

THE CANADIAN GROCER

VOL. XIII.

TORONTO AND MONTREAL, JANUARY 20, 1899.

NO. 3.

**SELL
ONLY
THE
BEST!**

In Competition with the World
we have received the

**Highest Awards
Made. . .**

These substantiate our claim
that : : : : :

Colman's Mustard

IS THE BEST IN THE WORLD

Without the Bitter

We try to make the character of *all* our cereal foods distinctive, and we have the most convincing proofs that they occupy a place by themselves in the Canadian field. For example,

Tilson's Roller-Process Buckwheat Flour

is recognized everywhere by its strong, rich, natural flavor, but without the buckwheat bitter of the ordinary buckwheat flour. And, too, its whiteness is almost proverbial. Its cleanliness has brought it into strong repute among the most discriminating buyers.

It is **pure** Buckwheat Flour—it is a Buckwheat Flour "without the bitter."

From Manufacturer to
Retailer Direct.

THE TILSON CO'Y, LIMITED, Tilsonburg, Ont.

THE CANADIAN GROCER



Twenty-One Prize Medals.
Twenty-One
Royal Appointments.

Something Fine.

PEEK FREAN'S
Celebrated

ZELLAR WAFERS.

THE CHOICEST DELICACY MADE.

Also a full line of their biscuits in tins and 40-lb. casks.
(Casks free.)

Charles Gyde

20 and 22 St. Francois
Xavier Street

MONTREAL

**WE MUST, AND WHEN
WE MUST WE WILL.**

We feel it our duty to keep you constantly in touch with our modern methods of Merchandising.

You, perhaps, have read and reread our advertisements without fully comprehending their meaning and vital importance to you as a Merchant.

The Money Weight System is the only safeguard against careless weighing and handling of Merchandise. Keep this in mind, and when you come to invoice and find disappointing results for the year, ask yourself the trouble, and if you can't solve the mystery, write to us. We are good correspondents and like to answer letters.

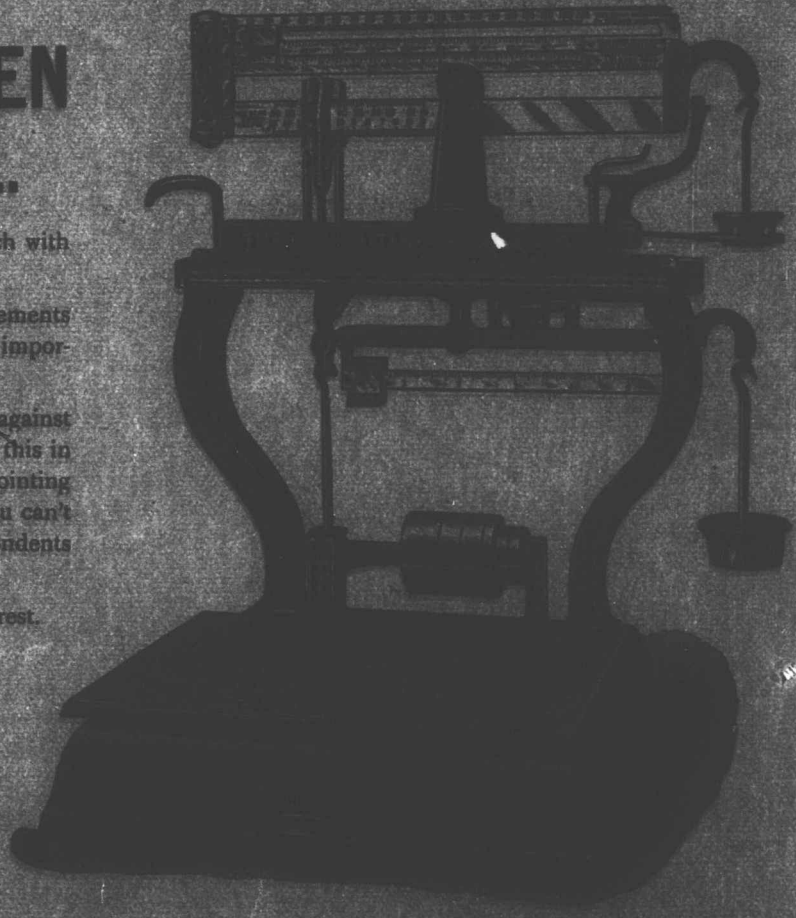
Scales sold on easy monthly payments, without interest.

Yours, for Success,

The Computing Scale Co.
DAYTON, OHIO.

or
Mills & Hastings, 700 and 701 Garden City Block,
Chicago, Ill.

or
L. A. Davidson, Canada Life Bldg., Toronto, Can.





Thrice happy is the grocer who has held his trade during '98 — he has welded another link in the chain of confidence that binds his customers to him. Thus, business grows—and prospers, for “ Confidence ” foreshadows success.

A Few Suggestions of Highest Quality for '99.

The Bi-Carbonate of Soda that never varies in its great purity and strength —98 50/100 of pure Bi-Carbonate of Soda in it. The

**“ Hand-in-Hand ”
Brand
Bi-Carb. Soda**

is the product of one of the largest manufacturers in Great Britain—The United Alkali Company. Pure, white, strong, **always.**

There is never a question raised about the purity of the materials that E. Lazenby & Son, of England, use in their products —“ highest quality ” is their watchword.

**Lazenby's
Jelly
Tablets**

come in 13 different varieties. They are rich, pure, delicate. The flavorings are true to Nature.

Easy to use — quick —sure—economical.

When you think of Cocoa do you think of “ purity and Fry ” at the same time? Your customers do or **will** if you make the suggestion of

**Fry's Cocoa
and
Chocolates**

The Cocoa is concentrated and dissolves easily—economy for the woman who uses it! The Chocolate (Diamond Sweet) is absolutely pure!

Sold by leading wholesalers everywhere.

AGENTS :

A. P. Tippet & Co.

Montreal and Toronto.

F. H. Tippet & Co.

St. John, N.B.

JAPAN TEAS

owe their undeniable superiority and distinguishing popularity to these three strong features :

I

To certain peculiarities of soil and climate common to the island of Japan alone.

II

To the exceptional intelligence with which its culture is attended.

III

To the traditional care and cleanliness with which it is prepared for the market.

No tea was ever more carefully guarded to reach consumers with all its natural and incomparable fine qualities intact than the Japanese.

Its perfection appeals to the best tastes.

50

The Cele

Ro

Payne's "Pharaoh"

is not a "game of chance" cigar—it is as sure as sunrise in the satisfaction it gives to critical smokers. If you have never handled cigars as a side line, you cannot know the easy, pleasing profit there is in selling the roc. "Pharaoh"

Cigar.

You are absolutely sure with the "Pharaoh" that the first sale you make will pave the way to regular sales afterwards.

How much are your light bills for your store, and what is your rent? Try "Pharaoh" for a roc. line and the "Pebble" for a 5c. line, and help to reduce your expenses with cigars that have been tried and not found wanting. They stand the test—each one is "best."

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

CROWN FLAVORING EXTRACTS

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To get perfect results
use

Crown Flavoring Extracts

Manufactured by _____

The Greig Manufacturing Co.
456 St. Paul Street
Montreal.

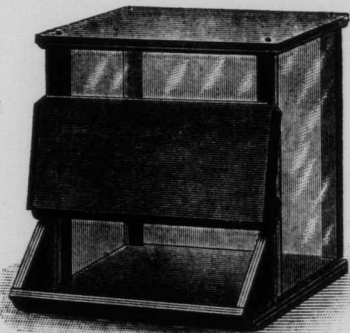
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CROWN FLAVORING EXTRACTS

500 of these cases to be sold at a great sacrifice.



The Celebrated Bryan Candy or Fruit Case.

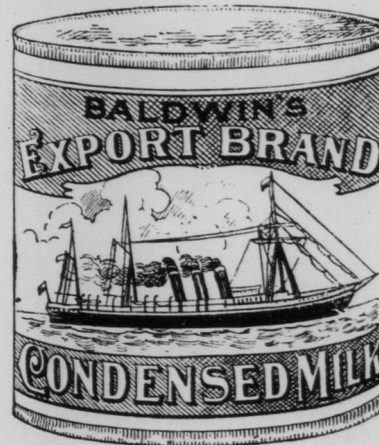
We sold several hundred dozen at \$17.00 per dozen. We offer the present stock to **clear out at \$12.00 per dozen** to import. This is less than cost. Write us orders quick, as this small lot will not last long. And after this lot is cleared the price will be \$17.00 per dozen.

T. B. ESCOTT & CO.

Wholesale Grocers,

LONDON, ONT.

Sell



Rose & Laflamme Selling Agents Montreal



COFFEE

AS A **LEADER** AT THIS PARTICULAR TIME OF YEAR IS WORTH YOUR CAREFUL THOUGHT. WE HAVE BEEN THINKING FOR YOU. TRY OUR BLENDS. THEY PLEASE IN EVERY INSTANCE.



LICORICE..

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

YOUNG & SMYLIE
BROOKLYN, N.Y.

Established 1845.

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

And all Grocers' Sundries

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

Sample room

...MONTREAL, QUE.

56 and 58 Front West, TORONTO.

Sold and highly recommended by all leading grocers.



**Sovereign
Matches**



Pickles.

Visitors at our factory always remark on the extreme cleanliness everywhere apparent.

Others of our Popular Specialties are:

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

For sale by

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

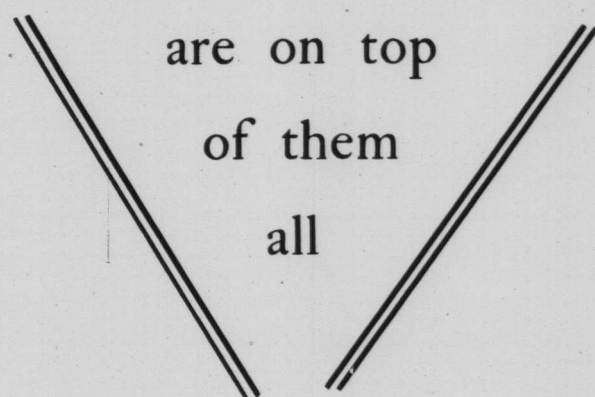
MEDALS--

PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

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



CEYLON AND INDIAN TEAS



are on top
of them
all

CHINA
JAPAN
FORMOSA
ASSAM

in purity, cleanliness, flavor, aroma, healthfulness, economy, popularity and profitableness.

They are well advertised so the tea-drinking public have become well acquainted with them, and are refusing all others.



AURORA

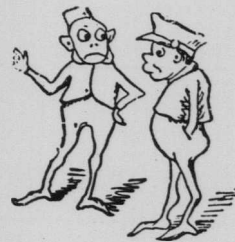
Ceylon Tea

The New Flavor.

A BLEND of the highest grades from the best known gardens in Ceylon. Delightful, invigorating and ABSOLUTELY PURE. PACKAGES, the most attractive and healthful on the market.

1-lb. and 1/2-lb.

RETAILS at 35, 40 and 50 cents.



Golden Blend—A direct importation from Ceylon. 1-lb. packages at 18 1/2 to 19 cts., is a tea of exceptional value.

In ASSAMS, CEYLONS, JAPANS, YOUNG HYSONS and CHINA CONGOUS—our range is replete with superior growths, well worthy the attention of the up-to-date grocer who studies the markets.

W. H. Gillard & Co.

Wholesale Grocers and Tea Importers,

John Mouat, HAMILTON, Ont.
Northwest Rep., Winnipeg.

There
is
MONEY

in it
for
You.



Batty & Co.

ESTABLISHED 1824.

LONDON.



OLIVES
AND
PURE
OLIVE
OILS.



INDIAN
CURRIES
AND
CHUTNIES.

Makers of High-class

PICKLES
OF
ALL KINDS.



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

THE CANADIAN GROCER

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TORONTO AND MONTREAL, JANUARY 20, 1899.

NO. 3

A CHAT WITH A BRANDON MERCHANT.

MR. E. B. SMITH, of Smith & Burton, wholesale and retail grocers, Brandon, Man., has been spending a week or two visiting old friends in Ontario. As he was formerly on the road for the old firm of Stewart & McPherson, of Hamilton, he has, of course, a large number of friends and acquaintances. The firm, while the name remains unchanged, is composed of Mr. Smith and his son, F. W. Smith, Mr. Burton having died about seven or eight months ago. The firm does a particularly large retail business, and what is more, does a cash business. In addition to five clerks in the retail department, there are also two or three packers in the shipping-room.

"My clerks," said Mr. Smith, "seldom wrap up a parcel. I have found that it pays for them not to do this, as one clerk who does no wrapping of parcels can do as much work as three who have to tie up their own parcels."

Mr. Smith stated that customers come into Brandon from a radius of 200 miles, frequently, while 60 miles is quite common.

"And," said he, "the business up there is done a great deal differently from what it is done here, as a farmer will come in and buy a 50 or 25-lb. sack of sugar and probably 25-lb. of tea, and other goods in proportion."

"They pay cash all the time, do they?"

"Yes, they do for what they get from us. The farmers up in that part of the country are all pretty well-to-do, most of them having substantial accounts at the bank. I was greatly amused with an incident, some time ago, which illustrates this: One of the farmers in our neighborhood had some litigation in regard to an account which he had paid, and was being sued for again. One day, he came to me greatly worried, and wanted to know what he could do. He said that they were threatening to sue him,

which would prevent him from going on with his harvesting. I asked him what the amount was, and he said \$100. I told him not to let that bother him, that I would advance him the money, and he could give me a note for 30 or 60 days. 'Oh, it is not the money,' he said, 'I could give them a cheque for \$1,000, but I want to know what I should do to get the matter settled; how I could get the matter speedily settled by the courts.' That was all he wanted. He simply wanted my advice, as he was perfectly ignorant of legal procedure."

Mr. Smith explained that the sugar now coming into Brandon was from the British Columbia refineries. "They bring it in in barrels and 50 and 25-lb. sacks. These sacks" he said, "are very convenient. There is a cotton sack on the inside and a jute sack on the outside, and the farmers, as I have already told you, buy their sugar from us in this way. These sacks cost us only from an eighth to a quarter more than sugar in barrels. Yes, we formerly did get sugar from Montreal, but we do not now." Speaking of the trade conditions up there, he said that in the neighborhood of Brandon the rain had caused the threshing to be delayed about five weeks, which resulted in a great deal of damage.

"You know," he said, "from about July until the snow flies we have no rain as a rule in our part of the country, but this year was an exception, some days the rain falling as much as three inches. This, of course, has not helped trade matters, but, notwithstanding this, payments, I understand, from what other merchants say who do a credit business, have been fairly good. Only about 20 per cent. of the wheat in our neighborhood has been marketed, the rest being held in the elevators by the farmers. Of course, when this is sold more money will go into circulation. Yes, the farmers in our

part of the country are going a great deal more extensively into mixed farming and cattle raising, although ours is not a ranching country."

The business men in Brandon have become very much displeased of late at the lax way in which the town affairs were managed.

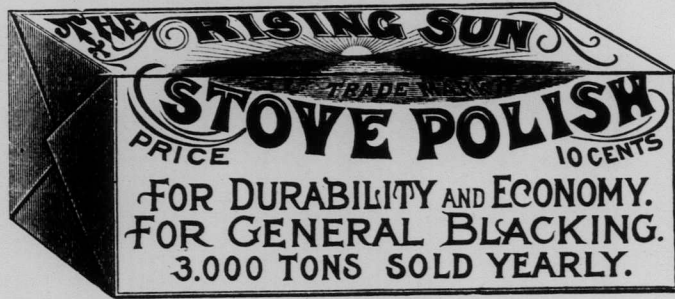
"Shortly before the last election," explained Mr. Smith, "we had a sort of indignation meeting and resolved to put forward certain candidates of our own. Councilmen in our town are elected for two years. There are eight in the council, and one-half are elected every year. We put forward four candidates and elected three of them, which was not bad, was it? I must confess that, until recently, I, like a good many other business men, had taken no interest in municipal matters. I felt I was too busy to bother with such things. However, the finances of the town got into such a bad condition that it was absolutely necessary that the business men should take an interest."

Mr. Smith is a business man with ideas, and the chat I had with him was most interesting.

NEWFOUNDLAND HERRING EXPORTS.

The herring exports for the year, from St. John's, amount to 4,237 barrels, against 2,227 barrels last year. Beside these figures, Placentia Bay sent out 50,000 barrels last winter, and Bay of Islands about 40,000 barrels this fall. The Labrador herring—that is the plump and toothsome fish of old times—seems to have disappeared for the last few years, but will, no doubt, turn up again in time. The whole herring export of 1897 did not exceed 70,000 barrels while the figures for 1898 will reach 100,000 barrels. The Newfoundland Fisheries Co., Limited, perceive a big thing in the herring industry, and when they are in trim, will develop this branch to the fullest extent.—Trade Review, St. John's, Nfld.

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

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

TRAVELERS DINE IN VANCOUVER

THE first annual dinner of the Northwest Commercial Travelers' Association, held at Hotel Vancouver, in Vancouver city, was a success, such a decided success that the officers of the association well deserve the many congratulations they have received on the outcome of their initial attempt at a festive spread.

As will be seen from the following list of those who were present, the interest taken in the affair embraced almost every branch of commerce: A. O. Campbell, of Vancouver Hardware Co.; G. R. Maxwell, M.P., C. E. Tisdall, M.P.P., Allan Cameron, E. J. Coyle, Harry Watson, of McDowell, Atkins, Watson & Co.; P. Egan, of W. Braid & Co.; Fred W. Mitchell, of F. W. Mitchell & Co., brokers; W. J. McMillan, Geo. Trewes, A. R. Ockerman, of McMillan & Hamilton; F. M. Black, of F. R. Stewart & Co.; W. H. Malkin, of W. H. Malkin & Co.; W. T. Stein, of Stein & Co., accountants; R. W. Clark, of W. H. Malkin & Co.; Herb. Findlay, of Findlay & Co.; A. E. Kemp, of G. F. Allan & Co.; Fred Richardson, of Ames, Holden & Co.; A. Carmon, of McKay, Smith & Co.; Frank Brown, in the stationery line; T. B. Hill, Toronto Biscuit and Confectionery Co.; Fred Wilson, McLennan & McFeely; A. E. Goodman, J. Prentice, J. Y. Griffin & Co.; E. J. McFeely, of McLennan, McFeely & Co.; A. R. Tufts, of Wm. Tufts & Son; D. Rabbitt, of Okanagan Flour Milling Co.; H. T. Lockyer, of Hudson's Bay Co.; F. Buscombe, of J. A. Skinner & Co.; E. C. Kilby, of E. C. Kilby; W. McGirr, of Creed, Slater & Co.; H. C. Clarke, J. Duff Stuart, of Clark & Stuart; A. Willbridge, of The National Cash Register Co.; B. A. Creed, C. R. Slater, of Creed, Slater & Co.; H. H. Jackson, of Royal Soap Co., Ltd.; H. A. Edgett, of Edgett, Garden & Edgett; Geo. Buscombe, of Skinner & Co.; J. A. Te-poorten, of Henderson Bros.; W. J. Taafe, of M. W. Peck & Co.; Thos. Parkinson,

of F. R. Stewart & Co.; W. Braid, of Braid & Co.; R. J. Brudis, W. E. Drake, of McClary Mfg. Co.; J. Burns, jr., manufacturers' agent; W. Decou, C.P.R. Telegraph; S. Oppenheimer, of Oppenheimer Bros.; W. Taylor, of B. C. Canning & Coffee Co.; F. R. Douglas, of Kelly, Douglas & Co.; Geo. Ramsay, of Ramsay Bros.; Ed. Gerstir, of Creed, Slater & Co.; H. A. Slater, of T. Dunn & Co., Ltd.; A. F. Rolph, O. H. Dingman, of Parsons Produce Co.; W. W. Moore, of J. H. Anderson & Co.; T. J. Stephens, of John Leckie & Co.; G. A. McIntyre, of The G. R. Gordon Co., Ltd.; W. H. Leckie, R. J. Leckie, of J. Leckie; E. Turtayne, of Rice Lewis & Son, Toronto; A. B. Erskine, S. B. Snider, of The Ames Holden Co., Ltd.; Geo. R. Gordon, of The G. R. Gordon Co., Ltd.; G. W. Phipps, of Thos. Dunn & Co., Ltd.; Geo. W. Adams, of W. Strachan Co., and Radnor Water Co.; J. E. Elliott, buyer for McLennan, McFeely & Co., Ltd.

After the assembled guests had shown by deeds their appreciation of the excellent repast provided them, the chairman of the evening, A. O. Campbell, vice-president of the association, followed a bumper to Her Majesty by a short address of greeting to those present. In regard to the determination to hold an annual dinner, he stated that the first meeting of the British Columbia branch of the Northwest Commercial Travelers' Association was held on Saturday, the 24th December, and it was decided that an entertainment of some kind should be given. After discussion a dinner was decided on, and as most of the travellers would be leaving the city immediately after the New Year, to-night was selected as being the best night suiting the majority present. The committee had but three days to make all the arrangements, and, as they were all inexperienced at preparing such affairs, they would be all the more gratified if their efforts were to be crowned with success.

In regard to the affairs of the association

Mr. Campbell was most hopeful. He claimed that with loyalty on the part of Vancouver's traders success was bound to be ours. He spoke of the expansion of the banking industry as an indication of the way the business of the city was growing. The great firms of Canada were all small a few years ago, and he was proud to be a pioneer of Vancouver, and to be a citizen of no mean city, which every day was showing brighter prospects.

H. Watson proposed "Our Guests," and in doing so showed the advantage of improving friendly relations between the association and its friends, commercial and political. In reply, G. R. Maxwell, M.P., said that it gave him a good deal of satisfaction to be present. He had always been ready to do anything he could to bring trade to the city of Vancouver. He hoped among other things to soon see another railroad right into the heart of Vancouver. He appreciated the difficulties that commercial travelers had to face. No one was better fitted for the business than healthy, bright young men such as he saw before him. The city was only in its infancy, and the fulfilment of some of its brightest prospects depended on its commercial travelers. No city and no Province filled so much place in the eyes of the people of Canada, and in the eyes of her statesmen at Ottawa. He hoped that as a result of their efforts the year just opening would be marked by bright achievements.

C. E. Tisdall, M.P.P. was pleased to be present, though he could no longer call them fellow-travelers. He had been a member for four years but not having had any trips to make last year he had allowed his ticket to lapse. He would not make a political speech, but, as a supporter of the Local Government, he would say that the platform that they had gone to the people on would be carried out. He spoke of the need of a good, workable insolvency act. He wished them all a very prosperous New Year.

Allan Cameron, freight superintendent of

IT DOESN'T COST YOU ANYTHING to get Samples of
**L. S. & B. No. 1 and Empire
Coffees**

Drop us a Post Card and allow us to convince you they are just the kind you'd like to make "at home."

LUCAS, STEELE & BRISTOL,
Wholesale Grocers Hamilton.

PURE

ALWAYS SATISFACTORY
PROFITABLE

Canada Baking Powder

1-4's to retail 5c.
1-2's to retail 10c.
1's to retail 15c.

Never sell Alum Powders when you can buy this wholesome powder to sell at these prices.

James Turner & Co.

HAMILTON

First on the Market

"REINDEER" BRAND

CONDENSED MILK

Finest Quality

Fresh Arrivals

Shell Brand Castile Soap, Bars
Shell Brand Castile Soap, Cakes
Pearl Sago
Pearl Tapioca

Aylmer Canned Chicken
Aylmer Canned Turkey
Aylmer Canned Duck

T. KINNEAR & CO.

AT RIGHT PRICES.

49 Front Street East, TORONTO.

the C. P. R., hoped that next year the Hotel Vancouver would need two annexes to accommodate them. They had spoken of the vicissitudes of a commercial traveler's life. There was another side, as the laymen sometimes found out, when the commercial traveler who got in late, got the bridal chamber and had the best waiter in the hotel rushing to wait on him. He hoped to always continue happy relations with the commercial travelers' associations.

E. J. Coyle, district passenger agent, made one of his characteristically genial speeches, showing how the commercial got much the worst of it. To any of them who had any cold platform waits he advised that they could avoid anything of that kind by studying the C. P. R. time tables and making their arrangements accordingly.

F. M. Black, proposed "The Press." He referred to the cordial relations existing between the press and the commercial world, which, he hoped, would continue. The commercial interests were safe in the hands of the press of the Province. Replies were made by Messrs. Robb and Burde.

John Prentice, in a happy speech, the apt hits of which were much enjoyed, gave "The Ladies." Geo. Buscombe and W. Braid, two of the gay young bachelors, made reply but the other bachelors were too bushful.

The happy gathering came to a conclusion with the singing of "Auld Lang Syne" and "God Save the Queen," and three cheers for the chairman.

HE LIED ABOUT CANADIAN BEEF.

A GROSS fraud is being daily perpetrated upon the British consumer. Go into almost any retail butcher's shop—West End or East End—and ask for "best Canadian," or any other kind of imported meat, and you are sure to be met with the reply, "Wouldn't sell it, sir; nothing but the best English in this shop." And yet the Board of Trade returns tell us that during the eleven months ended November, we imported 527,133 head of live cattle, value £8,707,402, and 2,790,543 cwt. of fresh beef, value £5,336,075. Have all these imports vanished into thin air? Fourteen million pounds' worth of good beef have disappeared, without getting any nearer to the consumer than Smithfield and the slaughter-houses. Perhaps the salesmen have eaten it all themselves; perhaps it has been made into extract; perhaps it has been salted—.

But the London correspondent of The Toronto Telegram cruelly dispels these pleasant theories. After conversing with

one of the leading wholesale butchers of Smithfield Market the other day, he writes:

I asked him if he knew a butcher over Lambeth way—mentioning the name of my family butcher. "Oh, yes; very well, indeed. He is one of my best customers."

"Does he buy much Canadian beef?" I asked.

"Why," said my friend, "he sells almost nothing else. I just had a small bill against him made out for my collector who calls his way."

I induced my wholesale friend to allow me to present the account for payment. I called, and, before presenting the account, directed my butcher to procure for me a sirloin of Canadian beef.

"All right, sir; I'll have to order it, as you know I keep only English."

"Well," I replied, "before you order it, I have a small bill to collect from you," and I presented the Smithfield butcher's bill. My butcher has not now to order Canadian beef especially for me; he keeps a full stock—ribs, roasts and rounds—always on hand, as formerly.

So the £14,000,000 worth of beef does not evaporate after all. Instead, the British public is being handsomely defrauded, and the retail butcher is making illegitimate profits that well deserve another and a harsher epithet. There are inspectors whose duty it is to minister to these gentry. These can no longer plead ignorance as an excuse for failing to earn their emoluments.—The Outlook, London, Dec. 17.

CHEESE

We have a fine assortment of white and coloured September cheese, which we can recommend strongly to any one requiring such goods.

A. F. MacLAREN & CO., Toronto, Can.

TEAS

We offer **EXCEPTIONAL** and
CLOSE CUT Values in

**CEYLONS, INDIANS, JAPANS,
CONGOUS, Y. HYSONS,
GUNPOWDERS, ETC.**

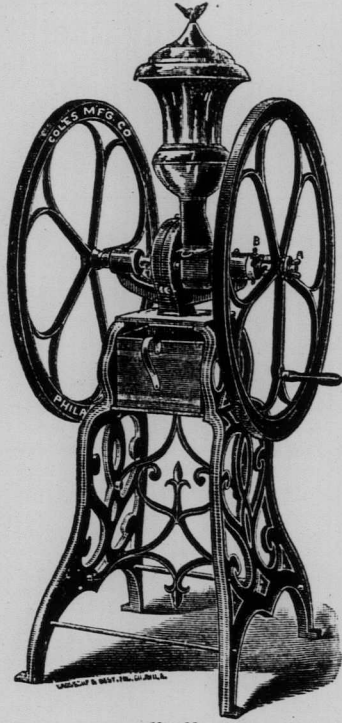
EVERY LINE A BARGAIN!

Write for Samples, and be convinced.

THE EBY, BLAIN C^o. LIMITED

WHOLESALE IMPORTING
AND MANUFACTURING GROCERS

...TORONTO



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

Coles Manufacturing Co.
 PHILADELPHIA, PENN'A.

Notice.

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

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

We Claim to have the easiest and quickest Grinders.

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

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

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

Free Soap

If you do not sell Wool Soap, the purest soap on earth, send your name and address on a postal, and we'll send you a sample cake free.

Swift and Company, Makers, Chicago.

The only soap that won't shrink woolens.

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THE CANADIAN GROCER

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

THE MacLEAN PUBLISHING CO. Limited.

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

OFFICES
MONTREAL - - - - Board of Trade Building, Telephone 1255.
TORONTO - - - - - 26 Front Street West, Telephone 2148.
LONDON, ENG. - - - - 109 Fleet Street, E.C., J. M. McKim.
MANCHESTER, ENG. - - - 18 St Ann Street, H. S. Ashburner.
NEW YORK - - - - - 14 Irving Place, M. J. Henry.
WINNIPEG - - - - - Western Canada Block, J. J. Roberts.

Subscription, Canada, \$2.00 Great Britain, \$3.00

Published every Friday.

Cable Address { Adscript, London
Adscript, Canada

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

DISCRIMINATING AGAINST MONTREAL.

It is a threadbare complaint with traders and exporters in Montreal that the railways discriminate against them and in favor of dealers at points in the west.

Perhaps the sorest set of men over this grievance are the produce exporters, who allege that throughout the past season dealers at Ingersoll, London and other points in Ontario were given greatly lower rates to Montreal than the Montreal men could obtain.

A difference of this extent naturally gave the western dealers a great advantage in catering for trade, decidedly handicapping Montreal dealers.

While the latter admit that they are also at a disadvantage in the matter of through rates to British ports, they recognize the fact that the subject in this latter respect is a difficult one to regulate, but they believe that if they want to bring produce from say, Ingersoll to Montreal, they should be given precisely the same rate as a shipper in Ingersoll obtains.

A committee of the Montreal Butter and Cheese Association has the matter in hand,

and one of its members stated the other day that the association had considerable proofs in its possession of many cases of this flagrant and unfair discrimination, and that it was going to institute inquiry as to whether legal recourse could not be obtained in the matter.

It will be interesting to see whether there will be any definite results in the present instance.

Previously, beyond a lot of talk nothing was done, the railway companies continuing to do as they saw fit irrespective of what the Montreal shippers might say. Many believe that history will again repeat itself.

An upright man never gets round shouldered through bowing his head in shame.

HAVE STOPPED GIVING TRADING STAMPS.

There are two merchants in the east end of Toronto who do a larger trade than any others in the same line, and they are keen competitors of each other. Several months ago one of them began giving trading stamps. The other felt he must follow suit, and he did so.

Both soon realized that the stamps were cutting a big swath in their profits; a bigger swath in fact than they could afford. But each continued to give trading stamps because the other did.

Eventually one approached the other with a view to a mutual discontinuance of the practice.

Result: Each has now a placard in his store with this announcement:

.....
: NO MORE TRADING STAMPS :
: GIVEN HERE :
: :
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: :

There are scores upon scores of merchants giving trading stamps who declare they wish they could discontinue doing so, but they lack the courage, fearing they may drive customers to the stores of competitors.

But if they have not the courage for individual action they should have the common sense to approach each other and act in unison, as did the two merchants cited.

He who is careful in business maketh dollars; but he who is parsimonious loseth them.

CHEESE FIRMLY HELD.

There is a lull in the export cheese trade just at present, but the fact is not causing any anxiety among holders of cheese in Canada.

The latter are confident that every box of the small stock of cheese held on this side will be wanted before the new season opens. The present dullness they attribute to the fact that the trade in England is digesting what it has on hand, and that, when this process is over, demand will be renewed, and at much higher prices than those ruling at present.

Mail advices from Great Britain certainly bear them out in the stand that they are taking.

Well informed dealers, at such leading cities as London, Liverpool and Bristol, all state that, while business is quiet for the moment, they look for improvement toward the end of the present month. In fact, some of the correspondence was quite sanguine in respect to cheese for a "long deal," that is, holding the goods well on into the spring, one enthusiastic trader predicting that the price would go to 60s. before new cheese made its appearance.

This may be an extreme view, but a comparison of the situation with that ruling in the spring of 1897 is interesting.

At the close of January of that year there were 215,000 boxes of cheese in Montreal and 109,446 in New York, or, in other words, the visible supply in North America was 324,000 odd boxes. As the same time there were shipped between January and April some 500,000 boxes, yet, despite these heavy shipments, the price in Great Britain rose from 52s. to 59s., or, in other words, 11½ to 12c. was realized for cheese.

This season, on the contrary, an extreme estimate would only give 400,000 boxes of cheese in Canada. At the same time the stock in Great Britain, as well as on this side of the water, is smaller than it was in 1897.

Taking Bristol, London and Liverpool as the three chief centres, the stock in January, 1897, was 417,000 boxes, whereas this year it is estimated not to exceed 400,000 boxes. Altogether the cheese situation is a healthy one.

WILL THERE BE A DUTY ON TEA?

THE CANADIAN GROCER has been asked to express its views in regard to the possibility of a duty being placed upon tea by the Dominion Government at the next session of the Dominion Parliament.

Certain of the daily papers have already declared that the Government has decided to do so. If the Government has come to any such decision, no one outside the particular papers in question appear to know it. And, as the papers which are declaring a duty is to be placed upon tea are not in the confidence of the Government, it is scarcely likely they have been given information which is denied others.

Frankly, we have no hesitation in saying that we do not believe a duty will be placed on tea.

When, some two years ago, it was first mooted that the Government contemplated a duty on tea, the argument was advanced that it was necessary to do so because of a threatened decrease in revenue.

At present the Government cannot advance any such plea. The revenue is not decreasing. During the past six months the Customs revenue has increased over \$2,500,000, and during the five months ending November, the Inland Revenue receipts gained over one and one third millions. Then, the Government has asserted that it has a substantial surplus of receipts over the expenditures. This may be termed the business aspect of the matter.

Now, as to the political aspect. A duty of five or ten cents per pound on tea would mean an increase in the laid-down price of the article. Does anyone mean to say that this would not be used by the Opposition papers as an argument against the Government? Certainly it would. In fact, already lengthy articles and pithy paragraphs have been written pointing out that, with a duty on tea, would come increased taxation. "The workingman's breakfast table is being taxed" is, in effect, the cry.

Governments may not hesitate to do an unbusinesslike thing, because they know that business men, though offended, are, as a rule, amenable to party discipline, but they will hesitate a long time before doing that which would be considered bad politics.

Of course, THE CANADIAN GROCER is not in the secrets of the Government. It does not, therefore, say positively there will be no duty on tea. The conditions, however, are strongly against any such supposition, and these we have no hesitation in pointing out.

GROCCERS AND CIGARS.

PERHAPS no better proof is wanting that the handling of cigars is profitable to grocers than the steady increase in sales to this class of trade, which is shown so plainly by a careful canvass among some of the leading Canadian manufacturers. The point is made, and we think it is a good one, that there is no "side line" which can be handled with so little trouble and expense, and yet yield such large profits per day as cigars, because the majority of smokers consume a steady average during a certain period, and that average can be figured down practically to a cent. In other words, a grocer can depend upon a fixed profit from day to day, provided, however, that he does not fall into the error of overlooking quality—manifestly, he must suit his trade or he will lose it.

Another point, which has proven to be of great practical value, lies in the fact that the grocer who gets nearest to the heart of the family, by centering the interest of both man and wife to his store, increases the inclination of the family to keep on trading with him, and this point, we believe, is one that deserves careful consideration by all grocers, because it is the "family trade" that pays the best profits.

It is surprising how many little expenses about the store can be generously provided for with the profits which cigars yield a grocer, and we are told by some of the most successful retail grocers in Canada that they would now think as seriously of giving up the carrying in stock of some of their most staple lines as of giving up the sale of cigars. This is natural, for one does not willingly give up a sure thing, especially when he thinks of his competitor, who may be carrying an attractive line of cigars with which to entice trade away from his neighbor.

There is one thing, though, that we notice in this connection, and that is, that the

grocer who seems to have the largest trade on cigars is the one who not only displays them attractively in a well gotten-up showcase, but who makes it a point to keep in stock brands that are widely advertised and which have the name of a reputable maker back of them. Smokers, as a rule, dislike to experiment on untried brands, and are more or less apt to pin their faith to the cigars that their attention has been called to in newspapers or magazines or by other forms of publicity.

And, again, the smoker likes to trade with a progressive grocer—one that is up-to-date, so to speak, and who keeps abreast of the times, by refusing to put on sale groceries which will pay him the largest profits, but which will eventually lose him trade. It is just the same with cigars as with groceries,—quality wins trade and keeps it. Prices alone will often sell an article once, but unless there is true merit in it, the first sale is usually the last one.

Some lines of 10c. cigars, that is the cigars that the grocer sells for 10c., will be more likely to drive trade away from the store than they will be to gain trade, and it will be wise for the grocer who is thinking of stocking up, to investigate the standing of the manufacturer carefully before he orders. The same statement will apply to cigars that retail for 5c., and on which the grocer thinks he must make 100 per cent. profit—it would be better for him to count on making a 50 to 60 per cent. profit on a 5c. line than to sacrifice quality for price.

The grocer who is worrying about little expenses should put himself in communication at once with some one of the few reliable cigar manufacturers whose goods are tolerably well-known on the Canadian market.

TEA AND COFFEE IN NEW-FOUNDLAND.

Newfoundland is increasing as a tea and coffee consuming country.

The importation last year was 727,942 lb., or 40,485 lb., more than in 1897. Taking the population at 200,000, this is about 3½ lb. of tea for each inhabitant.

The people of Newfoundland are not coffee drinkers, but they imported 94 cwt., which was an increase of 74 per cent. compared with the previous year.

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A LUKEWARM BOARD OF TRADE.

FOR many of the things which to-day are a drag on the commercial progress of Toronto, the board of trade of that city must share a great deal of the responsibility.

If there is anything a board of trade should do it is to have a keen eye for those things which are conducive to the commercial welfare of the community in which it is situated.

The politicians who may represent it in Parliament are too busy grinding axes, or trimming their sails to catch favorable political breezes, to bother their heads about such matters, while the members of the average city or town council are either so lacking in business ability that they cannot do anything practical, or are so consumed of self interest that they have not the desire to do anything unless it happens, at the same time to be compatible with their own comfort and welfare.

If, then, the board of trade in a community is not in the watch tower, what body else can be expected to be there? None, certainly. At any rate, when a board of trade is not alive to the commercial interests of a municipality it is certain that municipal councils or representatives in Parliament will not be.

If the heart is sluggish the circulation cannot be otherwise.

The Toronto Board of Trade has not been active. It has been sluggish. Like unto the church of the Laodiceans, it is "neither hot nor cold." It is lukewarm, and anything that is lukewarm will not raise enough steam to work a midge's wing.

The men, who, as a rule, conduct the business of Toronto, are about as little fitted for the duty as a mule is to run a steam engine. They are either elected because of their prominence in some society, or in this or that political party. Rarely is it because of their business ability,

Had the Toronto Board of Trade not been lukewarm in regard to municipal affairs, there would not now be in the city council such a dearth of men of business ability.

The board of trade did, some seven or eight years ago, essay to take an active interest in municipal matters. Its candidate, however, was defeated by a couple of hun-

dred votes, and, although the people have again and again repented that they rejected Mr. Osler, the business men's candidate, yet the board has never since been able to muster enough courage in the way of securing municipal reform.

Just now a great deal of concern is being expressed at the shallow condition of Toronto harbor, and the board has begun to pass resolutions in regard thereto. But it has been known for years that the harbor basin was being filled up with sediment from the Don river and other sources. It was also known that the St. Lawrence canals were being deepened. But it is only when the deepening of the canals is practically completed and it is found that vessels drawing even twelve feet of water would experience some difficulty in getting into the harbor, that the board wakes up. Now it is all flustered.

It is a pity it had not got flustered at least five years ago, for possibly by this this time some practical remedial work might be on the point of being begun.

Then in regard to the railways. Toronto has by no means been fairly treated by them. It is asserted, somewhat facetiously, it is true, but, nevertheless, not without reason, that the "Queen City" has been side-tracked. The board of trade is becoming alarmed about that, but the city was on the side-track before the board became alarmed.

A lukewarm board of trade is not, however, a dead one. And while there is life there is hope. In a few days the board will elect its officers for the ensuing year. If the members will take that interest in the affairs of the board that they should, and elect to the various offices bright and energetic men, it may become a live instrument in advancing not only the interests of the city, but those of the country as well.

There are signs that the board is waking up. Let it be seen to that it is made wide awake.

NEWFOUNDLAND LOBSTER CATCH.

The amount of canned lobsters shipped from Newfoundland during 1898, is placed at 50,000 cases, as compared with 60,000 cases in 1897, and 51,000 cases in 1896. The reason for the reduction in the catch, compared with 1897, is that the waters round the Island have been over fished for some

years past. Those in the business state that to preserve the industry, fall fishing will have to be stopped.

Though the catch last year was smaller than the previous year, the price, \$10.50, was so much higher than that of 1897, \$9, that the value of the catch was slightly greater.

DROPS FROM THE EDITOR'S PEN.

Bad humor is infectious, but good humor is doubly so.

He who has not competition has seldom much energy.

Competition is the poker which stirs up the fire of business energy.

Those only are man's friends who hold to him when he is down.

Keen competition puts a keen edge on persons who might otherwise be dull.

There is more gold in brains and muscle than in all the auriferous rocks of British Columbia and the Klondyke.

SUGAR UNSETTLED.

By a decline of 5c. in granulated sugar, decided upon on Saturday last, the price of that staple has recorded an aggregate drop of 20c. per 100 lb. since the middle of December, and now, allowing for the usual discounts, refiners state that granulated at its new basis does not net them over 4c. per lb. at the refinery.

The decline is due to the weakness in raws, and the unsettled feeling on refined in New York, owing to the keen competition between refiners in that market, where they have been cutting prices right and left.

The easiness is also a reflection of the declining tendency in the raw article in Europe. Cables from London state that the market for beet is weak and lower, owing to largely increased crop estimates, and cables on Monday quoted the range $\frac{3}{4}$ d. lower, at 9s. $\frac{3}{4}$ d. for present and 9s. 3d. for next month's delivery.

In Montreal, granulated is now quoted at \$4.30 per 100 lb., while yellows are unsettled at \$3.75 to \$4.25 per 100 lb. at the refinery.

ALL GROCERS SAY: The sale of Japan tea is growing beautifully less.

"SALADA"

CEYLON TEA

has already killed the sale of China teas, and is turning thousands away from the use of the injurious teas of Japan. **DON'T WAIT** until others have weaned away your tea trade, **BE ON THE ALERT** and keep "SALADA" Ceylon Tea in the most prominent place in your store.
MONTREAL OFFICE: cor. St. Paul and St. Sulpice Sts. **TORONTO OFFICE: 32 Yonge St.**

Ivory Bar

IS PUT UP IN

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

Ivory Bar Twin Cake

12-oz., 100 cakes in box.

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

The BRANTFORD SOAP WORKS CO.
Limited

Evaporated Vegetables

FOR SOUP

Always Ready
Always Delicious

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

Kerr Vegetable Evaporating Co.

Limited
KENTVILLE, NOVA SCOTIA

BROCK'S BIRD SEED

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



NICHOLSON & BROCK - TORONTO

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



TRADE MARK REGISTERED

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

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

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

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

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

AGENTS.
Geo. Stanway & Co., Toronto, Agents for Ontario.
W. S. Goodhugh & Co., Montreal, " Quebec.
J. Hunter White, Esq., St. John, N.B.
Agent for Eastern Provinces.
Tees & Persse, Winnipeg, for Manitoba and N.W.T.

F. E. JODERY & CO.

PRODUCE AND PROVISIONS.
Commission Merchants

for the sale of

BUTTER, CHEESE, EGGS,
GAME, POULTRY,
and all kinds of
COUNTRY PRODUCE.

8 and 10 Lemoine Street, **MONTREAL**

All enquiries by letter or telegram promptly answered.

LYTLE'S Mince Meat

LYTLE'S Jams

LYTLE'S Vinegars

LYTLE'S Pickles

are known throughout the grocery trade as the "Best in Canada."

If our traveller doesn't call upon you, write for quotations.

T. A. LYTLE & CO.

Canada Vinegar Works, **TORONTO**

EXCELS ALL OTHERS
in QUALITY
and PRICE

REMY'S STARCH

REMY'S MATCHES

Plain and Impregnated.



REMY'S

HUNGARIAN-GRADE WHEAT FLOUR

In 5-lb. bags, 1-doz. cases, and in 140 and 280-lb. sacks.

FAR SUPERIOR
TO ANY
OTHER

REMYLINA

THE NEW CORN FLOUR

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MARKETS AND MARKET NOTES

GROCERY QUOTATIONS BY WIRE.

Occasionally, just as THE GROCER has gone to press, changes in prices are made in staple lines of goods, which a good many in the trade hear nothing of till the next issue of the paper. Should, therefore, any of the readers of this journal desire to ascertain, between regular issues, the prevailing quotation on any staple line, it will, on application, be furnished by return mail or by telegraph; if by the latter method, at the cost of the person seeking the information.

ONTARIO MARKETS.

TORONTO, Jan. 19, 1899.

GROCERIES.

THE feature of the wholesale grocery trade this week is a further decline of 5c. per 100 lb. in the price of granulated sugar. Yellows remain as before. The sugar market has developed a great deal of weakness during the past few days, and the volume of business is only moderate. In regard to canned goods, the situation is much as before, prices ruling firm. There is a little more doing, however, in canned goods, on British Columbia account. There is, on the whole, a fair business being done in green coffees, at steady prices. The tea trade is one of the features of the market, there being a brisk demand, with prices ruling firm in the primary markets. There is a little business being done in syrups, and a fair demand is experienced for molasses. The spice market rules firm. Prunes are in fairly good demand, and prices are a little higher for both French and Bosnia prunes in the primary markets. The currant market is rather firm, but local business is only of a moderate character. Valencia raisins are receiving very little attention.

CANNED GOODS.

Nothing particularly new has developed in the canned goods market during the past week. Business is, however, beginning to set in on British Columbia account, and we understand that some of the packers have secured orders within the last few days for shipment to that part of the Dominion. Tomatoes remain firm at from 85 to 90c. with most people asking the outside figure named. There are a good many people who are willing to speculate in corn if they can secure it at 80 to 85c., but there is no one willing to accept even the maximum figure named. Wholesalers are quoting

all the way from 90c. to \$1 for corn. There has been a little more inquiry this week for canned peas, and some business has been transacted at from 75c. upwards as price to retailers. There is a little demand for canned peaches, strawberries and raspberries, the last named of which are scarce. The idea as to price is as follows: Peaches, \$1.50 for 2's; \$2.50 to \$2.75 for 3's; strawberries, \$1.50. Raspberries are quoted up to as high as \$1.75. Only an odd case or so of canned salmon is going out, and the ruling price of sock-eye, of brands which are not well known, is \$1.40 to \$1.45 per dozen.

COFFEES.

The coffee market rules steady to firm on all descriptions. The price which is being asked for Rio coffee for importation is about 5/8c. per lb. more than was ruling a month ago. Business in coffee is fairly good, particularly in the Rio kind, for which an active demand is being experienced, by the

See pages 27 and 28 for
Toronto, Montreal, St. John,
and Winnipeg prices current.

wholesalers. Representatives of shipping houses do not, however, appear to be doing a great deal, as the higher prices are causing importers to defer placing orders. It is worthy of note that a good many of them, by deferring orders some time ago, have had to pay higher prices when they came to purchase. Some fresh shipments of good quality Maracaibo coffee are on the market, and these are going out fairly well at 12 to 14c. per lb.

SUGARS.

The sugar market has again taken a decidedly weak turn, largely due, it is claimed, to the fact that the former estimates of the beet crop were much less than those which are now being made by Mr. Licht, the expert in these matters. It seems that a mistake was made from the very first, the amount of beet sown having been underestimated. As a result of the lower markets outside, together with the foreign competition in the home market, a further decline of 5c. per 100 lb. has taken place in the price of Canada granulated sugar. Yellow sugars remain unchanged. Cables from London the early part of the week note a decline of 3/4d. to 1 1/2d. in beet sugar. In New York, refiners are indifferent buyers.

In regard to refined sugar, the Trust and one of the independent factories are guaranteeing prices from 30 to 60 days; but, in spite of this fact, there is very little business being done.

SYRUPS AND MOLASSES.

There has been a little more business done during the week in syrups, but it is nearly altogether in the bright descriptions, from the simple fact that there are practically no other kinds to be had. Wholesalers report some good sales of syrup ruling at 40c. per gallon. There is a moderate business being done in molasses, and advices from New Orleans state that the receipts there are still showing poor assortments, the lower grades being almost exclusively offered.

SPICES.

Cable advices indicate that the price of pepper is still tending upward. It is significant that during the first half of January no shipments of pepper was made from Singapore to the United States.

TEAS.

The strong condition of the Indian tea market noted last week has been maintained, and there is some talk of a further advance of one farthing having taken place in low grades. However, we have been unable to confirm this rumor. Advices which have been received from India this week state that there is no possibility of prices going lower, and that shipments to the United Kingdom are now falling off, and that exports will not, therefore, exceed those of last year. There is nothing desirable in Indian or Ceylon Pekoe Souchongs under 13c. in the hands of shippers' representatives on the spot. Everyone here is asking for Indian and Ceylon Pekoe Souchong teas in the neighborhood of 13c., but there are none to be had under 13 1/2c., and there are practically no teas of the desirable class offered. Good flavory Ceylon teas at from 17 to 18c. are also scarce. There has been some inquiry for Japan teas at about 16c., but they are scarce. During the past week a good many orders have been taken for future delivery of next year's crop of Japan tea. One of the features of the week, as far as the tea trade is concerned, is a rather good inquiry for Young Hyson teas at all the way from 15 1/2 to 26c. per lb., and there have been a few transactions. Wholesalers are experiencing a good demand for teas, and it is the general verdict that teas are at the moment the most active in the wholesale grocery trade.

At 5 cents---This is the price at which
SURPRISE SOAP retails.
 Your customers get a pure
 hard Soap---**You** get a good
 profit.

BRANCHES—

MONTREAL: Board of Trade Building.
 TORONTO: Henry Wright & Co., 51 Colborne St.
 WINNIPEG: E. W. Ashley.
 VANCOUVER: 430 Cordova St.
 ST. JOHN'S NEWFOUNDLAND.

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

FOREIGN DRIED FRUITS.

CURRENTS—The market is quiet and unchanged. At the port of shipment some transactions have been made during the past week on Canadian account, after unsuccessful efforts to buy at 6d. below current quotations had been made. The wholesalers are experiencing only a moderate demand for currants.

VALENCIA RAISINS—Cables from Denia show that selected fruit would cost slightly more to lay down to day than the figures now ruling on the local market. Consequently, nothing has been done for importation.

PRUNES—The market will now be better supplied with European prunes, as the steamer William Storrs, now due at New York from the Mediterranean, brings about 6,000 boxes of "Anchor" brand prunes on western Canadian account. Foreign prunes have advanced about 3f., or equal to about 38c. per lb., while Bosnia prunes have advanced, during the last month, 1s. per cwt., or equal to 1/4 c. per lb.

GREEN FRUITS.

The receipts of oranges continue large, Jamaicas coming in liberally, and Mexicans arriving in greater quantity than usual. The arrivals of Navels are also fairly large. The quality of the Navels and Jamaicas is uniformly excellent; the demand on Monday and Tuesday was the greatest since the end of the holiday trade, yet, the receipts have been so large that there has been a decline of 25 to 50c. for all varieties. The

demand for lemons is good. Bananas, cranberries, and, in fact, all fruits except oranges and lemons are quiet, with a reduction of 25c. for Valencia onions, and an advance of 50c. for the best qualities of cranberries.

COUNTRY PRODUCE.

EGGS—There is little, if any, export business being done, as the home demand is sufficient to absorb offerings. Held eggs are firm. Some dealers are selling at 17 to 18c., but 16 to 17c. is the general figure quoted. Boiling stock is steady at 23 to 25c. per doz. As the quality of cases arriving varies much, the price of eggs arriving ranges all the way from 14 to 16 1/2 c. f.o.b. point of shipment.

POTATOES—None too many are coming in, and shippers are holding firmly at 58 to 60c. f.o.b. cars at Toronto. The market is steady at 60 to 70c.

POULTRY—There is a good, healthy tone in market for all poultry, but especially chickens, which are in excellent demand. Prices are firm throughout, with an advance of 5c. noted for chickens.

DRIED AND EVAPORATED APPLES—Stocks of dried apples are pretty well cleaned up, and, as the demand continues fairly good, an advance of 1/4 c. is noted. We quote at 5 1/4 to 5 3/4 c. at outside points, and at 5 1/2 to 6c. in a jobbing way for No. 1 stock. Evaporated apples are in good demand, and prices are steady at 8 1/4 to 8 1/2 c. outside, and 8 1/2 to 9 1/2 c. in a jobbing way, locally.

VEGETABLES—Rhubarb and greenhouse radishes are now on sale. We quote as follows: Rhubarb \$1 to \$1.50; greenhouse radishes, 50 to 70c. per dozen bunches; spinach, 75c. to \$1 per bush.; green onions, 10 to 15c. per doz.; cauliflower, 50 to 75c. per doz.; celery, 50 to 75c. per doz.; lettuce, 20 to 30c. doz. bunches; radishes, winter, 15 to 25c. doz. bunches; cabbage, per doz.; 75c. to \$1; parsley, 10 to 12 1/2 c. per doz. bunches; turnips, 25 to 30c. per bag; beets, 50 to 60c. per bag; parsnips, 60 to 75c. per bag; carrots, 50 to 75c. per bag; onions, Danvers, \$1.25 to \$1.50 per bag; butter squash, \$2 to \$2.50; pumpkins, \$1 to \$1.50; Hubbard squash, \$2.50 to \$3; red cabbage, 40 to 50c.; egg plant, 50 to 90c. per basket.

BUTTER AND CHEESE.

BUTTER—There is an active demand for large rolls and prints. Tubs are quiet. Prices are firm, with an advance of 1c. for large rolls. Creamery is easier in tone, as the competition of Australian butter in the British markets makes buyers very cautious. We quote at outside points: Dairy tubs, 12 1/2 c.; prints, 13 to 14c.; large rolls, 13 to 14c.; creamery prints, 18 1/2 to 19 1/2 c.; tubs and boxes, 18 1/2 c.

CHEESE—A steady trade is reported. The price of late make cheese is well maintained, but there have been indications of anxiety on the part of holders of early makes to clear out their stocks at a figure below the ruling price. A couple of cars have been

BE SURE AND GET

BRIGHTON Canning Co.
 New Process
THISTLE BRAND TOMATOES **GARDEN GROWN**

How's the Stock To-day?

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We manufacture it in every conceivable form, and have an immense assortment.

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Will do well to correspond with me.

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Grinders of Pepper, Spices, and Condiments of every description. Ginger Bleachers, etc.

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

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TORONTO, ONT.

We solicit consignments of

POULTRY

ROLL BUTTER

FRESH EGGS.

Highest prices obtained. Quick returns.

The Wm. Ryan Co. Limited

70 and 72 Front St. East, TORONTO

offered at 8 to 9c. The price generally quoted for early makes is 8 to 9½c.; and 10 to 10½c. for late makes

PROVISIONS.

Receipts of dressed hogs continue larger than in former years. The price is easy at \$5.10 to \$5.15. An excellent demand is reported for all smoked meats, lard and long clear bacon, with prices steady and unchanged.

FISH.

Manitoba frozen whitefish, perch, pike and pickerel are now on sale. Haddies are ½ to 1c. cheaper. Oysters are 5c. cheaper. We quote as follows: Frozen salmon trout, 7½ to 8c.; Man. whitefish, 6½c.; Man. perch, 5c.; Man. pike, 5c.; Man. pickerel, 6c.; fresh whitefish, 7½c.; steak trout, 8c. lb.; fresh perch, 4c. per lb.; fresh herring, 4c. per lb.; Labrador herring, \$5.75 per bbl. and \$3.25 per half-bbl.; Digby herring, 55c. per bundle of five; Halifax herring, \$2 per 100; split herring, \$5 per bbl. and \$2.75 per half-bbl.; cod, in 1-lb. blocks, 6½ to 7c. per lb.; boneless fish, 4 to 4½c. per lb.; boneless fish in 1-lb. blocks, 5½ to 6c.; fresh-water herring, 60c. per basket; ciscoes, 60c. to \$1.25; haddies, 6 to 7½c. per lb.; fresh haddock, 6c. per lb.; oysters, \$1.20 to \$1.30 per gallon, or \$6.25 per large pail.

GRAIN—Wheat is active, with an advance of 2c. noted. Red and white are now quoted at 71 to 72c. at middle freight stations. On the street market oats and wheat are arriving liberally. Other grains are not coming freely. Wheat has advanced 2 to 3c.; rye, 4 to 5c.; peas, 1 to 2c.; oats, 1c. We quote:

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

Toronto Salt Works

TORONTO, ONT.

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

Our extensive

City and Shipping Trade

gives us unequalled facilities for handling to best advantage your shipments of

Poultry, Butter Eggs, Dressed Hogs

CONSIGNMENTS SOLICITED

QUICK RETURNS.

D. GUNN, BROTHERS & CO.

Provision and Commission Merchants

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

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Our specialties

POULTRY, BUTTER, EGGS, HONEY.

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

Correspondence Invited.

Rutherford, Marshall & Co.

68 Front Street East, Toronto.

Watch this Space

SCARCE GOODS

Evaporated Peaches

Evaporated Apricots

Special Values This Week

New Dates

New Commadre Figs

Evaporated Apples

White and Lima Beans

CLEMES BROS., 51 Front St. East, Toronto

Wheat, white, 73 to 74c.; red, 73c.; goose, 71c.; peas, 60 to 66c.; oats, 34c.; barley, 47 to 48c.; rye, 54 to 55c. No. 1 hard Manitoba is steady at 80c., Toronto freights.

FLOUR—There is no change. We quote: Manitoba patents, \$4; Manitoba strong bakers', \$3.70; Ontario patents, \$3.80 to \$3.90; straight roller, \$3.25 to \$3.35, Toronto freights.

BREAKFAST FOODS—The market is active, but no change in price is noted. We quote: Standard oatmeal and rolled oats, \$3.90 in bags and \$4 in bbls.; rolled wheat, \$2.60 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$4; pot barley, \$4.

HIDES, SKINS AND WOOL.

HIDES—An excellent demand continues, with prices firm and unchanged. We quote cow hides as follows: No. 1, 8½c.; No. 2, 7½c.; No. 3, 6½c.; cured, 9 to 9¼c. Steer hides are worth ½c. more.

CALFSKINS—We quote nominally: No. 1 veal, 8-lb. and up, 10c. per lb.; No. 2, 8c.; dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—An advance of 5c. is noted for sheepskins and lambskins, which are now worth 85c.

WOOL—No change. Market weak. We quote fleece at 15c. and unwashed at 10c.

SEEDS.

There is little doing. An occasional sale of red clover for domestic consumption is reported at \$3 to \$3.50 aboard outside for good to choice seed. Alsike is also moving quietly at all the way from \$2.50 to \$4. As no timothy is offering locally, some shipments have been imported from western United States markets.

SALT

No change is noted. Prices are firm and unaltered. We quote as follows: Carload lots, \$1.05 per bbl., and 65c. per sack; less than carload lots, \$1.10 per bbl., and 70c. per sack. At the wells we quote F.O.B., barrels, 75c.; sacks, 50c.

MARKET NOTES.

Dressed hogs are 5 to 10c. cheaper.

Sheepskins and lambskins are 5c. dearer.

Granulated sugar is 5c. per 100 lb. cheaper.

Choice dairy, large rolls, have advanced 1c. per lb.

Rhubarb and greenhouse radishes are now on the market.

Bosnia prunes are about ¼c. and French prunes ¾c. per lb. dearer in the primary markets.

All varieties of oranges are 25 to 50c. cheaper; cranberries are 50c. dearer; Valencia onions are 25c. cheaper.

Manitoba frozen whitefish, perch, pickerel and pike are now on the market. Haddies have declined ½ to 1c.; oysters 5c. per gal.

QUEBEC MARKETS.

MONTREAL, Jan. 19, 1899.

GROCERIES.

TRADE in groceries has continued quiet in the main during the past week, but within the past day or so wholesalers report some improvement in their orders for general groceries. The most prominent fact of the week has been the continued easiness in refined sugar, which is a reflection of the decline in raws and the unsettled situation of the refined article in New York. On Saturday refiners put granulated 5c. per 100 lb. lower, but so far have not touched yellows yet. In syrups and molasses firmness continues the rule, especially in the latter staple. Inquiry from Ontario jobbers for Japan teas has been quite noticeable here also during the week, and has led to some fair sized sales from first hands. Tea values generally are quite firm, as these transactions demonstrate. Dried fruits are quiet, and green fruits, especially oranges, have been unsettled, owing to the highly unseasonable weather. In fact, with good country roads an improvement in business generally is expected.

SUGAR.

The sugar market continues unsettled, the week being characterized by a further decline in the price of granulated of 5c. per 100 lb., which was decided upon by the local refiners at noon on Saturday. Yellows are unaltered from last week. This action of the Montreal refiners is a reflection of the highly unsettled condition of affairs in New York, where the refiners are cutting prices right and left. London cables report a weak and lower market for raws, beet being easy, owing to increased crop estimates, prices being ¾d. lower at 9s. 3¼d. for present and 9s. 3d. for next month's delivery. Cane, also, was dull and declining in London at 11s. 6d. for Java and 10s. for fair refining.

SYRUPS.

Business in syrups is small, but the market is quite firm as to values at 1¼ to 2¼c. per lb. in the wood.

MOLASSES.

While Barbadoes molasses continues strong in tone, the long expected advance fails to materialize and consumers are getting the benefit of the difference of opinion between the jobbers and the speculators. The former, however, have modified their attitude somewhat lately, as a consequence of declining stocks, and are disposed to ask a shade more money on new business. They have also been in the market as buyers during the past ten days or so, and have paid 31c. for 25 and 50 puncheon lots, but now it is claimed that holders have refused to accept less than 32c. Advices from

Barbadoes regarding the coming crop are somewhat conflicting, some correspondents being more sanguine of a good yield than others.

DRIED FRUIT.

There has been no change in dried fruits, Valencia raisins ruling steady, as last quoted, with demand light.

Californian raisins continue steady, and jobbing prices range from 5½c. on 2-crown up to 7½c. on 4-crown fruit, with a moderate demand.

Currants continue steady, inquiry being largely for provincials here which are selling at 4½ to 4¼c. per lb. Other descriptions are steady.

Prunes are quiet and steady, and the same remarks apply to figs and dates.

NUTS.

There is no change in these, business ruling quiet and prices generally steady.

CANNED GOODS.

There have been some large transactions in this market in canned vegetables and fish for northwestern account, and the fact has contributed to impart a much steadier tone to values, though the latter are not quotably changed. Stocks of tomatoes here, however, are by no means plentiful, and some jobbers refuse to part with their best brands under \$1. In canned salmon, also, a very firm tendency is manifest, and corn is quite strong.

SPICES.

The spice market is firm outside, but business on spot has been so quiet that the effect on this market could not be gauged.

COFFEE.

Coffee continues steady on all grades. Business has been confined chiefly to Maracaibo, which has sold in straight invoice lots at 9¼ to 9¾c. for the green bean. Santos have been moved in the same way at 8 to 9½c., and Rio at about the same figure.

TEA.

Western jobbers have been quite free purchasers of tea in this market during the past six days or so, their operations centring chiefly in Japans around 15c., at which basis several 300 and 400 package lots have changed hands. Inquiry has also been noted for blacks, and they are quite firm in tone, and it is doubtful if any could be had

FOR \$1,000 I can place a 35-line advertisement, every other day for one year, in fourteen of the leading papers in the eleven largest cities in Canada.

This is merely to give an idea of how far money can go in this country.

Never have failures been fewer, never has trade been better, never has there been better prospects for the shrewd advertiser.

I know the papers best suited for different businesses, I know their rates, I am in a position to help all who want to share in Canada's prosperity. Write stating who you want to reach, and I will gladly submit list and figures.

The E. Desbarats Advertising Agency, Montreal.

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from first hands here under 12c. per lb. Young Hysons are steady to firm also, and we note business in thirds at 12c. Some low prices on gunpowders have been talked of here, but we cannot come across any actual transactions at the low figures named, and it is considered that nothing really desirable can be had under 12c., while lots have been sold all the way up to 20c. Altogether, the tea market rules quite firm.

GREEN FRUIT.

The rainy weather has not been favorable to green fruit, and the week has been a disappointing one in several lines, for the first half of January is usually characterized by a slack inquiry, and the unseasonable weather has tended to accentuate this influence. Oranges have, perhaps, been the most unsatisfactory line of all, the demand being so poor that several carloads of Jamaica and Mexican were withdrawn at the Monday sale. Valencias sold at this sale from \$2.45 down to 65c. for wet or wasty cases. Cables quote Valencias higher at Liverpool, but with large stocks here and free offerings of Jamaica and other fruit, the fact will not affect values in Canada. Jamaicas have sold from \$2.50 to \$3 per box, \$4.50 to \$5.50 per bbl., and Mexicans, \$2.75 to \$3 per box. Florida oranges range from \$4.75 to \$5 per box for russets, and \$5 to \$5.25 for brights; Californian navels, \$3.50 to \$4, and ditto budded \$2.50 to \$3. Lemons remain unchanged \$2.25 to \$3 per box. Cranberries are selling at \$7 to \$8 per bbl. Almeria grapes are in limited supply, and 50c. per keg higher at \$5.50 to \$7. Only a few pineapples are offering at 23 to 35c. each. Bananas are steady at \$2.25 to \$2.75. Grape fruit show no change at \$5.50 to \$6 per box.

APPLES.

The apple market rules steady to firm at \$2.50 to \$4.50, as to quality. Stocks are light.

FISH.

In some lines of fish, the receipts are in

excess of the demand; in fact, stocks are ample in all lines, while the demand continues fair. With ample supplies, values on fresh fish are rather easier, and we quote haddock and cod at $3\frac{1}{4}$ to $3\frac{1}{2}$ c.; salmon, 9 to 10c.; Manitoba whitefish, $6\frac{1}{2}$ c.; dore, $5\frac{1}{2}$ to $5\frac{3}{4}$ c.; pike, $3\frac{3}{4}$; smelts, 3 to 6c. per lb.; tommy cods, \$1.10 to \$1.25 per bbl., and herring, \$1.65 per 100.

Pickled fish have ruled about the same. No. 1 N.S. herring are a little firmer at \$4.50 per bbl. and \$2.10 to \$2.25 per $\frac{1}{2}$ -bbl. Other pickled fish are rather easier, as follows: No. 1 green cod, \$5.50 to \$5.75; do. large, \$5.75 to \$6; No. 2 ditto, \$4 to \$4.25; No. 1 haddock, \$4 to \$4.25, and No. 3 mackerel, \$18 per bbl.

Smoked and prepared fish are steady. We quote: Haddies firm at $6\frac{1}{2}$ to 7c.; bay bloomers at 85c. per box, and smoked herring $9\frac{1}{2}$ to 10c. per box. Dried codfish, \$3.65 to \$3.75 per 100 lb.; boneless, 5 to $5\frac{1}{2}$ c., and dressed boneless cod, \$4.25 per 100.

COUNTRY PRODUCE.

EGGS—There was an improved demand for small lots of eggs, and the market is more active, with a firm undertone. We quote: No. 1 candled, 17c.; No. 2 do., 14c.; Montreal limed, 16c.; western limed, 14 to 15c.; western cold storage, 13 to 14c., and culls, 10 to 11c. per doz.

POULTRY—A fair trade was done in poultry, the demand being fair for small lots at about steady prices. We quote: Turkeys, good to choice, $9\frac{1}{2}$ to 10c.; scalded, $8\frac{1}{2}$ to 9c.; chickens, good to choice, 6 to 8c.; fowls, 4 to 5c.; ducks, 7 to 8c., and geese, 5 to $8\frac{1}{2}$ c. per lb.

HONEY—There is nothing new in honey. Stocks are small and prices nominal. We quote: White clover comb, in 1-lb. sections, 7 to $7\frac{1}{2}$ c.; dark, $5\frac{1}{2}$ to $6\frac{1}{2}$ c.; white extracted, 6 to $6\frac{1}{2}$ c., and dark, 4 to 5c.

BEANS—In beans business is only of a jobbing character, and prices rule steady.

We quote: Choice hand-picked, 95c. to \$1 per bushel; primes, 85 to 90c.

POTATOES—The undertone to the market for potatoes is firm, owing to supplies of choice stock being small, and prices for such are 54 to 55c. per bag in car lots.

ONIONS—Continue steady at \$1.75 to \$2 per barrel for red and yellow.

DRESSED HOGS AND PROVISIONS.

The provision market continues quiet and without any new feature of note. The demand is principally for small lots to fill actual wants. We quote: Canadian pork, in barrels, \$15 to \$15.50; pure Canadian lard, in pails, $7\frac{1}{4}$ to $7\frac{1}{2}$ c. per lb., and compound refined at 5 to $5\frac{1}{2}$ c. per lb. Hams, 10 to 12c. and bacon, $10\frac{1}{2}$ to 11c. per lb.

An easier feeling was developed in the dressed hog market, owing to the more liberal receipts and soft weather of late. The demand is good for small lots of choice, selected light weights, which are selling at \$5.50 to \$5.65, and heavy at \$5.25 to \$5.40 per 100 lb.

FLOUR, GRAIN, ETC.

GRAIN—There was no improvement in the demand for grain. Manitoba No. 1 hard wheat, afloat Fort William, January delivery, was offered at $68\frac{1}{2}$ c., but buyers showed no disposition to operate. At points west of Toronto oats sold at $29\frac{1}{2}$ c. and peas at $66\frac{1}{2}$ c. Locally, oats were quoted at $32\frac{1}{4}$ to $32\frac{1}{2}$ c. ex store.

FLOUR—In flour, millers report business up to the average for the season, but Ontario dealers say that trade is only of a jobbing character at steady prices. We quote: Winter wheat patents, \$3.75 to \$4; straight rollers, \$3.55 to \$3.70; in bags, \$1.70 to \$1.80; Manitoba patents, \$4.10 to \$4.20; strong bakers', \$3.75 to \$4.

FEED—The demand for millfeed continues good, and, as supplies are still short, values are firmly held. Ontario white wheat bran, in bulk, sold at \$14.50 to \$15, and shorts at \$15 to \$16 per ton. We

FOR THE HOLIDAYS.

CALIFORNIA NAVEL ORANGES
MEXICAN ORANGES
VALENCIA ORANGES
JAMAICA ORANGES
NEW MESSINA LEMONS
All sizes, and finest quality fruit.

HUGH WALKER & SON

Wholesale Fruit and
Commission Merchants

GUELPH, ONT.

FANCY MALAGA GRAPES
NEW NUTS, ALL KINDS
NEW DATES AND FIGS
CRANBERRIES
and
SPANISH ONIONS

... PRICES ALWAYS RIGHT ...

ALL KINDS, ALL SIZES, BUT ALL THE BEST

FAIRBANKS STANDARD SCALES

749 Craig Street

MONTREAL.

COFFEE COFFEE COFFEE

Santos, Maracaibo, Java

SPECIAL VALUES

ALL GREEN.

S. H. EWING & SONS - MONTREAL.

quote: Manitoba bran, \$15; shorts, \$17, and mouille, \$19 per ton, including bags.

MEAL—In meal, business is quiet, the demand being only of a small jobbing character, and prices for rolled oats are unchanged at \$3.60 per barrel, and at \$1.75 per bag.

HAY—The market for baled hay is quiet. Supplies are ample, and values rule about steady. We quote as follows: No. 1, \$6 to \$6.50; No. 2 extra, \$4.50 to \$5; No. 2, clover mixture, \$4 to \$4.50; clover, \$3.50 to \$4.

CHEESE AND BUTTER.

Business in cheese is dull at the moment, for the very good reason that buyers and sellers are apart as to value. The latter believe that they have only to hang on long enough to get their own prices, and as a result trading is light. On the whole, the conditions furnish fair warrant for the stand that holders take. Nominally the range is 10 to 10½c., as to grade.

The butter market is quiet, and exporters are not as free purchasers as they were a fortnight ago, but with light stocks sellers show a disinclination to concede the decline that buyers stipulate for. Recent transactions in finest late made creamery have been at 19½c. and a fraction more, but it is doubtful if these prices could be realized today, and we quote 19 to 19½c. Little or nothing is doing in dairy butter.

MONTREAL NOTES.

Montreal refiners marked down the price on granulated sugar 5c. per 100 lb. on Saturday last.

Pickled Nova Scotian herring have been rather firmer this week, but all other pickled fish are lower than they were.

The unseasonable weather has been unfavorable for green fruit, and oranges, especially, have been a drug upon the market.

and there have been further importations of American.

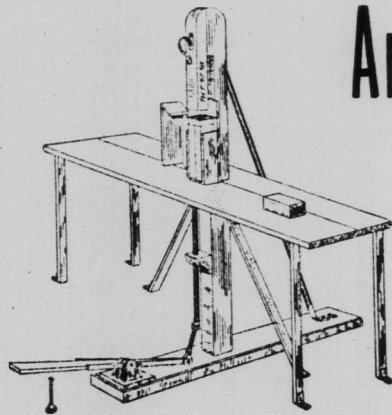
OIL—In prices there is but little new. Lubricating oil tends higher. The fact that there is less competition, no doubt, is the cause. Orders for spring are already being taken. In paint oil, demand is still quiet and prices firm. Burning oil shows no change in price. There is fair business.

SALT—Quiet. Large shipments have been received during the week of English salt, but it is very largely coarse. The shipments came both via the Manchester and Liverpool boats. The importers are more largely than ever supplying the outside trade, as was formerly largely the case when much of the outside demand was supplied by wholesale grocers who bought from the importers. Prices are cut finer, and hardly admit of two profits. In fine salt, present business is light, though there is a fair, steady demand. Prices show no change. We quote: Liverpool coarse, 40 to 45c.; English factory-filled, 90c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 to \$2.60 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz; mineral rock salt, 60c. per 100 lb.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,
ST. JOHN, N.B., Jan. 17, 1899.

THIS is the season when the wholesale grocery business is the quietest and there is the least to report regarding markets. Except in staple lines, wholesale grocers here do little buying during January, and no large quantities in these lines, except where the market may show signs of quickly turning higher. A few years ago, the quiet season extended well over the first two months of the year, and travelers did not go out till the first of February. Keen competition has, however, somewhat changed this, each year seeing the travelers start out earlier. This year travelers started out immediately after the New Year. Markets show little change. Sugar is weak,



Armeda Tea Packer and Simplex Mixer

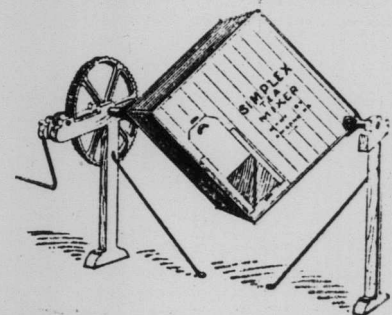
The enterprising firm of Jackson Bros., leading wholesale and retail grocers of Whitby, Ont., having got settled in their fine new premises, and being determined to maintain the foothold they have already secured, have added to their large stock an up-to-date Armeda Tea Packer.

No first-class grocer can afford to be without one of these machines.

A. H. Canning & Co.

Wholesale Agents,

57 Front Street East, TORONTO, ONT.



The Following Brands
Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO

OLD CHUM.
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CIGARETTES

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

The

DAWSON Commission
Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS,

Cor. Market and Colborne Sts.,

TORONTO.

We make a specialty of handling

Domestic Fruit

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

FRUIT AUCTION SALES

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

McWILLIAM & EVERIST

Wholesale Commission Merchants,

25 and 27 Church St., TORONTO, Can.

Telephone 645.

Mince Meat

We are now placing on the
Market a very fine line of Eng-
lish Mince Meat, put up in

5 lb. 12 lb. 27 lb. and 60 lb. PAILS

Choice Fruit and the best of
Spices only are used in these
goods, and we can confidently
recommend them to our numer-
ous customers.

F. W. Fearman

HAMILTON

**Tartan
Tea**

NOTHING
BUT
PRAISE

is heard of its rich strength
and exquisite flavor

IT PAYS to handle such goods.

BALFOUR & CO. Wholesale Agents HAMILTON

AN EVERY DAY FACT.

Quality is always in demand, is needed every place, and everywhere
proves its worth. This is why all who want a good article buy

Clark's Ready Lunch Beef.

The Great Hit of the fruit season is the

"MAPLE LEAF" BRAND

Ask your wholesale house
for them.

SEEDED RAISINS.



\$5 per Case, 64 Packages.

HAVE YOU TRIED

"BEE" STARCH

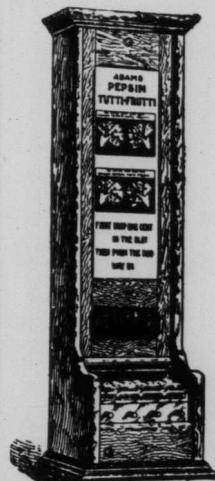
...FOR...

Collars and Cuffs?

Will not injure finest fabric. Requires no Cooking.

BEE STARCH CO.

Canadian Branch: Stanstead, Que.



Free

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

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Globe Automatic Selling Co.

13 Jarvis St., Toronto, Ont.

G.F. & J.GALT

PACKERS
OF THE

42 SCOTT ST. TORONTO. CELEBRATED

BLUERIBBON TEAS

CANNED GOODS—With the present light business the strength in canned goods is not noticed, but prices are firm, and higher figures, particularly in vegetables, are expected. Prices are rather lower here than at other Canadian points. Peaches, the only fruit with much sale here, are firmer. Lobsters show but a limited business, and rather lower prices are expected. The late high prices have curtailed the demand. Salmon is not as high here as at other points. Later in the season, higher prices are looked for. Kippered herring and finnan haddies are firm, at rather higher figures. In local market sardines show little sale.

GREEN FRUIT—The very cold weather affects outside business. This is the quiet season. There is but little to sell, particularly in a wholesale way. Oranges, lemons, and apples about complete the list. In the first named there is an active business. Valencias are improving in quality, but for best stock Jamaicas are still in demand. Lemons, which are rather lower, have a fair sale. Apples are held firm, but show large local sales. Bananas move only in a retail way. Malaga grapes are higher; very little doing.

DRIED FRUITS—There is more inquiry for prunes. A car of Californian fruit is to hand this week, including prunes, peaches and apricots. Prunes are firmer, and everything points to higher figures. In raisins, sales are small; range in quality tends to low prices. Some very fine 4-crown loose muscatels were received this week. In Malaga raisins, rather more were carried over from the old year than dealers need, which tends to easy figures. Currants are light stock; no change in price. A few Californian figs in pound bricks are to hand; sale is limited. Evaporated apples are light stock, and prices tend higher. Dried have little sale. Onions are very firm at the advance. In peanuts, extras are nearer the price of fancies than usual. All grades are higher.

SUGARS—There have been further arrivals of American granulated sugar, and there are further large lots bought to arrive. Quality is particularly satisfactory. Importers are much surprised at being asked to pay duty on the barrel. Prices on the other side are, however, above local refineries, so that for the present further sales are stopped. In local markets, prices are easy and rather lower than a few weeks ago. Foreign sugars have practically no demand.

MOLASSES—While stocks are light, dealers are not buyers, not being inclined to pay prices at which outside lots could be bought. Prices locally show little change, and are low when the light stocks are con-

sidered. Some sales could be made at low prices, but large sales will not be in order till new goods arrive. Little is being done in New Orleans, dealers having killed the demand by buying cheap goods. Syrup is very quiet.

PRODUCE—Eggs are firmer, with light supply. Held stock, where quality and appearance are good, command full figures, while for hennery stock, in a retail way, high prices are asked. Butter improves slowly, and must be good to command full prices. Demand for poor is light. Cheese is rather higher, and further high prices are expected. Local sales are not large.

FISH—Weather is much against best results. A large wholesale dealer said to THE GROCER this week that he had never seen as bad weather for the business as during the past fall and early winter. All prices are firm, though dry pollock, if receipts were more ample, would fall off some. Frozen fish are in light receipt. Herrings are too high for large business. Haddock is still higher than codfish. Finnan haddies are firm at the late advance. There is a good demand. Pickled herring is rather firmer; very light stocks are held here. There is no improvement in smoked herring. Frozen smelt is plentiful. In lobsters, while a few are being received, western demand and the canners take the bulk. We quote: Large cod, \$3.60 to \$3.65; medium, \$3.50 to \$3.60; pollock, \$1.70 to \$1.80; Grand Manan pickled herring, \$1.85 to \$1.90; ½-bbl.; Canso, pickled, \$5 per bbl.; boneless fish, 3½ to 5c.; cod, 7 to 7½c.; finnan haddies, 5 to 5½c.; smoked herring, 6 to 7c.; spring shad, \$3.75 to \$4 ½-bbl.; fall do., \$4.75 to \$5; ½-bbl.; alewives, \$3 per bbl.; bloaters, 50 to 60c.; Shelburne, \$3.75 per bbl.; Grand Manan herring, \$3.40 to \$3.50 per bbl.; quoddy, \$3.50 per ½-bbl.; frozen smelt, 5 to 6c.; frozen pollock, 1¼ to 1½c.; frozen cod, 2¼ to 2½c.; frozen haddock, 2½ to 2¾c.; frozen herring, \$1 per 100.

PROVISIONS—In barreled pork and beef, there is really no business doing. Beef is quite firm, and holders of pork are hopeful. In lard, prices keep low and a fair demand is noticed.

FLOUR, FEED AND MEAL—The interest in flour is rather less noticed. Opinions are divided, but the tendency to higher figures is rather less marked. Manitobas have shown but little change at any time. Oatmeal keeps firm, with a further advance promised. Oats are high; only fair sale. Cornmeal maintains its advance, and is firm. Beans show little improvement; stocks are light. Buyers are doubtful if now is the time to buy. Feed is still high and scarce, with hay low and no sale. Rather better inquiry for barley is reported, but the

high price affects the sales. Seedmen are beginning to look for orders. We quote: Manitoba flour, \$4.65 to \$4.85, best Ontario, \$4 to \$4.15; medium, \$3.75 to \$3.85; oatmeal, \$3.80 to \$3.85; cornmeal, \$2.20; middlings, \$19 to \$20; bran, \$17 to \$18; oats, 38 to 42c.; hand-picked beans, \$1.10 to \$1.20; prime, 95 to \$1; yellow eye beans, \$1.75; split peas, \$3.80 to \$3.90; round, \$3.25 to \$3.40; pot barley, \$3.60 to \$3.75; hay, \$7 to \$8; timothy seed, American, \$1.75 to \$2.15; do., Canadian, \$2 to \$2.40; mammoth clover, 7 to 7½c.; alsike, 7¼ to 8½c.

ST. JOHN NOTES.

Campbell Bros. have opened a large retail grocery store at McAdam Junction.

A. L. Goodwin received this week a car of Californian fruit—prunes, peaches and apricots.

Warren Fairweather has been appointed local agent by a number of the houses represented here by the late Wm. Hatheway, thus adding a new name to the list of local brokers.

Robert Jardine, representing Pure Gold Manufacturing Co., and other western houses, has returned from a pleasant western trip, during which he called on many of those whose interests are so well looked after by him when at home.

It is with deep regret that THE GROCER reports the sudden death of Arthur L. Calhoun, formerly of Fowler & Calhoun, oatmeal millers, of this city, but who recently started a mill at Wolfville, Nova Scotia, where he was working into a nice business.

The Imperial Oil Co. is a thing of the past. The manager here, Harry Drury, has taken an office in The Eastern Oil Co.'s building, and will look after the lubricating oil branch of the amalgamated business, while the Canadian and American burning oils will be looked after by The Eastern Oil Co.

SAIGON RICE CROP.

Wm. G. Hale & Co., in their circular dated Saigon, December 6, say of rice: "The weather seems settled fair, and should remain so; there is now every reason to expect a good harvest. Exports since 22nd ult. for Europe have been 9,600 tons; now loading, 14,000 tons, a very exceptional thing at this stage of the season, and there are still one or two more cargoes to go forward. Contracts for new grain hang fire, not unnaturally; still, something has been done. As far as is known 8,000 tons early February delivery at equal to 4s 8d per cwt. f. o. b. delivered weight; altogether, so far, 11,000 tons February-March delivery."

SHE IS SATISFIED.



ARE YOU SATISFIED

you are selling the best Soap Powder on the market?

IF NOT, TRY

Hudson's Dry Soap

We give you the result of 50 years successful business experience.

We give you a powder that leaves no smell.

Cheaper for your customer and yields you a larger profit than other powders.

We give you good advice:

TRY HUDSON'S.

ONCE USED—ALWAYS USED.

Obtainable from all wholesale grocers.

R. S. Hudson

34 Chaboillez Square

... MONTREAL.

No
Dissatisfaction
when
Hudson's
Soap
is used. It quickly
drives the dirt away
but won't wear out
the clothes.

Maracaibo Coffee

Direct shipment very choice,
genuine Cucuta now in store
—price low.

Warren Bros. & Co.
35 and 37 Front St. East
TORONTO.

THE B. C. PROVISION HOUSE
VANCOUVER, NELSON,
VICTORIA, REVELSTOKE.

F. R. STEWART & CO.
Wholesale Dealers in
Butter, Eggs, Cheese, Dried and
Fresh Fruits, etc.

Canadian Agents for HONDI Ceylon Tea.
HEAD OFFICE, VANCOUVER, B.C.

NEW CUSTOMERS

secured by selling

THE FRAGRANT ...

"MAGNOLIA"

CEYLON TEA

Dissatisfied customers a thing of the past

BEST TEA. BEST PROFIT.
MOST ATTRACTIVE PACKAGE.

GEORGE FOSTER & SONS

Wholesale Grocers,
BRANTFORD, ONT.

TEA

Ceylon

"SAILOR BOY"

1 and ½-lb. packages.

PACKED IN CEYLON.

PERKINS, INCE & Co.

TORONTO.

NOTHING BUT
THE BEST

**Cocoa
Chocolate**

**Coffee
Spices**

**Baking
Powder**

**TODHUNTER,
MITCHELL & CO.**

Importers, Manufacturers

TORONTO

Blue Label Tomato Ketchup

is a delicacy rarely matched. A sauce that lends snap and relish to almost any food. Made of the best tomatoes, picked in season and spiced with skill—that's why.



Prepared by
Curtice Brothers Co.

ROCHESTER, N.Y.

Proprietors of

The largest Canned Goods Packing Establishment in the world.

Manufacturers of Canned Fruits, Vegetables, Preserves, Jams, Jellies, Soups, Meat Delicacies, etc.

WRITE FOR QUOTATIONS.

THE BEST ON EARTH

Tiger Stove Polish



5 and 10 cent boxes.

The largest box and best value of any Stove Paste manufactured or sold in Canada.

The F. F. Dalley Co.

LIMITED

HAMILTON, CAN.

TRADING STAMPS IN BRANTFORD.

At a meeting of the Brantford, Ont., grocers held in the American Hotel the other day, those present resolved in a body to stop dealing in trading stamps after the expiration of their agreements. An Expositor reporter had a talk with a leading grocer on the subject.

"How do you find the trading stamp work in your business?"

"It works fine for the trading stamp manufactory."

"How about your customers and yourself?"

"That is an involved question. You know in trade the cost of goods, duty, expenses of selling, trading, stamp discounts, Christmas boxes, etc., are all added to the price of the goods, and in the long run the customer pays it all, either by receiving an inferior quality of goods, or paying an increased price."

HOW THE CUSTOMER FARES.

"We understand that a customer buys goods at ordinary rates and receives stamps to the value of \$3 on each \$100 purchased."

"So they think; but, while they receive \$3 in stamps on each \$100 purchased, they must take it out in trade at the stamp office, and, as a rule, they get what they don't

require, and what could be bought anywhere for cash at less money, while the merchant has to pay \$5 in hard cash to the stamp company for the supposed \$3 worth of stamps or goods secured. So, you see, even if the customer got the full \$3 worth on his \$100 purchases, the merchant pays \$5 for it in cash. The stampman says: 'Stand and deliver to me \$5 on each \$100 you sell, and get it out of your customers the best way you can'; and you know what human nature is—it either adds it to the selling price or depreciates the quality."

"Is there no benefit to the merchant?"

"Yes, it enables him to secure some customer that is trading at some other store, which is not right.

"Customers who ran accounts and paid monthly leave their balances unpaid, start the trading stamp business, and cost the merchant five per cent. on what they buy."

"Then you don't think it is a success?"

"No. I pay \$50 per annum tax on my store, and condemn the city council for their extravagance, fight to put them out and get more economical aldermen in, and then pay toll to the extent of 5 per cent. on \$100 to the stampman on my trade. What do I get for it? Fire protection, police, free library, electric lights, and other city benefits that my taxes bring me? No. I pay

twice as much and receive nothing, unless it is to steal away a customer from some other trader, and then start paying out 5 per cent. on his purchases to the stamp company."

A QUESTION OF TRIBUTE.

"I see you are not struck on it?"

"No; why should I be? Why should I pay tribute to the man who neither sows nor spins? I would not mind the loss if it went into the pocket of my customers. They would become more productive, but, as it is, at the end of a \$100 purchase, they have a lamp they don't need or have lost their book, or given up the whole business, and I am \$5 worse off, or worse still, some of them buy what they don't require to fill up their book quickly. As soon as my contract expires I am going out of the stamp business, as I find four courses open to me: 1, raise my prices 5 per cent.; 2, depreciate my goods; 3, lose 5 per cent., or 4, do an honest trade in a legitimate way.

"I understand the grocers are going out when their contracts expire, and so I am, as I neither want the sheriff to get hold of me, to trade on the credulity of my customers, to injure my brother merchants, or to become crooked."

Daniel Scotten proposes to erect a large tobacco factory in Windsor, Ont.

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Cream
Extra
Bright
No. 3
No. 2
Deme



Our New Package!

Have you seen it in the flesh?

LILY WHITE GLOSS STARCH

is now put up in 6-lb. Toy Trunks (package registered). You can have them with or without lock and key. There has been no such seller on the market in years.

THE BRANTFORD STARCH CO., LIMITED

BRANTFORD, ONT.

COFFEE								PETROLEUM							
	Montreal, Quebec.		Toronto, Hamilton, London, Ottawa.		St. John, Halifax.	Manitoba and B.C.			Montreal, Quebec.		Toronto, Hamilton, London, Ottawa.		St. John, Halifax.	Manitoba and B.C.	
Green—								Canadian	12	12	13½	15½	16½	16½	17½
Mocha	24	29	23	28	25	30	24	Sarnia water white	12	13	16½	16½	17½	17½	17½
Old Government Java	27	31	22	30	25	30	24	Carbon safety	17	17	16½	18	18½	18½	18½
Rio	10	11	7½	12	12	13	10	American water white	17	17½	16½	18	18½	18½	18½
Plantation Ceylon	29	31	26	30	29	31	10	Pratt's Astral, in bulk	18	19	16	16	16	16	16
Porto Rico	24	28	22	28	24	28	10								
Guatemala	24	26	22	25	24	26	10								
Jamaica	18	22	15	20	18	22	10								
Maracaibo	13	15	13	16	13	15	10								
NUTS								TEAS							
Brazil	12	13	12½	14	12	12½	15	Black—							
Valencia shelled almonds	28	30	29	30	25	30	15	Congou—Half-chests Kalsow,	\$0 12	\$0 60	\$0 12	\$0 60	11	40	40
Tarragona almonds	12	15	12	14	11	12	15	Moning, Paking	14	40	18	50	15	40	40
Peanuts (roasted)	6½	9½	9	10	9	10	9	Caddies Paking, Kalsow	35	55	35	55	30	50	50
" (green)	5½	8	7	9	9	10	15	Assam Pekoes	20	40	20	40	18	40	40
Cocoanuts, per sack	3 00	3 50	3 75	3 50	4 00	4 00	15	Pekoe Souchong	7 25	25	18	25	17	24	24
" per doz.	60	60	60	70	70	70	15	Ceylon—Broken Pekoes	35	42	35	42	34	40	40
Grenoble walnuts	12	12½	13	14	12	13	14	Pekoes	20	30	20	30	20	30	30
Marbot walnuts	7	8	8	9	8	9	10	Pekoe Souchong	17	35	17	35	17	35	35
Bordeaux walnuts	7	8	8	9	8	9	10	China Greens—							
Sicily filberts	7½	8½	8½	9	8	9	10	Gunpowder—Cases, extra firsts	42	50	42	50	40	50	50
Naples filberts	10	11	10	11	10	11	12	Half-chests, ordinary firsts	22	28	22	28	20	28	28
Pecans	10	11	10	11	11	12	12	Young Hyson—Cases, sifted,	42	50	42	50	40	50	50
Shelled Walnuts	25	26	28	28	28	28	28	extra firsts	35	40	35	40	30	40	40
								Cases, small leaf, firsts	22	38	22	38	20	38	38
RICE, SAGO, TAPIOCA								Half-chests, ordinary firsts	17	19	17	19	15	19	19
Rice—Standard B	3 75	3 90	3¾	3¾	3 62½	3 75	4%	Half-chests, seconds	15	17	15	17	14	17	17
Patna, per lb	5	5	4¾	5	5	6	6	" common	13	14	13	14	13	14	14
Japan	6	6½	5½	6	5	6	5%	Ping Sueys—							
Imperial Seeta	5	6	4¾	5½	5	6	5	Young Hyson—½-chests, firsts	28	32	28	32	30	40	40
Extra Burmah	6	6	4¾	5½	5	6	5	" seconds	16	19	16	19	16	19	19
Java, extra	6½	7	6	6½	6	7	5	Half-boxes, firsts	28	32	28	32	28	32	32
Sago	3½	4	4¼	4½	5	6	4	" seconds	16	19	16	19	16	19	19
Tapioca	4	4½	3¾	4	5	6	4	Japan—							
SODA								½-chests, finest May pickings	38	40	38	40	30	40	40
Bi-carb, standard, 100-lb. keg	2 25	2 50	2 25	2 50	2 25	2 30	1 50	Choice	32	36	32	36	25	36	36
Sol soda, per bbl	70	75	70	80	85	90	1 75	Finest	28	30	28	30	20	30	30
Sol soda, per keg	95	1 00	95	1 00	95	1 00	1 00	Fine	25	27	25	27	20	27	27
SPICES								Good medium	22	24	22	24	20	24	24
Pepper, black, ground, in kegs,								Medium	19	20	19	20	15	20	20
pails, boxes	12	15	12	14	14	15	15	Good common	16	18	16	18	15	18	18
" in 5-lb. cans	15	16	14	15	15	16	15	Common	13	15	13½	15	12	15	15
" whole	11	13	11	13	12	13	15	Nagasaki, ½-chests Pekoe	16	22	16	22	14	22	22
Pepper, white, ground, in kegs,								" Oolong	14	15	14	15	14	15	15
" pails, boxes	20	26	18	24	24	26	35	" Gunpowder	16	19	16	19	16	19	19
" " 5-lb. cans	19	25	17	24	20	22	35	" Siftings	7½	11	7½	11	7	11	11
" " whole	20	25	18	25	20	25	35	WOODENWARE							
Ginger, Jamaica	15	20	14	25	18	20	20	Pails, 2-hoop, clear, No. 1	.....	.....	\$1 45	\$1 45	\$1 50	\$1 50	\$1 60
Cloves	25	30	25	30	25	30	20	" 3-hoop, " "	.....	.....	1 60	1 60	1 60	1 60	1 60
Pure mixed spice	25	30	25	30	25	30	20	" 2-hoop, " No. 2	.....	.....	1 40	1 40	1 40	1 40	1 40
Cassia	25	30	25	30	25	30	20	" 3-hoop, " "	.....	.....	1 55	1 55	1 55	1 55	1 55
Cream tartar, French	25	27	24	25	20	22	25	" 2-hoop, painted, No. 2	.....	.....	1 40	1 40	1 40	1 40	1 40
" " best	28	30	25	30	25	30	25	Tubs, No. 0	.....	.....	8 00	8 00	9 50	9 50	10 50
Allspice	15	17	18	18	18	14	20	" " 1	.....	.....	6 50	6 50	8 50	8 50	9 50
								" " 2	.....	.....	5 50	5 50	6 50	6 50	7 00
								" " 3	.....	.....	4 50	4 50	5 50	5 50	6 00

TOBACCO....

**IF YOU WISH TO
MAKE MONEY**

invest in Tobaccos
manufactured by

Empire Tobacco Co.
Limited

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

THEY SELL ALL DAY
EVERY DAY.

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

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

**EMPIRE
TOBACCO
CO., Limited**

Granby, Que.

See Prices Current.

BUREAU OF BUSINESS INFORMATION.

PROPERTIES FOR SALE OR WANTED.

A GENERAL STOCK FOR SALE—RATE on dollar; splendid opening; best store and stand in the place. Box 205, Drumbo.

GROCERY STOCK WANTED, COMMUNICATIONS confidential. Box 760, Telegram, Toronto.

WANTED—PARTNER WITH THREE TO five thousand dollars, to go into general store business. Apply, Box 824, Telegram, Toronto.

WANTED—SMALL GROCERY STOCK, corner stand preferred, cheap for cash. Address, Box 807, Telegram, Toronto.

CHEESE FACTORY—PAYING BUSINESS—good reason for selling. H. Tovell, Walkerton, Ont.

FOR SALE—GROCERY AND CROCKERY business; first-class location; cash trade. James Craig, Kingston.

GROCERY FOR SALE; MILK ROUTE, 5 cans; tea business. 112 Yonge Street, Toronto, Room 3.

WANTED—LICENSED OR NON-LICENSED grocery for a cash buyer, in vicinity of Bleury Street West. Apply to Marquis & Cousineau, Chambers 6 and 7, New York Life Building, Montreal.

SITUATIONS VACANT OR WANTED.

WANTED—TWO EXPERIENCED PROVISION travellers; Dominion trade. Apply Post Office Box 187, Hamilton.

WANTED—ON 1ST FEBRUARY, TRAVELLER for Lower Provinces by packing and canning house. Apply by letter stating experience, P. O. Box 644, Montreal.

WANTED—REPRESENTATIVE IN NOVA Scotia and New Brunswick for a first-class ham, bacon and lard establishment; on commission; one now operating territory with staple goods preferred. Address R. 841, Star Office, Montreal.

WANTED—GROCERY CLERK, MUST board with advertiser and have good references as to character and capability. Address S, 876, Star Office, Montreal.

WANTED—TRAVELLER TO HANDLE side line on commission; one starting over branch lines preferred. Good thing to right party. Box 553, Winnipeg.

WANTED—A GOOD CLERK WITH 3 TO 4 years' experience in a country store, with first-class reference. Apply personally, to A. Pilon, Casselman.

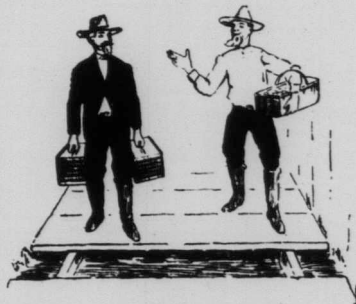
WANTED—AT ONCE, A YOUNG MAN TO care horse and drive a grocery express, one reliable and respectable preferred. Bring reference. Apply 319 St. Antoine St., Montreal.

The London Coffee and Spice Co.

LONDON, ONTARIO

LIMITED

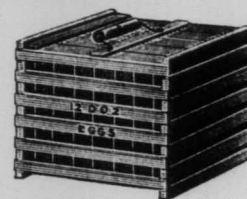
Our travellers are now on the road with full lines of COFFEE, SPICES, MUSTARDS, EXTRACTS, FRENCH MUSTARD, Etc. A trial order solicited.



FARMER JONES.—"Say, neighbor! I really thought you had more sense than to waste your money on them new fangled Egg Crates."

FARMER BROWN.—"I have no regrets, never got so much satisfaction from so small an outlay—wouldn't be without them if they cost three times as much. Just got them about six weeks ago, and I am money ahead already. You will think the same as I do some day."

HAVE THE BEST OR NOTHING



Humpty Dumpty Egg Crates

**Nothing to Equal Them
For Farmers' Use.**

All the loss and annoyance attending old methods done away with by their use.

Send for Circulars and Prices.

Made Exclusively by

The DOWSWELL MANUFACTURING CO., Limited

W. L. HALDIMAND & SON
32 and 34 St. Dizier St., Montreal, Eastern Agents.

HAMILTON, CANADA.

HINTS TO BUYERS.

WARREN BROS. & Co. have just received into stock a shipment of "Cucuta" Maracaibo coffee.

H. P. Eckardt & Co. are offering extra value in brooms.

H. P. Eckardt & Co. are selling evaporated peaches at 9½c.

New Hallowee dates are in store with The Eby, Blain Co., Limited.

A carload of medium syrup is in stock with Balfour & Co. this week.

Balfour & Co. are offering special values in spices, both whole and ground.

"Yes," say Lucas, Steele & Bristol, "we have excellent 'points' to offer at 17c."

The Eby, Blain Co., Limited, are offering Comadre, natural and Eleme figs at close prices.

Another shipment of Californian prunes, 40-50, is to hand for The Davidson & Hay, Limited.

A shipment of "Humpty Dumpty" egg cakes have just been received by H. P. Eckardt & Co.

"Refugee" and "Golden" wax beans are being offered by H. P. Eckardt & Co. at special prices.

An exceptionally fine range of all lines of teas is being shown this season by W. H. Gillard & Co.

Californian canned peaches, to retail at 12½c. are offered by The Eby, Blain Co., Limited.

A fine domestic pickle, full pint size, to retail at 12½c. is offered by The Eby, Blain Co. Limited.

Lucas, Steele & Bristol are offering exceptional value in prunes, evaporated apples and white beans.

D. Gunn, Bros. & Co. advise shipment of poultry, as the market is in a remarkably healthy condition.

The Eby, Blain Co., Limited, offer Californian unpeeled peaches, in 25 lb. boxes and 50-lb. bags, at close prices.

Another invoice of "Golden Tip" Ceylons is to hand with Lucas, Steele & Bristol, also "Empire" pekoes.

Special inducements in teas are offered by The Eby, Blain Co., Limited, as indicated by their announcement in this issue.

"Dove" brand New Orleans molasses, finest open kettle, put up in 3-lb. tins, is being offered by The Davidson & Hay, Limited.

A consignment of Dixon's Carburet of Iron stove polish has just been received by W. H. Gillard & Co., who have a large sale for this standard article.

George Foster & Sons are large holders of canned salmon in the most popular brands, and are prepared to give close quotations for round lots.

C. E. Colson & Son have just received

another shipment of Slade's Butter-Scotch consisting of 20 cases ½-lb., and 20 cases 1-lb., 12 dozen to each case.

The Davidson & Hay, Limited, have to hand this week a shipment of Labrador and No. 1 split herring in bbls. and half-bbls., also pure cod and boneless fish.

Intending purchasers of tomatoes, corn and peas will find a full line of standard brands at George Foster & Sons', and at prices lower than to-day's values.

George Foster & Sons have a heavy stock of all kinds and grades of teas, which they are not holding for the expected duty, but offering, as heretofore, at prices away down.

"We are offering some splendid values in low grade Young Hysons. These are early bought teas, and our figures are several cents per pound below to-day's cost," report The Davidson & Hay, Limited.

W. H. Gillard & Co. are having a large sale for the "Aurora" Ceylon tea, black and mixed, in 1-lb. and ½-lb. packages. This tea, besides being of exceptional merit, is packed in very handsome packages.

PERSONAL MENTION.

Amongst the business men visiting Hamilton, from the B.C. district lately, Mr. Fink and Mr. Gilpin, of Fort Steele, made long stays. Mr. Evans, of Cranbrook also took in the sights.

Owing to family bereavement, Mr. C. R. Dixon, the Northwest representative of Lucas, Steele & Bristol, has been detained in the east longer than anticipated, but hopes very soon to "go west" again. Mr. Dixon will have the sympathy of his Northwest friends in the loss of his mother.

CANNED GOODS FOR THE ARMY AND NAVY.

J. G. Colmer, of the High Commissioner's office, in a letter received at Ottawa on Monday, has learned that food products for the army and navy are obtained through the agency of brokers, who buy in the public market and by tender confined to manufacturers who have made application to tender and who are financially sound.

There is talk of a beet sugar factory being established in Winnipeg.

John T. Stock, general merchant, Waterdown, Ont., has assigned, with liabilities of about \$8,000.

A. F. MacLaren & Co. have reduced the price of the large-size jars of "Imperial" cheese from \$9 to \$8.25.

At the annual meeting of the Fredericton Board of Trade the following officers were elected: C. Fred. Chestnut, president; J. H. Barry, vice-president; J. W. McCready, secretary; W. Tennant, treasurer.

A LEAGUE OF FRUITMEN.

MR. HARRY DAWSON, manager of The Dawson Commission Co., Limited, Toronto, returned on Tuesday from his trip to New Orleans, where he went, with his wife, as a guest of a delegation from the Buffalo branch of the National League of Commission Merchants of the United States, the annual meeting of which was held in New Orleans last week.

When seen by a representative of THE CANADIAN GROCER, Mr. Dawson was enthusiastic in his praise of the reception he and his wife received while in New Orleans.

"We were," said he, "the only Canadians present, and they, especially the ladies, seemed determined to convince us that they were in favor of good fellowship between the two Anglo-Saxon bodies on the continent. Between seeing sights by carriage on the land, and by boat on the Mississippi, they kept us fully engaged."

"Was there anything done at the meeting which will affect the Canadian trade?"

"No. You see, it was purely a National gathering. I was merely a guest."

"Would it be of advantage to the trade in Canada to have it made International?"

"We could form a Canadian league, and have it affiliated. Branches could be established at Toronto and Montreal, and Victoria and Vancouver could combine to form another."

"Why not have branches in other centres?"

"Well, if we desire to affiliate with the United States organization we would have to have five reputable commission houses in each league, and in the smaller centres there are not that many fruit commission houses."

"Would it be of advantage to the fruitmen to form leagues in Toronto, Montreal and the two V's?"

"Most decidedly; to belong to the league a firm must be honest and above board. If a charge of crookedness or dishonesty is proved against a firm its name is dropped. This rule makes it practically safe to ship on commission to any house in the league; thus, the firms in the league find it easier to get fruit on commission than they might otherwise be able to do. It helps to give a house a continental standing."

SELL YOUR DRIED APPLES.

An authority on dried and evaporated apples said to THE CANADIAN GROCER the other day: "You will do your readers a good turn to advise them strongly to sell all their dried apples before the present season is over. The present price for this class of apple is abnormally high, and, though it will continue at about the present figure for some time, there is not much chance of any advance, and when the present season is over a decline is almost certain, as it is altogether improbable that such high prices will continue through two successive seasons. I anticipate a drop of 2c. when the present season is over."

TORONTO BOARD OF TRADE OFFICERS.

TUESDAY was nomination day at the Toronto Board of Trade. The president, vice-presidents and treasurer were all elected by acclamation, as follows:

President..... A. E. Kemp.
First Vice-President... A. E. Ames.
Second Vice-President. W. E. H. Massey.
Treasurer..... J. L. Spink.

The following were nominated, 15 to be elected: Jas. D. Allan, A. A. Allan & Co.; Hugh N. Baird, Crane & Baird; C. W. Band, Jas. Carruthers & Co.; Wm. Christie, Christie, Brown & Co.; A. R. Clarke, leather and glove manufacturer; F. W. Cockshutt, general merchant, Brantford; Barlow Cumberland, vessel owner; R. A. Donald, Pure Gold Mfg. Co.; John F. Ellis, The Barber & Ellis Co.; W. G. Gooderham, Gooderham & Worts, Limited; Ed. Gurney, The Gurney Foundry Co., Limited; W. J. Gage, publisher; Peleg Howland, wholesale hardware; Wm. Ince, jr., Perkins, Ince & Co.; Geo. Keith, seed merchant; W. D. Matthews, W. D. Matthews & Co.; W. C. Matthews, R. G. Dunn & Co.; J. F. Michie, retail grocer; John Pugsley, soap manufacturer; Elias Rogers, The Elias Rogers Co., Limited; Wm. Stone, Toronto Lithographing Co.; C. C. VanNorman, Harvey & VanNorman; D. R. Wilkie, general manager Imperial Bank.

Mr. A. E. Kemp, the new president, is to be congratulated upon his elevation to the highest office in the gift of the board. In the less important offices which he has hitherto filled in the board he has proved himself to be an energetic and painstaking officer. He was elected to the second vice-presidency, when it was felt that a man like he was needed in the councils of the concern. He was elected by acclamation. His experience was the same in regard to the first vice-presidency, and now, again, with the presidency, he has been elected without opposition.

OVERBUYING.

The tendency to overbuy seems to be one of the greatest difficulties that the retail merchant of the period has to overcome, writes J. H. Parnell in an exchange. Many

a merchant goes to the market, and, as it would seem, buys with the idea that he is purchasing something that cannot be duplicated. When buying, he does not seem to look into the future, realizing that the bills he is making are to mature. How much better, on the other hand, would it be for him to buy a bill, say to-day, and in 60 days duplicate it, thus spreading the payments, than to buy the whole amount at one time, making it all fall due at one time. How much discount could he save upon this plan? Many times he could discount his bills by splitting them up, whereas, by making them large at the beginning of the sea-

after an order is given until the goods are in the store of the merchant. This justifies frequent purchases in comparatively small amounts. How many times are letters received by the wholesaler and the jobber from a retail dealer, saying: "I cannot possibly send you a cheque at present. Much to my regret, I find my stock very little broken. I am afraid I am overstocked." Then it became evident that had the merchant bought lighter, he would have been in better shape to meet his bills.

Almost any house would prefer an account that is active—that is, where purchases are made frequently, with the bills maturing at different dates—to an account in which the purchases are made only two or three times a year, in large amounts, at the maturity of which it is necessary to close the account by notes. Every merchant has felt, at one time or another, the ill effects of being overstocked. The chief trouble is that they do not profit by experience.

My advice to all is this: At the opening of the season, buy a good assortment, and then duplicate the goods as you find you need them.

By adhering to this plan you will find that at the end of the season you will be in a position to purchase an entirely new line of goods, without finding it necessary to sell off at a loss what you would otherwise carry over at a considerable cost, and at the same time find yourself overstocked.

TAXES IN ST. JOHN.

At a meeting of a joint committee representing the board of trade and the city council of St. John, N.B., the following resolution was adopted:

Resolved: That the present system of taxing personal property and income be abolished, and that the common council be respectfully requested to consider the adoption of a measure based on the principles of the Montreal system of assessment and that proposed in Halifax, so far as these may be applicable to the peculiar circumstances of St. John.

Frank L. and L. J. Gleeson have bought out T. B. Willis, general merchant, Brougham, Ont., and have opened up under the style of Gleeson Bros., with a clean, new stock of all kinds of goods. Mr. Willis is opening up a general business in Markham, Ont.



PRESIDENT A. E. KEMP.

son, he is driven to the necessity of letting them run to maturity, or even worse, he finds it necessary to take them up by notes.

The retail merchant should realize that by cautious buying he almost entirely eliminates the chance of being overstocked. The moment a merchant gets into the condition of being overstocked he wants an extension. For the most part he attributes the cause of his embarrassment to the weather, or to the condition of the crops, whereas the true reason is that he has been carelessly overbuying.

The condition of business to-day is such that it is only a matter of a very few days

TRANSCONTINENTAL MAILS.

DURING the last few days many of the newspapers across the line have devoted much space and lavish eulogy to the feat recently accomplished of transporting mails from New York to San Francisco, a distance of 3,347 miles, in 107 hours and 10 minutes, in accomplishing which over 12 hours was clipped from the then existing record for mail trains. A Chicago paper, commenting on the rapid run, remarked that "the Canadian Pacific has been anxious to get the plum, but cannot make the time." The plum referred to is the carrying of the transcontinental mails.

In that connection a C.P.R. official tells about the run made by the C.P.R. in 1891, when, at 1 p.m., on August 29, a train left Vancouver, carrying mails from S.S. Empress of Japan. It took this train just 77 hours and 9 minutes to reach Brockville, 2,802 miles distant. The mails were then taken across the St. Lawrence river to Morristown, N.Y., where a New York Central flyer took them on board at 9.45 p.m., Sept. 1. The 353 miles to New York were covered at the rate of 54 miles an hour, in 6 hours and 58 minutes, making the total for the transcontinental trip exactly 84 hours and 7 minutes, or 23 hours and 3 minutes quicker than the trip made over the United States roads.

It was confidently stated that "the C.P.R. cannot make the time," and yet more than seven years ago it is seen that this road beat the present performance by within a fraction of 24 hours, and this, too, with a road-bed greatly inferior to that of the present day. The two roads side by side are as follows:

	Miles.	Hours.
New York to San Francisco..	3,347	107.09
Vancouver to New York....	3,155	84.07

The American route is thus seen to be 192 miles longer than the Canadian, but the difference in the time is very much more than the increased distance would represent under similar conditions.—Star, Montreal.

LONDON COFFEE AND SPICE CO., LIMITED.

The business of I. M. Mayell & Co., manufacturers of spices and coffee, London, Ont., has been purchased by The London Coffee and Spice Co., Ltd., which has been incorporated with a capital stock of \$25,000, and which will continue the manufacture and sale of all goods carried by the old firm.

The new company is composed of the following practical men, well known to the trade: A. T. Cleghorn, who has for the past few years represented the largest firm of coffee importers of New York, Hard & Rand, also Hanson, Son & Barter, spice dealers, of London, England; Alf. E. Con-

nor, late representative of Gorman, Eckert & Co. in Western Ontario; H. Kenzie McCormick, late with I. M. Mayell & Co., and D. J. McLeod, formerly with Edward Adams & Co., wholesale grocers, London, and Balfour & Co., wholesale grocers. Hamilton.

As will be seen from the list of members, the new company is a strong one, and, as they intend devoting their energies to the production of goods of high quality, they should meet with certain success right from the start.

AMONG TORONTO RETAILERS.*Makes the Difference.*

Any person who takes an interest in window dressing must soon notice that some windows always attract the attention, while others, though they may contain the same goods as the attractive ones, yet never seem to draw one's attention. The cause of this is not found in a few hours' study, but there is a cause, all the same. This was strikingly manifested to me recently by comparing a display which was exhibited in the windows of two different stores. The display was an unusually interesting one. Some ingenious carpenter or woodworker had built an excellent model of a suburban street, with fine houses, grounds, etc. Along this street, and, in fact, around the whole model, a fine representation of a trolley car and trailer was perpetually moving. The power to drive the trolley was derived from a thin copper wire connected with the electric lighting system in the store. The first place I noticed this model was in a Yonge street grocery store window, where it was placed to set off a display of soap. In front of the window was a table on which were arranged a couple of rows of fowl, and, I think, a couple of boxes of fish. Whether it was that passers-by looked at the fowl and fish and not into the window, or whether it was that the window was an ordinary one in point of size and outside appearance, it caught comparatively little attention, for while I was in the store watching the effect of the display, at no time were there more than three or four looking at it, and, as a rule, it was not noticed at all, though there were many people passing.

A short time after, the same model was exhibited in another Yonge street dry goods store. A special sale of white goods was being made by the various dry goods houses in the city at the time, and this window was devoted to a display of linen goods. I opened this paragraph by calling this the same model as that in the first window, but, in appearance it was not the same. In the trolley car there were now quite a number of passengers—gaily dressed dolls. On the side of the rear platform a card drew atten-

tion to the white goods sale now on. In many other places timely cards made the display more interesting and lifelike.

In front of this window there were on an average from six to ten persons, and sometimes a small crowd watching the movements of the trolley, and, of course, having their attention directed to the linen display.

There were two reasons why this display attracted greater attention in the dry goods store than in the grocery store. The model was unquestionably more attractive, with the many little cards about it, and with the many passengers in the trolley. But the principal reason was the window. The grocery window was an ordinary one in size and shape, and was partly obscured by the displays outside; the dry goods window was a fine, large, modern one, with a low floor which set off the goods to advantage, and with large mirrors, which gave the ladies stopping to see the exhibit an opportunity to see if their hats were on straight.

THE RAMBLER.

NEW FIRMS COMMENCING.

Hector Lafamme is opening out as grocer in Hull, Que.

W. R. Pallister is starting up a general store in Kars, Ont.

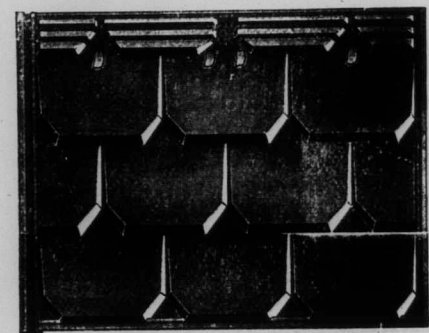
Reid & Brooks are opening up a general store in Gracefield, Que.

Blacklock & Co. are commencing as dealers in grocers' sundries, in Montreal.

J. P. Graves & Son, grocers, Boissevain, Man., have opened a branch store at Elgin.

THEY'RE LIGHTNING PROOF!

That is one of the superior qualities of

**EASTLAKE
STEEL
SHINGLES**

They give absolute protection from any damage by lightning—in addition, they are more quickly laid than others—fit perfectly, on account of our patent side lock—can't leak—can't rust—can't burn—and are the most economical, durable shingles to be had. Write us about them.

Metallic Roofing Co., Limited

1180 King St. West - TORONTO.

**TO THE WHOLESALE TRADE AND
OTHERS :**

See that you are fully stocked with

E. B. Eddy's

Universally
acknowledged
to be
superior to
all others.

"Victoria" Parlor

"Eagle" and

Other Brands

Matches

The E. B. EDDY CO., Limited

HULL, MONTREAL, TORONTO

**QUEBEC, HAMILTON, KINGSTON, LONDON, ST. JOHN, N.B., HALIFAX,
WINNIPEG, VICTORIA, VANCOUVER, ST. JOHN'S, N'FLD.**

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CAN YOU AFFORD

to carry in stock unknown brands of stove polish that your customers know nothing about, brands they do not call for, the quality of which is inferior, gives them dissatisfaction, and the consequent sale of which brings discredit to your store? Your best judgment answers NO! Then sell

Enameline

THE MODERN
STOVE POLISH
PASTE, CAKE OR LIQUID

If you are doing business for profit it will pay you to handle our whole line.

J. L. PRESCOTT & CO., NEW YORK.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

GEOERGE LAVOIE, general merchant, St. Octave, Que., is offering 30c. cash, on the dollar.

Jos. Moreau, grocer, Levis, Que., has assigned.

J. Damien Caron, grocer, Hull, Que., has assigned.

A meeting of the creditors of F. C. Doctor, grocer, Ottawa, has been held.

J. T. Pouliot, general merchant, L'Islet, Que., is offering 50c. on the dollar.

Pigeon & Otis, grocers, Montreal, have compromised at 30c. on the dollar, cash.

N. H. Turcotte, general merchant, Broughton Station, Que., is seeking an extension.

A statement of the affairs of Leon Rond-eau, grocer, etc., Quebec, is being prepared.

Assignment has been demanded of Joseph H. Brodeur, general merchant, Varennes, Que.

Anthime Jacques, general merchant, Lot-biniere, Que., has compromised at 40c. on the dollar.

Napoleon Daunais, proprietor of The Star Tobacco Co., Montreal, has assigned to Lamarche & Benoit.

Assignment has been demanded of Alphonse Gaumond, general merchant, St. Jean Des Chaillons, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

P. A. Collette & Co., general merchants, St. Remi, Que., have dissolved.

R. H. Staples and John R. Carthew, merchants, Carman, Man., have dissolved partnership.

Chas. L. Carter, general merchant,

Hopewell Cape, N.B., has admitted — Steeves under the style of Carter & Steeves.

Frs. Xavier Bertrand and Leda Deschene have registered as partners under the style of Bertrand & Deschene, grocers, Kingsville, Que.

SALES MADE AND PENDING.

P. Hobbs, grocer, Rat Portage, Ont., has sold out.

The stock of Sturdy Bros., grocers, Goderich, Ont., has been sold.

The assets of Ferdinand Lavoie, general merchant, St. Eugene, Que., have been sold.

The stock of Ira A. Byce, general merchant, Kars, Ont., has been sold at 28c. on the dollar.

CHANGES.

Bliss H. Dodd, general merchant, Sussex, N.B., has retired from business.

D. J. McLeod, grocer, Tilsonburg, Ont., has sold out to A. W. Robertson.

Miss Marguerite Berthiaume, grocer, Hull, Que., is retiring from business.

Eus. Rene has registered as proprietor of Richard & Co., general merchants, Nicolet, Que.

C. E. Mallette & Co., produce dealers, Nelson, B.C., have been succeeded by G. F. Motion.

P. H. De Lacourt has registered as proprietor of The Foreign Cheese and Importing Co., Montreal.

Fred. J. K. Alexander has registered as proprietor of The Montreal Tea Co., wholesale tea, Montreal.

Geo. R. Ross, grocer, New Glasgow, N.S., has registered consent for his wife, Catherine Ross, to do business in her own name.

FIRES.

L. D. Torr, grocer, etc., Wellington, B.C., has been burned out.

The Gardiner Biscuit Co., Kingston, Ont., have suffered damage by fire.

J. C. Sutherland, grocer, etc., Wallaceburg, Ont., has been burned out.

Fred. R. Edwards, general merchant, Thurso, Que., has been burned out.

The canning factory of Samuel Gedney, Mink Cove, N.S., has been burned; no insurance.

Alex. MacLaren, general merchant and miller, Wakefield, Quebec, has been burned out; insured.

Joseph Meade & Co., general merchants, Coaticook, Que., have been burned out; partially insured.

DEATHS.

James Brown, grocer, Weymouth, N.S., is dead.

A. L. Goodwin, commission fruit dealer, St. John, N.B., is dead.

Peter McIntosh, of P. McIntosh & Son, wholesale flour and feed dealers, Toronto, is dead.

Thomas Todd, of Thomas Todd & Son, produce dealers, and proprietor of The Todd Milling Co., Galt, Ont., is dead.

A CURE FOR GRIPPE.

A great many of the readers of THE CANADIAN GROCER are probably suffering or peradventure may suffer from the la grippe scourge. Here is a recipe which is warranted, by those who have tried it, to cure: Pour a kettle of boiling water into a basin. Into the water put a sponge or cloth. Of the two a sponge is probably preferable. Upon the sponge pour half an ounce of laudanum. Then inhale the steam for half an hour. It is claimed that this will place la grippe hors de combat in a night.

DUNN'S PURE MUSTARDS

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

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CADBURY'S

NO
CHEMICALS
USED.

COCOA

The late editor of the *Sanitary Review*, writing on "The Consumption of Cocoa," warns the public against the use of foreign cocoas containing alkali, and makes the following allusion to the firm of Cadbury Brothers:—"It is the aim and practice of this famous firm to send out cocoa absolutely pure, of the highest quality which art will permit."

ABSOLUTELY PURE, THEREFORE BEST.

For Price Lists, Etc., apply **FRANK MAGOR & CO.,** 16 St. John St., **MONTREAL**

CANADIAN PRODUCTS IN BRITAIN.

THE year 1898 was more than satisfactory to the producers and shippers of Canadian agricultural products. Though prices have not been unusually high, there has been a steady tone maintained for all goods, except wheat and flour, and, possibly, cattle, the prices of which were manipulated by speculators.

As will be remembered, the year opened with a surplus of cheese on the British market, a surplus sufficient to cause the price to fall from 44s. per cwt., the January figure, to 40s. in April. Early in May a stronger feeling developed, and an advance of 6s. was maintained for some weeks. A reaction ensued, however, and, by the first of July, when the new cheese arrived, it sold on the London market at 37s. to 38s. From that time until the end of the year a steady rise in values brought the price to 50s. in the second week of December, which figure was maintained till the end of the year. Thus, the year closes with cheese 6s., or 13½ per cent. dearer than it opened.

The large increase in our shipments of butter to Great Britain does not seem to have depreciated prices to any serious extent. The year opened with butter on the London market at 96s. per cwt. This price rose till 104s. was reached in March. The lowest figures of the year were touched in

June, when 82s. was received. From that time till October, there was a steady appreciation, when 100s. was quoted. During the last three months of the year over 100s. was noted every week, except that ending Nov. 26, when 96s. was quoted. The highest figures were received in the weeks ending Oct. 15, Dec. 3, and Dec. 10, when 108s. was noted. The year closed with prices steady at 102s. per cwt.

No Canadian eggs were placed on the British market between January and July. Those arriving during January sold at 9s. 6d. per long hundred on the Liverpool market. In July the market opened at 6s. 6d., and from that date a steady improvement brought the price to 9s., early in December. This was maintained till the end of the year.

The feature of the year 1898 was the increase in our shipments of hog products, though the figures relating to this increase are not to be had. Bacon opened the year on the London market at 52s. per cwt., and appreciated slowly, but steadily, till 60s. was received in and maintained throughout the month of August. The receipts on the London market, however, were too heavy for the maintenance of such prices, and, from August till December a steady decline brought the price to 42s. The last week of the year witnessed an improvement which brought the price up to 46s. The price of

hams at the opening of the year was 54s. per cwt. This figure was only maintained a couple of weeks, when a decline of 2s. took place. In April, the lowest figure of the year, 48s., was noted. From this month till September a steady appreciation brought this price to 62s., where it remained till the third week in October, when it broke, and declined slowly to 54s. in December, thus ending the year as it opened.

NEWFOUNDLAND CODFISH.

The codfish shipped from this port since Aug. 1 amounts to 445,736 quintals, against 416,770 quintals last year. A difference in favor of this year of 28,916 quintals. Portugal, Italy, Brazil, and England took more of our fish than last year, Spain, the British West Indies, the Dominion of Canada and United States took less. Scotland, which honored us by taking a small quantity last year, didn't take a cod's tail from us this year. Brazil is our biggest customer again this year, she having taken about three-fifths of our entire shipments. The Brazil market is growing year by year, as the following figures will show:

Year.	Quintals.
1892.....	130,000
1893.....	150,000
1894.....	125,000
1895.....	133,000
1896.....	130,000
1897.....	230,000
1898.....	273,000

These figures were compiled before the end of the year, and it is safe to put the Brazil figures from August to the end of year, at 280,000 quintals.—Trade Review, St. John's, Nfld.

BRUNNER, MOND & CO.'S

Bicarbonate of Soda
Soda Crystals

BEST IN
THE MARKET

Concentrated Sal Soda
Caustic Soda

Bleaching Powder
Pure Alkali



WINN & HOLLAND
MONTREAL
SOLE AGENTS
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PUREST THAT
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 Mercantile Broker,
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BORAX
SALTPETRE
SAL SODA
BI-CARB. SODA
 Wholesale Quantities Only.

E. FIELDING,
 34 Yonge St., TORONTO

**DON'T PAY FREIGHT
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**CONCENTRATED GRAPE WINE
 VINEGAR**, best and most economical
 Vinegar made. One gallon Concentrated
 makes 25/27 gallons Standard Vinegar—
 Great saving in weight and freight. Write
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 German Chicory, Coffee, Extracts and Essences
 LUDWIGSBURG, GERMANY FLUSHING, N.Y.

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

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Students have a larger earning power who
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1. Bookkeeping,
2. Shorthand,
3. Typewriting,
4. Telegraphy, Commercial
and Railway Work,
5. Civil Service Options.

Students may commence Telegraphing on the 1st
 of each month, and the other departments at any
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 Belleville, Ont. Principal.

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GLEN ORME
Scotch Whisky
 Fine Flavor.
 Good Value.
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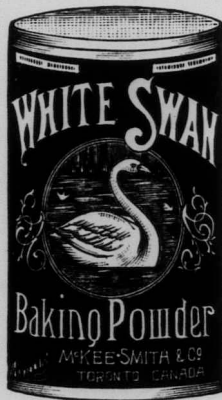
Wholesale
 Produce

Griffin Brand Hams, Bacon and Lard.

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

CORRESPONDENCE SOLICITED.

121 and 123 Water Street,
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 SWAN**

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**Baking
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for Strength, Purity and
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 Sold by all wholesale
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 Mfrs.
 6 & 8 Bay St., Toronto.

**MOTT'S
 DIAMOND
 CHOCOLATE.**
 IS THE BEST.
 JOHN P. MOTT & CO.
 HALIFAX, N.S.
 ESTABLISHED 1844.
 ASK FOR
MOTT'S

**Royal
 Snaps**
 Please ask for
 samples and
 price of best
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THE HOME CAKE CO.
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The Toronto Patent Agency
 Limited
 CAPITAL - \$25,000

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THE MOST NUTRITIOUS COCOA.
EPPS'S
 GRATEFUL
 COMFORTING
COCOA

In labelled Tins.
 14 lb. Boxes.

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 For the entire Dominion, **C. E. COLSON & SON,**
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**Brooms
 Brushes
 Baskets**

Wooden Ware

**Paper Bags,
 TWINE, PAPER
 Butter Tubs**

WALTER WOODS & CO.,
 HAMILTON.

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4 lb. ca
 5 lb. ca
 Cook's
 Size 1, i
 " 10, i
 " 2, i
 " 12, i
 " 3, i
 Round i
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 oz. tin
 lb. tin
 Diam
 1 lb. t
 1/2 lb. t
 1/4 lb. t
 Silver C
 cas
 English
 cas
 1 lb. i
 Kitchen
 cas

EVERYTHING

comes to the man who

WAITS,

but **Robinson's Patent Barley**

and **Robinson's Patent Groats**

have stood the test of over ninety years, and are now being sold by almost every reliable Grocer in Canada.

Don't **WAIT** until you are asked for them, but stock these Foods **NOW**.

Current Market Quotations for Proprietary Articles

Jan. 19, 1899.
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BAKING POWDER.

PURE GOLD.

3 oz. cans, 4 and 6 doz. in case	88
4 oz. cans, 4 and 6 doz. in case	95
6 oz. cans, 2 and 4 doz. in case	1 40
8 oz. cans, 2 and 4 doz. in case	1 80
12 oz. cans, 2 and 4 doz. in case	2 70
16 oz. cans, 2 and 4 doz. in case	3 60
2 1/2 lb. cans, 1 and 2 doz. in case	9 00
4 lb. cans, 1 doz. in case	14 40
5 lb. cans, 1 doz. in case	18 00

Cook's Friend—

Size 1, in 2 and 4 doz. boxes	\$ 2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Round tins, 3 doz. in case	3 00
oz. tins, 3 "	2 40
oz. tins, 4 "	1 10
lb. tins, 1/2 "	14 00

Diamond—

1 lb. tins, 2 doz. in case	per doz. 1 20
1/2 lb. tins, 3 "	" " " "
1/4 lb. tins, 4 "	" " " "

THE F. F. DALLEY CO.

Silver Cream, 1/4 lb. tins, 4 to 6 doz. cases	per doz. \$0 75
English Cream, 1/2 lb. tins, 4 to 6 doz. cases	1 5
1 lb. tins, 2 to 4 doz. cases	2 00
Kitchen Queen, 1/4 lb. tins, 4 to 6 doz. cases	0 55

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

JERSEY CREAM BAKING POWDER.

7/8 size, 5 doz. in case	40
3/4 " 4 " " "	75
1/2 " 3 " " "	1 25
1 " 2 " " "	2 25

SNOW DRIFT BAKING POWDER.

1/4 lb. tins, 4 doz. in case	per doz. \$ 75
1/2 " 3 " " "	1 20
1 " 2 " " "	2 00
3 " 1 " " "	6 50
5 " 1/2 " " "	10 00
10 lb. boxes	per lb. 16
35 lb. pails	16

WHITE SWAN BAKING POWDER.

1/4 lb. tins, 3 doz. in case	per doz. 0 80
1/2 " 2 " " "	1 20
3 " 1 " " "	2 00
5 " 1 " " "	9 00

CANADA MFG. CO.

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

BLACKING.

P. G. FRENCH BLACKING

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

THE F. F. DALLEY CO.

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

THE ALPHA CHEMICAL CO.

Stove Polish—

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

Patent Stove Polish—

Sunlight Lead Bar 6's	per gross \$2 25
Packed in 1/2 gross cases	
Sunlight Liquid, 1/2 gross cases	10 80
Moody's Black Lead 3's	4 25
1/2 gross case	
Reliable Stove Pipe Varnish	1/2 gross cases 14 40
6-oz. bottles	

Quickshine Pipe Varnish	12 00
1/2 gross cases pressed top tins	
Alpha Metal Polish No. 2	9 00

Shoe Dressing— in 1/2 gross cases	
French Oil in 3-doz. cases	2 20
Reliable Shoe Dressing	9 00
Ecliptic Combination tan	12 00

Moody's Ox Blood	12 00
Chocolate	12 00
Alpha Chemical Co. French Castor Oil	9 00
Alpha Chemical Co. Refined Sweet Oil	9
Alpha Chemical Co. Turpentine	7 50
Moody's Non-Corrosive Inks	4

Shoe Blacking—

Reliable French Blacking, No. 5	in 1/2 gross cases. 9 00
" No. 2	4 50
United Service Blacking No. 4	8 00

United Service Blacking No. 1 1/2	4 25
Patent Leather Polish No. 1 1/2	9 00
Waterproof Dublin No. 4	9 00

BIRD SEEDS

THE F. F. DALLEY CO.

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

NICHOLSON & BROCK.

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

BLUE.

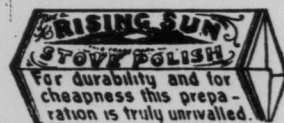
KEEN'S OXFORD.

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

STOVE POLISH.



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



Rising Sun Stove Polish
For durability and for cheapness this preparation is truly unrivalled.

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

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**Edwardsburg Silver Gloss
or Benson's Satin Starch**

to one and all of your customers and not fear the result. None can find fault with them. For general use in all laundry work they are simply unequalled.

Manufactured exclusively by

The Edwardsburg Starch Co., Limited
CARDINAL, ONT.



Tiger Stove Polish, 1/4 gross cases..... \$9 00
per doz..... 1 00
Stovepipe Varnish, 4 oz. bottles..... 1 25
Boston Brunswick Black, 8 oz. bot's. 1 75



SILVERINE.
No. 4 - 5c. size..... \$3 85
No. 6 - 8c. size..... 5 50
No. 8 - 10c. size..... 6 60
per gross.
Reckitt's, per box..... 1 15
Box contains either 1 gro., 1 oz.
or 1/2 gro., 2 oz. or 1/4 gro., 4 oz.

CORN BROOMS
BOECKH BROS & COMPANY.

Carpet Brooms—	per doz
"Imperial," extra fine, 8, 4 strings..	43 50
" " " " 7, 4 strings..	3 30
" " " " 6, 3 strings..	3 10
"Victoria," fine, No. 8, 4 strings..	3 10
" " " " 7, 4 strings..	2 90
" " " " 6, 3 strings..	2 90
"Standard," select, 8, 4 strings..	2 85
" " " " 7, 4 strings..	2 70
" " " " 6, 3 strings..	2 55
" " " " 5, 3 strings..	2 40
" " " " 4, 3 strings..	2 20

CHEWING GUM.
ADAMS & SONS CO.

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
"ash Box, 160 5c. bars.....	6 00
Tutti Frutti Show Case, 180 5c. bars and packages.....	6 00
Variety Gum (with book in each box) 150 lc. pieces.....	1 00
Banner Gum (English or French wrap- pers) 115 lc. pieces.....	1 00
Flirtation Gum (English or French wrappers) 115 lc. pieces.....	1 20
Mexican Fruit, 36 5c. bars.....	0 90
Sappota, 150 lc. pieces.....	0 75
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—	per lb.
Case of 14 lbs. each.....	0 35
Smaller quantities.....	0 37 1/2
CADBURY'S.	
Frank Magor & Co., Agents. per doz	\$1 85
Cocoa essence, 3 oz. packages.....	per lb
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40
Rock Chocolate, loose.....	0 40
1-lb. tins.....	0 42 1/2
Nibs, 11-lb. tins.....	0 35
TODHUNTER, MITCHELL & CO.'S.	
Chocolate—	per lb
French, 1/4's-6 and 12 lbs.....	0 30

Caracas, 1/4's-6 and 12 lbs.....	0 35
Premium, 1/2's-6 and 12 lbs.....	0 30
Sante, 1/4's-6 and 12 lbs.....	0 26
Diamond, 1/4's-6 and 12 lbs.....	0 22
Sticks, gross boxes, each.....	1 00
Cocoa—	
Homeopathic, 1/4's, 8 and 14 lbs..	0 30
Pearl, " " " " " " " "	0 25
London Pearl, 12 and 18 " " " "	0 22
Rock " " " " " " " "	0 30
Bulk in boxes.....	0 18
Royal Cocoa Essence, packages.....	40

FRY'S.

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

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

Mott's Broma.....	per lb.	0 30
Mott's Prepared Cocoa.....	0 28	
Mott's Homeopathic Cocoa (1/4's)....	0 32	
Mott's Breakfast Cocoa (in tins)....	0 40	
Mott's No. 1 Chocolate.....	0 30	
Mott's Breakfast Chocolate.....	0 28	
Mott's Caracas Chocolate.....	0 40	
Mott's Diamond Chocolate.....	0 23	
Mott's French-Can. Chocolate.....	0 18	
Mott's Navy or Cooking Chocolate..	0 28	
Mott's Cocoa Nibs.....	0 35	
Mott's Cocoa Shells.....	0 05	
Vanilla Sticks, per gross.....	0 90	
Mott's Confectionery Chocolate. 0 21	0 43	
Mott's Sweet Chocolate Liquors. 0 19	0 30	

COWAN COCOA AND CHOCOLATE CO.

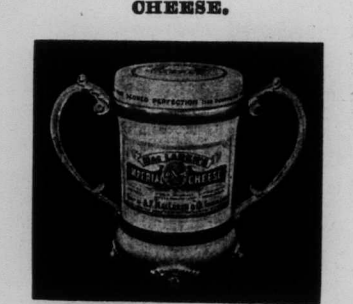
Hygienic Cocoa, 1/2 lb. tins, per doz..	\$3 75	
Cocoa Essence, 1/2 lb. tins, per doz..	2 25	
Soluble Cocoa, No. 1 bulk, per lb....	0 20	
Diamond Chocolate, 12 lb. boxes,	1/2 lb. cake, per lb.....	0 25
Royal Navy Chocolate, 12 lb. boxes,	1/2 lb. cake, per lb.....	0 30
Mexican Vanilla Chocolate, 12 lb.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

COCOANUT.
CANADIAN COCOANUT CO.

White Moss Brand—	
1/2 lb. Packages, 15 or 30 lb. cases....	0 27
1/2 & 1/2 lb. " " " " " "	0 27 1/2
1/2 " " " " " "	0 28
1/2 " " " " " "	0 29
1/2 " " " " " "	0 29
1/2 " " " " " "	0 30
Bulk—	Brle
White Moss, 10, 15 or 20 lb.	0 18
Feather Strip, " " " " " "	0 20
Ribbon, " " " " " "	0 18
Special Shred, " " " " " "	0 16
Macaroon, " " " " " "	0 16
Crown Desic'd, 12, 20 25 " " " "	0 18
Special, " " " " " "	0 15

STANDARD COCOANUT MILLS.

Feather strips.....	18	21
Cream shredded.....	17	20
Standard.....	15	18
Macaroon.....	15	17
Dessicated.....	14	16
Shavings in packages.....	16	18
Cream shredded, 1/2 lbs.....	29	
" " " " " "	28	



MacLaren's Imperial—

Larg size jars.....	Per d	\$8 25
Medium size jars.....	4 50	
Small size jars.....	2 40	
Individual size jars.....	1 00	
Imperial Cheese Silver Holder—		
Large size.....	18 00	
Medium size.....	15 00	
Small size.....	12 00	

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IMPORTERS OF TEAS

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in lead packets

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

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All orders promptly attended to.

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TUBS,
KEELERS,
CLOTHESPIN,
WASHBOARDS.**

Also packages for "Dry" or "Liquid" materials in any size or shape.

Boeckh Bros. & Company

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WM. CANE & SONS, LIMITED,
Mfrs., Newmarket.

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We make our goods known by mailing the Cow Brand Cook Book to every house-keeper whose post office address we can get.

If your wholesale grocer has not called your attention to this Soda, send us your address and we will send you sample of **SODA** and advertising matter.

JOHN DWIGHT & CO.

Manufacturers

MONTREAL

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with your Worcester Sauce? If not, try

E. C. Hazard & Co. Celebrated **ENGLISH** and **ROYAL** Worcester Sauces

Lower in Price
Higher in Quality
than all others.

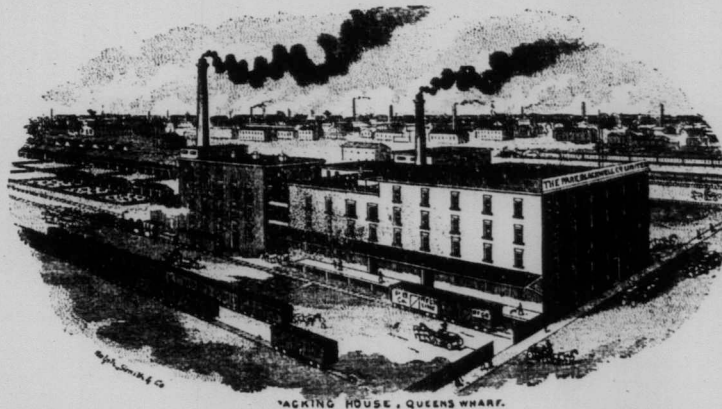
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With an order for a 60-lb. case of assorted we will send out samples to 50 of your customers, telling them that Monsoon can be bought from you, etc. You are not up-to-date without these goods.



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

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ROYAL
JAPAN GLACÉ
POLISHED
IMPERIAL SEETA
IMPERIAL GLACÉ

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Table listing Strawberry W. F. Jam, Raspberry, Apricot, Black Currant, Other Jams, Red Currant Jelly.



P. G. JELLY POWDER.

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

P. G. ICINGS.

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

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MINCE MEAT.

Table listing Wethey's Condensed Mince Meat, Nicholson's Mince Meat.

PICKLES---STEPHENS'

Table listing Patent stoppers, Corked stoppers in various quantities.

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Table listing Colman's or Keen's Mustard in various quantities like D. S. F. 1/4 lb. tins, 1 lb. tins, In Jars.

FRENCH MUSTARD

Table listing French Mustard products like Crown Brand, Pony size, Beer Mug, Small Med., Medium, Large, Spoon.

THE F. F. DALLEY CO.

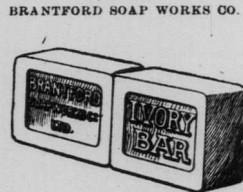
Table listing Dalley's Mustard products in various quantities and types like bulk, 1/4 lb. tins, 1 lb. tins, Jersey Butter Color, Celery Salt, Curry Powder.

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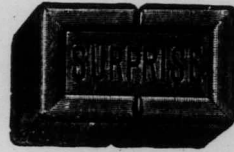


Table listing Dwight's Soda in various quantities like Case of 1 lbs, Case of 1/2 lbs, Case of 5c pkgs.

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Ivory Bar Soap is put up in Twin Cakes, 12 oz. each, and in Bars, 1 lb., 2 1/2 lb. and 3 lb. Quotations furnished for Ivory Bar and other grades of soap on application.



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Table listing Kingsford's Oswego Starch products like 40-lb. boxes, Silver Gloss, Pure Starch, Oswego Corn Starch.

THE F. F. DALLEY CO.

Table listing Boston Laundry Starch, Culinary Toledo Corn Starch.



THE BRANTFORD STARCH CO., LTD.

Table listing Brantford Starch products like Laundry Starches, Lily White Gloss, Brantford Gloss, Brantford Cold Water Rice Starch, Canadian Electric Starch, Celluloid Starch, Culinary Starch.

1 lb. pkgs., boxes 40 lbs. 0 06 1/2
No. 1 Pure Prepared Corn-
1 lb. pkgs., boxes 40 lbs. 0 06 1/2



Table listing Salada Ceylon Tea products like Green Label, Blue Label, Red Label, Gold Label.

RAM LAL'S lead packages.



Table listing Ram Lal's Pure Indian Tea products like Cases, 60 1-lb., 60 1/2-lb., 30 1-lb., 120 1/2-lb.



Table listing Ceylon Tea products like Black Label, Blue Label, Green Label, Red Label, Orange Label, Gold Label.

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Table listing Crown Brand Ceylon Tea products like Red Label, Blue Label, Green Label, Japan, 1 lb. and 1/2 lb. lead packet.



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