealer and the consumer. It was generally the case the third party benefited greatly, the consumer little and the dealer less. They believed, however, in giving a discount for cash, so were adopting a discount system of their own. They intended giving 3 per cent. discount on all cash purchases. Checks would be given, and when \$5 worth of checks are collected, 15c. worth of groceries will be given free to the customer. Mr. Kelly considered that the saving effected by a cash business was such that the discount given was but justice to cash customers.

Abraham White expressed his opinion that there was no necessity for giving any discount whatever. The grocer has a right to a cash business, and his customers benefit from it as much as he does. Personally speaking, his experience was that if the wholesale houses had given him less credit than they had, he would have been a richer man. Receiving on credit tended toward selling on credit, with the result that many a dollar was lost in bad debts.

A. G. Booth stated that he was a victim of the coupon evil. He had taken them on trial, with the intention of keeping them if he liked them, or stopping them if he did not. He had found out that he did not like them, but also found it very difficult to drop them. The people who asked for them were not the poor people who might benefit from the saving thus afforded, but the rich, who needed little, but wanted all they could get.

David Bell had commenced to give trading stamps to his customers about the same time Mr. Kelly did, but he found his mistake sooner than the latter did, and had dropped them quicker. He, at first, did gain some trade through them, but it was nothing like enough to make up for the cost of the stamps, as he had to pay out from \$12.50 per week for them. He had dropped them, and dropped them for good, and was giving nothing in the shape of discounts in their stead.

T. Holmes had a similar experience about four years ago. He had been persuaded to give the coupon system a trial, but found it unsatisfactory, and had given it up as a failure.

R. Paterson, Little York, stated that the trading stamp people had threatened that if they did not use the stamps their competitors would get them. The Little York grocers, however, came together, and the trading stamp people are still looking for grocers to use their stamps in that suburb of the city.

The discussion was continued by the various members of the association, and culminated in a resolution by Messrs. Holmes and White that a committee be appointed to confer with other deputations that may be appointed, and to wait on the Ontario Government and ask that the giving of trading stamps, coupons, etc., be declared illegal. Messrs. Gibson, Clark, Both, Holmes, White, and Kelly were appointed the committee.

**BORAX
SALTPETRE
SAL SODA
BI-CARB. SODA**

Wholesale Quantities Only.

E. FIELDING,
34 Yonge St., TORONTO

**BARBADOES
MOLASSES**

Extra choice quality. Write us for quotations before purchasing.

J. & R. McLEA
Importers MONTREAL

THE MOST NUTRITIOUS COCOA.

EPPS'S

GRATEFUL
COMFORTING

COCOA

In labelled Tins.
14 lb. Boxes.

SPECIAL AGENTS

For the entire Dominion, **C. E. COLSON & SON,**
Montreal. In Nova Scotia, **E. D. Adams,** Halifax.
In Manitoba, **Buchanan & Gordon,** Winnipeg.

**WINDOW SCREENS
AND DOORS . .**

Plain or Fancy

All sizes. Write us for Prices and Circulars. Quality and finish are the best on the market.

Boeckh Bros. & Company

Selling Agents, Toronto, Ont.

Manufactured by
WM. CANE & SONS CO.,
Newmarket.

**Royal
Snaps**

Please ask for samples and price of best Ginger Snap in Canada.

THE HOME CAKE CO.
GUELPH, ONT.

**DON'T PAY FREIGHT
ON WATER**

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

Agents—

W. H. SEYLER & CO.

Room 100, Board of Trade, TORONTO

Agents for **HEINRICH FRANCK SOHNE & CO.**

German Chicory, Coffee, Extracts and Essences

LUDWIGSBURG, GERMANY FLUSHING, N.Y.

COWAN'S

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers.

THE COWAN CO., LIMITED, TORONTO

HORSE HAIR.

Have you any? We buy it.

GEO. ROSSITER & SONS

10-14 Pape Avenue

TORONTO

In Baking Powder

THREE STANDARDS ARE:

WHITE SWAN

1-lb. Tin, 25c.

ROYAL CANADIAN

1-lb. Tin, 15c.

QUEEN'S FAVORITE

1-lb. Tin, 10c.

Supplied through the trade.

SMITH & SCOTT, Mfrs.

TORONTO



ASK FOR
MOTT'S

THREE ATTRIBUTES!

PROFITABLE, RELIABLE, ATTRACTIVE.

SILVERINE

THE MODERN
STOVE POLISH

SILVERINE MFG. CO.,

MONTREAL.

SLEE, SLEE & CO., Limited

Tower Bridge Works,

London, Eng.

Makers of Pure Malt, Wine and Concentrated Vinegars.
In Bottles and Casks.

Prices and samples on application to

CLARK, RAE & CO.,

49 King Street West,

TORONTO, ONT.



**COW BRAND GRANULATED
SAL SODA . . .**

A new grade of Sal Soda, granulated, each lump in size like marbles. Very convenient to put up for retailing. Quality superior to the ordinary. In boxes of 60-lbs. each.

All wholesale merchants handle it. Your customers will appreciate it.

JOHN DWIGHT & CO.

MONTREAL.

TORONTO.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

ASSIGNMENT has been demanded of Henri Roberge, general merchant, St. Evariste Station, Que.

G. E. Harvey, grocer, Point a Pic, Que., has assigned.

A. W. Parker, grocer, Rock Island, Que., is offering 25c. on the dollar.

C. A. Ouellet, general merchant, Cap St. Ignace, Que., has assigned.

H. J. Clare, general merchant, Solsgirth, Man., has assigned to A. E. Scott.

V. V. Fiset, general merchant, Ancienne Lorette, Que., is offering 25c. on the dollar.

Thomas H. Alton, fruit grower, Burlington, Ont., has assigned to Geo. A. Watson.

Joseph A. Merrick, general merchant, Viriden, Man., has compromised at 65c. on the dollar.

Sadlier Bros., general merchants, Warton, Ont., have assigned to C. B. Armstrong, London.

PARTNERSHIPS FORMED AND DISSOLVED.

G. Gladu & Fils, bakers, etc., St. Hyacinthe, Que., have dissolved.

Z. Cotu, Fils & Co., general merchants, Chambly Canton, Que., have dissolved.

Cameron & Chisholm, general merchants, Port Elgin, Ont., have dissolved, John H. Chisholm continuing.

W. H. Kinniston & Co., bakers and fruit dealers, Calgary, N.W.T., have admitted J. T. Macdonald into partnership.

Joseph Desjardins and Phillippe Thivierge have registered as partners under the style of The Delmonico Fruit Co., Montreal.

Epoch and Henry R. Buzzell have registered partnership under the style of Buzzell Bros., general merchants, Cowansville, Que.

SALES MADE AND PENDING.

Eustache Carriere, grocer, Hull, Que., has sold out.

W. J. Micks, grocer, Toronto, has been sold out by the bailiff.

The assets of Mercier & Wake, grocers, Montreal, have been sold.

The assets of E. Mignault, grocer, New Rocklands, Que., are to be sold.

Henry Forde & Co., produce dealers, etc., Nelson, B.C., have sold out.

The stock of O. E. Laroz & Co., grocers, Que., has been sold at 67 1/2 c. on the dollar.

The assets of E. Crete, general merchant, Grande Piles, Que., are to be sold on the 17th inst.

The assets of P. Neven & Co., general merchants, Lachine, Que., are to be sold on the 22nd inst.

The stock of Valiquette & Larive, general merchants, Ste. Adele, Que., has been sold at 53c. on the dollar.

CHANGES.

Jules Belanger has started a grocery store in Hull, Que.

O. S. Moore is opening a general store in Olds, N. W. T.

J. J. A. Robitalle has opened a grocery store in Quebec.

Hugh Gillespie, grocer, Hamilton, Ont., is giving up business.

J. J. Owens, grocer, Vancouver, has sold out to J. J. Lawrence.

Alp. Giguere has opened a general store in Robertson Station, Que.

J. Udow, grocer, Moosomin, Man., is reported giving up business.

C. H. Patterson, confectioner, Neepawa, Man., has sold out to J. Smale.

John Hill, grocer, Wellesley, Ont., has been succeeded by H. E. Ratz.

Alister Thompson, baker, Kamloops, B.C., has sold out to John Barber.

Wm. J. Burns, general merchant, Lyndhurst, Ont., is retiring from business.

Pigeon & Co., general merchants, Plantagenet, Ont., are removing to Ottawa.

S. G. Vance, general merchant, Nithburg, Ont., has removed to Rockford, Ont.

D. K. Chungranes has bought out T. I. Worthington, fruit dealer, etc., Victoria, B.C.

James Thomson, general merchant, Papineauville, Que., has removed to Buckingham.

M. F. Godfrey, flour and feed dealer, Owen Sound, Ont., has retired from business.

David Reddaway, baker and confectioner, Russell, Man., has sold out to David Harris.

Matheson & Glover are advertised to open a general store in Lyndhurst, Ont., this week.

Napoleon Dussault, general merchant, L'Islet, Que., has purchased F. Gagon's stock.

M. Richardson & Co., general merchants, Flesherton, Ont., are opening a branch at Dundalk, Ont.

Stoneman Bros., general merchants, Kirkton, Ont., have been succeeded by Walkum & Chappel.

P. McConnell & Co., flour and feed dealers, Deloraine, Man., have sold out to C. E. Gutteridge.

Herminie Clough has registered as trading under the style of James J. Clough, cigar manufacturer, Montreal.

R. O. Hoffman, general merchant, Quinn, Ont., has sold out to John Kelly, who takes possession on April 1.

Joseph H. Trudel has registered as proprietor of J. F. Trottier & Cie., general merchants, Grand Mere, Que.

Alvin Cote, wife of Hyacinthe Malo, has

registered as proprietress of H. Malo & Co., tobacco dealers, etc., Montreal.

FIRES.

J. H. Knapton & Co., general merchants, Bedford, Ont., have been burned out.

Shelters & McNamara, grocers, Bedford, Ont., have been burned out.

A Bean & Co., general merchants, Manchester, Ont., have been burned out.

WORLD'S PRODUCTION OF COFFEE

This table, taken from a British consular report, relates to the world's production of coffee and the price obtained for the quantity named at Havre, France, during each of the periods set forth :

Crop.	—Bags of 60 kilos (132 lb.)—		Totals.	Price of "good average" per 50 kilos. Francs.
	Brazil.	Other countries.		
1874-75.....	3,843,600	4,295,400	8,139,000	103
1875-76.....	3,505,800	3,679,200	7,185,000	106
1876-77.....	3,291,000	4,520,000	7,814,000	101
1877-78.....	3,498,200	4,017,800	7,516,000	96
1878-79.....	4,718,000	4,200,000	8,918,000	76
1879-80.....	3,172,000	5,413,000	8,585,000	84
1880-81.....	5,553,000	4,205,000	9,758,000	75
1881-82.....	5,562,000	4,829,000	10,391,000	57
1882-83.....	6,711,000	5,369,000	11,080,000	50
1883-84.....	5,056,000	4,711,000	9,767,000	62
1884-85.....	6,211,000	5,229,000	11,440,000	52
1885-86.....	5,532,000	3,956,000	9,488,000	48
1886-87.....	6,129,000	4,183,000	10,312,000	81
1887-88.....	3,006,000	4,071,000	7,077,000	94
1888-89.....	6,735,000	3,863,200	10,598,000	97
1889-90.....	4,220,000	4,438,200	8,658,200	103
1890-91.....	5,308,000	3,989,000	9,297,000	109
1891-92.....	7,376,000	4,482,000	11,858,000	91
1892-93.....	6,193,000	5,090,000	11,283,000	97
1893-94.....	4,307,000	4,895,600	9,202,000	103
1894-95.....	6,689,000	4,947,000	11,636,000	94
1895-96.....	6,250,000	3,944,000	10,194,000	90
1896-97.....	8,680,000	3,928,000	12,608,000	61
1897-98.....	11,110,000	4,600,000	15,710,000	39

ORANGES IN CALIFORNIA.

A Californian fruit journal of recent date says: "The general estimates of entire amount of oranges remaining in the State vary from 3,000 carloads to 4,200 cars. It seems that the estimates continue to run short in about the same ratio that they ran over last year. Under the excitement of the occasion, however, we assume that current figures are plenty small enough, although from careful investigation we do not expect to see them exceeded.

"In the f.o.b. trading extra fancy navels have the call. Fancy navels command proper attention but seedlings do not seem to be called for. This is explained by the presence of so many small-sized navels offered virtually at seedling prices.

"If there be further advances in the market for navels it is natural to look for a sympathetic advance in seedlings, and at present prices seedlings might be genuine bargains. The only thing in the way of seedlings seems to be the reports of heavy operations in Valencia (Spain) oranges of which there are about 6,000,000 cases left to market."

TOBACCO....

**IF YOU WISH TO
MAKE MONEY**

invest in Tobaccos
manufactured by

Empire Tobacco Co.
Limited

THEY cost less and bring
**LARGER RE-
TURNS** than any
other tobacco.

THEY SELL ALL DAY
EVERY DAY.

Something Good }
Royal Oak ... } **Smoking**

Free Trade ... }
Currency ... } **Chewing**

**EMPIRE
TOBACCO
CO., Limited**

Granby, Que.

See Prices Current.

THE COWAN RAMSAY CO., LIMITED
IMPORTERS OF TEAS

and packers of the
celebrated

"Walla Galla" Tea
in lead packets

and **"Clubhouse"**
in 50 and 100 lb. tins.

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

All orders promptly attended to.

White,
Mountain Spruce

Butter TUBS

We are now booking orders for
May delivery, and will be pleased
to quote you prices.

WALTER WOODS & CO.,
HAMILTON.

"THE GROCER'S MANUAL."—An 850 page Book
on Shop Work, Branch Management, History,
Source and Nature of Every Article sold by Storekeepers,
etc.; and other neglected considerations. Full particulars
and specimen page mailed free. J. T. Law, Publisher, 2
Salisbury Street, Liverpool, Eng.



TENDERS.

SEALED TENDERS, marked "For Mounted Police
Provisions and Light Supplies, Yukon Territory," and
addressed to the undersigned, will be received up to noon
on Wednesday, 5th April

Printed forms of tender, containing full information as
to the articles and quantities required, may be had on
application to Superintendent A. B. Perry, N.W. Mounted
Police, Vancouver, B.C., or at the office of the undersigned.

No tender will be received unless made on such printed
forms.

The lowest or any tender not necessarily accepted.

Each tender must be accompanied by an accepted Can-
adian bank cheque or draft for an amount equal to five per
cent. of the total value of the articles tendered for, which
will be forfeited if the party declines to enter into a con-
tract when called upon to do so, or if he fails to complete
the service contracted for. If the tender be not accepted,
the cheque will be returned.

No payment will be made to newspapers inserting this
advertisement without authority having been first obtained.

FRED WHITE,

Comptroller N.W.M. Police

Ottawa, 21st February, 1899. (11)

The _____
**DETECTIVE AND CONFIDENTIAL
AGENCY.**

Room 12, Janes Building,

75 Yonge Street - - TORONTO

Investigate all matters in secrecy—Burglary, Robberies,
Fires, Embezzlements; Lost Friends Located; Legal and
Private Reports; Movements of Employes or Friends.

MONSOON

INDO-CEYLON TEA

The all-important point for the modern
grocer to concern himself with is to provide for
his customers the most attractive assortment of
goods. If this essential feature is attended to
properly success will certainly crown your
efforts. Buy goods you can ship back if they
do not please your trade.

We guarantee Monsoon to give satisfaction
or you can return it at our expense.

THE MONSOON TEA CO.,
Toronto and Montreal.

MONSOON

INDO-CEYLON TEA.

Enameline

The Modern STOVE POLISH



CAKE.



PASTE.



LIQUID.

We present herewith cuts showing the three different forms of package in which Enameline is put on the market. The enormous amount of advertising being done to familiarize housekeepers with the name enables merchants to make quick sales. Don't load up with unknown brands—that's dead stock.

J. L. PRESCOTT & CO., New York.

AN EARLY-CLOSING APPEAL.

THE committee of The Toronto Retail Grocers' Association, having in charge the movement for early closing, have issued the following appeal:

At the last general meeting of The Toronto Retail Grocers' Association, it was unanimously agreed that an effort should be made to try and induce the retail grocers to close at an earlier and more regular hour, and they have decided to spend some of the funds of the association in an endeavor to show you the advantages of early closing. We enter upon the work feeling convinced that we have the sympathy and good wishes of all classes of trade, as well as the public. It is, however, with the grocery trade that our association intend to direct their endeavors. The Provincial Statutes make it possible, after getting two-thirds of the members of any trade to agree upon an hour of closing, to compel the balance to do so. This law was tried some years ago, but with poor success, as the different localities of the city demand different conditions—therefore, we have decided to appeal to the grocers and the public to support us in our plans.

We believe that the present law is all that we can ask from the Legislature, and that the reason of its failure was that both the grocer and the public were not prepared for early closing at that date; we believe the time is coming, and will soon arrive, when public sentiment will demand early closing from all dealers. At the present time, the down-town grocery stores are closing at 6 p.m., a still larger number are closing at 7, while 8 o'clock seems to be a popular hour with a still larger number. If you are, fortunately, among the number of those who close at either of the above hours, we ask for your support in this movement; if you close later than 8 o'clock, we would ask you to consider our reasons for trying to get a uniform closing hour.

If the other grocers in your immediate neighborhood do not close early, ask them

to join you in an experiment of closing one hour earlier than you have been doing, and close promptly upon the hour agreed upon. If they refuse, try it yourself, and explain it to your customers and they will uphold you in the matter, and it will not be long before your neighbors will fall in line. This has been the experience of grocers in several parts of the city, who have tried early closing and have found no financial loss by it, but have found it to be a benefit to them in many ways.

The early-closing movement is growing in favor in all progressive cities in America, and we trust that Toronto (the "Premier City") will not be behind in this branch of progressive movements.

Below, we give you a few of the many reasons why we consider it to your advantage to close early:

1. There no financial loss by closing early, because, as the movement becomes general, the same amount of business will be done in shorter hours.
2. You will get brighter and more energetic clerks; the long hours are the means of driving the bright boys away from the grocery trade. A clerk or master can be bright, courteous and obliging for 10 hours in the day, but not for 15.
3. The public appreciate healthy, intelligent and quick service. Can you give it to them if you do not get your proper hours for rest and study?
4. The Creator, in His wisdom, proportioned the day into three equal parts, viz.: Sleep, work, recreation. Without these, you cannot have perfect health, which is more to be desired than riches.
5. You owe a duty to your family and to society; you can spend many profitable hours in their company, which will fit you for the duties of your occupation. In almost every other line of business, the persons engaging in it have the evening for themselves, and there are no good reasons why the grocer should not enjoy the privileges of domestic and social life in the same manner.

There are hundreds of other reasons why you should close early, and you will hear from us again. Give it a fair trial; don't wait for neighbor to start, because he is waiting for you.

Drop a post card to our secretary, Mr. E. Hawes, 163 St. Clarence avenue, and he will bring you an early-closing card to hang up in your store.

We also wish to impress upon the minds

of the grocers the advisability of joining the Grocers' Association. We would like to double our membership by May 1, and, as the more members attend the meetings, the more profitable they will be to each other, and we would have very much pleasure in receiving your application through any member of the association. We are doing a good work, and would like to have your cooperation.

BEET SUGAR CENTENARY.

The statement that beet sugar has been an article of commerce for 100 years will be news to most people. It is a fact, however, for in January, 1799, Franz Karl Achard, director of the Royal Prussian Academy of Science, laid a memorandum before his sovereign, Frederick William III., showing how sugar might be made from beetroot, hitherto used only for fodder, and also submitting samples of the new article. Four days later, the king replied, by ordering experiments to be made in all the Provinces on a large scale, and awarding Achard a grant of money for the continuation of his studies on the subject. Sugar at that time, and for a short time afterwards, cost 200 to 300 thalers per cwt. retail, and the consumption of sugar in all Europe at the end of the last century was between 200,000 and 250,000 tons. To-day 4,500,000 tons of beetroot sugar are produced in Europe alone, besides 3,000,000 tons of cane sugar. Achard, who refused a bribe of 200,000 thalers offered him by the cane sugar interest if he would publish a statement that he had made a mistake and that beetroot was not adapted for the purposes he proposed, died a poor man, although he was the first practical beet sugar producer in the world.



Good in Any
Climate
Wherever
There Are Flies.

TANGLEFOOT

SEALED
STICKY
FLY
PAPER.

Ask
Your
Jobber.

Quota
etc., ar
agents,
accurac
If a cha
cline, it
as a ma
request

4 lbs
5 lbs
6 lbs
7 lbs
8 lbs
9 lbs
10 lbs
11 lbs
12 lbs
13 lbs
14 lbs
15 lbs
16 lbs
17 lbs
18 lbs
19 lbs
20 lbs

Dis
1 lb
1/2 lb
1/4 lb

Silver
Engl
1 lb
Kitch



A word on

Laundry Blue

Your customers want a well-known article, a fair priced article, an article that will cause no grumbling below stairs.

.... When you sell them

KEEN'S Oxford Blue

everyone is satisfied, and every customer is retained.

Current Market Quotations for Proprietary Articles

Mar. 16, 1899.

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

BAKING POWDER.

PURE GOLD.

3 oz. cans, 4 and 6 doz. in case	95
4 oz. cans, 4 and 6 doz. in case	1 40
6 oz. cans, 2 and 4 doz. in case	1 80
8 oz. cans, 2 and 4 doz. in case	2 70
12 oz. cans, 2 and 4 doz. in case	3 60
16 oz. cans, 2 and 4 doz. in case	9 00
2 1/2 lb. cans, 1 and 2 doz. in case	14 40
4 lb. cans, 1 doz. in case	18 00

4 lb. cans, 1 doz. in case	18 00
3 lb. cans, 1 doz. in case	18 00

1 lb. tins, 2 doz. in case	2 00
1/2 lb. tins, 3 doz. in case	1 25
1/4 lb. tins, 4 doz. in case	0 75

1 lb. tins, 2 to 4 doz. cases	1 50
1/2 lb. tins, 2 to 4 doz. cases	2 00
1/4 lb. tins, 2 to 4 doz. cases	0 55

1/2 lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
1/2 lb. jellies	1 25
1 1/2 lb. jellies	2 25
1 1/2 lb. Crown sealers	2 25

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

1/2 lb. tins, 4 doz. in case	per doz. \$ 75
1/4 lb. tins, 3 doz. in case	1 20
3/8 lb. tins, 2 doz. in case	2 00
1/2 lb. tins, 1 doz. in case	6 50
3/4 lb. tins, 1 doz. in case	10 00
10 lb. boxes	per lb. 16
35 lb. palls	16

1/2 lb. tins, 3 doz. in case	per doz. 0 80
1/4 lb. tins, 2 doz. in case	1 20
3/8 lb. tins, 1 doz. in case	2 00
1/2 lb. tins, 1 doz. in case	3 00

Queen Baking Powder, 1/2-lb. tins	1 20
1-lb. tins	2 15

No. 4, 1/4 grs. bxs.	\$4 00
No. 6, 1/2 grs. bxs.	4 50
No. 8, 3/4 grs. bxs.	7 25
No. 10, 1 grs. bxs.	8 25
No. 10, Jet Enamel.	8 25

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

THE ALPHA CHEMICAL CO.

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

Patent Stove Polish—	Per Gros
Sunlight Lead Bar 6's	\$2 25
Packed in 1/2 gross cases	
Sunlight Liquid, 1/2 gross cases	10 80
Moody's Black Lead 3's	4 25
1/2 gross case	
Reliable Stove Pipe Varnish	1/4 gross cases 6-oz. bottles 14 40
Quickshine Pipe Varnish	12 00
1/4 gross cases pressed top tins	

Alpha Metal Polish No. 2	9 00
Shoe Dressing—in 1/4 gross cases	
French Oil in 3-doz. cases	2 20
Reliable Shoe Dressing	9 00
Ecliptic Combination tan	12 00
Moody's Ox Blood	12 00
Chocolate	12 00
Alpha Chemical Co. French Castor Oil	9 00
Alpha Chemical Co. Refined Sweet Oil	9
Alpha Chemical Co. Turpentine	7 80
Moody's Non-Corrosive Inks	4

Shoe Blacking—in 1/4 gross cases	
Reliable French Blacking, No. 5	9 00
" " " " No. 2	4 50
United Service Blacking No. 4	8 00
United Service Blacking No. 1 1/2	4 25
Patent Leather Polish No. 1 1/2	9 0
Waterproof Dublin No. 4	9 00

BIRD SEEDS

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases	0 06 1/2
Brock's Bird Seed	0 07
Norwich Bird Seed	0 06
Maple Leaf Bird Seed	0 05
Bird sea-gravel, 10c. pkts., 24 in case	0 06
" " " " 48 " "	0 03

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

Reckitt's, per box	1 15
Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro., 4 oz.	

Bamboo Handles, A, 4 strings	3 60
" " B, 4 strings	3 40
" " C, 3 strings	3 20
" " D, 3 strings	3 00
" " E, 3 strings	2 70
" " F, 3 strings	2 40
" " G, 3 strings	1 90
" " I, 3 strings	1 90

CHEWING GUM.

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

Benson's Enamel Starch

A perfect cold water starch for Shirt Bosoms, Collars and Cuffs and wherever a specially stiff finish or gloss is required.

THE EDWARDSBURG STARCH CO., Limited
CARDINAL, ONT.

Mexican Fruit, 36 5c bars.....	1 20
Sappota, 150 1c pieces.....	0 90
Orange Sappota, 150 1c pieces.....	0 75
Black Jack, 115 1c pieces.....	0 75
Red Rose, 115 1c pieces.....	0 75
Magic Trick, (English or French wrappers) 115 1c pieces.....	0 75
CHOCOLATES & COCOAS.	
Cocoa— EPPS'S. per lb.	
Case of 14 lbs. each.....	0 35
Smaller quantities.....	0 37½
CADBURY'S.	
Frank Magor & Co., Agents. per doz	
Cocoa essence, 3 oz. packages.....	\$1 65
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose.....	0 40
1-lb. tins.....	0 42½
Nibs, 11-lb. tins.....	0 35
TODHUNTER, MITCHELL & CO'S.	
Chocolate— per lb.	
French, ¼'s—6 and 12 lbs.....	0 30
Caracas, ¼'s—6 and 12 lbs.....	0 35
Premium, ½'s—6 and 12 lbs.....	0 30
Sante, ¼'s—6 and 12 lbs.....	0 26
Diamond, ¼'s—6 and 12 lbs.....	0 22
Sticks, gross boxes, each.....	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs..	0 30
Pearl, " " " " " " " " " "	0 25
London Pearl, 12 and 18 " " " "	0 22
Rock, " " " " " " " " " "	0 30
Bulk, in boxes.....	0 18
Royal Cocoa Essence, packages.....	40
FRY'S.	
Chocolate— per lb.	
Caracas, ¼'s, 6-lb. boxes.....	0 42
Vanilla, ¼'s.....	0 42
"Gold Medal" Sweet, ¼'s, 6 lb. bxs.	0 29
Pure, unsweetened, ¼'s, 6 lb. bxs.	0 42
Fry's "Diamond," ¼'s, 14 lb. bxs.	0 24
Fry's "Monogram," ¼'s, 14 lb. bxs.	0 24
Cocoa— per doz	
Concentrated, ¼'s, 1 doz. in box.	2 40
" " " " " " " " " "	4 50
" " " " " " " " " "	8 25
Homeopathic, ¼'s, 14 lb. boxes.....	
" " " " " " " " " "	

JOHN P. MOTT & CO'S.	
R. S. McIndoe, Agent, Toronto.	
Mott's Broma..... per lb.	0 30
Mott's Prepared Cocoa.....	0 38
Mott's Homeopathic Cocoa (¼'s).....	0 32
Mott's Breakfast Cocoa (in tins).....	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 23
Mott's French-Can. Chocolate.....	0 18
Mott's Navy or Cooking Chocolate.....	0 28
Mott's Cocoa Nibs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 90
Mott's Confectionery Chocolate.....	0 21 0
Mott's Sweet Chocolate Liquors.....	0 19 0
COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, ½ lb. tins, per doz.	\$3 75
Cocoa Essence, ½ lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes,	
¼ lb. cake, per lb.....	0 25
Royal Navy Chocolate, 12 lb. boxes,	
½ lb. cake, per lb.....	0 30
Mexican Vanilla Chocolate, 12 lb. boxes,	
¼ lb. cake, per lb.....	0 35

CANADIAN COCOANUT CO.	
White Moss Brand—	
½ lb. Packages, 15 or 30 lb. cases.....	0 27
¼ & ½ lb. " " " " " " " " " "	0 27½
" " " " " " " " " "	0 28
" " " " " " " " " "	0 29
" " " " " " " " " "	0 29
" " " " " " " " " "	0 29
" " " " " " " " " "	0 30
Bulk—	Brls
White Moss, 10, 15 or 20 lb.....	0 18
Feather Strip, " " " " " " " " " "	0 20
Ribbon, " " " " " " " " " "	0 18
Special Shred, " " " " " " " " " "	0 16
Macaroon, " " " " " " " " " "	0 16
Crown Destic'd, 12, 20 25.....	0 16
Special, " " " " " " " " " "	0 15

STANDARD COCOANUT MILLS.	
Feather strips.....	18 21
Cream shredded.....	17 20
Standard.....	15 18
Macaroon.....	15 17
Dessicated.....	14 16
Shavings, in packages.....	16 18
Cream shredded, ¼ lbs.....	29 29
" " " " " " " " " "	28 28

CHEESE.	
MacLaren's Imperial— Per doz	
Larg size jars.....	\$8 25
Medium size jars.....	4 50
Small size jars.....	2 40
Ind vidu-l size jars.....	1 00
Imperia Cheese Silver Holder—	
Large size.....	18 00
Medium size.....	15 00
Small size.....	12 00

COFFEE.	
JAMES TURNER & CO. per lb	
Mecca.....	0 32
Damascus.....	0 28
Cairo.....	0 20
Sirdar.....	0 17
Old Dutch Rio.....	0 12½
TODHUNTER, MITCHELL & CO'S	
Excelsior Blend.....	0 33
Bourbon.....	0 31
Jersey.....	0 29
Rajah.....	0 20
Old Government Java.....	0 28
Maracaibo.....	0 18
West In-ia.....	0 16
Rio. choice.....	0 12

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

EXTRACTS. per doz.	
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors.....	\$3 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors.....	0 75
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors.....	1 25
Crown Brand (Greig Mfg. Co.)—	
1 oz. Bottle, per doz.....	0 90
2 " " " " " " " " " "	1 50
2½ " " " " " " " " " "	2 00
4 " " " " " " " " " "	3 00
8 " " " " " " " " " "	6 00
4 " " Glass Stop'r " " " "	4 00
8 " " " " " " " " " "	6 00
P. G. FLAVORING EXTRACTS	
8 oz. Glass Stopper bott.....	\$6 00
4 oz. " " " " " " " " " "	4 00
8 oz. Plain bottles.....	5 00
4 oz. " " " " " " " " " "	3 00
2½ oz. Cabinet bottles.....	2 00
2 oz. Bottles.....	1 80
1 oz. " " " " " " " " " "	1 20
Per gallon.....	7 00
Per pound.....	1 00

ROBINSON'S BARLEY AND GROATS.	
Patent Barley, ½ lb. tins.....	per doz. 1 25
" " " " " " " " " "	1 25
" " " " " " " " " "	1 25
" " " " " " " " " "	2 25
DALLEY'S ROYAL HYGIENIC SELF-RAISING FLOURS. per doz.	
Buckwheat, 2½-lb. pkgs. 3 doz. case.....	1 20
Pancake, 2 lb. pkgs. 3 doz. case.....	1 20
Tea Biscuit, 2-lb. pkgs. 3 doz. case.....	1 20
Graham Flour, 2-lb. pkgs. 3 doz. case.....	1 20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases.....	20
CANADA MFG. CO.	
"Star" Self-Raising Flour, 3-lb. pkgs.....	1 20
" " " " " " " " " "	1 30
" " " " " " " " " "	1 30
" " " " " " " " " "	1 30
GELATINES. COX'S	
2's.....	1 10
4's.....	1 20
8 Quart size.....	1 12

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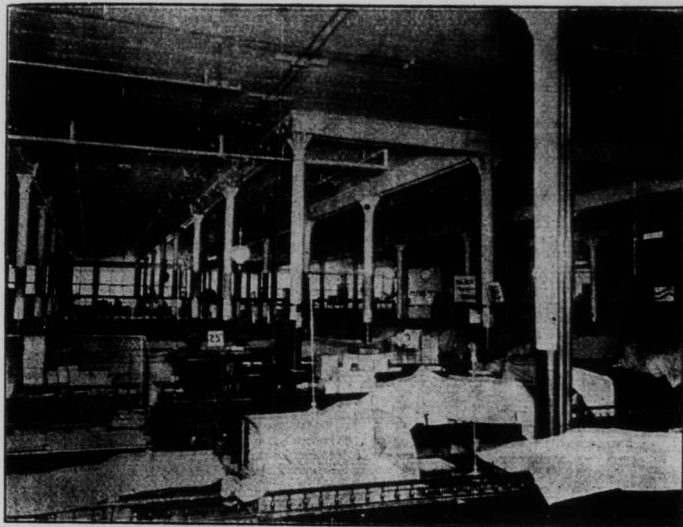
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0 90
1 50
2 00
3 00
6 00
4 00
6 00
FACTS
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... 4 00
... 5 00
... 3 00
... 2 00
... 1 50
... 1 25
... 7 00
... 1 00
ATS.
per doz.
... 1 25
... 2 25
... 1 25
... 2 25
-RISHING
per doz.
... 1 20
... 1 20
... 1 20
... 1 20
... 20
... 30
... 30
... 30
... 10
... 20
... 12
ACTU N

INDURATED FIBRE WARE.

Table listing various fibre ware items like pails, tubs, and wash basins with prices.

JAMS AND JELLIES.

Table listing various jams and jellies like Orange Marmalade, Strawberry Jam, etc.



P. G. JELLY POWDER. Raspberry, strawberry, orange, lemon, vanilla, pineapple, cherry, calves foot and grape fruit, doz. cases, 90c. per doz.

P. G. ICINGS. Chocolate 2 doz. cases, \$1.25 per doz. Lemon, white, pink, canary and Kermeline, 2 doz. cases, \$1.00 per doz.

LICORICE.

Table listing various licorice products like Young & Smylie's Licorice, etc.

MINCE MEAT.

Table listing mince meat products like Wethey's Condensed Mince Meat, etc.

PICKLES---STEPHENS'

Table listing various pickles like Patent stoppers, Corked, etc.

MUSTARD.

Table listing various mustard products like D. S. F. Mustard, etc.

FRENCH MUSTARD

Table listing French mustard products like Crown Brand, Pony size, etc.

THE F. F. DALLEY CO.

Table listing various products from F. F. Dalley Co. like Dalley's Mustard, Jersey Butter, etc.

SODA---COW BRAND.



Case of 1 lbs. (containing 60 pkgs.), per box, \$3.00. Case of 7 1/2 lbs. (containing 120 pkgs.), per box, \$3.00.

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JOHN TAYLOR & CO. Eclipse (Twin-bar), per box, \$1.00. Freight prepaid 5 box lots. Special discount for larger quantities.



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



MAYPOLE SOAP. Washes & Dyes. A. P. TIPPET & CO., AGENTS. Maypole Soap, colors 1 box and ess than 5 lbs. \$1.00. Maypole Soap, black, boxes and upward, 4 00. 10 per cent. discount on gross lots. Freight prepaid on 5 box lots.

STARCH.

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



KINGSFORD'S OSWEGO STARCH. SILVER (40-lb. boxes, 1-lb. pkgs., 0 08. GLOSS (6-lb. boxes, sliding covers (12-lb. boxes each crate) 0 08 1/2. PURE (40-lb. boxes, 1-lb. pack... 0 07. 48-lb., 16 3-lb. boxes... 0 07.

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

ONTARIO 38-lb. to 45-lb. boxes, STARCH / 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.

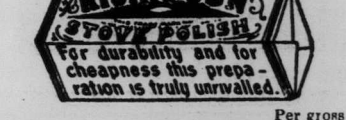


Brantford Gloss-- 1 lb. fancy boxes, cases 36 lbs... 0 07 1/2. Brantford Cold Water Rice Starch-- 1 lb. fancy boxes, cases 28 lbs... 0 07. Canadian Electric Starch-- 40 packages in case... 3 70. Celluloid Starch-- per case... 3 50. Ordinary Starch-- Chal-Prep. Corn-- 1 lb. pkgs., boxes 40 lbs... 0 05 1/2. No. 1 Pure Prepared Corn-- 1 lb. pkgs., boxes 40 lbs... 0 06 1/2.

STOVE POLISH.



No. 4-3 dozen in case (net cash)... \$4 50. 6-3 dozen in case... 7 50.



Rising Sun, 6-oz. cakes, 1/2-gross bxs. \$ 8 50. Rising Sun, 3-oz. cakes, gross bxs... 4 50. Sun Paste, 10c. size, 1/2 gross boxes... 10 00. Sun Paste, 5c. size, 1/2 gross boxes... 5 00.



Tiger Stove Polish, 1/2 gross boxes, large, per gross, \$7.20; small, per gross, \$4.50. Stovepipe Varnish, 4 oz. bottles... 1 00. Boston Brunswick Black, 8 oz. bot's... 1 15.



SILVERINE. No. 4-5c. size... \$1 75. No. 6-8c. size... 3 50. No. 8-10c. size... 6 00.

TEAS.



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



Cases, each 60 1-lb... 0 35. 60 1/2-lb... 0 35. 30 1-lb... 0 35. 120 1/2-lb... 0 36.



Ceylon Tea, in 1-lb. and 1/2-lb. lead package black or mixed. Black Label, 1-lb., retail at 25c... 0 19. Blue Label, retail at 30c... 0 22. Green Label " 40c... 0 28. Red Label " 50c... 0 35. Orange Label, retail at 60c... 0 42. Gold Label, " 80c... 0 55. Terms, 3 per cent. off 30 days.

CROWN BRAND.

(Ceylon in lead packages) Wholesale Retail. Red Label, 1-lb. and 1/2's... 0 35. Blue Label, 1-lb. and 1/2's... 0 28. Green Label, 1-lb... 0 18. Green Label, 1/2's... 0 19. Japan, 1's... 0 19.



LUDELLA CEYLON, 1'S AND 1/2'S PKGS. Blue Label, 1's... 0 18 1/2. Blue Label, 1/2's... 0 19. Orange Label, 1's and 1/2's... 0 21. Brown Label, 1's and 1/2's... 0 28. Brown Label, 1/2's... 0 30. Green Label, 1's and 1/2's... 0 35. Red Label, 1/2's... 0 40.

TOBACCOS.

EMPIRE TOBACCO CO. Foreign-- Royal Oak, 2 x 3. Solace, 8s... 0 52. Something Good, rough and ready, 7s... 0 53. Louise, 3 x 3, 14s... 0 54. Domestic Chewing. Currency 13 1/2 oz. bars, spaced 9s, (10 1/2 to the lb.)... 0 39. Patriot, 2 x 6, Navy 8s... 0 41. Old Fox, Narrow 12s... 0 44. Free Trade, 8s... 0 41. Snowshoe, 10 1/2 oz. bars, spaced 8s, (12 to the lb.)... 0 44. Snowshoe, pound bars, spaced 6s... 0 44. Cut Smoking-- Leader, 9's, in 5 lb. boxes (10 lbs. in case)... 0 32.

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THE E. B. EDDY CO. per doz. Washboards, X... 1 40. X X... 1 60. Waverly... 1 70. Planet... 1 80. Special Globe... 1 70. Solid Back Globe... 1 80. Electric Duplex... 2 50. Matches-- 5-Case Single. Telegraph... \$3 00. Telephone... 2 80. Tiger... 2 65. Empire (slide box)... 2 25. Safety, Capital... 2 75. Parlor, Eagle, 200's... 1 30. Parlor, Eagle, 100's... 1 50. Victoria... 2 50. Little Comet... 2 00. Flumers (wax stems)... 3 25.

BOECK BROS. & COMPANY. per doz. Washboards, Leader Globe... 1 10. Improved Globe... 1 15. Standard Globe... 1 15. Solid Back Globe... 1 15. Jubilee (perforated)... 2 15. Gem... 1 15. Crown... 1 15. F.o.b. Toronto. Matches, Diamond Jubilee, per case (10 gross in case)... 2 15.

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