

THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, MARCH 19, 1897.

No. 12

COLMAN'S MUSTARD



BEST ON EARTH

**The New
Customer
Judges by
Quality**

Not within your memory has any article of food come into such general use as Rolled Oats. They are as staple as flour. They are probably one of the first things the new customer will ask you for. "Pan-Dried" Rolled Oats are liberally advertised as highest quality. Like as not the new customer is going to ask you for them at once. Can you give any good, reasonable reason why you don't keep them, and why other grocers do? Are you going to take chances on getting new business? Is it the best kind of judgment to let the new customer form a wrong impression about you and your store? Quality counts!

From Manufacturer to
Retailer Direct.

The Tillson Company Ltd.
Tilsonburg, Ont.

White Label Soups . .



High-grade correct soups cannot be produced with the facilities at the command of the average housekeeper. Therefore, when a special dinner is to be given, it is a relief to have at hand a prepared soup which can be relied upon as absolutely correct in combination and flavor. Prepared by a chef of consummate ability, perfect in every detail that goes to make up a correct soup, WHITE LABEL SOUP may be offered with the utmost confidence by the fancy grocer. Twenty varieties, quarts, pints and half-pints.

Manufacturers' Agents:
H. P. ECKARDT & CO.
 Toronto
J. L. WATT & SCOTT
 Montreal
J. HUNTER WHITE
 St. John, N.B.

Armour Packing Co. . .

Kansas City
 U.S.A.

Batty's



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

ALL WHOLESALERS
 HAVE THEM.

. . . EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

. . . Montreal

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

McLAREN'S



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

DRINK : : :

::: Chocolate for Breakfast

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



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

VANILLA . .
 CHOCOLATES

CHOCOLAT MENIER

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

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

Does not produce
Crete Pride of Asia Tea

It is grown in

CEYLON

Packed in iron chests of 100-lbs. each.

We will advertise it among your customers and do all we can to win back from the pedlar and department store your legitimate Tea trade. If any tea in the world will do it, **Pride of Asia** is the tea.

WRITE FOR A CHEST.

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

Wholesale Grocers.

Standard Goods THE Best to Handle

**FOR
PURITY**

This brand is
always reliable.



**FOR
STRENGTH**

Highest test
98¹⁰⁰ pure.

"NEW PROCESS" SODA, FINEST ON THE MARKET.

If you
have not
used these
Soup Squares



Try Them.
They are
the best
Manufactured

**Genuine
Macaroni**

Is branded with
this name.

B. CODOU

IT IS THE
FINEST QUALITY
MANUFACTURED.

A. P. TIPPET & CO.
MONTREAL and TORONTO

AGENTS FOR THE DOMINION

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

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

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

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

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

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

CRESCENT BRAND



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

MANUFACTURERS OF

BICARBONATE of SODA

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

SODA CRYSTALS

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

WINN & HOLLAND - - - MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA

Crescent Dressing
Spanish Satin Gloss
New York Dressing

These dressings contain a large quantity of glycerine and will not crack the leather, but on the contrary, will soften and preserve it. They are especially adapted for ladies' and children's fine shoes. They are put up and placed on the market at the lowest possible price. Send us for prices.

The F. F. DALLEY CO. Ltd., Hamilton, Canada.



YOUNG HYSONS

That show grand values to the keen buyer and wide-awake grocer. In high and medium grades we offer an exceptional selection. Not a single tea in our stock purchased before making the most careful and rigid tests. . . .

To Retail at 50 cts.

True Moyune Flavored Young Hyson, Extra Quality.

To Retail at 25 cts.

Young Hysons that show you a good margin and cannot fail to make trade.

W. H. GILLARD & CO.

Wholesalers Only,

Hamilton

JOHN MOUAT, Northwest Representative, WINNIPEG.

The Day of "Good Enough"

quality. Customers who are looking for the best Bacon at the price of second best, won't buy "Rose Brand." But there are not many such people, and they never become permanent buyers.

"Rose Brand"
Ham, Bacon, Lard.

has gone by. People have learned by experience that the best is the best—in the end. And grocers who are alive to their customers' interests and their own, value this fact and profit by it. The mild cure of "Rose Brand" Bacon is guaranteed; you don't find a piece here and there that is better or worse than another. It is always the same high

The Geo. Matthews Co., Ltd.
Ottawa and Peterborough.

THE HUNT



for better Mince Meat will bring you back again just where you started. You won't find a better article in the world than

WETHEY'S CONDENSED MINCE MEAT

because it combines the purest and best meat, fruits and spices procurable. Nothing second rate is used.

J. H. Wethey, Mfr. St. Catharines, Ont.

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

THE CANADIAN GROCER

Vol. XI. (Published Weekly)

MONTREAL AND TORONTO, MARCH 19, 1897

(\$2.00 per Year) No. 12

HOW TO DEAL WITH THE DEPARTMENT STORE PROBLEM.*

[BY E. A. STEVENS.]

I HAVE conversed with many members of this State Association on the department store problem, and everyone has ascribed the department store success to those things so popular among fools—fraud and misrepresentation—saying that were it not for misrepresentation of goods they could not possibly exist, that in the majority of cases their "bargains" are unmitigated humbugs, and that they cannot buy good goods cheaper than the average merchant and in addition pay large sums for buildings, insurance and advertising.

Vacuous propositions have been made to limit these vampires of trade, but no idea has yet been formulated that would attract to it sufficient intelligent support. For the reason that the propositions have usually had an apparent element of persecution or unfair discrimination about them. The proposition that I have to launch the public at large would certainly endorse, as they desire to be as little the victims of fraud and humbug as possible.

Learning of some new laws passed in Germany last summer, I sent for certain books. Four of them were sent me. How much of them were available for my purposes I did not know, so I had the whole lot translated, making quite a large volume and involving an immense amount of labor and considerable expense. These translations were very difficult, and the one who could translate or give the German correctly could not find the right kind of English to express it. Points of law are hard to understand in our own language, but it is a most difficult feat to translate technical terms of one language in the technical terms of another. Several so-called translators threw up this job, and I have had no small work in straightening out the peculiarities of

these translations, which are the work of Dr. G. A. F. Lespincesse, and I am also indebted to W. J. Burlingame for assistance. The whole would amount to, I think, several hundred pages, but I can only take a few disjointed paragraphs to illustrate what I desire to bring before you.

It is not attractive reading and likely to be tedious, so I crave your indulgence to give you a little at a time. But I think it is very important and, I think, gives the keynote to destruction of unfair competition. I will now give you an abbreviated introduction to the law by Dr. Stephan, a German law authority.

GERMAN VIEW OF UNFAIR COMPETITION.

Unfair competition is to try to obtain the custom belonging to another person, contrary to the commandments of good faith and honesty in commerce and trade. However justifiable and easy it may be from a human point of view in business life to outstrip the antagonist and become master of the field of sale by the offer of better and cheaper wares and services when it is done by honest means, it is deeply reprehensible when such is undertaken at the cost of good faith and credence, which form the basis of all commercial business life.

There arises then a danger not to be underestimated, not only to the damaged person, but to the state; and its extirpation is demanded by its inmost interests.

Unfair competition and the struggle against it are the offspring of modern times in Germany. It cannot be denied that these conditions first made their appearance with the general liberty of trade, but soon wound themselves around all products of commercial life and suffocated many. However deplorable these phenomena might be, however much people were united in recognition that such a pernicious wrong should

exist no more, it seemed very difficult to find the suitable means wherewith to do away with the evil which knew how to find the most difficult byways and back gates in order to gain its pestilential aim.

The existing legislation neither in the Empire nor in the single states, offered sufficient scope either for the annihilation or for the limitation of the evil, either by commercial or civil proceedings.

Very correctly the competition which had to be fought had been designated as well here as abroad as unfair, but not as unlawful, because it did not clash with a positive legal maxim so much as with the general precepts of good faith and decency. For, as remarked by Kohler, the pioneer in the domain of commercial protective legislation:

"Unfair competition evades taking the forms forbidden by law in order to wring—decked out in a thousand masquerades—the fruit of loyal exertions from loyal traffic." This opinion does not contradict the fact that unfair competition often offends directly against legislation, particularly when to reach its aim (the expulsion of a competitor) it uses means which are, per se, misdemeanors—one only has to point out the transgression of deceit, calumny of the so-called punishable selfishness, viz., in the violation of property of the mind, particularly the laws for the protection of patents, labels, etc. More often unfair competition took a form which was not, or only partly, criminal.

There often wants, in order to make a deceit intentional, the damage to property induced by deceit which should be predominant in illegal profits, when, according to the oft-pronounced decisions of the Imperial Court, the identity of the deceivers or damaged person need not be brought in evidence, but only the internal reciprocating actions between deceit and inflicting damage because a third person wholly outside the strife might be damaged, although the deceit was not directly aimed at him.

No more could an insult or slander be

*Paper read before the Illinois Retail Grocers' and Merchants' Association.

THE RISING SUN STOVE POLISH

AND

THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

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

recognized when it could not be proved that the perpetrator had the purpose or intention to hurt the business honor of the others.

Civil justice was like criminal justice, insufficient in the battle with unfair competition. For, although every forbidden action brings responsibility according to all civilized states, yet every forbidden action cannot be regarded as an illicit or unlawful action. An attempt was made to follow the legislation of our western neighbor, but *si duo facient idem non est idem*. "What is just to one is not always just to another."

At the end of the last century the high-rolling waves of the revolution in France washed overboard from the state all privileges and monopolies; all guilds and crafts, and announced the principle of unconditional liberty of labor and industry. The most injurious consequences were soon noticed, however, in France, and the code civil and not the code penal was the one regarded as offering suitable restrictions. The limitless industrial freedom, independent of any official approval, not even bound to a notification of trade authorities, not limited by any conditions whatever, soon bore very doubtful blossoms, first against individuals, and at last against all business, and the judiciary had soon to institute a vigorous prosecution against these actions, so nefarious to the entire community. It was thought that a means to avert this evil was found in the code civil of Feb. 9, 1804:

LAW OF INDEMNIFICATION.

"Anybody's action, of whatsoever kind, by which damage is caused to another person, obliges the one who has caused said damage to indemnify for the same."

And, in fact, the French jurisprudence has since succeeded in fighting unfair competition by the help of this regulation. For us in Germany it was attempted to use the analogous regulations in the same way. This miscarried through the position of the Imperial Court above mentioned.

The basis of these diametrically opposed judicial conceptions are of different kinds.

It lies in the nature of the German judge to keep as strictly as possible within the exact verbal expression of the law, while the Frenchman, with his emotional nature, is easily inclined to eke out the faults of kindred laws by each other's regulations. In fact, to generalize the *vatis legis* as much as possible. While with us the commercial court, filled with laymen, is only of recent date, the commercial courts of France, composed of a learned judge and representatives of commerce and industry, have existed since the beginning of this century. Since the laymen, therefore, have given a considerable influence to their verdicts in this respect, it is not astonishing that the sentences of these courts do not hold themselves to the strict letter of the law, but urged by propitiatory circumstances have tried to fulfil the requirements of practical life as much as possible.

We must not forget the influence which the Minister of Justice exercises on jurisprudence in France. All verdicts that are deemed doubtful, or which seem doubtful to him, or which he wants to have definitely decided on by the Supreme Court, are brought to him. The lower courts have the last appeal in all cases of unfair competition. The criminal prosecution of unfair competition is without appliance in France, but the French judge tries to remedy this by giving damages that often seem to be extraordinarily high, because the freest judicial conviction allows free room in answering the question of cause and the amount of damages.

But since such jurisprudence was not approved by the German courts it became necessary to enact special legislation to fight unfair competition.

Herr Kohler, time and again, even when unfair competition was not yet understood by the German lawyers, has pointed out the damages of this parasite in commercial life and recommended after the example of the French legislation, to use the German judicial enactments to fight unfair competition, but in vain. But by his restless persistence

the general detriment of unfair competition became more and more prominent. Soon there appeared brochures by lawyers who either advocated the enactment of a special law or who considered the existing laws as sufficient, and either considered a protection by the civil courts as efficacious or held a criminal prosecution as necessary. At least petitions for protection against unfair competition were addressed to the Reichstag and the Imperial Government in such numbers by industrial and commercial circles that finally regard had to be given them and the enactment of the following was the result:

I have had a portion of the digest of the German Imperial laws against unlawful inducement or representations, together with laws governing the protection of trade marks, with legal conditions of payment, translated from the *Reichsgesetz zur Bekämpfung des unlauteeren Wettbewerbes*, by M. Akmann, of Berlin, which is brought up to the legislative period of the Reichstag of 1895-96.

Section 1. Whoever makes false representations, either in advertisements, or in circulars, to a large circle of persons, about business conditions—particularly in regard to the quality, the process of manufacture, or the rate of cost of goods, or the price of services in different trades, or the manner of supplying, or the source of goods, or in regard to possessing trade marks, or by misrepresentations about the reason for the sale of certain wares, and by such representations appears to offer a particularly favorable opportunity to buy, can be arrested and forced by order of the court to desist from such fraudulent representations. The action can be brought by anyone whose trade or business is interfered with, or by trade unions, if incorporated by law. Such action at law gives, beside the right to suppress such advertisements, etc., also the right to damages suffered by those whose trade or business was interfered with, provided such persons knew such advertisements to be fraudulent. The right to collect damages cannot be exercised against editors, publishers, printers, or distributors of periodicals—unless they were acquainted with the character of the advertisements.

The use of names, by which, according to custom in trade, certain goods are designed without expressing the origin or composition of the goods does not come under the foregoing Act.

Representations by pictures or object advertis-

Too Many Cooks Spoil the BROTH

Just so with the grocer who handles too many alleged "superior" Packet Teas.
Handle the one brand that has proved supreme value—

The Circle Brand Like the ideal cook, it is honest, reliable, faithful
and always in demand.

SOLD IN POUND AND HALF-POUND AIR-TIGHT ODORLESS PACKAGES.

LUCAS, STEELE & BRISTOL - HAMILTON

Teas

PACKAGES

Ram Lal's Pure Indian
Golden Age
Mascot

BULK—BLENDS IN TINS

Rangnugger Blend
Golden Age
Mascot

JAPANS, JAPAN DUSTS, HYSONS
CONGOUS
CEYLONS INDIANS

Our stocks are large and well-assorted, and show first-class values. We will be
pleased to mail samples and quotations.

JAMES TURNER & CO. - - HAMILTON, ONT.

To Port Arthur, Fort William,

and all Railway Points East, in Ontario

FREIGHT PREPAID on 5-case lots

"REINDEER BRAND"

CONDENSED GOODS

**SPECIAL
BARGAINS** }

TEAS! TEAS! TEAS!

Crown Brand, in packages 1's and ½'s.

Tetley's Teas, in packages 1's and ½'s.

**FULL
LINES** :: }

CEYLON, ASSAM and JAPANS

SEE OUR TRAVELLERS OR WRITE FOR SAMPLES BEFORE YOU BUY.

THOS. KINNEAR & CO.

WHOLESALE GROCERS

TORONTO

ments come under the head of Section 1, whenever they are intended to take the place of false representations.

Section 4. Whoever makes, with the intention of creating a greater demand by specially favorable offer, any untrue representations, or representations apt to deceive, by means of public advertisements or circulars, regarding the quality, the process of manufacture, or of labor, or source of goods, or regarding the possession of trade marks, or the motive and purpose of any sale, shall be subject to a fine up to 1,500 marks. If the said party has already been punished under this Act, there can be further imposed upon him, either in addition to, or instead of the fine, an imprisonment of not less than six months. If delinquent has already been punished under this Act, there can be imposed (except the fine also) imprisonment for not less than six months.

By order of the Bundesrath it can be determined that certain goods in the retail trade can only be offered for sale, or sold, in certain quantities, or of certain length or weight, or with certain specifications on the goods of their number, length or weight.

Section 6. Whoever, for the sake of competition, makes special observations or spreads reports about the goods, or the professional or trade services of another person, which have the tendency to hurt the exercise of said business, or the credit of the owner, is obliged to make good the damage that has been suffered. Also the suffering party can claim the suppression of a repetition of said observations or reports. The punishment for the above is 1,500 marks or one year's imprisonment.

Section 8. Whoever makes use in business relations of a name, or a firm's name, of the private credentials of a trade, of a business undertaking, or of a paper, in such way as to be calculated to induce mistakes in said name, firm, or trade mark, of which another person rightly makes use, shall pay the damages. Also a repetition of the same can be suppressed.

Section 9. Whoever, as an employe of labor, or apprentice in a trade, communicates secrets of the trade or business that have been entrusted to him by reason of his employ, and, during the duration of his employment, for the reason of competition, or with the aim to hurt the owner of the business, shall be punished with 3,000 marks fine or up to one year's imprisonment.

The same punishment is imposed upon those who have received business or trade secrets, by reason of the reports (designated in the first section I read), or by any other immoral or dishonest way, and use the same in competition, or communicate them to others. Damages can also be claimed in these cases. If more than one is guilty, all shall be prosecuted the same.

Sections 12 and 14. Whoever wants a trade mark for his wares to distinguish the same from others

can register said trade mark in the patent office. The allowing of a trade mark has the effect that the receiver of the same has the exclusive right to bring for sale goods either provided with such trade mark, furnished with the same on wrappers, or to use said trade mark on announcements, price lists, business letters, bills, letter heads, etc.

Whoever knowingly, or by gross carelessness, brings in the trade goods or their wrappers, or announcements, price lists, letter heads, bills, etc., with the firm or the name of another, provided with a lawfully allowed trade mark, or sells the same, shall pay the damages. If a wilful violation the fine shall be from 150 to 5,000 marks, or incarceration for six months or less. Punishment only after accusation in court. The accusation can be withdrawn.

Section 15. Whoever, in order to deceive in business or trade, sells or offers for sale goods, wrappers, bills, etc., with an announcement which, in recognized trade circles serves a notice of the same goods of another person, without consent of said person, or with that aim brings such goods in market or holds them for sale, is liable for the damages, and a fine of 100 to 3,000 marks or to imprisonment for a term of three months or less.

Section 16. If a person stamps a seal of a place, or incorporated town, or an incorporated business, on goods or wrapper, letter heads, bills, etc., with the intention to mislead in the composition or value of such goods, or with the same intention brings such goods in the trade or sells them, a fine may be imposed of 150 to 5,000 marks or imprisonment for six months or less.

Imported goods which are unlawfully provided with a German firm name, or place of manufacture, or unlawfully provided with a trade mark, are liable, when imported into Germany, and can be held, on accusation of the damaged person, for security of the costs and confiscation.

I now synopsise a few sentences from the elaborate treatises of Judge Adolph Loeb and Adolph Oesterck, who are authorities on German jurisprudence:

**A JUDICIAL MEANING OF UNFAIR
COMPETITION.**

Section 1. Man, as an independent acting creature, exists at first independently of any judiciary. His actions are of interest as far as they cause tangible changes and relations. He soon, however, as a human being enters in relations with another, his self life becomes a part and parcel of the common life; he is not only to be regarded as an individual, but as a member of society. Therefore, all action of this society

concerns him only as a member of society. One of the most important of all those life functions is the development of a right, or rather social will, which shall serve as a model to the private will.

With the development of law order by society, the human being (as member of said society) becomes also the enjoyer of said law order. He is not any more to be regarded as an individual, but as a member of a community of right (community under law); his actions are not to be regarded as encroachments on the outside world, but as relations to the common will of society. But since man as member of said community does not stop being an individual and acts as such voluntarily, so must society also necessarily recognize him in this capacity. For the community life of a person is the living together of companions in equal rights, not the penning together of slaves. Therefore the judiciary only takes a man as member of their equal rights community, under recognition of his capacity to act on the outside world in his own voluntary way. This recognition of the human being as a being subject to a voluntary mode of life within lawful bounds gives him what in judicial phraseology is called personality.

This personality as a quality recognized by the lawful community must, therefore, be recognized by its members: It is an absolute right.

While we nowadays recognize every human being as a member of society, we also allow everybody the right of personality. How little this right, however coincident with the existence as a human being, is shown by the slave in the Roman law, who was no personality, but a thing, shows that originally only the compatriot, living in a certain society of human beings was recognized as a personality, shows that the stranger was without rights, that the personality was lost by outlawry.

So, as the recognition of man as an individual gives him personality, it gives the recognition of his capacity to act according

Jams

This is the Season for Jams.

We offer **PURE** Jams put up
as follows:

7-lb. and 14-lb. Pails
5-lb. Tins
6-lb. Jars, Sealers
3-lb. " "

1-lb. Tins
1-lb. Glass
 $\frac{3}{4}$ -lb. Tumblers

Pure Goods.

Close Prices.

The **DAVIDSON & HAY, Ltd.**

WHOLESALE GROCERS, - - - TORONTO.

Telephones 399 and 1399.

to his free will, the lawful capacity for business and commerce. This is a simple consequence of the first. For if the existence (being) of a human being consists to act according to his free will, it includes the recognition of individuality inside of the pales of the community and necessarily the recognition of his capacity of working and acting lawfully. How much this capacity is recognized by the law as a consequence of individuality is shown by the circumstance that wherever the natural capacity is entirely or partly absent, a place-taker or trustee is appointed. He is almost there to make the partial personality whole.

The action of the free will and the exercise of natural activity form certain influences on the outside world, cause certain relations between the human being and the surrounding men and things. If, however, the law recognizes in general the capacity of man to act as an individual according to

free will, so it has also under certain circumstances to recognize the activity of said will, the effects on the outside world as conform to commercial right. In so far as it does this every such act becomes a lawful authority, a subjective right. The practical being able to do is recognized as a lawful being allowed to do.

Just as the human being is not of any significance to the community in all his life acts, so are a good many of his acts necessarily not significant to the law order. Only in so far as his acts are an authorization of the rights of the community are they taken in cognizance by the law.

Just as the lawful community is a higher kind of commonality, which combines the natural equality of mankind, of which it is the exponent, so is the personality, the lawful capacity, the subjective right, only the expression and recognition of the natural capability to act, the natural exercise of

these all in a certain case, only the lawful (by law) allowance of natural conditions permit.

Sec. 2. Business activity of a person is a particular brand of the general human activity, a certain expression of his natural capacity to work. This as such is fit to form a subjective right, a lawful prerogative of the human being, requires no further demonstration. The exercise of a business activity as a practical power must be elevated to a lawful allowance of performing said exercise.

The conception that the business exercise is not a judicial unimportant act, but exactly the confirmation of a judicial power (right), is for the first time made conspicuous in the history of the law.

All this proves that the law considers the exercise of a trade not as a judicial unimportant act, like eating or walking, but as an act particularly recognized by law, only

HELLO! Is that PURE GOLD?

YES.

Will you send up right away **FIVE** cases Peerless Washing Compound?

ANYTHING ELSE?

YES, send me 5 boxes of your new brand of Square Blue as soon as it is ready.

ALL RIGHT, it will be ready in two weeks, and will be of A1 quality and neatly put up.

Both of these lines are sellers, and pay the Grocer a good profit.

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

to be performed by permission, and therefore considers it as the practical proof of a subjective right.

The only aim of a person in trade, is to dispose of the products of his trade, change them for money, in other words, to get custom. The formation of such lasting conditions between himself and other people, which constitutes custom, has certainly for the tradesman a great value, and as such constitutes a trade property. In general business life custom is commonly treated as a trade property, particularly is the value of the custom taken in consideration in determining the price, in the sale of a business.

If custom, however, constitutes a property palpably existing in business life, then it has also to be considered as a lawful property by the judiciary.

When anybody obstructs these natural operations in any other way but by competition, and such to the detriment of a certain competitor, with the object to undermine his trade, and said competitor's trade property is thereby diminished, then it constitutes a premeditated unlawful damaging of property.

If, however, custom is considered as a trade property, it must necessarily follow the acquisition and preservation of custom, must be recognized as an award of damages. In the worse ones, which come nigh unto deceit, punishment is meted out.

The law stays within the limits of trade. Although in some cases the general public may be benefited, the actions are only allowed the manufacturer or tradesman against an unfair competitor.

UNFAIR PROCLAMATION.

The form of unfair proclamations can be even different. Mostly in newspapers and periodicals. Herein are included as well those inserted in the advertising columns as those inserted in the editorial part (locals, etc.). Moreover, herein are included placards, circulars, hand-bills, by exposition of pictures, models, goods, machinery, public processions, shows, public criers, etc.

The communication by writing, printing or speaking is not necessary; any show or representative that takes the place in the promising of the goods, of words is sufficient.

This form of unfair proclamation can be in the following way: That the price of the lauded goods or services are stated falsely. Goods in show windows marked lower than same goods in store, or the posting of "All goods in this store 50c.," while dearer goods are offered.

Sale below cost price, manufacturer's price, etc.

In this class belong medals, diplomas, honorable mentioning, etc., which are given

to certain wares by expositions or by particular corporations.

When anybody boasts of the possession of this distinction, while he does not have any, or has no more right to them by being, for instance, a retired member of the firm.

When he claims a higher distinction than belongs to him. Gold medal when only a silver one; "Only gold medal," when several were awarded.

When claiming a prize on certain wares, while in reality he received it on other wares, he shall be prosecuted.

ABOUT THE REASON OF SALE.

Concerns the mention of circumstances by which the salesman has the occasion to offer certain goods particularly cheap, or force him to sell his stock as quickly as possible and therefore as cheap as possible. Instances: Sale of damaged goods, non-accepted goods, smuggled goods, remnants, bought in bankrupt sale, forfeited pawn goods, sale because of removal, going out of business, professing circumstances such as death, sickness, closing out, when the stock is continually renewed. Also those announcements come within the reach of unfair proclamation, when they have no reference to undeniable cause, but only show a certain aim of the dealer. For instance: "In order to make room, I sell, etc."

A merchant makes the following advertisement:

"Going out of business in this place, I will sell out my entire stock during next week. Genuine Persian carpets at half price."

In reality he does not change business place, does not sell out his stock, but buys in regularly. He has no Persian carpets in his business, but cheap stuff which he, indeed, sells at the advertised rates, but even then are paid for too high. The public, however, induced by favorable offers, comes in crowds and gets cheap wares at high prices. Fair competition suffers, of course, at a loss.

A manufacturer sends to a number of wholesale business men the following circular:

"Since the factory Y— (a competitor) can not by monetary pressure fulfil his orders, I call the attention of the public to my machines. They are better and stronger, and at the same time cheaper than those of Y—, who has attained a bigger sale only by fraudulent representations."

In fact the factory Y— is as solid as ever, is perfectly able to fulfil its orders with good and solid machines. The claims of the manufacturer are, therefore, untrue and liable to cheat the public.

A manufacturer in Nurnberg finds out a

poor fellow in Berlin, by the name of A. W. Faber, and induces him (who never had a cent) to use his name to begin a sham business in Berlin and to incorporate it under the name of A. W. Faber. Immediately afterwards the manufacturer buys the new firm out and transfers the sham business to Nurnberg.

From there he sends out lead pencils, a correct copy with the label, etc., and the signature of the world renowned firm of A. W. Faber, un Stein.

These three cases give examples of unfair competition.

All of them aim at cheating the public. In the first they try to make the public believe that by favorable circumstances it has the chance to buy good goods for a small price. In the second the public is induced to believe that the competitor's product is not as good. In the third it is an attempt to substitute goods for those of a firm with an established reputation.

The aim is always the same, to take away trade of the competitor, and lead it away from the legitimate business. The clientele of trade is attained by giving valuable services, by work or by goods. It has a certain economic value, and represents as such a property.

The whole economic traffic is a competition. Everyone tries his best to find customers for his services, and thereby to get the value of his services. But this competition presupposes a certain equality of trial or opportunity. Just as in social life a certain rule is required enforcing respect for another's property and for a stranger's person; just so is it in economic traffic. Whenever anybody gets possession of property by other than recognized social means, he makes himself liable to punishment.

And the duty of the state is to protect this order in economic traffic, and to suppress those transactions which interrupt the legitimate and healthy development of trade.

In the middle ages the state knew this duty as well as nowadays. But this protection was not so necessary because commerce and trades were organized in such a way that the control of the state was exercised by the control of the associations.

Neither commerce nor trade could be exercised outside of the guilds or crafts.

Competition, therefore, stood under a steady restriction, so that general laws against abuses were not necessary.

Then came a change when new trades originated, which could not be moulded in the old forms of the guild and crafts organizations. In those new fields originated those laws that nowadays take a broad place in our civic jurisprudence and afford protection to intellectual and economic property.

To be continued.

BROOMS

People will soon begin to think of house-cleaning. See that your stock of brooms is complete. You need not hesitate to recommend our

Rose, Pansy and Thistle

as the best on the market. Freight paid on lots of 6 doz.

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



Try—

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

This firm was established in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are

J. & R. McLEA, Montreal

AGENTS FOR
THE DOMINION



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

A BARGAIN

PURE JAMS AND JELLIES

Do you use them? Prices and quality right. If you want a bargain in these goods, write

R. J. GRAHAM, - - BELLEVILLE, ONT.

THOSE DEPARTMENT STORES.

TRADERS in Montreal believe in the adage to "agitate, agitate," to secure a remedy for their grievances.

The department store is one of the most offensive to retailers and they are persistently keeping up the agitation against them.

The other day the retail dealers in household furniture, etc., drew up strong resolutions in regard to the matter. The meeting was attended by every retailer of importance in Montreal, and it was unanimously decided that no manufacturer who sold to a department store would be patronized by the regular retailers. Notices in accordance were sent to the manufacturers in Ontario and Quebec, and the retailers believe that they can be induced to refuse orders from the department establishments.

Action by the Retail Grocers' Association also has already been referred to. The other week a deputation waited on the Wholesale Dealers' Association and made strong representations to them in regard to the matter. Last week the retailers again discussed the matter at the regular monthly meeting of their association, the outcome being the appointment of a committee composed of President Vallieres and the other office bearers of the association, coupled with Messrs. A. D. Fraser, Upton, Labrecque and Dupontier, to draft a resolution calling upon the manufacturers, wholesale merchants and agents not to sell to these stores.

SUGAR STATISTICS.

Last week's summary of the sugar statistical position, as made up by Willett & Gray, showed stocks in the United States and Cuba together of 348,754 tons, against 340,026 tons the previous week and 190,179 tons last year, a plus of 162,504 tons over last year. Stocks in Europe 2,652,000 tons, against 2,664,500 tons last week and 2,369,300 tons last year. Total stocks of Europe and America 3,000,754 tons, against 2,984,526 tons last week and 2,555,550 tons last year at the same uneven dates. The excess of stock is now 445,204 tons, against an excess of 376,536 tons last week and a deficiency of 6,733 tons December 31st, 1896. Afloats to the United States include shipments of 1,900 tons last week from Hamburg and Bremen. Freight room has been engaged for 17,000 tons. Shipments include 600 tons refined. Total stock in four ports, 291,520 tons, against 286,835 tons last week and 140,914 tons last year. The six principal ports of Cuba by cable for week: Receipts, 15,243 tons; exports, 10,500 tons; stock, 57,234 tons, against 53,191 tons last week and 49,265 tons last year. Total stock in all the principal

countries, 3,000,754 tons, against 2,555,550 tons at same uneven dates last year and 2,360,774 tons at the even date of March 1st last year. Afloats to the United States from all countries, estimated, 65,000 tons, against 70,000 tons last year.

TRADE CHAT.

THE new C.P.R. steamer on the Columbia River will be 175 feet long with 28 feet beam.

Sanders, Soule & Casselman Co., general store, produce, etc., Chesterville, are applying for incorporation.

The creditors of H. S. Wilcocks, grocer, Picton, met in Toronto on Wednesday, when a statement showing \$13,000 liabilities was submitted. The principal creditors are the Bank of Montreal, \$4,400, and McMahan & Co.

James Dawe, of Leamington, has disposed of his bakery to H. McPhail, of Belmont, who will remodel and improve the present building and conduct a baking and confectionery business on a large scale. Mr. Dawe will be retained as head baker.

W. J. Young, of Brandon, and Geo. Budd, of Hamiota, have formed a partnership to conduct a grocery business in Brandon. The new firm is to be known as W. J. Young & Co. Their place of business will be in Coombs & Stewart's block.

The Regina Board of Trade have elected these officers: President, Mayor Eddy; vice-president, G. Michaelis; secretary, W. Tranto; council, R. H. Williams, G. T. Marsh, D. Peterson, R. T. Ferguson, C. H. Black, J. K. McInnis, R. Sweet, Hugh Armour, John Dawson.

The students of the Manitoba Dairy School have organized the "Manitoba Butter and Cheesemakers' Association," the membership of which will be restricted to men having operated a factory successfully not less than one year, and holding a diploma from the provincial or other recognized institutions.

A meeting of the creditors of the estate of John King, general merchant, of Fort William, was held in Assignee Henderson's office on Tuesday, when a statement was presented showing assets of \$30,000 and liabilities of \$34,000, a deficit of about \$4,000.

A CANADIAN CASH REGISTER.

A marvel in the way of a cash and credit register is now on the market in this country. This machine registers records and adds up all cash sales; it registers and records and keeps a separate account of all credit sales, all moneys received on account or paid out; it issues a check printed on both sides; it

prints a detail record of every transaction and it tells you the amount of business each clerk does.

This register was wholly created and constructed in Canada, and is being manufactured and sold by the Capital Cash Register Co., Ltd., at Ottawa, Ont. The firm will send illustrated pamphlet describing the machine to anyone addressing it a card.

PECULIARITIES OF CLAMS.

THE clam's body is completely shrouded in the mantle except for two openings, through one of which the foot can be pushed out, says The Popular Science Monthly. The other is for the siphon, or what is commonly known as the "neck" of the clam. In some respects the clam may be better off than we are, for he has a little drain in his foot, and also a gland for secreting strong fibres. With this he spins a byssus by which he can attach himself to whatever he likes. He does not even have to search for his food, but waits for it to come to him. He makes a burrow in the mud or sand, attaching himself to the bottom of the byssus. Then he thrusts his siphon up through the mud and water until it reaches the surface. The siphon is made up of two tubes; the water flowing in through one and out through the other.

When the inflowing current, laden with minute plants and animals, reaches the gill chamber some of these are sifted out and retained for food, while the water and waste matter flow out through the other tube.

The clam's eggs are carried by the mother on her gills. When there are fish in the water with them the mother can discharge the eggs, which soon hatch, but if there are no fish they carry the eggs until they decay. The reason of this strange behavior is this: When the eggs are set free in the water they soon hatch, and the little ones swarm about until they find some fish to which to attach themselves. They live for a time on the mucus of the fish, and then drop off, sink to the bottom, and form burrows for themselves. This curious semi-parasite life is no doubt a reversion to the habit of some ancient ancestor.

A TAX ON DRUMMERS.

The Dominion Commercial Travelers' Association, of Montreal, have been urging the Montreal Board of Trade to take up the subject of the New Brunswick tax on commercial travelers. Last week the Council of the board adopted the following: "Resolved, that the Council of the Montreal Board of Trade, having learned that the Provincial Legislature of the province of New Brunswick contemplates imposing a special tax on all commercial travelers entering that province, hereby urges the St. John Board of Trade to use its utmost endeavor to secure the withdrawal of such an obnoxious measure."

No use Telling You it is LENT

BUT there is some object in telling you that

We Have the Best Assorted Stock of **FISH**

IN TORONTO

Ask us for what you want.

We have special prices for next two weeks.

The EBY, BLAIN COMPANY Ltd.

Wholesale Importing and Manufacturing Grocers

TORONTO - CANADA

DEATH OF MR. GEO. PRICE.

A SUDDEN death, which greatly shocked the community, occurred on Tuesday afternoon, when Mr. Geo. Price, J.P., passed away at his home, corner of Baker and Murdoch streets, after an illness of but a few hours, caused by heart disease. Mr. Price had been about his usual business only the day before, and up to quite a late hour on Monday night was working at the audit of the tax-collector's books. He complained, however, of a severe pain in the region of his heart, and on Tuesday his case became serious, terminating fatally about 4 p.m. Mr. Price was an old resident of the town. As a boy he was adopted by the late Geo. Snider, with whom he lived several years in Artemesia, during the time Mr. Snider was Crown Lands agent in that part of the country. When Mr. Snider was appointed sheriff and removed to Owen Sound, Mr. Price came with him. This would be about '53 or '54. He entered the employ of Newcombe & Baker, general merchants, as a clerk, and afterwards worked for Ormiston & Rodgeron in their general store. Later he formed a partnership with Mr. Jas. Buchan, with whom he carried on a general business for several

years. On the dissolution of the partnership he was appointed official assignee for the county, and also obtained several agencies. He was an acting magistrate for some years, trying cases from outside the town limits. In the course of his business career he accumulated a considerable estate, and at the time of his death was in comfortable circumstances. Mr. Price was twice married. By his first wife he had four children—three daughters and a son—all of whom are still living excepting the son. His second wife and four children—two sons and two daughters—also survive him. Deceased was an active and liberal member of the Methodist church. The funeral was numerously attended. Mr. Price's age was 62 years.—Owen Sound Times.

MARITIME PURE FOOD CO.

The Maritime Pure Food Co., Ltd., of Woodstock, N.B., is applying for a charter and will commence active operations in the near future. Their headquarters will be at Woodstock, N.E., and their business will be principally the canning of fruits, etc. The directors of the company are: H. Paxton Baird, C. S. Raymond, James Good, E. Slipp, Williamson Fisher, Wendell P. Jones and F. B. Greene. Mr. F. B. Greene,

the manager of the company, comes from Maine, U.S., and has had over 25 years experience in the business. The remainder of the promoters are all prominent local men.

TEA DUTY.

"A duty on tea," remarked a member of the firm of Lucas, Steele & Bristol, "would protect the poorer class of the public from being imposed upon by worthless trash, and a duty (not ad valorem) could be easily fixed and easily collected. Based upon a small figure it would yield quite a revenue. There would be no need of the expense of tea inspectors, or a conflict of opinion such as would necessarily arise were an ad valorem duty imposed. In England the duty of sixpence a pound makes it a comparatively hard thing to get a poor tea, and it is the tea-drinking nation of the world. A reasonable specific duty will keep rubbish out and yet not make tea a luxury to the poor; in fact, the poor will benefit."

At the annual meeting of the Woodstock Board of Trade the following officers were elected: President, John White (re-elected); vice-president, H. H. Powell; secretary-treasurer, J. G. Wallace (re-elected.)



STOP A MINUTE . . .

Ludella Ceylon Tea shows a good profit to the dealer and gives satisfaction to the user. Come in out of the wet---and handle a live money-maker. A card to H. P. ECKARDT & CO., Toronto, will tell you all about it.

A Toothsome Adjunct

TO A GOOD MEAL IS

SEVILLE ORANGE MARMALADE

Manufactured from nothing but the luscious Seville Orange and Extra Standard Granulated Sugar. An experienced man does the work, and the results are all that can be desired---a delightful, appetizing dessert.

Our sales last season were enormous. This year we anticipate an increase.

PUT UP, SIX 7-lb. PAILS IN A CRATE



W. H. GILLARD & CO.

WHOLESALE ONLY

HAMILTON

THE CANADIAN GROCER

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

THE MacLEAN PUB. CO.
Limited.

Fine Magazine Printers
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Trade Newspaper Publishers

TORONTO: 26 Front St. W. Telephone 2148.
MONTREAL: Board of Trade Building. Telephone 1255.

John Cameron, General Subscription Agent.
Major A. G. Campbell, General Subscription Agent.

EFFECT OF THE U. S. TARIFF ON CANADA.

THE new tariff bill submitted to the United States House of Representatives on Monday promises to mark a new era in Canadian history.

The United States is our nearest neighbor. The people of that country are with us of one blood, and with us they are the issue of one parent stem. Naturally, therefore, we should trade one with the other.

Time and again Canada has endeavored to secure treaty arrangements with the United States, while the United States has, time and again, done everything she possibly could to prevent an interchange of commodities between the two countries.

The new tariff now before Congress is another of these many attempts to injure the Dominion.

The fact that she has struck us in what appears to her to be our most vulnerable point is evidence of that.

A glance at the comparative table, which we publish elsewhere, proves it.

We sell nearly three million dollars worth of coal to the United States annually, and on that the duty has been increased from 40c. per ton to 75c. per ton, an increase of 87 per cent.

Last year we exported over 13½ million dollars worth of the products of the forest to that country, and where the most of the lines appertaining to these were on the free list it is proposed by the new tariff bill to place them on the dutiable list at from \$1 to \$2 or more per thousand feet.

Horses we export to the United States to the value of \$328,338, and on these the duty

has been increased from 20 per cent. to \$20 each.

Sheep we sent last year to the value of about \$400,000, and on these the duty has been raised from 20 per cent. to \$1.50 each. Our total exports of animals and their products to the United States last year were valued at \$3,341,275, and on practically everything in the list the new tariff bill proposes to increase the duty to a more or less extent.

Our exports of barley to the United States in 1890, the fiscal year of which ended four months before the McKinley tariff went into force, were valued at \$4,582,562. Last year, under the Wilson tariff, they only aggregated \$297,438, or a decrease of nearly 89 per cent. And 1890 was not the maximum year either. Now, it is proposed to wipe out the remainder of our trade in this respect by increasing the duty from 30 per cent. to 30c. per bushel, or, at the present price of barley to-day at points in Ontario, about 93 per cent.

Beans we export to the United States to the value of about \$250,000, and on these it is proposed to raise the duty to 50c. per bushel, or at the present price of this commodity, dangerously near the 100 per cent. mark. Our total exports of grain and flour to the United States last year were valued at about \$900,000 in round numbers. And on these there is a general increase in the duty.

Hay, Canada last year exported to the United States to the value of \$1,641,471, and the duty on this commodity has been increased from \$2 to \$4 per ton, or exactly 100 per cent.

The duty on butter has been increased by 50 per cent., but that does not bother Canada. We last year exported less than \$3,000 worth to the States.

In cheese, the increase in the duty is the same as in butter, but our exports of this commodity across the border are only valued at a little over \$10,000.

The increase of 66⅔ per cent. in the duty on eggs will not be welcome news to the producers of and dealers in this commodity; but it will by no means cause the same concern as it did when the same duty was put on by the McKinley bill.

The McKinley bill, it will be remembered, drove us to cultivate a market in Great

Britain; and although the Motherland is not, nor perhaps never may be, as good for us in this respect as that of the United States yet the fact that it is at least partially so is some matter for consolation.

An idea of how injurious to the Canadian export egg trade United States tariffs have been since 1890 may be gathered from a comparison of the Trade and Navigation Returns of that year with those of 1896.

In 1890, when eggs were free, our total exports aggregated \$1,795,214, of which no less than \$1,793,104 went to the United States. Last year our total exports to all countries were only valued at \$807,086, of which but \$97,309 worth were for the United States. Great Britain, however, increased her purchases from \$820 worth in 1890 to \$704,768 in 1896.

The duty on potatoes has been increased from 15c. to 25c. per bushel, or over 66 per cent. Our trade with the United States in this article fluctuates a great deal. Last year, for instance, it was only \$15,309, but in 1895 it was valued at \$238,977, in 1894 at \$193,917, and back in 1890 at \$308,915. Taking it all round, therefore, it will be seen that the United States market for this commodity is a valuable one, and particularly to the people in the Maritime Provinces.

Apples are another commodity for which we find a good market in the United States, although to some extent a fluctuating one. Our exports to that country during the past five years were as follows: 1892, \$27,661; 1893, \$447,249; 1894, \$221,187; 1895, \$134,702; 1896, \$85,419. The new tariff bill now proposes to fix the duty at 25c. per bushel, instead of 20 per cent. as before. On dried apples, based on the present range of values, it is proposed to place a duty of over 100 per cent.

Canada is also interested in the duties on wool. Where they were nearly altogether free under the Wilson tariff, under the new one it is proposed to make them largely dutiable. Our exports to the United States last year were \$811,528, and in 1895 they were \$1,046,726.

There is no mistaking at whose head the new tariff is aimed, any more than there was at whose head David aimed with the sling and stone. But there the comparison ends. David's quarry was killed, but the wound

which the new tariff will give Canada will not prove fatal ; it will only stimulate.

Canadians are made of the same material which made up a Boston tea party and fought for liberty in 1776. Coaxed, they may be ; but coerced, they never will be.

Instead of dampening our national ardor the new tariff will strengthen it.

Instead of attracting us to the United States it will detract us from it.

Business men from whom THE CANADIAN GROCER has had an opportunity of obtaining an opinion are pleased rather than otherwise at the turn affairs have taken. The ultimate result, they declare, will be for good.

Closer trade relations with the British Empire are now beyond all peradventure Canada's goal. And our Government must lead us there.

Reciprocity with the United States is most desirable. And time spent in trying to secure it will be time wasted. Canada is not disposed to eat the leek.

"On to the Empire and Preferential Trade" is now Canada's motto.

CANADA HER OWN ARCHITECT.

A COUNTRY that is isolated from the commercial countries of the world will not amount to much as long as these conditions obtain. But there is at the same time such a thing as being too dependent upon the aid of outside countries in the work of developing a nation.

Canada is not wanting in this class of men, or of newspapers either, for that matter.

There is one class who see salvation in nothing but reciprocity with the United States. There is another who conceive that without preferential trade with the Motherland we are lost.

Both preferential trade and reciprocity are much to be desired things, and either one or the other would no doubt assist in the development of the Dominion. But an assistant is not the master hand.

Great Britain may plant and the United States may water, but it is Canadians alone that can give the increase.

If to-morrow all parties to the instrument were agreed and had the details worked out, preferential trade with Great Britain would be some years from its consummation.

Canada can give British or colonial goods

preferential treatment, but Great Britain cannot accord Canada or any other of her possessions the same advantages. Her favored nation treaties with Belgium, Germany, and a dozen or more of other nations, great and small, preclude this.

These treaties can, it is true, be abrogated. But that takes time. Public opinion in the United Kingdom is gradually recognizing the ridiculousness of these treaties, but the sentiment has not yet reached the point where it is clamorous for their revocation.

Hence, before preferential trade with the Motherland is a possibility, public opinion must be further educated, and then, when that is done, the stipulated notice of one year must be given by the Imperial Government to the different nations concerned.

Then, as far as reciprocity with the United States is concerned, its attainment seems to be in the distant future. That country's exports to Canada are increasing materially. Compared with ten years ago they are nearly 32 per cent. larger.

While the business of the United States with us is increasing at that rate without a reciprocity treaty it is natural it should not be over anxious for the establishment of such an instrument.

Perhaps with Canada enjoying preferential treatment with the British Empire, its unconcern may give place to concern.

With neither preferential trade nor reciprocity in immediate prospect it would be folly for us to sit down and possess our souls in peace until the one or the other is obtained.

Our duty is to put such energy into the development of our resources and foreign trade as if preferential trade or reciprocity had never even been conceived of.

Unless we possess the ability to develop our resources without the aid of commercial treaties one thing is certain : We can never do so with the aid of them. Nations, like individuals, must depend primarily upon their own efforts for success.

WANTS LEADERS IN GROCERIES.

W. J. Wilson, of Greenway, Man., writes as follows :

Can you tell me where I can get a few leaders in dry goods and groceries, etc. I am trying to work up a cash business and want to give some extra values to induce my customers to pay cash.

Can any of our advertisers furnish Mr. Wilson with the desired information ?

FODDER CHEESE.

THIS paper has frequently directed attention to the inadvisability of making fodder cheese in the early spring.

Cheese made previous to May 1st is very likely to have a bad flavor, and even with the best of care cannot equal full grass cheese. In a word, it is apt to be tough and unpalatable. For this reason a large output of it has a tendency to choke the market.

In 1895 our factorymen had a dear-bought experience owing to a large make of these undesirable goods.

There are indications that, regardless of this lesson, they intend to go heavily into the manufacture of fodder goods again this season.

Correspondence which is given elsewhere makes it plain at any rate that large operators in Montreal expect as much, and that they are pursuing tactics on the other side with the idea of creating this impression in the minds of English consumers.

If they can do so, the early demand from England for new season's make will be checked to a certain extent, with a corresponding effect on prices.

This is exactly what the bear element desire, as it will enable them to scoop in a large lot of June cheese at a lower figure than they otherwise would had the demand not been interfered with by the fear of this fodder cheese.

It is for the factorymen to decide whether they will embark on this penny-wise and pound-foolish policy, and play into the hands of these gentlemen in Montreal. Their cheese has secured a high reputation in the English market only after great effort.

The marketing of the goods under discussion is greatly calculated to detract from this high standing. Briefly, many of the best informed and most conservative dealers in the trade believe that in the long run the factorymen would pocket a good deal more money in the aggregate if they did not manufacture a single box of fodder cheese, but waited until the cows had got to grass before commencing operations.

Mr. Grant's correspondence, which is given elsewhere, will be interesting in connection with this subject.

DEPARTMENT STORES VS. LABOR-SAVING MACHINERY.

A WRITER in a Chicago paper avers that the "opposition to department stores is of the same nature as the opposition to labor-saving inventions."

In exceptional cases it may be, but as a rule it is not.

Between the department store and labor-saving machinery there is analogy but at one point, and that is that just as production by machinery means cheaper production, so the expenses of a large concern are relatively less than those of a small one.

But in the great underlying business principle the department store is the very antipodes of the labor-saving machine.

It is true the labor-saving machine supplants hand labor and compels it to seek other sources of employment. But it does it by fair means and not by foul, and in the main its results are of immense benefit to mankind. No one can gainsay that, next to Christianity, steam and electrical machinery has been the world's greatest civilizer.

Labor-saving machinery has revolutionized the cost of production, and necessarily the cost to the consumer. But its cost of production was relatively as low as that formerly produced by hand labor.

The goods manufactured by the machine were not sold lower than those turned out by hand in order that the latter might be driven from the field. They were sold lower because the producer could afford to do so and yet reap a profit, and a profit often larger than was obtained when the article was made merely by hand.

There was no sacrificing of prices in order that a competitor might be swept away. It was straight business. It was fair business.

It is herein that lies the difference between the department store and the labor-saving machine.

The department store is not satisfied with waging a just warfare, with waging a warfare on business lines. Its methods, on the contrary, are just the opposite. In order to secure trade it does not hesitate to hit below the belt, and to do so regularly and persistently.

Instead of putting an article on the market at a fair price and endeavoring by

fair and legitimate methods to bring it to the attention of the public, the rule is to cut prices so inordinately that it will prove an attractive bait to catch people upon.

There is nothing clever about that. Anyone can sell goods below cost. Legitimate business building demands ingenuity and enterprise, not faking.

It is obvious even to him who runs that there is very little analogy between the department store and the labor-saving machine or the opposition that is being engendered against the former.

Push and enterprise will produce capital, but capital was never known to produce push and enterprise. These qualities cannot be bought; they must be cultivated.

THE U.S. TARIFF BILL.

THE new tariff bill prepared by the Ways and Means Committee was submitted to the U. S. House of Representatives at Washington on Monday. Subjoined are the items of most interest to Canadians together with a comparison of the same under the present tariff.

	New Tariff Bill.	Present Tariff.
Timber for spars, wharves	1c. p. c. f.	free.
Sawed boards and other lumber of whitewood, sycamore, bass wood, etc.	\$1 per M. feet	free.
Sawed lumber, n. s. p.	\$2 per M. feet	free.
Planed lumber, 50c. additional per M. feet for every side planed.	50c. add'l	free.
Tongued and grooved and planed one side.	\$1 add'l	free.
Tongued and grooved both sides.	\$1.50	free.
Posts, poles and railway ties.	20 p. c.	free.
Kindling wood, per bundle	3-10c. p. ft.	free.
Cabinet woods.	15 p. c.	free.
Clapboards.	\$1.50 p. M. ft.	free.
Wheel hubs.	20 p. c.	free.
Laths.	15c. p. M.	free.
Pickets.	10 p. c.	free.
Shingles.	30c. p. M.	free.
Packing boxes.	30 p. c.	20 p. c.
Sugar, not above 16 D.S. and testing not above 75 degrees.	1c. p. lb. and 3-1000c. ad'l p. deg. ab'v'e	40 p. c.
" above 16 D. S.	1.875c. p. lb.	15c. p. lb. and 40 p. c.
Molasses, above 56 deg.	6c. p. gal.	40 p. c.
Maple sugar and syrup.	4c. p. lb.	
Lead ore.	1c. p. lb.	1/2c.
Lead, white and red.	2 1/2c. p. lb.	1 1/2c. p. lb.
Iron ore.	40c. p. ton	40c. p. ton.
Wood pulp, mechanically ground.	1-12c. p. lb.	10 p. c.
Cattle.	\$6 to 30 p. c.	20 p. c.
Hogs.	\$1.50 each	20 p. c.
Horses and mules.	\$20 to 20 p. c.	40 p. c.
Sheep.	\$1.50	20 p. c.
Barley.	30c. per bu.	30 p. c.

Buckwheat.	15c. per bu.	20 p. c.
Corn.	15c. "	20 p. c.
Oats.	15c. "	20 p. c.
Rye.	10c. "	20 p. c.
Rye flour.	5c. per lb.	20 p. c.
Wheat.	25c. per bu.	20 p. c.
Wheat flour.	25 p. c.	20 p. c.
Butter.	6c. per lb.	4c. per lb.
Cheese.	6c. per lb.	4c. per lb.
Milk (fresh).	3c. gal.	free.
Beans.	50c. per bu.	20 p. c.
Cabbages.	3c. each.	30 p. c.
Eggs.	5c. per doz.	3c. per doz.
Hay.	\$4 per ton.	\$2 per ton.
Honey.	20c. per gal.	10c. p. gal.
Onions.	40c. per bu.	20c. p. bu.
Potatoes.	25c. per bu.	15c. p. bu.
Fresh water fish and her- ring.	5c. per lb.	5c. per lb.
Herring, pickled, dried or salted.	1c. per lb.	5c. per lb.
Mackerel, salmon, etc., smoked, salted, etc.	1 1/2c. per lb.	5c. per lb.
Apples.	25c. per bu.	20 p. c.
Dried apples.	3c. per lb.	20 p. c.
Beef, mutton, pork.	2c. per lb.	20 p. c.
Poultry, live.	3c. per lb.	2c. per lb.
" dressed.	5c. per lb.	2c. per lb.
Coal, bituminous.	75c. p. ton.	40c. p. ton.
Coke.	20 p. c.	free.
Leather, tanned.	10 p. c.	10 p. c.
" dressed and fin- ished.	30 p. c.	20 p. c.
Boots and shoes.	20 p. c.	20 p. c.
Binding twine.	free.	free.
Hides.	free.	free.

In the wool schedule wool such as has usually been imported from Canada is taxed 11c. per pound; Canada long wools, 12c. per pound; wools of the first class, imported washed, shall pay double duty; and wools of the first and second classes, imported scoured, treble duty; unwashed wools shall be considered such as shall have been shorn from the sheep without any cleansing; washed wools such as have been washed with water only on the sheep's back, or on the skin. Wool washed in any other manner shall be considered as scoured.

Produce of the forests of Maine, on the St. John and St. Croix rivers, owned by American citizens, and sawed or hewed in New Brunswick, is to be admitted free.

It is provided that in case a foreign country imposes an export tax on lumber, then an ad valorem duty of 25 per cent. shall be added to the regular duties on lumber from that country. Provision is also made for an additional duty equal to any export duty levied on fish.

The reciprocity scheme authorizes the President to lower duties on argols, silks, champagnes, brandies, still wines, mineral waters, paintings, statuary, sugar and molasses, in return for concessions to goods of the United States, and to place duties on coffee, tea and hides to secure concessions.

Much
Worry



Has the Grocer who handles any sort of goods because they're cheap.

It Pays Better

to sell goods that can always be depended upon to give absolute satisfaction to your customers. We claim this for our

**CROWN BRAND
EXTRACTS**

Try a sample lot, and if all we claim is not borne out, ask for your money back.

ROBERT GREIG & CO., MANUFACTURERS **MONTREAL**

*NOW is
the time*

To place your Orders for Spring Shipments of

JAMS, MARMALADES,
PICKLES, SAUCES, VINEGARS,
FRESH AND KIPPERED HERRINGS,
FINDON HADDOCKS, Etc., Etc.

The name of **MACONOCHIE BROS., London,** is famous the world over for these goods.

ROBERT GREIG & CO., IMPORT AGENTS FOR PROVINCES OF ONTARIO AND QUEBEC, **MONTREAL**

FOR A
Good Thing
IN
... SAUCES

Try...
Lorimer's

PINTS
HALF PINTS

IT'S A GREAT SELLER.

ROBERT GREIG & CO. SOLE AGENTS FOR CANADA, **MONTREAL**

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, March 18, 1897.

GROCERIES.

THE street is still characterized by a great deal of quietness, but it is scarcely as pronounced as it was a week ago. Sugar is a little more active, with the tone of the market firm. In canned goods the feature is an awakened enquiry for peas, of which only a few packers have any to sell. The tea market remains firm, although the volume of business continues to diminish. A little more business is reported in syrups. A few transactions have taken place in green coffees, but in general there is not much activity in this line. In foreign dried or evaporated fruits there is not much that is of interest to note. Currants still retain the strong position they have occupied for some time. Valencia oranges are easier both in Liverpool and on spot. Cured meats show a further advance. Really choice roll butter is a little dearer this week on account of its scarcity. Payments are only moderate.

CANNED GOODS.

The feature of the market is an increased demand for canned peas. Both wholesalers and retailers appear to be anxious buyers. Few of the packers, however, have any to sell, and the tone of the market is strong. Buyers are anxious to pay prices which a short time ago they refused to entertain when offered. Tomatoes are firm and in fair re-

quest. Canned fish are only in moderate demand in spite of the Lenten season. We quote standard brands as follows: Tomatoes, 70 to 75c.; corn, 50 to 75c.; peas, 75 to 80c. for ordinary; sifted select, 90 to \$1; extra sifted, \$1.25 to \$1.40; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.70 to \$1.90; cherries, \$2 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.65 to \$2.25; salmon, "Horseshoe," \$1.50 to \$1.55; cohoes, \$1.15 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.25 to \$2.40 for tall tins; flats, \$2.85 to \$2.90; ½-lb. flats, \$1.60 to \$1.65; Canadian canned beef, 1's, \$1.20 to \$1.30; 2's, \$2.25 to \$2.40; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

COFFEES.

There have been a few transactions in green coffees of various kinds, grinders being largely the purchasers. Stocks here are on the small side, if anything. Jobbers quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

There are a few syrups selling, trade in this line being reported fair. We quote: Dark, 23

to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

The demand for molasses appears to be a little better than it was a week ago. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

Since our last the market has assumed a firmer tone, with business more active. Beet, for both this and next month's delivery, advanced ¼d. in London on Monday, while some grades of refined have advanced 1-16c. in New York. On the home market, although a firmer tone prevails, no change in quotations has taken place. Wholesalers quote granulated at 4 3-16 to 4 ¼c. for 5 barrels and over, and at 4 ¼ to 4 5-16c. for less than 5 barrels; 3 ½c. per lb. upwards for yellows; Demerara crystals, 4 to 4 ½c.

SPICES.

Mail advices from the primary markets note slight changes in ginger, some grades having advanced while others have declined. None of the changes are, however, material. Mace is slightly dearer. Pepper, both Penang and Singapore, is fractionally dearer. The same may be said of pimento. We quote: Pure Singapore black pepper, 10 to 12c.; pure white,

BUTTER TUBS

Best White Spruce

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

Write us

WALTER WOODS & CO.
HAMILTON

Brooms, Brushes, Paper, Twines

Grocers' Sundries

OTHER FIRMS

Are not content with copying our package, but are using the identical words on our labels. Imitation is the sincerest flattery, but do not be deceived, as Meadow Sweet Cheese has the largest sale of any package cheese in England and United States, and the sales in Canada are growing every day.

Sold retail in 10c. packages, and 15 and 20c. pots, allowing 30 per cent. profit to the Grocer.

Write to

Meadow Sweet Cheese Co.

P.O. Box 2321, Montreal
For Price List.

Teas Come and Teas Go

BUT...

"SALADA"

CEYLON TEA

goes on increasing in popularity with the grocer, and with the consumer. Because it is the finest of all Teas, and it is guaranteed to give you better satisfaction than any other, or you can return it.

SALADA TEA CO.

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

"Washing Made Easy"



A whole book upon the subject could not tell half as much about it as a cake of **Surprise Soap** if used according to directions.

It is undoubtedly THE Soap of Canada, and holds the field in the face of all competition.

BRANCHES—

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

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, quoting $2\frac{1}{2}$ to $3\frac{1}{2}$ c. for choice to fancy stock.

NUTS.

Locally there is no feature to note. Advices from New York state that the first shipment of new Brazil nuts, large size, arrived there this week. We quote: Brazil nuts, 11 to $12\frac{1}{2}$ c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, $9\frac{1}{2}$ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, $12\frac{1}{2}$ c.; Marbot walnuts, $9\frac{1}{2}$ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and $10\frac{1}{2}$ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to $12\frac{1}{2}$ c.

RICE, TAPIOCA, ETC.

This week's mail advices quote tapioca slightly firmer in the primary markets. Business in goods under this heading is quiet on spot. We quote: Rice, Standard "B," $3\frac{1}{4}$ to $3\frac{1}{2}$ c.; imported Japan, $5\frac{1}{4}$ to $5\frac{3}{4}$ c.; tapioca, $3\frac{1}{4}$ to $4\frac{1}{2}$ c.; sago, $3\frac{1}{2}$ c.

TEAS.

A fair business is being done, but the volume continues to diminish, as is quite

natural after the activity of the past few weeks. The chief movement is in China teas, both blacks and greens, in which kinds good values are being offered. The few Japans there are on the market are being firmly held, but little or no business is transpiring. Mail advices under date of March 5 say: "An advance has taken place in the market, specially noticeable in teas for price and medium descriptions. The better quality of the autumn crop has probably disappointed those who expected heavy supplies of common and medium teas, which are now found to be much wanted. The official telegram from Calcutta gives exports to U. K. to end of February as 131,000,000 lbs., against 121,000,000 lbs. to same date last season. It also states that this season's crop is 148,217,416 lbs." In regard to Ceylon tea the same advices say: "Last week's advance was generally maintained, especially in teas for price and in medium grades of whole leaf tea. Broken Pekoes, although showing some advance, sold irregularly and were not so keenly competed for as whole leaf grades. The official wire from Ceylon gives shipments for February as 6,500,000 lbs., against 8,000,000 lbs. last year, and estimates the quantity available for March as 8 to $8\frac{1}{2}$ million lbs. Average for week rather over $8\frac{1}{2}$ d., against 8d. for same period last year. Ruling

prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

Currants are in fair demand on retail account, but no transactions for shipment are reported, prices on spot being below the basis ruling in the primary market. We quote as follows: Provincials, $4\frac{1}{8}$ to $4\frac{1}{2}$ c. in bbls.; fine Filiatras, in bbls., $4\frac{1}{2}$ to $4\frac{3}{4}$ c.; do, half-bbls., $4\frac{1}{2}$ to $4\frac{3}{4}$ c.; Patras, 5 to $5\frac{1}{4}$ c. in bbls., $5\frac{1}{8}$ to $5\frac{1}{4}$ c. in half-bbls., and $5\frac{1}{8}$ to $5\frac{1}{2}$ c. in cases; Vostizzas, cases, 6 to 8c.

Valencia raisins are quiet and unchanged. We quote: Off-stalk, 5 to $5\frac{1}{4}$ c.; fine off-stalk, $5\frac{3}{4}$ to 6c.; selected, $6\frac{3}{4}$ to 7c.; layers, 7 to $7\frac{1}{2}$ c.

California loose muscatel raisins are neglected. We quote: 3-crown, $7\frac{1}{2}$ c.; 4-crown, 8 to $8\frac{1}{2}$ c.

Malaga raisins are still quiet. We quote: Dehesa clusters, \$3 to \$4; Non Plus Ultra, \$5 to \$5.50; Imperial bunches, \$4.50 to \$5; Imperial Russian clusters, \$4.50 to \$5.

Figs continue dull. Wholesale quota-

BUTTER AND EGGS

Are in good demand. We can place any quantity at highest prices, and assure you prompt returns.

J. A. McLEAN,

Successor to GRAHAM, McLEAN & CO.

77 Golborne St. TORONTO.

VINEGARS

Made under Government Supervision. Absolutely pure.

**BADGEROW
SCOTT & CO.**

79 and 81
JARVIS ST.
TORONTO.

WANTED

A First-Class Agency for

TEAS

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

Write . . .

E. NICHOLSON

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

J. F. ROGERS

16, 18 and 20 FRANCIS STREET TORONTO

PORK PACKER, Etc., Etc.

Importer and dealer in best brands of

English Sheeps' Casings

AND

American Hogs' Casings

MANUFACTURER OF

BOLOGNAS, ETC., ETC

Kettle-rendered Lard of best quality

..Preservatives and Seasonings a specialty..

FRESH ARRIVALS

NEW VALENCIA ORANGES

... ALSO ...

CALIFORNIA NAVELS

We want your trade.

CLEMES BROS., - Toronto

51 Front Street East.

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

Dates continue quiet. We quote: 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee.

California prunes are in fair demand, but there is not much doing in Bosnia. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 11½ to 12½c.

California evaporated fruits are meeting with a fair demand. Apricots in first hands are becoming scarce and are being enquired for a little more vigorously in consequence. We quote: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

GEREN FRUIT.

Valencia oranges are 1s. 3d. lower in Liverpool and local wholesalers have reduced their figures 50c. per case on the large 420's. Merchantable sizes of California oranges are scarce. So much so, in fact, as to interfere with business. Taking it all round, there is a good demand for oranges on the local market. There is a better feeling locally in regard to lemons and quotations are higher. The enquiry for bananas is good, and quotations are higher on account of the stock being larger. We quote: Oranges—Valencias, ordinary, 420's, \$4 to \$4.50 per case; large 420's, \$6 to \$6.50; 714's, \$4 to \$4.50 per case; marmalade oranges, \$3.50. California navels, \$3.50 to \$4.25. California Tangerines, \$3.50 per box. Lemons—Messinas, \$2.50 to \$2.75 per box for fancy, and \$2.25 to \$2.50 for choice; cocoanuts, \$3.75 a sack and 60c. per doz.; apples, 75c. per bbl. for greenings and Baldwins, and \$1.25 to \$1.50 for Spies; onions, \$1.50 per 80 lb. bag for Danvers; cranberries, Cape Cod, \$5 to \$7 per bbl. and \$2.50 per case; Canadian cranberries, \$4 to \$5 per bbl.; bananas, \$1.50 to \$2.

BUTTER AND CHEESE.

BUTTER—Receipts of butter have been large during the week, but the quantity coming forward contains very little that is of choice quality. Really choice large rolls would sell readily at 14c. Medium and low grades are difficult to sell at any price.

The Following Brands
Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS

OLD CHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE.

DERBY.

Bright & Johnston

Wholesale Fruit Importers and Commission Merchants.

Consignments Solicited.

140 Princess St.
Market Square
WINNIPEG

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

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

**Rio, Santos, Maracaibo
and Mocha Coffees**

also have on hand full lines of

**Japan, Congou, Indian, Ceylon
and Gunpowder Teas**

Samples and particulars on application.
Wholesale supplied only.

"SHIPPERS ATTENTION"

Reference—Bradstreet's.

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

Established 1892.

Rutherford, Marshall & Co.

General Produce and Commission Merchants

62 FRONT ST. EAST - TORONTO.

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

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

We make the **Best Biscuits**

Jas. McLauchlan & Sons

*Biscuit
Manufacturers*

Owen Sound.

Our output in "SODAS" last year exceeds all other years. We believe every Grocer could handle them to advantage.

We know of one large line of fairly good medium changing hands at 9½c. per lb. The market is fairly well supplied with creamery butter, and the demand is good owing to the poor quality of the dairy article being so unsatisfactory. We quote: Dairy butter—Tubs, 12 to 13½c. for good to choice; low-grade to medium, 7 to 8c.; pails and crocks, 12 to 13½c.; large rolls, 12½ to 13½c. for good to choice, and 7 to 10c. for low-grade to medium; pound prints, 14 to 16. Creamery—Tubs, 19 to 20c.; 1-lb. blocks, 20 to 21c., according to make.

CHEESE—Several parcels of winter make are coming forward, but the quality is not very good. Being, however, sold at a reduced price the trade is taking hold of it at from 10 to 10½c., per lb. November make has changed hands at 10¼c., but the quality was not first-class. For choice September and October make 11½ to 12c. is the idea as to price.

COUNTRY PRODUCE.

BEANS—There is no improvement. Ordinary mixed lots are quoted by wholesalers at 40 to 50 per bushel, and choice hand-picked at 75c. to 80c.

DRIED APPLES—There is no demand for them. A nice lot was purchased from a farmer this week at 1c. per lb. The buyer did not want the fruit, but the seller could find no other customer and accepted the figure named. Choice are quoted by wholesalers at 2 to 2½c., and fancy at 2½ to 3c.

EVAPORATED APPLES—Dull. Wholesale quotations are: Quarters, 2¾c.; sliced, 3c.; best brands, 4c.

EGGS—The lower prices have increased the consumption, but, as receipts have also increased, it is difficult to keep the market cleaned up. New laid eggs are quoted at 11 to 11½c.

POULTRY—Very little coming forward, and prices are steady. As high as 10½c. was paid in at least one instance for a case

lot of turkeys. We quote: Chickens, 30 to 60c. per pair; turkeys, 9½ to 10½c. for bright stock; geese, 7 to 8c.; ducks, 60 to 70c.

POTATOES—Still dull, at 20c. in carload lots on track and small lots out of store at 28c. per bag.

MAPLE SYRUP—In moderate demand, at 70 to 80c. per gallon.

HONEY—Quiet. We quote: Comb, 80 to 90c. per dozen for dark and \$1.50 to \$1.75 for light; strained, 6 to 7c. per lb.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts of grain are moderate and prices a little better than a week ago. We quote: Wheat, 76 to 77c. for white and 74 to 75c. for red, and 62½ to 63c. for goose; oats, 21 to 22½c.; peas, 40 to 41c.

FLOUR—Trade is quiet and prices steady and unchanged. We quote in carloads on track, Toronto: Manitoba patents, \$5; Manitoba strong bakers', \$4.50; Ontario patents, \$4.30 to \$4.50; straight roller, \$3.85 to \$4. Toronto freights.

BREAKFAST FOODS—Trade is only moderate. We quote: Standard oatmeal and rolled oats, \$2.80 in bags and \$2.90 in bbls.; rolled wheat, \$2.50 to \$2.60 in 100-lb. bbls.; cornmeal, \$2.25; split peas, \$3 to \$3.25; pot barley, \$3 to \$3.25.

FISH AND OYSTERS.

The fish trade is still only moderate. We quote: Manitoba white fish, 5½ to 6c.; ditto in kegs, \$4.50; frozen trout, 5c.; ditto in kegs, \$4.50; pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, \$4.50 to \$5 per bbl. and \$2.75 per half-bbl.; split herring, \$4.50 per bbl. and \$2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, \$1.25 per 100; haddock, 4½c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; sea herring, \$1 per 100; fresh water herring (heads off), \$2.50 per keg; smelts, 6 to 9c. Oysters are quoted at \$1.20 for standards, and \$1.50 for selects.

PROVISIONS AND DRESSED HOGS.

The provision market is still advancing, particularly in long clear, barrel pork and hams. The demand is exceedingly active for long clear and barrel pork. Very few dressed hogs are coming forward in carload lots. Street deliveries have, however, been fairly free. Light weights are quoted at \$6 to \$6.25 and heavy weights at 5 to 5¼c.

DRY SALTED MEATS—Long clear bacon, 6¼c. for carload lots, and 6½c. for small lots; backs, 7½ to 8c.

SMOKED MEATS—Breakfast bacon, 11c.; rolls, 7½ to 8c.; hams, large, 22 lbs. and over, 10 to 10½c.; medium, 15 to 20 lbs., 10c.; small hams, 11 to 11½c.; backs, 10 to 11c.; shoulder hams, 7c.; all meats out of pickle, 1c. less than above.

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

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

SALT.

Business is moderate. We quote at Toronto: In carload lots, \$1 per bbl. and 60c. per sack; in less than carload lots, \$1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

SEEDS.

Markets show more life with approaching spring demand, and in sympathy with other leading centres red clover is somewhat firmer. Timothy is also firm, but no material change has taken place in prices. Alsike, however, shows no improvement. Present prices to growers at outside points in red clover range from \$4.50 to \$5; timothy, \$1.25 to \$2.50, and alsike \$2.50 to \$4 per bushel. Wholesale jobbing prices, after freights and recleaning added, are somewhat over these figures.

PETROLEUM.

Business is much as before. We quote

**WE ARE
PAYING
CASH
FOR**

**DRIED
APPLES**



W. B. BAYLEY & CO.
EXPORT BROKERS

46 FRONT ST. E. **Toronto**

A Cash and Credit Register

BEYOND COMPETITION

Created in Canada.
 Constructed in Canada.
 Patented in all parts of the world.
 Does more work and does it better than any Register ever before offered for sale.
 Mechanically accurate. Handsomely made.
 Registers and adds up all cash sales.



Registers and keeps a separate account of all credit sales, money received on account, money paid out.

Issues a check printed on both sides; your name and amount on one side and your advertisement on the other.

Write us a postcard, and we will send you our illustrated pamphlet.

The Capital Cash Register Co. Ltd.

OTTAWA, CAN.



The Club Coffee

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

Ewing, Herron & Co.
 Coffee and Spices
 Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOPE TEA.

Pounds and Half Pounds. ♦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

Of Unsurpassed Purity and Strength

Is what you can safely guarantee every gallon of

...WHITE WINE VINEGAR

You sell to be, if you get your supply from

T. A. LYTLE & CO.

Vinegar Manufacturers

TORONTO

Butterfly

...JAPAN TEA

Only a limited quantity left in 10 and 20-lb. CADDIES.

WARREN BROS. & CO.

85 and 87 Front St. East, Toronto.

FISH! FISH!

No. 1 Labrador Herrings, in Barrels and Half-Barrels.

No. 1 Split Herrings, in Barrels and Half-Barrels.

Pure Codfish and Scaled Herrings.

Prices right. Quality Guaranteed.

JOHN SLOAN & CO.

Wholesale Grocers

TORONTO

A Certainty

is better than an uncertainty at any time. Don't experiment on your customers any more than you have to.

Excelsior Coffee

has always been a favorite, and it is a profitable article in constant demand. Why should it be necessary to have your good trade experimented on with new brands having no reputation?

Todhunter, Mitchell & Co.

Coffee Importers and Roasters

TORONTO

BUY

Ivory Bar Soap

THE BEST MADE

September Cheese

... SHARP

Very choice quality.

A small shipment just to hand.

PERKINS, INCE & Co.

TORONTO.

in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 18½c. in bulk.

HIDES, SKINS AND WOOL.

HIDES—Continue firm, with cured quoted at 7¾ to 8c. Dealers pay 7c. for No. 1, 6c. for No. 2, and 5c. for No. 3.

CALFSKINS—Market is dull at 7 to 8c. for No. 1 and 5 to 6c. for No. 2. Sheep and lambskins, \$1.10 to \$1.20.

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

MARKET NOTES.

There is an active demand for peas.

Sugar is firmer on the outside markets.

Prices are higher on some lines of cured meats.

Cream of tartar is 1s. 6d. cheaper in the primary market.

C. M. Bernard has opened an agency at 28 Front street east, Toronto, for Bernard & Co., of Japan. Mr. Bernard has only recently returned from the latter country.

Mail advices from Liverpool to February 25 state that the arrivals of Valencia raisins from the beginning of the season to date amounted to 3,551 tons as compared with 5,989 packages for the same period last year.

A private letter from Patras, Greece, received to-day states that there remained on February 23 about 14,000 tons of currants, which quantity is said to be sufficient to supply usual requirements for only two months. The fine grades of currants are reported to be exhausted in the primary market.

QUEBEC MARKETS.

MONTREAL, March 18, 1897.

GROCERIES.

THE week has been a quiet and uneventful one on the whole, and what movement there is in progress at the moment is strictly confined to actual wants. Buyers will not stock up ahead, and show little disposition to anticipate the decline in railway rates by placing orders for future shipment, such as they usually do at this season. Sugar is firm outside, but there is no change locally, and demand is not particularly brisk. Syrups are quiet, and uncertainty regarding the tariff is interfering with import orders for molasses, which rules easy at the Islands, though unchanged locally. Coffee and tea continue as last noted, while dried fruit and canned goods are steady. Fish, pickled, fresh and pre-

pared, are demoralized by excessive receipts, and there have been declines all along the line.

SUGAR.

There has been no radical change in the local sugar market. Enquiry has been somewhat better during the past ten days or so, but it is only for small lots, and not for any length of time ahead, so that the aggregate volume of trade is light. Advices from the outside continue firm in tone and with the strength maintained as it is, surprise is expressed that local refiners show no disposition to act in sympathy. This they have not done so far, no actual change being noted in refiners' prices, which continue at 4 to 4¼c. for granulated and 33-16 to 3¾c. for yellows 2s to grade. In a jobbing way we quote: Granulated 4¼ to 4¾c., and yellows 3¾ to 3¾c.

SYRUPS.

There is no change in syrups, sales being slow and prices steady at 1¾ to 1¾c. per lb., as to quality, at the factory.

MOLASSES.

The molasses market continues much as it was a week ago. Stocks on spot are not excessive, especially of Barbadoes, and holders of it are sellers in a jobbing way only at 30 to 31c., but round lots can be had for less money. Advices from primary markets continue of a bearish character, with reports of large supplies of new crop, but it is not safe to base too great reliance

on these early statements. Cables quote the price down to 8c., which means that cargo lots would cost about 23c. laid down in Montreal direct. Up to the present, however, no important contracts are spoken of at this basis owing to the fact that buyers are checked by the tariff uncertainty.

RICE.

Demand for rice continues slow and the market is quiet with no change in prices to note. We quote: Crystal Japan, \$5 to \$5.25; standard B., \$3.50; Patna, \$4.50 to \$5.25; Carolina, \$6.75 to \$7.75; choice Bermuda, \$4, and Java kinds, \$4.25.

SPICES.

The firm feeling in staple lines of spices is maintained, but demand is only of a jobbing kind. We quote: Pure black pepper, 8 to 10c.; pure white, 12 to 15c.; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 35 to 75c.

COFFEE.

There has been no improvement in coffee, which continues quiet. Demand is confined to small lots on account of actual wants, in which connection some Maracaibo at 17c. and Santos at 18c. changed hands. We quote: Maracaibo, 17½ to 19c.; Santos, 15 to 18c.; Rio, 15 to 16c.; Mocha, 24 to 26c., and Java, 22 to 27c.

TEAS.

Teas have ruled rather quiet during the

The Big Demand — FOR — GOLDEN HADDIES

is very encouraging, and proves that

QUALITY TELLS

Don't make a mistake

but order Golden Haddies

In full pound cans. Every one guaranteed.

NORTHROP & CO.

Packers' Agents, ST. JOHN, N.B.

LEONARD BROS.'

Montreal House

Are offering their usual large variety of

Fresh Frozen Fish

FRESH AND SALT WATER

Ask for Quotation

24 and 26 Foundling Street

MONTREAL



MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.

Manufactured by . . .

JOHN E. MARSHALL

118 Commercial St.,
Boston.

D. H. RENNOLDSON,
Agent in Montreal.



**TRADE
BEARDSLEY'S SHREDDED CODFISH
MARK**

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

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

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

APPLES
FOR EXPORT.

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

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

GEORGE McWILLIAM. FRANK EVERIST.
TELEPHONE 645.

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

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

CHEESE.

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

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

Write for quotations.

F. W. Fearman
HAMILTON
HAMS, BACON, LARD.

FRESH ARRIVALS

FANCY CALIFORNIA WASHINGTON NAVELS
BUDDED SEEDLINGS
SEVILLE (Bitter) ORANGES for MARMALADE
Fine Quality VALENCIAS 420's and 714's
Extra FANCY LEMONS
All above are of fine quality and free from frost.

past week. Stocks in first hands are extremely light, and for this reason prices are firmly held. We quote as follows: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

Valencia raisins continue featureless, stocks in jobbers' hands being light and prices firm. We quote: Ordinary off-stalk, 5¼ to 5½c. fine, 5¾ to 6c.; and selected, 6¼ to 6½c., with layers, 6¾ to 7c.

California raisins rule firm also for the same reason, and in addition it would cost more to lay down fresh supplies from the Coast. We quote: 2-crown, 6½ to 6¾c.; 3-crown, 7 to 7½c., and 4-crown, 8 to 8½c.

Currants continue steady and unchanged. We quote: Provincials, bbls., 4c.; half-bbls., 4¼c.; cases, 4¾c.; half-cases, 4½c.; Filiatras, ditto; Patras, 5½ to 6c., and Vostizzas, 6½ to 8c.

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

Figs are rather firmer in tone at 8 to 12c. per pound, as to quality.

Dates range from 5 to 6c., as to quality, under a small jobbing enquiry.

Evaporated fruits are as last reported. We quote: Evaporated peaches, 11 to 12c.; pears, 9½ to 12c.; apricots, 14 to 17c., and prunes, 3 to 12c., as to brand.

CANNED GOODS.

The stocks of canned tomatoes are exceedingly light in this market, and prices are very firm in consequence, and the same remark applies in a less extent to other vegetables, notably peas. We quote: Tomatoes, 75 to 85c.; corn, 75 to 90c.; peas, 80 to 90c.; beans, 70c. up; peaches, \$2.75 to \$3 for 3's, \$1.75 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$1.80 to \$2.45, according to brand and quality; black-

Why not sell your customers the best?

One trial will convince you that

BROCK'S BIRD SEED



is the cleanest, best and most nutritious seed in the market. All wholesalers.

NICHOLSON & BROCK - TORONTO

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

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

BUTTER

Good demand for choice Roll Butter. If you have any on hand, let us hear from you.

The WM. RYAN CO. Ltd.
70 & 72 Front St., East
TORONTO

S. K. MOYER,

COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST.,
TORONTO, ONT.

YOU will ensure prompt returns by sending your produce to us. Our experience of a QUARTER OF A CENTURY ought to help you to secure best results.

D. GUNN, BROS. & CO.

Commission Merchants

76-80 Front Street East, TORONTO

HUGH WALKER & SON

GUELPH, ONT.

berries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.55 to \$1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37½ to \$1.40; Lowe Inlet, \$1.30, in tall tins; cohoes, \$1.20; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.25; 6's, \$6.75 to \$7; 14's, \$14 to \$15; lobsters, \$10 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

FISH.

The fish market has not maintained the steady feeling noted last week owing to increased receipts which have created stocks that are in excess of the demand. In pickled fish, salmon continues steady at the recent decline. No. 1 choice pickled herrings are easier at \$3.75 to \$4, and No. 1 ordinary have declined 50c. per barrel with sales at \$2.75 to \$3. In green cod a further decline of 10 to 15c. is noted, sales being made at \$4.25 to \$4.40 for No. 1, while other grades are about steady. No. 1 green haddock are offering at \$2.25 to \$2.75, and B.C. salmon, in half-barrels, at \$5.75 to \$6. No. 2 mackerel are also easier at \$10 to \$11.

With the single exception of fresh herrings, the supply of all kinds of fresh fish is excessive, and it looks at present as if some of the fish would have to be disposed of at the Health Department dump before it finds a buyer. Prices are generally lower than they were a week ago, Manitoba whitefish having declined ½c., haddock and cod ¼c. and smelts ½c. per pound, and fresh herrings 10 to 25c. per 100, and tommycods 25. per bbl. We quote: Haddock and cod, 2¾ to 3c.; smelts, 2 to 3c.; salmon, 12c., and Manitoba whitefish, 3½ to 4c. per lb.; fresh herrings, 90 to \$1 per 100, and tommycods, 50 to 75c. per barrel.

Stocks of smoked fish are ample, with only a limited demand, prices generally being steady. We quote: Haddies, 6 to 7c. per pound; Yarmouth and Bay bloaters, 85c. to \$1; kippered herrings, 90c. to \$1, and smoked do., 10 to 12c. per box.

GREEN FRUIT.

There has been a fair week's business in green fruit. Lemons have continued active and steady, but stocks are ample. Valencia oranges are slightly higher, but other descriptions are unchanged. Increased receipts of bananas have led to a decline, while cranberries are still a regular glut on the market. We quote: California oranges, \$2.70 to \$4.50 per box; Valencia oranges, \$3.50 to \$4 per box; lemons, \$1.75 to \$3 per box, and \$7 to \$9 per chest; cranberries, \$1 to \$4 per bbl.; Spanish onions, 85c. per crate; Malaga grapes, \$7.50 to \$8; ban-

anas, \$1.75 to \$2.25; pineapples, 20 to 35c. each.

APPLES.

Decreasing stocks of good merchantable have stiffened values on apples since last report, and prices are 25c. higher than they were, at \$1.50 to \$2.25 per bbl. Practically no No. 2 fruit are to be had on the market now unless mere rubbish can be classed as this grade.

DRIED APPLES.

Dried and evaporated apples continue dull and unimproved. We quote: Dried, 3 to 3¼c., and evaporated, 4c.

COUNTRY PRODUCE.

EGGS—There have been further declines in eggs since last report. The demand for small lots of new laid was fair, and sales were made at 11¾ to 12c., while round lots were offered at 11 to 11½c. There was little enquiry for Montreal limed, and prices are nominally quoted at 9 to 9½c.; and western held fresh at 7½ to 8c. per dozen.

BEANS—The demand for beans was slow, and prices are unchanged at 60 to 65c. in car lots, and at 70 to 80c. in a jobbing way.

POTATOES—Business in potatoes was slow at 35 to 40c. per bag in car lots, and at 40 to 50c. in a jobbing way.

HOPS—Market quiet at 8 to 12c., according to grade.

PROVISIONS.

Trade in smoked meats continues fairly satisfactory for the season of the year, and values are maintained. The demand for pork does not improve any, sales being chiefly in small lots to fill actual wants. We quote: Canadian pork, \$11.50 to \$12.50 per bbl.; pure Canadian lard, in pails, at 5½ to 6c., and compound refined at 4½c. per lb.; hams, 9½ to 11½c., and bacon, 9 to 10c. per lb.

FLOUR, MEAL AND FEED.

The flour market has exhibited little change, except that values rule unsettled, and are rather lower than they were a week ago. We quote: Winter wheat patents, \$4.30 to \$4.50; straight rollers, \$3.90 to \$4.10; and in bags, \$1.90 to \$1.95. Manitoba spring wheat patents, \$4.60 to \$4.80; and strong bakers', \$4.25 to \$4.50.

Business in feed was moderately active under a fair demand, and sales of Manitoba bran were made at \$12, and shorts at \$13 per ton, including bags.

The demand for oatmeal continues slow at \$2.80 to \$2.90 per barrel, and at \$1.40 to \$1.45 per bag for rolled oats.

In hay there is no change, and business was quiet at \$8.50 to \$9 for No. 1, and \$7.50 to \$8 for No. 2 per ton in car lots on track.

CHEESE AND BUTTER.

The cheese market continues quiet and purely nominal. The cable was unchanged, to-day, and mail advices to hand indicate no change in the situation across the water.

Butter remains quiet but steady under a moderate jobbing demand. Stocks are not

excessive, and good creamery sold to-day at 19c. Roll dairy brought 13c., the quantity of it offering being light.

The exports of dairy produce last week were 1,218 cheese to Liverpool and 103 butter.

MONTREAL NOTES.

Receipts of dressed hogs have fallen off to practically nothing this week.

Traders express surprise that the sugar refiners do not advance prices in sympathy with the strength outside.

Arrivals of bananas have been so heavy during the past eight days that prices have declined 25 to 50c. per bunch.

Cables from the islands quote the first cost of Barbadoes molasses 8c. This is a decline of 3c. on the opening figure.

It looks now as if a good quantity of the stock of fresh fish here will not find a buyer, but have to go to the Health Department dump. Receipts have been altogether too excessive for the demand.

WANTED

Consignments of
BUTTER, EGGS & POULTRY

Quick returns guaranteed.

CHAS. J. GRAHAM, Produce and Commission Merchant
88 Front Street East, TORONTO.

Headquarters for

Stencil Brands

CORPORATE SEALS
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS

Hamilton, Ont.

Smoked Hams

Smoked Rolls

Pure Lard

UNSURPASSED IN QUALITY

SAMPLE ORDER SOLICITED

PARK, BLACKWELL & CO., Ltd.

Wholesale Pork Packers

TORONTO



DON'T BUY A refrigerator until you have seen the

EUREKA

It is built on scientific principles, and of best materials.

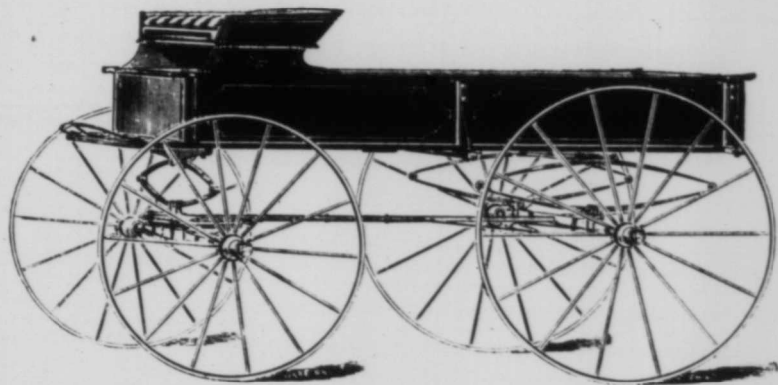
A catalogue will give you all details.

ADDRESS:
Eureka Refrigerator Co.
54 Noble Street,
TORONTO.

Success in Business is Attained by Embracing Opportunities

HERE IS YOUR OPPORTUNITY

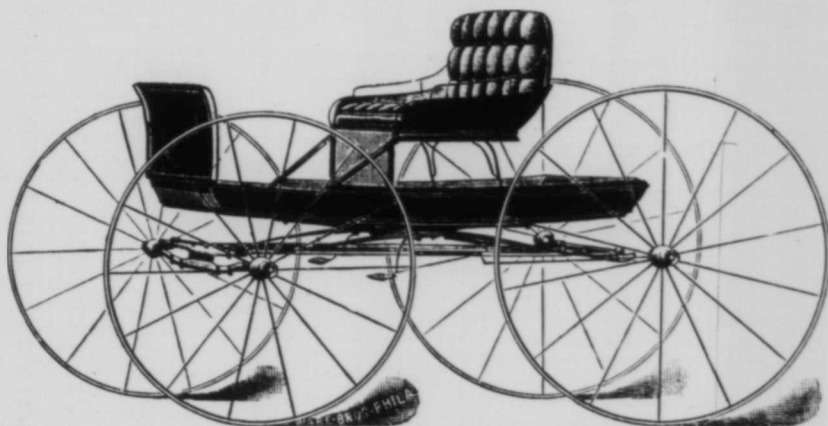
Have you a Delivery Wagon?



Don't You Want One?

These wagons are built by Wm. Gray & Sons, of Chatham. Each vehicle bears their name-plate and guarantee for one year.

Or do You Prefer This?



For General Business Purpose?

We have purchased a large number of these vehicles at a price enabling us to give merchants the benefit. We sell either of the above with a bill of our **Coffee, Baking Powder and Pure Ground Spices.**

We fully appreciate that spices with premiums offered by many manufacturers are, as a rule, cheap trash full of injurious adulteration and unfit to buy or sell. Every package of spice we ship we **guarantee absolutely pure** and ground from the best whole goods.

WRITE US FOR PARTICULARS.

The TORONTO COFFEE & SPICE CO. Ltd. Toronto

For the Whitest, Lightest and
Sweetest Cakes

USE

Ocean
Wave
Baking
Powder



Manufactured by the

HAMILTON COFFEE AND SPICE CO.
HAMILTON, ONT.

OUR STANDPOINT

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

Jamieson's Biscuits

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

The Manufacturer, R. E. Jamieson, Ottawa

HALIFAX TRADE GOSSIP.

ONE thing Halifax need not be afraid of for the next two years is a tea famine. Most of the wholesale houses have enough to last them during that time under ordinary circumstances. Indeed, it is asserted that some houses have supplies enough to last for the next four years. It is estimated that there is enough tea in Halifax to-day to supply the whole province for the next eighteen months. This all comes from an anxiety to get ahead of the tariff changes. A prominent tea importer, in conversation with THE GROCER, said that the Government was about to lock the door after the horse had been stolen. To put a duty on tea would likely raise the price to the consumer and thereby prove an unpopular political move, while the Government would derive no additional revenue, at least for the next two years.

The Lenten demand for large fat mackerel is good. Stocks in first hands are small. Irish continue to bear the market on smaller-sized fish.

Codfish continue dull and export orders are small, due in part to the enormous quantities Newfoundland is unloading in all the importing islands. This will continue for at least a month yet. Stocks here are not large, and as the winter fishery in Newfoundland is a partial failure, not one-third

of the usual quantity being taken, this will mean a better trade in the spring for our fish carried over.

Herring and grocery cod enjoy good demand.

The market is well supplied with oranges. Valencias are of excellent quality and remarkably low in price for this season, being quoted at \$3.25 to \$3.50 per box. Denias of excellent flavor, large cases and large fruit, are quoted at \$4 to \$4.50 per box. California navels are worth \$4.25 to \$5.

Lemons are exceptionally low, fancy stock being quoted at \$2.50 to \$3.

Bananas, fancy Goldenvale, are quoted at \$2 to \$2.25.

Florida tomatoes, the first of the season, are selling at \$4 a crate.

Eggs are on the down grade and are selling from 12 to 14c. by the case. They will go lower.

The cheese market is firm. Stocks are small and are principally held by one firm, Smith & Proctor. The quotation is 12c.

Fresh creamery butter is coming in. Tubs are worth 20 to 21c.; prints, 21 to 22c. It is getting late for Canadian rolls, which sell at 13 to 14c. New dairy has not made an appearance. Old is very draggy and sells from 12c. up.

The extensive firm of A. Gunn & Co.,

millers and feed merchants, has ceased to exist, the business having been swallowed up by the Bent, Brighty & Page Co. Mr. Gunn came from Manitoba in 1875 and has made considerable money. He goes to Southern California to reside. In conversation with THE GROCER, Mr. Gunn said that on his way to Nova Scotia he purchased in Minnesota several hundred barrels of flour, which was the first direct shipment of flour from Minnesota ever made to Nova Scotia. On that transaction he lost \$800. He said the quality of the flour was unknown here then and there was a drop in the market. In 1876 he made another large purchase of Minnesota flour and cleared \$1,200. Afterwards he purchased the property at Richmond and put in elevators, etc., which have a capacity of 600 bbls. cornmeal, 100 bbls. oatmeal and 40 tons of feed every 24 hours, beside storage capacity for 100,000 bushels grain and 20,000 bbls. His overturn of cornmeal in one year averaged 50,000 bbls. He handled from 10,000 to 30,000 bbls. of flour and about 9,000 tons of hay per year. Mr. Gunn said that when he came here in 1875, 40 to 50 per cent. of the flour used was United States flour, and now 99 per cent. is Canadian. He says there has been a great improvement in the quality of Canadian flour, an improvement of 50 per cent. during his experience and a decrease in



MacLAREN'S IMPERIAL CHEESE

The World's Standard for Purity and Excellence.

. . Always Ready . .
. . Always Good . .

This, like all other good things, has imitators,

Always Cheaper

If your wholesale grocer cannot supply you, drop us a card.

A. F. MacLAREN & CO. - TORONTO.

Heinz's Pickles.

Heinz's Keystone Dressing is a racy relish for meats of all kinds, salads, etc. In it vegetable oils are accurately blended with acids, making it a valuable assistant to digestion. It imparts a pleasant, piquant taste, and never becomes rancid. Some use it as a substitute for the ordinary prepared mustard.

For sale by _____

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

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

*The GENUINE
always bear this
Keystone trade-mark.*



price. He has seen good Ontario flour sell as low as \$2.65, and has paid for the same class of flour as high as \$7. In his opinion the trade of Nova Scotia will depend upon the west for its flour.

The new firm of Bent, Brighty & Page, which has taken over A. Gunn & Co.'s flour and feed business, is composed of John Brighty, an Englishman, who came here about a year ago; B. R. Bent, of Amherst; E. Sullivan, formerly with A. Gunn & Co.; Evan Thompson, Elmsdale, and H. J. Logan, M.P., Amherst. Besides the flour and feed business the new firm will go into the exporting of hay and manufacture of fertilizers.

DELIVERY WAGON FOR GROCERS.

The Toronto Coffee & Spice Mills have inaugurated a scheme whereby grocers can, without much trouble, secure a delivery wagon made by the firm of Gray & Sons, of Chatham. The wagon and a certain quantity of spices can be purchased at a lower price than could the wagon alone if obtained from the manufacturer, and the reason is that the Toronto Coffee & Spice Mills, by purchasing a large number, have bought at a lower price than would otherwise have been possible. The trade can obtain further information by referring to the firm's advertisement on page 27.

TRADE WITH SOUTH AFRICA.

A MEMBER of the Montreal Board of Trade communicated the following extract from a private letter which he had received from a friend in South Africa:

"I am daily impressed with the possibilities of a good trade being done with Canada in many lines of goods that are now coming from the United States in large quantities, but the Canadian Government should appoint a commissioner or something of the kind and open up a sort of permanent exhibition or sample room. For instance, there are thousands of tons of American flour and corn coming here, and I do not see why Canadian millers could not compete equally as well for the trade. Then, again, there is furniture, boots and shoes, cheese, butter, hams, bacon, agricultural implements and scores of other things. I hope you will talk up the matter when you have an opportunity with those that an export trade would benefit. A good winter apple should arrive here in good condition and will sell well; a miserable thing here sells four for a shilling. Some apples were sent from Tasmania a short time ago and arrived in good condition."

Surely Canadian merchants are as enterprising as their cousins south of the line. It may be quite proper for the Government to appoint a commissioner and open a sample room for Canadian goods, but this in itself will not bring trade to Canada unless the Canadian merchant supplements it by energetic efforts of his own.

If United States flour, corn, furniture, boots and shoes, cheese, butter, hams, bacon and apples go to South Africa, there is no reason Canadian products should not

do the same. There is certainly a first-class opportunity for our millers, and exporters of cheese, butter, provisions and apples.

It is quite possible that a lot of these Canadian products do go to South Africa, but they do not go direct, but via Great Britain. This is not right. The more direct the relations between the point of consumption and the point of production, the more profit and economy there is for all parties concerned.

PERSONAL MENTION.

Mr. J. S. Dickie, of Dickie & Co., Pickering, was in Toronto this week.

Mr. H. T. Wilson, of J. L. Watt & Scott, has been elected president of the Wanderers' Bicycle Club, Toronto. Mr. Wilson is evidently as popular with bicyclists as he is with the trade.

Mr. H. P. Merrick, of Mitchell's Square, spent Friday in Toronto last week. He stated that the farmers in his part of the country have more live stock than usual, and a fair spring trade is anticipated.

Mr. John Scott, of Woodstock, was in Toronto a few days ago. Mr. Scott reports business improving in Woodstock, most of the factories which had been closed down during the winter now starting up again.

The firm of J. Milne & Son, general merchants, Stirling, have made an assignment to P. Parker. The liabilities are placed at \$6,000, with nominal assets at \$9,500.

HINTS TO BUYERS.

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

SEVILLE orange marmalade is having a large sale already this season. This article is sold exclusively by W. H. Gillard & Co., and put up for them under the supervision of an experienced man.

H. P. Eckardt & Co. are selling Trenor's and Morand's layer Valencias.

The Davidson & Hay, Ltd., have in stock a full range of California prunes.

H. P. Eckardt & Co. are selling North Shore cranberries at \$2 per bbl.

The Davidson & Hay, Ltd., offer mats and tapnets figs at close figures to clear.

Lorimer's Worcester sauce is always in stock with Robert Greig & Co.

The Davidson & Hay, Ltd., offer pure jams in pails, tins and glass at close prices.

D. Gunn, Bros. & Co. report an active demand for all lines of butter, both for local use and for shipment.

John Sloan & Co. are in receipt of shipments of choice Ceylon and Indian teas.

They also have in stock a shipment of Kangera Valley, Assam, tea, which is of exceptionally fine value.

Robert Greig & Co. are booking large orders for John Mackay & Co's "Kolacafe" and essence of coffee and chicory.

W. H. Gillard & Co. are offering bargains in Young Hyson teas. They have an exceptionally good line to retail at 50c.

Robert Greig & Co. have just received a shipment of cherries in maraschino from Dandicolle & Gaudin, Ltd., Bordeaux.

John Sloan & Co. have in stock a new line of pork and baked beans in 3-lb. tall tins. They can be retailed at 10c. per tin.

A full range of sardines, also anchovies, in salt and oil, is in stock with Robert Greig & Co. A supply of the celebrated "Bordin" olives, in kegs, is also to hand.

"Our L., S. & B. No. 1 blend coffee," say Lucas, Steele & Bristol, "is put up in 50 and 25-lb. air-tight cans, whole or ground. We have it in 2-lb. cans at 1c. a pound more."

The ½-lb. can of "Circle" tea, which has just been put on the market, is attractive and, as in the pound packet, directions for opening are placed on the top. Attractive "Circle" tea books are being distributed (on application) to all buyers of the tea.

LATE ADVERTISEMENTS.

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

LUCAS, STEELE & BRISTOL have some more of that choice hard-cured codfish in quintals; prices reasonable.

"We are," state Lucas, Steele & Bristol, "still giving old values in teas, notwithstanding recent advances. Those who wish to duplicate orders should do so at once—there is sure to be a rush at the end of the month."

"Our sales of 'Kurma' tea last week were unusually heavy, particularly in the city, where we had one order alone for over a quarter of a ton. All orders are being filled promptly," report The Davidson & Hay, Ltd.

The value of grease imported into the United States in 1892, the fiscal year ending June 30, was \$271,421; in 1893, \$419,625; in 1894, \$256,287; in 1895, \$1,331,908; in 1896, \$1,232,001; annual average 1892-1896, \$702,248. Of these importations Belgium furnished 2.1 per cent.; France, 21.2; Germany, 19.6; Italy, 16.3; United Kingdom, 32.2; Canada, 4.1; Newfoundland and Labrador, 2.3; other countries, 2.2.

DUST—AND—SIFTINGS**NOW IS YOUR TIME**

**450 Half-Chests Dust
and Siftings**

Do not delay, they
are going fast.

left to offer at
old prices.

L. CHAPUT, FILS & CIE., Montreal

To Retail or Wholesale and Retail Grocers

AS AGENTS FOR
THE TEA EXPORTING FIRM OF

Smith, Baker & Co., Japan

We have felt justified in urging you to ask the firm of Tea Merchants or Wholesale Grocers from whom you purchase your supplies, for Teas fired, prepared and shipped by Smith, Baker & Co., because whilst "there are other pebbles on the beach" there are not any other Teas shipped from Japan which will give you, and your customers, the same satisfaction. During the season 1896 we had forward a few thousand packages, and the Teas wherever used gave entire satisfaction. In the advertisement of one eminent western wholesale firm we find in the 19th February edition of this paper the following copy of post-card received from one of their customers:—

Messrs. Davidson & Hay, Ltd. February, 3, 1897.

*Dear Sirs,—Your Tea "Black Swan" I drew with
18 other samples, and you get the order for the above-
named Tea—15 half-chests.*

Respectfully yours,

The Tea "BLACK SWAN" was fired, prepared and shipped by Smith, Baker & Co., and the result would have been the same had the competing samples been seventeen hundred instead of seventeen. Kindly make known to your Wholesale Grocer that these are the Teas you want in 1897.

LIGHTBOUND, RALSTON & Co.

IMPORTERS and COMMISSION MERCHANTS

Montreal:

13 ST. JOHN ST.

Toronto:

FRONT ST.

London:

DUNDAS ST.

.... AGENTS FOR

SMITH, BAKER & CO., JAPAN.

MAN'S KINDERGARTEN.

THE universe is one great kindergarten for man. Everything that exists has brought with it its own peculiar lesson. The mountain teaches stability and grandeur; the ocean, immensity and change. Forests, lakes and rivers, clouds and winds, stars and flowers, stupendous glaciers and crystal snowflakes—every form of animate or inanimate existence leaves its impress upon the soul of man. Even the bee and the ant have brought their little lessons of industry and economy.

A man who heard Lincoln speak in Norwich, Conn., some time before he was nominated for the Presidency, was greatly impressed by the closely-knit logic of the speech. Meeting him next day on a train, he asked him how he acquired his wonderful logical powers and such acuteness in analysis. Lincoln replied: "It was my terrible discouragement which did that for me. When I was a young man I went into an office to study law. I saw that a lawyer's business is largely to prove things. I said to myself 'Lincoln, when is a thing proved?' That was a poser. What constitutes proof? Not evidence; that was not the point. There may be evidence enough, but wherein consists the proof? You remember the old story of the German who was tried for some crime, and they brought half a dozen respectable men who swore they saw the prisoner commit the deed. 'Vel,' he replied, 'vat of dat? Six men schwears dat dey saw me do it. I prings more nor two tozen goot men who schwears dey did not see me do it.' So, wherein is the proof? I groaned over the question, and finally said to myself, 'Ah! Lincoln, you can't tell.' Then I thought, 'What use is it for me to be in a law office if I can't tell when a thing is proved? So I gave it up, and went back home, over in Kentucky. Soon after I returned to the old log cabin I fell in with a copy of Euclid. I had not the slightest notion what Euclid was, and I thought I would find out. I found out; but it was no easy job. I looked into the book and found it was all about lines, angles, surfaces and solids; but I could not understand it at all. I therefore began at the beginning, and before spring I had gone through that old Euclid's geometry, and could demonstrate every proposition like a book. Then in the spring, when I had got through with it, I said to myself one day, 'Ah, do you know now when a thing is proved?' And I answered, 'Yes, sir, I do.' 'Then you may go back to the law shop.' And I went."

No individual can develop into the largest manhood or womanhood alone. Society is to the individual what the sun and showers

are to the seed. It develops him, expands him, unfolds him, calls him out of himself. Other men are his opportunity. Each one is a match which ignites some new tinder in him unignitable by any previous match. Without these the sparks of individuality would sleep in him forever.

Make each day stand for something. Neither heaven nor earth has any place for the drone; he is a libel on his species. No glamor of wealth or social prestige can hide his essential ugliness. It is better to carry a hod or wield a shovel in honest endeavor to be of some use to humanity than to be nursed in luxury and be a parasite.

An ambition to get on in the world, the steady struggle to get up, to reach higher, is a constant source of education in foresight, in prudence, in economy, industry, courage; in fact, is the great developer of many of the strongest and noblest qualities of character. Were it not for this struggle to get on, living would be intolerable in any community. No one can imagine the direful effect of its absence. It would be like the loss of gravitation in the physical world. Everything would go to destruction. Idleness, shiftlessness, would run riot everywhere. There would be no enterprise, no progress. The world would rush back to barbarism. This struggle educates the whole community in a thousand ways.—"Architects of Fate."

CAUSE OF RED RAIN.

IN London we sometimes have red fogs. In Australasia they occasionally have red rain, the tint depending upon circumstances and the color vision of the local newspaper man. Over a large portion of Australia the surface of the ground becomes in summer so intensely dry that when a strong wind comes along clouds of impalpable powder are raised high into the air, and now and then get quite into the upper strata of the atmosphere. Then sooner or later the dust-laden air comes in contact with a humid current, and the dust is carried down mixed with the rain. Yet another hypothesis has, we notice, been set up by some ingenious Antipodean. Writing of some "yellow" rain, he says: "The yellow dust was really Colman's mustard, and anyone dubious on the point should study a pictorial advertisement at the Richmond railway station, near Melbourne. There the agent of the firm (in the shape of an angel) is represented in the act of scattering bulk samples over the terrestrial globe, and the free gift distribution reached Melbourne in due course on Sunday last. If the theory be sound—and it looks only a trifle less probable than some I have heard—the attention of the Commissioners of Customs should be called

to this latest method of introducing bulk samples free of duty, and even using our hard-worked local rain-storms as delivery vans. The settled policy of this ever blessed country must not be upset by cheap angel labor."—Commerce, London, Eng.

LONDON RETAIL GROCERS.

THE Grocers' Association of London held their regular monthly meeting on the 8th in Sherwood Hall, and several questions of interest to the trade were discussed, the chief of which was the recent cancellation of commutation tickets by the G.T.R. and C.P.R.. It was claimed that a mutual benefit arose from these special rate tickets to farmers and residents of neighboring villages, as well as to the citizens of London. Driving to the city has the inconvenience of being much slower than by train.

After considerable discussion the grocers concluded that the railway companies had it all their own way this time.

A large number of the members expressed the hope that the companies would reconsider their decision, and grant cheap fares on Saturday, and thus cater for business that under the present system will be lost to them. Many who were in the habit of coming to the city by train will revert to horses.

Pleasure was expressed that the City Council are making a move to improve the market square, as more room is required for the handling of farm produce, and the proposed change would be a great benefit to the citizens.

The question of holding a grand jubilee picnic was touched upon, but it was considered too early to go into details, and the matter was laid over until next meeting.

The secretary will communicate with other grocers' associations to obtain their views as to the advisability of an amendment of the Act relating to the inspection of weights and measures. It was stated that the inspection fees are felt to be exorbitant. Under the present system the inspector calls, inspects the scales, measures, etc., and, although he may find them perfectly correct, the charges for restamping an ordinary counter scales, with accompanying weights, are from \$1.50 to \$3. In addition to this the grocer is obliged to move the inspector's paraphernalia of weights, etc., weighing from 1,000 to 2,000 pounds, to his next stopping place.

Little Mary was sent to the store one day to have some syrup sent up for the table. "Does your mother want refined syrup?" asked the merchant. "I think she does," answered Mary. "She is a very nice lady."

“SHOTS”



**Bevan Extra Loose
Muscatel Raisins**

in 50-lb. boxes

5 1/2 cts.

**Juan de Llano
Valencia Raisins**

in 28-lb. boxes

4 cts.

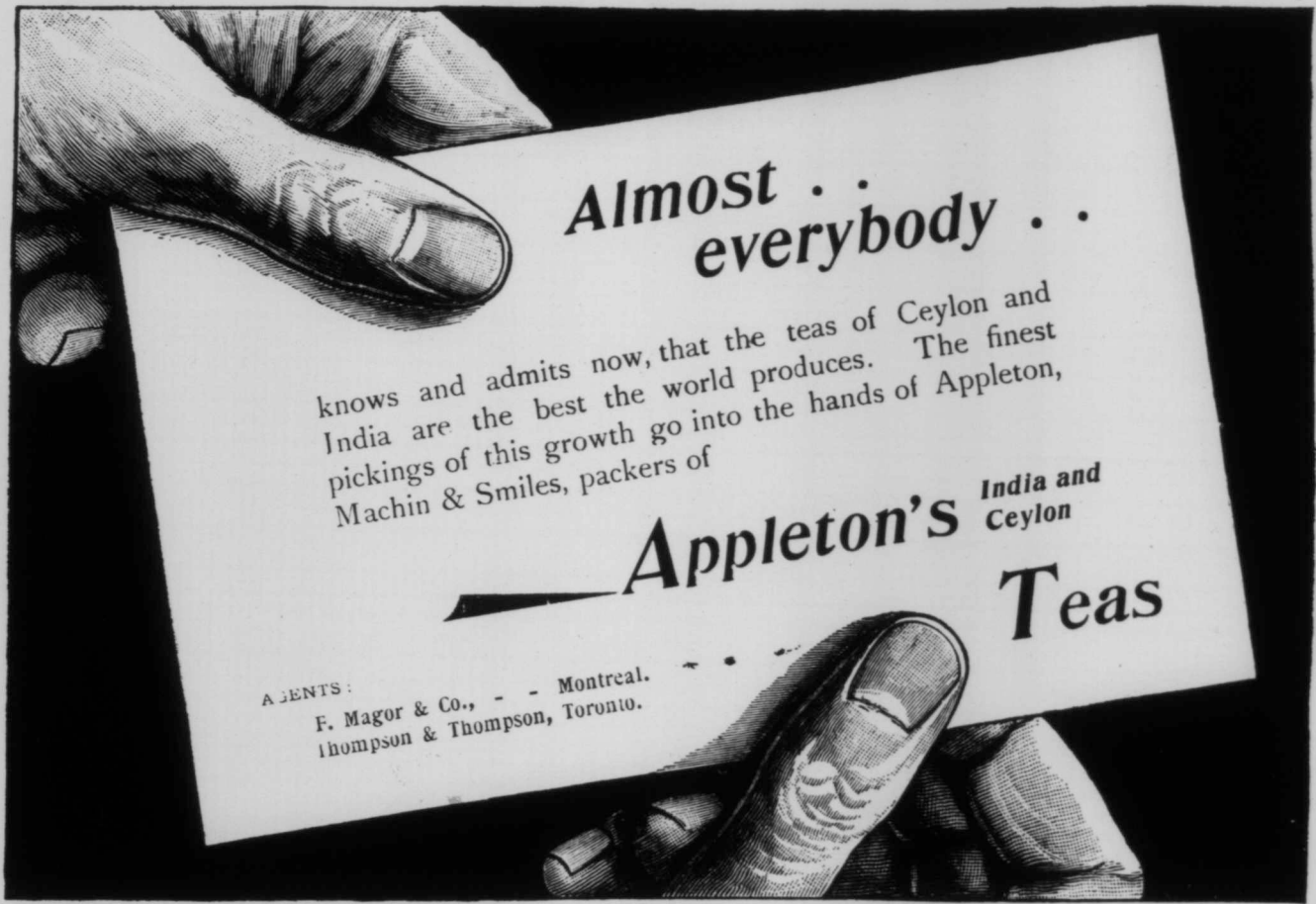
**Ostrich Brand
Bosnian Prunes**

Crop 1895, in 55-lb. boxes

4 cts.

HUDON, HEBERT & CIE.

MONTREAL



**Almost . . .
everybody . . .**

knows and admits now, that the teas of Ceylon and India are the best the world produces. The finest pickings of this growth go into the hands of Appleton, Machin & Smiles, packers of

Appleton's ^{India and Ceylon} Teas

AGENTS:
F. Magor & Co., - - Montreal.
Thompson & Thompson, Toronto.

OUR . . .

**“VICTORIA” BRAND
JAPAN TEA (Registered)**

Is the best value ever offered on the market
for so low a price. . . .

Write for sample and price. It will pay you.

LAPORTE, MARTIN & CIE. IMPORTERS Montreal

Popular Signs

....OF

Popular Stores



The popular **TEAS** of to-day are the

CLEAN
HEALTHFUL
FRAGRANT
NOURISHING
ECONOMICAL

TEAS OF
CEYLON



A GROCER DISCOVERS A HOODOO.

IT was in one of the smaller cities of Central Ohio—a place that had attained its growth some twenty years ago and had not progressed beyond the limits restricted by the competition of towns within a radius of fifty miles—that I ran across something of a novelty in the line of superstition affecting business, says a writer in an exchange. It was a storeroom in the most desirable part of town that was declared to have been "hoodooed." Even the leading merchants and business men of the town shared in this belief, and for periods of one, two and three years the store would remain in possession of rats, blue-bottle flies and big gray spiders, who weaved webs across the large plate glass windows.

At long intervals merchants coming from a distance who were prospecting for an opening would lease the store of its venerable owner and put in a stock of goods, meanwhile congratulating themselves that they had secured a fine opening. Customers came and for a time prospects looked bright for a good business, but there was frequently something in the manner of purchasers that the merchant could not understand. It was just the opposite from inspiring confidence in continued patronage, and after a few weeks when the merchant had become better acquainted little remarks reached his ears, through the clerks, that were not at all encouraging to a man who had invested his all in a big stock of goods.

"Nice store, of course," said a lady who was pleased with her bargains, "and I do wish Mr. Blank could stay, but as this is the only available storeroom in town, I suppose he will soon close up."

"Why shouldn't he remain in this room?" asked her companion, who was a visitor from another city.

"Well, you see," explained the other, "this room is hoodooed. Almost every line of business has been tried here and they have all failed. During the last ten years the only business men who would rent it are those who are ignorant of its history. Their coming and going furnishes bankrupt sales and bargains. When a man moves in with a stock of goods people simply shake their heads and say 'poor fellow, I am sorry for him,' but he is not told until it is too late."

So matters progressed until a few months ago, when an enterprising grocer from Chicago moved into the store with a large stock of goods which he at once proceeded to advertise judiciously. He did business on a cash basis and attracted a good patronage. This incurred the enmity of the old resident grocers, who had been content with the old methods of long credits and who labored

under the impression that their stores were sufficiently well known without advertising.

The man in the "hoodooed" store was not long in learning of his imaginary handicap, but he was not the least discouraged. Perhaps he might have been greatly alarmed had he known the real cause of the failure of his predecessors in the room, but he was not long in finding out. One day his mail brought him a letter from his Chicago jobber. In the letter was enclosed a type-written letter from a firm of local attorneys, the contents of which ran:

Gentlemen,—It is understood that Mr. _____, a grocer doing business here is heavily involved and will be closed out by his creditors within a few days. Should you have any claim upon him for goods furnished, it will receive immediate attention in our hands. We advise immediate action, as we have other claims to push.

The next post brought a copy of the above which had been sent to a well-known manufacturing firm. With it was a letter from the firm assuring the grocer that the manager had the utmost confidence in his integrity and ability to pay.

Well, the grocer smelled something "rotten in Denmark" and was not long in finding it out. To be brief, he discovered that the firm of lawyers had been practising this game on newcomers for many years. It had been an easy matter for them to find out the names of firms with whom these merchants did business. They then, by sending a number of alarming letters at the same time, precipitated a rush for a settlement which few merchants could stand, even when they had been in business for years.

So the real nature of the hoodoo influence was discovered by a plucky grocer who is doing business at the old stand. It is still called the "hoodooed" store, and even advertised as such, but the influence of the mysterious witch has driven the attorneys to another city.

WELL DONE, LEAMINGTON.

The merchants of Leamington have organized under the style of the Leamington Business Men's Association. The officers are:

Presidents, Geo. F. Cronk.
Vice-president, W. A. Gardiner
Secretary, James Fisher.
Treasurer, George Jackson.
Executive Committee, William Smith, W. J. Smith, W. D. Cox, F. Mettam, S. G. Morse.

Meetings of the association are to be held each Friday evening.

CORRUGATED IRON AND FIRE BRICK WANTED.

The E. B. Eddy Co., Ltd., Hull, Que. are evidently not finding business at a standstill. They are asking for figures on an iron frame roof to be covered with bolted corrugated iron for the boiler house to be

erected for the new eight-boiler battery, about the installation of which reference was made some time ago by this paper. Besides this, the company is in the market for 3,000 to 4,000 large key arch fire bricks, 17,000 to 20,000 square fire bricks and 7 or 8 tons of fire clay.

ADVICE TO CHEESE MEN.

Editor GROCER,—I am in receipt of a cable from Mr. Grant which explains the cheese situation on the other side of the water, and will be found of the most vital importance to dairymen here so far as the early make of fodder cheese is concerned.

It is only necessary to refer the farmers to the glutted state of the cheese market during the early part of the season 1896, and they must fully appreciate the fact that the prices which went so very low would have gone still lower had it not been for the urgent appeals of the cheese trade advising the factorymen against the manufacture of fodder cheese, and the response to that appeal on the part of the factorymen in refraining from making foddors.

Now there seems to be a general disposition on the part of the factorymen to start making cheese as soon as possible this spring, and it is very necessary to point out to the factorymen that this would just undo all the good that has been done last year by curtailing the make of foddors last spring and Novembers last fall. The good effect has been amply seen in the prices that were realized for the fall make.

I would, therefore, urge the factorymen to take the advice as given in Mr. Grant's cable, as he is in a position to know the state of the market on the other side, and would certainly not give such advice without very careful consideration, and I feel confident that if our farmers will give the matter their careful consideration they must admit that it is good, sound advice.

Yours, etc.,

ALEX. W. GRANT,
per S. C. Oxtou.

Montreal, March 13, 1897.

[Translation of cable received from Mr. Grant from Liverpool:]

Advise the cheese factorymen throughout the country not to open their factories before May 1st. Canadian fodder cheese are being offered in thousands for future delivery on the English market at a price equal to seven cents in Montreal, thus causing great demoralization in the trade.

The largest English jobbers are forming a combination not to buy fodder cheese at any price. If farmers will persist in making foddors they will ruin the price of grass cheese and also destroy confidence in the future of the market.

The supply of fall made cheese in England will fill the requirements of the trade at the present rate of consumption until July 1st.

Filled cheese are being imported from the States in defiance of the law, being double bandaged, and having the branding smudged in order to evade the regulation of the Revenue Department.

GRANT.

THE
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London
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"BOVRIL" IN CANADA.

THE JOHNSTON FLUID BEEF CO., of Montreal, have sold out their business, including all patents, trade marks, etc., to the "Bovril Limited," of London, England, and the business in future will be carried on at the old stand, No. 27 St. Peter street, Montreal, under the style of "Bovril Limited." The enterprise of the new concern is well known in Great Britain, where the legend "Bovril" is quite as familiar as "Pear's" to the general public. It may be interesting to the readers to know that one of the gentlemen most prominent in the new company's councils is Mr. Johnston, the patentee of the Johnston's fluid beef. Mr. Johnston sold out his Canadian rights to Mr. Clark some years ago, and now the two companies have been combined. The following circular has been issued to the trade:

Notice is hereby given that the business of the Johnston Fluid Beef Co., together with all patents, trade marks, etc., etc., has been purchased by the Bovril Limited, of London, England, and will in future be carried on at the old stand No. 27 St. Peter street, Montreal, under the style of Bovril Limited. Soliciting a continuance of the patronage so liberally bestowed on the J. F. B. Co. for the past fifteen years,
Respectfully yours,
Bovril Limited.

Having disposed of our business, together with all our interest in the trade marks, patents, etc., etc., connected with same, to Bovril Limited, of London, England, we hereby take this opportunity of thanking our numerous friends and patrons for the liberal support accorded us in the past, and respectfully request a continuance of the same to our successors.
Respectfully yours,
The Johnston Fluid Beef Co.
27 St. Peter street, Montreal, March 9, 1897.

LOW PRICED REGISTERS NOW OFFERED.

There has been a mistaken idea among many retail merchants that National Cash Registers cannot be bought for less than \$200 or \$300. The fact is, that the National Cash Register Co. makes 90 different kinds and classes of National Cash Registers, which range in price from \$8 to \$350. They can suit not only the needs but the pocket-book of every retail merchant. They have just put upon the market the line of low-priced retail-adding cash registers as announced in their regular advertisement which appears in this issue. These registers range in price from \$10 to \$350. The National Cash Register Co. also have on hand a number of "Nationals" and other second-hand cash registers, which have been taken in part payment for their latest improved "Nationals," and which they will sell at low prices.

Drop a card to Department "W," the National Cash Register Co., Dayton, Ohio, U.S.A., and they will tell you more regarding these new machines.



HERE is this about it. We want you to know more about the good quality of our Brushes, Brooms and Woodenware, so we ask you to send for an illustrated book we've made for you. It is something more than the ordinary paper catalogue. It is leather backed. It will last for years. It is worth sending for because it will save you money. It tells why our Brushes, Brooms and Woodenware are best for you to buy. The prices in it will please you. Send for it to-day. It is **Free.**

Chas. Boeckh & Sons, Mfrs.
Brushes, Brooms, Woodenware.
Toronto, Ont
Montreal Branch,
1 and 3 De Brosles St.



AN AUTOMATIC SELLING MACHINE ...

RETURNED to sell
18/3/97.

Adams' Tutti Frutti

For full particulars, apply ..

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.



Crosse & Blackwell

CELEBRATED FOR

- Jams,
- Pickles,
- Sauces,
- Potted Meats,
- Table Delicacies.

—SOLD BY—

All Grocers in Canada

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

M. DAIGNAULT, general merchant, St. Etienne de Beauharnois, Que., is offering to compromise at 40c. on the dollar.

Best Feir, grocer, Cobourg, has assigned to W. Bennett.

C. G. Rowe, grocer, Belleville, has assigned to A. Wallace.

H. & S. Desmarais, general merchants, Richmond, have assigned.

W. A. Robertson, general merchant, North Sydney, has assigned.

Stroud Bros., wholesale and retail teas, have assigned to Robert Baird.

Victor Beaulac, general merchant, St. David, has assigned to Lamarche & Benoit.

M. H. Sisson, boats and shoes, Lindsay, is offering to compromise at 50c. on the dollar.

J. D. Bourcier & Co., grocers, Ste. Cune-
gonde, have assigned to Lamarche & Benoit.

Herron & Evans, general merchants, Deloraine, Man., have assigned to S. A. D. Bertrand.

F. McDonald, general merchant, Lake Talon, has assigned to E. R. C. Clarkson, Toronto.

J. D. Archambault, general merchant, Drummondville, has compromised at 33 1/2 c. on the dollar.

John J. Burns, grocer, Queen street west, Toronto, is reported to be offering his creditors 30c. on the dollar.

H. S. Wilcocks, grocer, of Picton, has assigned to J. T. Scott. The statement will show liabilities of \$13,000 and assets of \$9,000.

C. Gates, general store, Houghton, is offering to compromise at 70c. on the dollar. The liabilities are about \$5,859 and the assets \$8,000.

J. F. Amiro, general merchant, Pubnico, N.S., is asking an extension. So is H. T. Dentremont, another general merchant of the same place.

The creditors of the estate of W. W. Robertson, general storekeeper of Victoria Harbor, have received a first and final dividend of 40c. on the dollar.

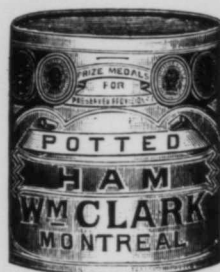
PARTNERSHIPS FORMED AND DISSOLVED.

J. & B. McGill, general merchants, Janetville, have dissolved.

Wilcox & Ramsay, general merchants, Virden, Man., have dissolved.

C. J. Draper & Co., general store, Coaticook, Que., have dissolved.

Watt & Noble, general merchants, Tara, have dissolved; F. R. Noble continues.

**Keep up with the times**

and handle goods that will sell themselves

CLARK'S CORNED BEEF

With Patent Key Attachment

SOLD BY ALL WHOLESALERS

W. CLARK, Montreal

G. M. Shipley, miller and general merchant, Carlisle, Middlesex county, has admitted W. D. Robertson as partner.

G. G. McKenzie, general merchant, Campbellton, N.B., has admitted J. A. Flett as partner under the style of McKenzie & Flett.

A. J. O'Neil and Francis McLaughlin have formed a partnership to carry on business as grocers in Montreal under the style of O'Neil & Co.

SALES MADE AND PENDING.

Joseph Cornfield, grocer, Acton; stock sold.

D. Chesman, grocer, Chatham, N.B., has been sold out under bill of sale.

The stock of E. Dupuis, general merchant, St. Julienne, Que., has been sold.

D. Williams & Co., pickle manufacturers, Toronto, have been sold out by the sheriff.

W. McWhinney, general merchant, Alliston; stock to be sold by auction on 24th inst.

The stock, etc., of W. J. McCleary, grocer, Toronto, are advertised for sale by tender.

The stock of L. O. Roy, general merchant, St. Francois, has compromised at 60c. on the dollar.

The stock of J. L. Leland, general store, Trois Pistoles, Que., has been sold at 58c. on the dollar.

The stock of R. F. Hutchins & Co., general merchants, Montreal, has been sold at 22 1/2 c. on the dollar.

The stock of Guimont & Devoyaux, general merchants, Cap St. Ignace, Que., has been sold at 57c. on the dollar.

The assets of C. Pelletier, general merchant, Petit Matane, Que.; of J. A. Gagnon, general merchant, St. Moise; and of E. N. Lavallee & Co., general merchants, St. Philippe de Neri, are all advertised for sale 23rd inst.

CHANGES.

J. Garneau, grocer, Montreal, has sold out.

J. E. Ecrement, grocer, Ste. Cune-
gonde, has sold out.

A. Vipond & Co., general merchants, Hudson, Que., have sold out coal and wood business in Montreal.

F. W. Bastow, grocer, Toronto, has sold out to W. L. Brown.

J. Boivin & Co., grocers, Quebec, are giving up business.

Duplain & Paquette are opening a grocery store in Quebec.

W. J. Dwyer, grocer, Victoria, has sold out to Joseph Renouf.

A. Paulin is opening a general store in St. George East, Que.

A grocery store has been opened in Montreal by A. Rivet.

A general store is being opened in Stornoway, Que., by G. A. McIver.

Rachel Olmstead, grocer, Vancouver, has sold out to Webster Bros.

A general store is being opened in Trois Pistoles, Que., by Chas. Pettigrew.

W. J. Burns, general merchant, Seeley's Bay, Ont., has removed to Lyndhurst.

B. A. Scott, general store and saw mill, Mistassim, Que., is opening a branch.

J. A. Dore, groceries and liquors, Ste. Cune-
gonde, are commencing business.

H. Horton, general merchant, Lansdowne, has closed branch at Gananogue.

Joseph Darveau has started into business in Quebec as a dealer in teas and coffees.

J. L. F. Lemieux, groceries and shoes, Magog, is reported to be about selling out.

L. Montgomery & Co., general merchants, Deloraine, Man.: style changed to Montgomery & Colquhoun.

E. A. Lilly, grocer, Ross street, St. Thomas, has disposed of his business to C. L. Robertson, who will take possession April 1st.

Albert McKay is starting a grocery business at Cornwall. Shaw Bros., of the same town, have sold out their branch grocery store.

The wholesale and retail liquor business of Wm. Whittaker, Sarnia, has been disposed of to W. C. Dillon, who took possession of the stock and good will of the late proprietor on the 18th inst.

FIRES.

Louis Le Blanc, general merchant, St. Agathe, Man., has been burned out; loss \$1,400, insurance \$800.

Sub-
quotation
at any
by CORR
GROCE

COX'S

Agents for
C. I.
D. I.
AR

A
Manufact

Write f

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

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

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



ALPHA CHEMICAL CO.
Manufacturers of **Berlin, Ont.**
QUICKSHINE STOVE POLISH
RELIABLE STOVE PIPE VARNISH
LADIES' FINE SHOE DRESSINGS
INKS, MUCILAGES, Etc.
Write for Price List.

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

IF YOU HANDLE **SALT** LET US KNOW
OR USE . . . YOUR WANTS.

No trouble to give information, samples and prices.

VERRET, STEWART & CO. - MONTREAL, Que.

TRY A PACKAGE OF OUR **"CLUB HOUSE"**

A Perfect blend of the finest

INDIA and CEYLON TEAS

For which we are sole agents in America.

It will please your customers.

J. F. RAMSAY & CO.

Wholesale Importers 14 and 16 Mincing Lane
TORONTO

PUREST AND BEST



Windsor
Salt

ALWAYS
GIVES
SATISFACTION

and costs no more than inferior brands of salt.

For Sale by all Wholesale Grocers.

WINDSOR SALT CO. Ltd.. Windsor, Ont.

The Question is

Are you satisfied with the quality of the Starch you are selling? Are your customers satisfied with the quality of the Starch they are buying? If not, perhaps a trial of our goods would create a better feeling on both sides of the counter.

No woman will use poor Starch in preference to good Starch. That's the reason why a trial always leads to constant use of

EDWARDSBURG
STARCH CO.
Cardinal,
Ont.

Edwardsburg Starch

BLUE.

KEEN'S OXFORD. per lb.

1 lb. packets	\$0 70	\$0 95
1/2 lb.	0 17	0 17
Reckitt's Square Blue, 12-lb. box	0 17	0 17
Reckitt's Square Blue, 5 box lots	0 16	0 16

CANNED GOODS. per doz.

Apples, 3's	\$0 70	\$0 95
gallons	1 65	2 25
Blackberries, 2	1 70	1 90
Blueberries, 2	0 75	0 85
Beans, 2	0 65	0 95
Corn, 2's	0 55	0 60
Cherries, red pitted, 2's	2 00	2 25
Peas, 2's	0 70	0 80
" Sifted select	0 80	0 95
" Extra sifted	1 15	1 30
Pears, Bartlett, 2's	1 65	1 75
" 3's	2 40	2 40
Pineapple, 2's	1 75	2 40
" 3's	2 50	2 60
Peaches, 2's	1 65	2 00
" 3's	2 50	3 00
Plums, Green Gages, 2's	1 60	1 80
" Lombard	1 50	1 70
" Damson Blue	1 15	1 40
Pumpkins, 3's	0 70	0 90
gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Sucrotash, 2's	0 70	1 15
Tomatoes, 3's	0 70	0 75
Lobster, tails	2 30	2 40
" flats	2 85	2 90
Mackerel	1 20	1 30
Salmon, Sockeye, tails	1 35	1 45
" flats	1 40	1 75
" Cohoes	1 10	1 20
Sardines, Albert, 1/2's tins	0 13	0 13
" 2's tins	0 20	0 21
" Sportamen, 1/2's genuine French high grade, key opener	0 12 1/2	0 12 1/2
Sardines, Sportamen, 1/2's	0 21	0 21
Sardines, key opener, 1/2's	0 16	0 18 1/2
" 1/4's	0 10 1/2	0 11
" 1/8's	0 18 1/2	0 19
Sardines, other brands 9 1/2's	0 15	0 17
" P. & C., 1/2's tins	0 23	0 25
" 1/4's	0 33	0 36
Sardines, Amer., 1/2's	0 04 1/2	0 09
" 1/4's	0 09	0 11
" Mustard, 1/2 size, cases 50 tins per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb.	1 10	1 15
Kipperd Herring, 1-lb.	1 6	1 80

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

CANNED MEATS.

(CANADIAN.)

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



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



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

ARMOUR PACKING CO.—HELMET BRAND

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

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

WHITE LABEL.

Soups Assorted, 1 qt.	3 00	3 15
" 1 pt.	2 00	2 10
Gelatine of Boar's Head, 2 lb.	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb.	3 00	3 10
Plover Roast	5 00	5 00
Sliced Cold Band Bacon	3 00	3 00

Codfish. per doz.

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

ADAMS & SONS CO. per box	
Tutti Frutti, 36 5c bars	\$1 20
" (in cream pitcher) 36 5c bars	1 20
" (in sugar bowl) 36 5c bars	1 25
" (in glass jar) 115 5c pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 390 5c bars and pkgs	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50

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

CHOCOLATES & COCOAS.

Cocoa—EPHSA. per lb.	
Case of 14 lbs. each	0 35
Smaller quantities	0 37 1/2
CADBURY'S. per doz	
Frank Magor & Co., Agents. 3 oz. packages	\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42 1/2
Cocoa Nibs, 11-lb. tins	0 35
TODHUNTER, MITCHELL & CO.'S. per lb	
Chocolate—	
French, 1/4's—6 and 12 lbs.	0 30
Caracas, 1/4's—6 and 12 lbs.	0 35
Premium, 1/4's—6 and 12 lbs.	0 30
Sante, 1/4's—6 and 12 lbs.	0 26
Diamond, 1/4's—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, 1/4's, 8 and 14 lbs.	0 30
Pearl	0 25
London Pearl, 12 and 18 "	0 22
Rock	0 30
Bulk, in boxes	0 18
Royal Cocoa Essence, packages	per doz 1 40
CHOCOLAT MENIER. Cases of In 12 10x12 lb lbs boxes	
Vanilla—	
Yellow wrapper, p. lb.	\$ 0 34 \$ 0 36
Triple Vanilla—	
White	0 73 0 83
Unsweetened—	
Blue Premium	0 38 0 42
Pastilles—	
1/2 lb. boxes	0 19 0 20

CANADIAN TOMATO CHUTNEE

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

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

FRESH SEEDS for 1897
Catalogue mailed free on application.
WILLIAM EWING & CO.

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

THE "DIAMOND" OIL BLACKING



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

W. BERRY, - MANCHESTER.

Send for samples and quotations to

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

DON'T BE AFRAID

Try a sample lot of **SILVER DUST WASHING POWDER**, and convince yourself and customers of its superior quality.

GUARANTEED

IN 5 10 25c. BOXES. to please your most particular customers, or your money and any expense refunded.

A Canadian powder, and beats them all. Any Grocery Traveller can supply you. 5-case lots delivered anywhere.

SILVER DUST MANUFACTURING CO
Hamilton

Salt Salt Salt

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

TORONTO SALT WORKS
TORONTO, ONT.

Every up-to-date Grocer should keep

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

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



IS THE BEST. ASK FOR **MOTT'S**



Always the Same. The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.
Agents for the Dominion
10 Lemoine St. MONTREAL

FRY'S (A. P. Tippet & Co., Agents.)	
Chocolate—	per lb.
Caracas, 1/4's, 6-lb. boxes	0 42
Vanilla, 1/4's	0 42
"Gold Medal" Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, 1/4's, 6 lb. bxs.	0 42
Fry's "Diamond", 1/4's, 6 lb. bxs.	0 24
Fry's "Monogram", 1/4's, 6 lb. bxs.	0 24
Cocoa—	per do.
Concentrated, 1/4's, 1 doz. in box	2 40
" " 1/2's	"
" " 1 lb.	"
Homeopathic, 1/4's, 14 lb. boxes	0 33
" " 1/2 lbs. 12 lb. box	33
JOHN P. MOTT & CO.'S (R. S. McIndoe, Agent, Toronto.)	
Mott's Broma	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (1/4's)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 20
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05

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

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

COFFEE.	
Green.	
Mocha	0 27 1/2 0 30
Old Government Java	0 30 0 33
Rio	0 14 0 16
Plantation Ceylon	0 29 0 31
Porto Rico	0 24 0 28
Guatemala	0 24 0 26
Jamaica	0 19 0 22
Maracaibo	0 18 0 20
JAMES TURNER & CO.	
Mecca	0 34
Damascus	0 30
Cairo	0 25
TODD HUNTER, MITCHELL & CO.'S	
Excelsior Blend	0 34
Our Own	0 32
Jersey	0 30
Laguaya	0 27
Mocha and Java	0 32 0 35
Old Government Java	0 30 0 32 0 34
Arabian Mocha	0 32 0 34
Maracaibo	0 26 0 28
Santos	0 22 0 25
Crushed East India	0 20
EXTRACTS.	
per dot.	
Dalley's Pure Fruit Extracts, 2 1/2 oz. bottles, all flavors	\$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts. 2 oz. bottles, all flavors	1 25

CREAM SODAS.

In 3-pound Tins, made by us, are the original Cream Sodas. They are always CRISP, FRESH and TASTY. No grocery stock is complete without them. They are trade bringers and trade keepers.

Toronto Biscuit & Confectionery Co.

A. W. PORTE.

7 FRONT STREET EAST

TORONTO.

S. R. PARSONS.

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



FLUID BEEF.

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

FRUITS.

FOREIGN.	per lb.
Currants—Provincials, bbls	0 04 1/2 0 04 1/2
" " " "	0 04 1/2 0 04 1/2
" " " "	0 04 1/2 0 04 1/2
" " " "	0 04 1/2 0 04 1/2
" " " "	0 05 0 05 1/2
" " " "	0 05 0 05 1/2
" " " "	0 05 1/2 0 05 1/2
" " " "	0 06 0 08
" " " "	0 08 0 08 1/2
Dates, Hallowee boxes (new)	0 05 1/2 0 06
Figs—Eleme, 10 oz.	0 07 1/2 0 00
" " " 10 lb	0 09 0 12
" " " 18 lb	0 11 0 13
" " " 28 lb	0 13 0 16
" " " taps	0 03 1/2 0 04 1/2
" " " natural, boxes	0 07
" " " ditto, bags	0 04 1/2
Prunes—Bosnia, cases	0 06 0 07
" " " Bordeaux	0 04 1/2 0 06 1/2
Raisins—Valencia, off stalk	0 05 0 05 1/2
" " " " " "	0 05 1/2 0 06
" " " " " "	0 06 1/2 0 07
" " " " " "	0 07 1/2 0 07 1/2
" " " " " "	0 07 0 10
" " " " " "	0 07 1/2 0 08 1/2
" " " " " "	1 60 1 80
" " " " " "	2 20 2 65
" " " " " "	2 25 3 50
" " " " " "	2 25 2 75
" " " " " "	3 50 4 00
" " " " " "	6 00
" " " " " "	5 75 6 00
" " " " " "	5 00 5 50

DOMESTIC.

Apples, dried, per lb.	0 02 1/2 0 03
" " " evaporated	0 33 0 04
FOOD.	
Split Peas	3 25 \$3 50
Pot Barley	3 25 3 50
Pearl Barley, XXX, 49-lb. pkt.	2 00

ROBINSON'S BARLEY AND GROATS.

Patent Barley, 1/2 lb. tins	1 25
" " " 1 lb. tins	2 25
" " " 1 lb. tins	1 25
" " " 1 lb. tins	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISEING

FLOURS.	per doz.
Buckwheat Flour, 2 1/2 lb. packages,	1 20
3 doz. in case	
Pancake Flour, 2 lb. packages, 3 doz.	1 20
in case	
Tea Biscuit Flour, 2 lb. packages, 3 doz.	1 20
in case	
Graham Flour, 2 lb. packages, 3 doz.	20
in case	
Bread and Pastry Flour, 2 lb. packages,	1 20
3 doz. cases	

GELATINES.

KNOX'S	
Sparkling calves foot, 2 qt. size	1 20
Acidulated, 2 qt. size	1 50
(Sold by all wholesale grocers.)	
KEOPFF'S FAMILY GELATINE.	
Robert Greig & Co., Agents.	
1 oz. Packages, White, per doz.	85 90
1 " " " Red, " "	90 85

COXS

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

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—	
50 to 60 dy basis	2 15
40 dy	2 20
30 dy	2 25
20 16 and 12 dy	2 30
10 dy	2 35
8 and 9 dy	2 40
6 and 7 dy	2 55
5 dy	2 75
4 dy A P	2 75
3 dy A P	3 15
4 dy C P	2 55
3 dy C P	3 75
HORSE NAILS—	
Canadian, dia. 50 per cent.	
HORSE SHOES—	
From Toronto, per keg	3 60
SCREWS—Wood—	
Flat-head iron, 80, 10 and 10 p. c. dia.	
Round-head iron, 75, 10 and 10 p. c. dia.	
Flat-head brass, 77 1/2, 10 and 10 p. c. dia.	
Round-head brass, 72 1/2, 10 and 10 p. c. dia.	
WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]	
1st break (25 in. and under)	1 35
ROPE—Manilla	0 08 0 08 1/2
Sisal	0 06 1/2 0 06 1/2
AXES—Per box	25 9 00
SHOT—Canadian, dia. 17 1/2 per cent.	
HINGES—	
Heavy T and strap	0 04 1/2 0 05
Screw, hook and strap	0 03 1/2 0 04
WHITE LEAD—Pure Association guarantee, ground in oil.	
25 lb. irons	5 15
No. 1	4 77 1/2
No. 2	4 35
No. 3	4 02
TURPENTINE—	
Selected packages, per gal.	0 41 0 42
2c. extra outside points.	
LINSEED OIL—	
Raw, per gal	0 44 0 45
Boiled	0 47 0 48
2c. extra outside points.	
GLUE—Common per lb	0 07 1/2 0 08

INDURATED FIBRE WARE.

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

JAMS AND JELLIES.

SOUTHWELL'S GOODS.	per doz.
Frank Magor & Co., Agents.	
Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Raspberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams " "	1 55 1 90
Red Currant Jelly	2 75
(All the above in 1 lb. clear glass pots.)	

LICORICE.

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

MINCE MEAT.

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

CHARD, JACKSON & CO., MONTREAL, AGENTS.	
Watson's Scotch—	
1 Star Glenlivet, in cases	\$8 50 \$9 00
3 " " " "	9 50 10 00
Old Liqueur " "	15 00 15 50
Old Glenlivet, in wood, p.gal.	4 25 6 00
Watson's Irish—	
Old Irish	7 50 8
Banagher " "	9 50 10 00
" " " in wood, per gal.	4 25 5 25
Geo. Sayer & Co. Cognac—	
1 Star, in cases	11 50 12 00
V.S.O.P " "	16 50 17 00
In wood, per gal	4 50 6 50
Warter & May, Oporto—	
Ports	2 10 6 50
Wisdom & Warter—	
Sherries	2 00 6 00
J. & R. M'LEA, MONTREAL.	
Cockburn very old Highland	8 75 9 25
" " " Special Scotch	9 50 10 00
" " " Special Liqueur, 14 years old	15 50 16 50
In wood—Fine old Scotch	4 40
Special old Scotch	5 00

MUSTARD.

COLMAN'S OR KEEN'S.	
Square Tins—	per lb
D. S. F., 1 lb. tins	\$0 40

" " 1/2 lb. tins	0 42
" " 1/4 lb. tins	0 45

Round Tins—	
F. D., 1/2 lb. tins	0 25
" " 1/4 lb. tins	0 27 1/2
" " 4 lb. jars, per jar	0 75
" " 1 lb. " "	0 25
" " 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

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

THE F. F. DALLEY CO.

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

RICE, ETC.

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

STARCH.

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



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

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So far ahead are we
of all Competitors.

Our Packages have a larger sale than
all the other manufacturers' put together.

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The Standard Cocoanut

Factory, 6 and 8 Bay St.
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any time they wish to consult the advertising
columns. Special clubbing rates on applica-
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Montreal : : Toronto



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The proof of the Pud-
ding is in the
eating.

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We will abide by your decision.

Manufactured ONLY by...

Canadian Cocoanut Co.
(J. Albert McLean, Prop.)

MONTREAL

For puddings, custards, etc.	
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. cartons, cases 36 lbs.	0 05 1/4
Bbls., 175 lbs.	0 04 1/2
Kegs, 100 lbs.	0 04 1/2

Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06 1/4
1 lb. fancy cartons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled canisters,	
8 in crate 48 lbs	0 07

Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07 1/2
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs.	0 09

Canadian Electric Starch—	
40 packages in case	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs.	0 05 1/2
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06 1/2

SUGAR.	per lb.
Granulated	4 3-16 45-16
Paris Lump, bbls. and 100-lb.	
boxes	0 05 1/2 0 05 1/2
" in 50 lb. boxes	0 05 1/2 0 05 1/2
Extra Ground, bbls. Icing	0 05 1/2 0 05 1/2
Powdered, bbls.	0 05 0 05 1/2
Very bright refined	0 03 1/2 0 03 1/2
Bright Yellow	0 00 0 03 1/2
Dark Yellow	0 00 0 03 1/2
Demerara	3 50 0 00

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	1/2 bbls
Dark	per gallon 0 23	0 25
Medium	0 28	0 35
Bright	0 32	0 42
Honey (com)	0 40	0 40
" 2 gal. pails	1 00	
" 3 gal. pails	1 35	1 40

MOLASSES.	
Barrels	0 23 0 35
Half-barrels	0 25 0 37

SOAP.	
Babbitt's "1776" Soap Powder	\$4 00



Box Lot	4 20
Box Lot	4 10
Freight prepaid on 5 box lots.	

BRANTFORD SOAP WORKS CO.



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

TEAS.	
RAM LALS (lead packages)	0 35
Cases, each 60 1-lbs.	0 35
" " 30 1-lbs.	0 35
" " 120 1/2-lbs.	0 36

BLACK.	per lb.	per lb.
Congou—		
Half Chests Kaisow, Mon-	0 12	0 60
ing, Paking		
Caddies, Paking, Kaisow	0 18	0 50

INDIAN.	
Darjeelings	0 35 0 55
Assam Pekoes	0 20 0 40
Pekoe Souchong	0 18 0 25

CEYLON.	
Broken Pekoes	0 35 0 42
Pekoes	0 20 0 40
Pekoe Souchong	0 17 0 35

CHINA GREENS.	
Gunpowder—	
Cases, extra firsts	0 42 0 50
Half Chests, ordinary	
firsts	0 22 0 38
Young Hyson—	
Cases, sifted, extra firsts	0 42 0 50
Cases, small leaf, firsts	0 35 0 40
Half Chests, ordinary	
firsts	0 22 0 38
Half Chests, seconds	0 17 0 19
" " thirds	0 15 0 17
" " common	0 13 0 14
Young Hyson—	
PING SUKYA.	
Half Chests, firsts	0 28 0 32
" " seconds	0 16 0 19
Half Boxes, firsts	0 28 0 32
" " seconds	0 16 0 19

JAPAN.	
Finest May pickings	0 38 0 40
Choice	0 32 0 36
Finest	0 28 0 30
Fine	0 25 0 27
Good medium	0 22 0 24
Medium	0 19 0 20
Good common	0 16 0 18
Common	0 13 1/2 0 15
Nagasaki 1/2 Chests Pekoe	0 16 0 22
" " Oolong	0 14 0 15
" " Gunpowder	0 16 0 19
" " Siftings	0 07 1/2 0 11

LIPTON'S TEAS.	
No. 1 Ceylon, retailed at	0 50 0 35
No. 2 " "	0 40 0 28
No. 3 " "	0 30 0 22
All the above can be had mixed with Green Tea at same prices.	

"SALADA" CEYLON.	per lb.
Brown Label, 1 lb. retailed at 25c.	0 20
Brown Label, 1/2 lb. retailed at 26c.	0 21

Green label,	
retailed at	0 22
30c.	
Blue label,	
retailed at	0 30
40c.	
Red label,	
retailed at	0 36
50c.	
Gold label, retailed at 60c.	0 44
Terms, 30 days net.	

"KOLONA"	
Ceylon Tea, in 1-lb. and 1/2-lb. lead packets, black or mixed.	
Blue Label, retailed at 30c.	0 22
Green Label " 40c.	0 23
Red Label " 50c.	0 35

THE E. B. EDDY CO.	
Washboards, Planet	1 60
" " XX	1 40
" " X	1 25
" " Special Globe	1 50
Matches—	
5-Case Lots, Single Case	
Telephone	\$3 50
Telephone	3 30
3/4 gro. bxs	3 50
Parlor	1 40
Red Parlor	1 40
Safety	4 00
Flamers	2 25
Tiger	3 35

BRYANT & MAY.	
Robert Greig & Co., Agents.	
No. 9 Safety, per gross	\$ 2 00
" 10 " "	1 10
" 2 Tiger, " "	5 50
" 4 " "	2 60

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YOUNG & SMYLLIE'S
PURE Spanish

ACME LICORICE PELLETS

STICK LICORICE

SOME OF OUR
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Acme Licorice Pellets
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Licorice Lozenges
"Purity" Penny Licorice

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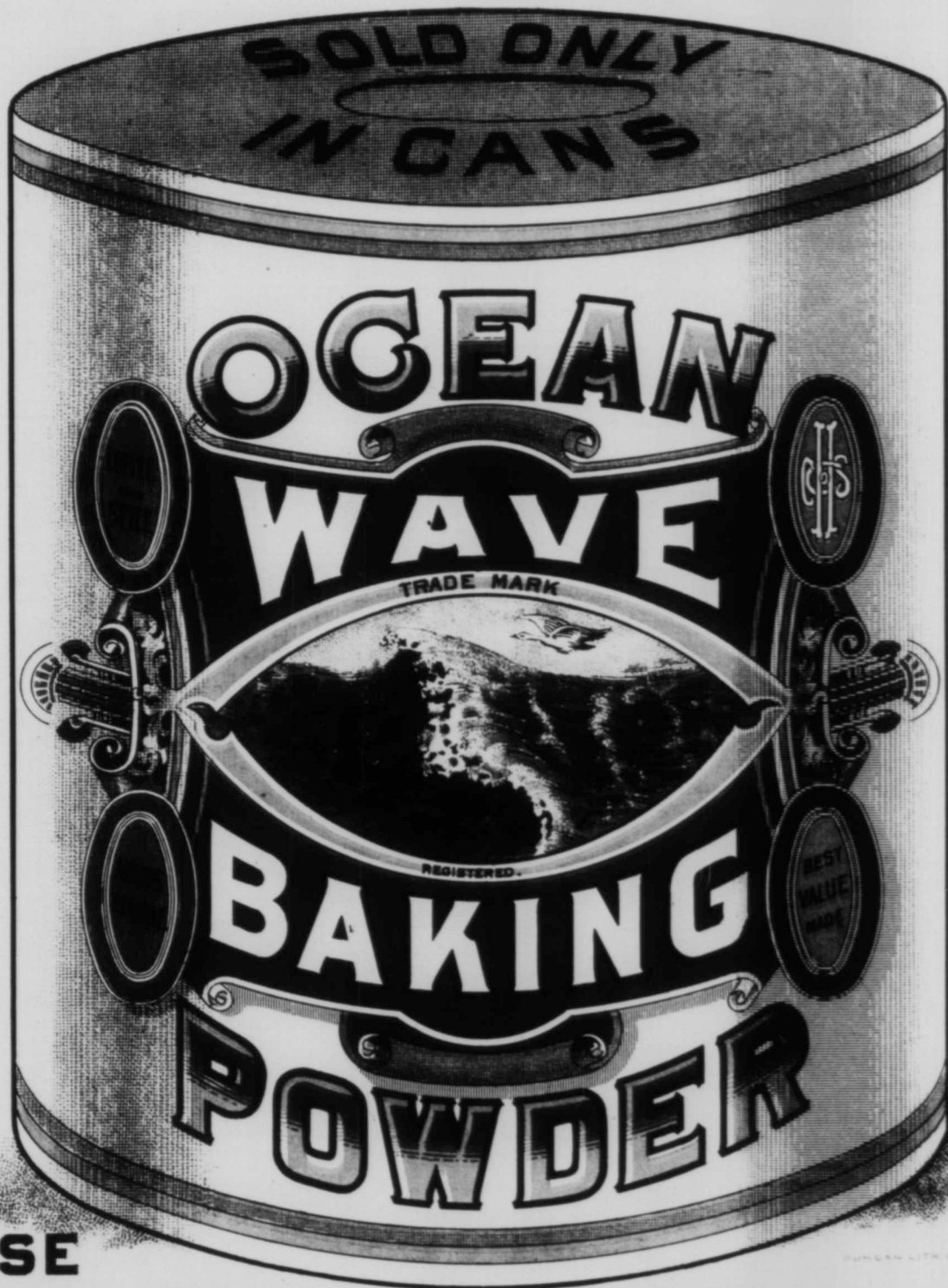
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LIGHTEST

WHITEST AND

SWEETEST CAKES



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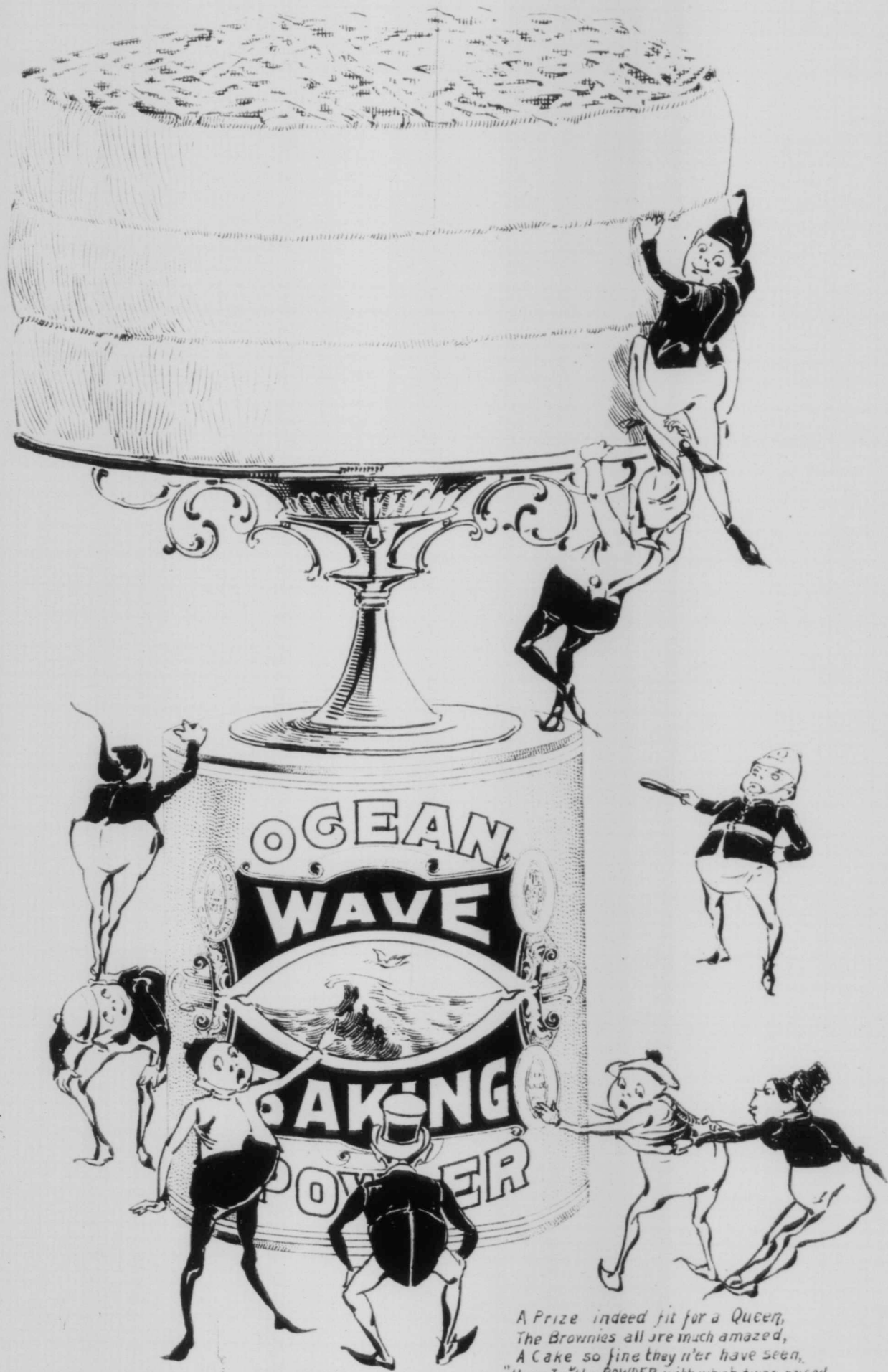
OCEAN WAVE BAKING POWDER

PLEASES EVERYBODY

MANUFACTURED BY
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1 45
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3 35
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1 10
5 00
2 00

N.Y.



A Prize indeed fit for a Queen,
 The Brownies all are much amazed,
 A Cake so fine they n'er have seen,
 "HeresTo" the POWDER with which twas raised.

44 NEW

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

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

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MANUFACTURERS OF



- 1, 2, 3 bushel grain and root baskets.
- 1, 2, 3 satchel lunch baskets.
- 1, 2, 3 clothes baskets.
- 1, 2, 3, 4 market baskets.
- Butcher and Crockery baskets.
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Everybody considers it a luxury to use Johnston's Fluid Beef, and so it is, but when it can be bought in 16 oz. bottle for \$1.00 it is also economical.

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16 oz. Bottle,
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The right man

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The right man

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

The right policy

is the UNCONDITIONAL ACCUMULATIVE Policy of the

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

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



HEAT WILL NOT BREAK IT.



EVERY CHIMNEY NICELY WRAPPED AND LABELLED.



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



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Purity in Food Products..

ONLY MEDAL AT THE WORLD'S FAIR.



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KNOX'S...

It is not only ABSOLUTELY PURE, but in strength and delicious flavor it is superior.

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- Beattie & Elliot - - - Quebec
- C. & E. MacMichael - - - St. John
- Alfred D. Hossack, Vancouver, B.C.
- H. F. Baker - - - - Halifax, N.S.

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

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QUALITY THE BEST. PRICES RIGHT. TRY US.



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Belleville, Ont.

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

AND PAY CASH

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EPPS'S COCOA

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

EPPS'S COCOAINE

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

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