

THE CANADIAN GROCER

VOL. XII

TORONTO AND MONTREAL, FEBRUARY 11, 1898.

No. 6

COLMAN'S MUSTARD



BEST ON EARTH



Perfect Flavor
Delicious Taste
Highest Quality

Known Everywhere.

Used Everywhere.

Sold Everywhere.

Liked Everywhere.

The World's Finest Cheese Product.

Packed in white opal jars with trade mark (Cows' Heads and Cheese Testers.)

There are imitations of our Labels, Jars and Holders. Don't be deceived, it is hard to imitate the cheese.

A. F. MacLAREN & CO., Toronto and Stratford, Canada

The "Helmet" Trade Mark



means that the materials have been selected with scrupulous care, and that all the latest scientific ideas on Meat Canning have been applied to the production of each can. While Luncheon Beef is our specialty, yet we challenge comparison on our standard make of Corned and Roast Beef. We invite the examination of up-to-date dealers who cater to fancy trade. Our packages are ornamental; their contents delicious.

Agents:

J. L. Watt & Scott, Toronto.
Watt, Scott & Goodacre, Montreal.
George De Forest & Sons, St. John, N.B.

Or

Armour Packing Co., Kansas City
U.S.A.

... A PERFECT SNAP

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

Our Fig Bars

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

Queen Biscuit Co.

ST. JOHN, N.B.

Only authorized manufacturers in Canada of the

Famous Boss Lunch Milk Biscuit

Each Biscuit stamped "BOSS"

Purest and Best

WINDSOR SALT

Knowing and discriminating buyers want the best, especially when the price is no higher than the price of inferior brands.

Handle what is known everywhere as the best.

THE WINDSOR SALT CO., LIMITED . WINDSOR, Ont.

“Yours—For Business”

Quick
Profits
Are
The
Life
of
Trade



The Hand in Hand Brand

of Bi-Carbonate
of Soda contains $98\frac{50}{100}$ of pure Bi-
Carbonate of Soda—hence, match-
less in its powerful strength.

It is absolutely unvarying in its high
quality—it never fails to satisfy because
there can be no better than “the best.”

The clasped hands, in a circle, is the
brand that makes you safe, when you
order.

Bi-Carb. Soda

Dried Fruits at First Hands

selected for their high
quality in all that goes to make
Dried Fruits desirable goods to
handle.

Better yet—untampered with,
after they leave the Pacific coast. You get them
just as they left the hands of the packers—Griffin
& Skelley. A good point and a strong one—for
your customers and yourself. They make quick
profits for you, and quick profits are the life of
trade, you know.

The “Griffin” Brand

Sold by leading wholesalers everywhere.

Agents :

A. P. Tippet & Co.

Montreal and Toronto.

F. H. Tippet & Co.

St. John, N.B.

❖

Morning Dew
10 years old

◆◆◆◆

Morning Dew Liqueur
12 years old

❖

Pattison's

Whisky

in
GENERAL
Use

❖

Royal Gordon
10 years old

◆◆◆◆

Perfection Royal Gordon
15 years old

❖

IN "GENERAL" USE.

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

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

For further information, samples and specimen labels, address—

S. B. TOWNSEND & CO.

BOX 1125

MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA.

WE never lose a paper
bag customer---our list
is increasing with wonderful
rapidity.



PAPER BAGS

Hundreds
of grocers who gave us trial orders are now reg-
ular buyers. You wouldn't wonder if you used
our bags.

The E. B. EDDY CO., Limited

HULL, CANADA.

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

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

The Measure of a Grocer's Reputation

Is often determined by the quality of tea he handles.

We have extra fine lines to retail at 30 to 35c. in Ceylons, Indians, Japans and Young Hysons. You can make more profit, give better satisfaction and get a name for fine goods by introducing some of the values we offer. A trial has brought satisfactory results to others; why not to you?

We have a full supply of Evaporated Vegetables, Soups, etc., suitable for explorers. The goods we handle are manufactured by the best known and most reliable packer of these goods.

W. H. GILLARD & CO.
WHOLESALE ONLY
... HAMILTON

JOHN MOUAT, Northwest Representative, WINNIPEG.

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

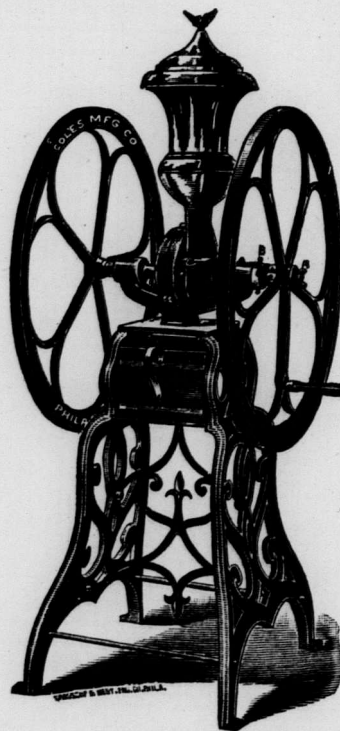
...MONTREAL, QUE.

56 and 58 Front West, TORONTO.

Sold and highly recommended by all leading grocers.



**Sovereign
Matches**



No. 18

Agents | **TODHUNTER, MITCHELL & CO., Toronto**
| **DEARBORN & CO., St. John, N. B.**

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.

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

THE CANADIAN GROCER

Vol. XII. (Published Weekly)

TORONTO AND MONTREAL, FEBRUARY 11, 1898

(\$2.00 per Year) No. 6

LOBSTER CANNING IN PRINCE EDWARD ISLAND.

THE canning of lobsters for export in Prince Edward Island, writes J. E. B. McCready, in Halifax Herald, began a long time ago, probably 50 years, but in a small way compared with its subsequent development. In those days, as I learn from Hon. Daniel Davies, one of the pioneers, and subsequently an extensive operator in the lobster fishery, the waters surrounding this pretty and fertile island of the gulf were literally swarming with these now much-prized crustaceans. The man who wanted lobsters simply drove down to the shore with a cart, at low tide, and with a fork, pitched in as many as he wanted and drove homeward again. After a great storm the shores were frequently lined with thousands of huge lobsters killed by the violence of the contending winds and waves against the rocks. The live fishermen of those times were sorely troubled with the lobsters who bit at their hooks and sometimes "every third fish" the lineman would draw in would be a huge lobster, whose weapons of offence and defence made him a formidable subject for removal from the barbed hook. They were got rid of and thrown into the sea as worthless, not without many an awkward nip, or scratch from their formidable claws, and if reports speak truly, the fishermen of those days, like our army of Flanders, "swore terribly" at times, and most frequently at the superabundant lobsters. Lobsters were everywhere in the shore waters, and were looked upon as a nuisance that there was little prospect of ever becoming abated. The nuisance has been baited to some purpose since then!

I have spoken of the pioneer lobster canner of 50 years ago, who made some money in the business though conducting it in a very crude fashion, but it was not till about

THIRTY YEARS SINCE THAT the business began to develop and extend as a considerable industry in these parts. In those days the entire circuit of the island shore, the adjacent shores of Nova Scotia and New Brunswick, and the shores of the Magdalen Islands, far to the northward, were swarming with lobsters, a crustacean multitude, numberless as the leaves of Vallambrossa. Hon. Daniel Davies began a lobster fishery in connection with his other extensive fishing operations. At first the shellfish were caught and killed by "gaffing," as they swarmed along the shore. They were boiled and canned, and as the business was found profitable it was organized on a proper basis and the modern lobster trap introduced as the means of gathering this hitherto neglected harvest of the sea. Mr. Davies' factory, one of the earliest and a very successful one, still in operation, was established at Murray Harbor. Now there are about 15 factories within a distance of 12 miles along that shore, some 150 to 175 at various points around this island, and from 40 to 50 more around the shores of the Magdalens.

In those early days of the lobster fishery, back in the sixties, the lobsters were mainly large. A single one would fill two or three cans. The smaller lobsters were reckoned to be of no account, and when taken from the traps were returned to the sea as not being worth the labor of canning. Now, so greatly have the fisheries depleted the older lobsters that the fishery is wholly dependent upon a class of lobsters similar to those which then were thrown away as worthless, and it takes from seven to eight to supply the meat for a one-pound can.

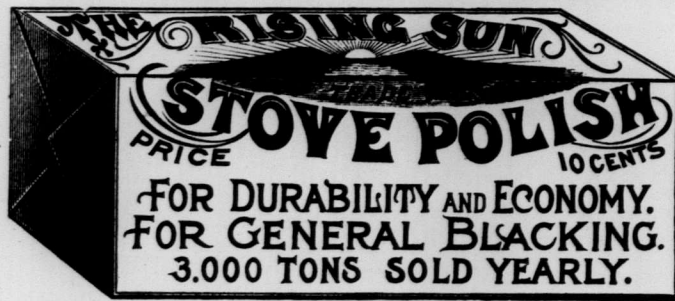
Shortly after the time when Mr. Davies established his cannery in Murray Harbor, the Portland Packing Co. commenced operations here, which have since developed very extensive proportions. The lobster

FISHERIES OF NEW ENGLAND HAD BECOME DEPLETED,

and enterprising American fishermen had turned their attention to Nova Scotian waters. Thence they extended their operations to P.E. Island. Gradually the number of factories increased and multiplied. Farmers and their sons, acquiring a knowledge of the industry from being employed with the larger operators, and having shore rights, set up canning lobsters on their own account. Usually two or more neighbors joined together, built a small factory, and got together the necessary outfit of traps, boats, ropes, etc., and they, with their families, supplied the labor. They were, and still are, able to carry on the factory without greatly interfering with the work of the farm, and in good seasons found the harvest of the sea more productive than that of the land.

The number of these smaller factories, carried on as an outside business by men engaged mainly in farming, is very considerable, and being conducted with small outlay for labor, has been profitable where it was conducted with reasonable skill, but what was true of all the pioneer canneries, has been true of many of these—there has been large loss from unskilful canning. As for the business in general, it has been pursued with varying fortunes. Some of the operators have been successful in accumulating wealth, though, perhaps, all have had seasons in which the business was unprofitable. Thousands, and even tens of thousands of dollars have been made in a single season, only to be swept away by the losses of the following season. A big storm tears the traps by hundreds from their moorings, causing great loss. Again, after elaborate and extensive preparations for the fishery, the lobsters are scarce, or fail to come inshore in numbers sufficient to make the business profitable. And again, there has been great loss from discoloration of the meat, rendering it unsaleable. This last

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.



cause of loss has been pretty well eliminated in our best factories with more skilful packing. All who are in the business are now more or less familiar with the methods propounded by Dr. McPhail (an island man, by the way), for the prevention of discoloration. As to the merits and practicability of this there are various opinions. One packer tells me that he regards Dr. McPhail's system as needless and involving much labor and difficulty. With skilful packing, without the new method, the loss from discoloration is small. One packer told me that in a total packing of 800 cases, from his factory this year, there was absolutely no loss. Another packer, also largely engaged in the export trade, tells me that he regards Dr. McPhail's method, or some modification of it, such as has been adopted by some island packers,

AS ABSOLUTELY INDISPENSABLE AND
INVALUABLE.

This is not the place nor the time for an extended discussion of that matter, however. Suffice it to say that there has been very great loss from discoloration of island lobsters, no doubt due in large part to unskilful methods of the smaller packers, and any practicable remedy that will prevent the recurrence of such losses would be hailed with pleasure by both canners and shippers.

As I have said, the owners of small lobster factories among farmers owning shore lots, where the crustaceans abound, mainly supply their own outfit and labor. An exception must be made of the cans, which they purchase. A number of the larger operators manufacture their own cans. They also separate the business of catching the lobsters from that of canning. The owner of the factory usually supplies the traps, ropes, etc., while the fishermen supply their own boats. This is convenient for the latter, many of whom spend a portion of the year in catching herring, mackerel, etc. When they turn their attention to lobsters, during the lobster season, they attend upon the traps belonging to the owner of the factory and are paid a stipu-

lated rate per hundred for the lobsters they bring in. By this method, if the shellfish are found to be plentiful both the fishermen and the canners share in the profits, and if otherwise, they, to some extent, divide the loss.

The following table, for the greater part of which I am indebted to Horace Haszard, president of the Charlottetown Board of Trade, shows the number of cases of canned lobsters shipped from P.E. Island in the years named, and approximately the number of lobsters required to fill the one-pound can. There are four dozen one-pound cans in the ordinary case. Down to and including the year 1879 it is estimated that the average would not exceed three to the one-pound can:

	Cases.	No. per can.
1879.....	40,947	3
1880.....	82,750	3½
1881.....	115,165	4¼
1882.....	101,387	4¾
1883.....	65,934	5½
1884.....	72,875	6¼
1885.....	75,701½	6½
1886.....	64,357	6½
1887.....	52,585	6¾
1888.....	37,193	6¾
1889.....	45,283½	7
1890.....	32,776	7¼
1891.....	19,129	7¼
1892.....	27,515	7½
1893.....	46,583	7½
1894.....	45,751	7½
1895.....	46,923	8
1896.....	48,302	8

It ought to be observed in regard to the foregoing table that it is not guaranteed to be officially accurate, though generally correct. I have taken the figures for 1886, 1891 and 1892 at second-hand from non-official sources. And the exports here frequently include a portion of the pack from canneries on the north shore of New Brunswick. The number of lobsters to the can is, of course, an estimate, and therefore not absolutely reliable, but is sufficiently true to show the general trend of the business as to the decreasing size of the lobsters taken and the increasing depletion of the fishery.

DECREASING SIZE AND INCREASED NUMBER
REQUIRED.

What is true of the fishery here, in regard to the decreasing size of the lobsters taken and the increasing number required to fill a package is probably much the same as in the other provinces. It is terribly significant of the manner and extent to which the lobster species is being assailed by their human foes. Not only is the number of cases packed greater than it was 18 years ago—though with many fluctuations in the meantime—but it takes two and a half to three times as many fish to the can. One pack of 40,947 cases in 1897 was made of about six million lobsters; a pack of 48,302 cases in 1896 involved the destruction of probably eighteen and a half millions of the shellfish. This is on a basis of eight to a can, but while one or two packers with whom I have conversed give that, or a slightly less average, there are others who estimate as high as nine or ten, which is probably true of certain localities. And we may make some allowance for a disposition on the part of packers to underrate, rather than overrate the size of the lobsters they utilize. It is true that in an exceptional year like 1881, when the total pack was more than twice that of 1896, the destruction of lobster life was as great as in the latter year, but after making all proper allowances it must be apparent to those concerned in the continuance of the fishery that we are moving at a rate which threatens the practical extinction of a valuable fishery at a not far distant date.

The increased prices of this year afford a powerful incentive to prosecute the lobster fishery with increased enterprise and industry. I have not quoted prices here, as The Herald has already dealt with that branch of the question, and ours would not materially differ, in the different years, from those you have quoted, although some packers here claim to have realized as high as \$10 per case. Is the slaughter to go on until this valuable industry, of which the maritime provinces and Newfoundland have a monopoly, is destroyed by over-fishing? No

Empire Coffee

19c. per lb.; 25 and 50 lb.
air-tight cans.



Will suit more Coffee drinkers than
any other Coffee.

Lucas, Steele & Bristol - Hamilton

FOR KLONDIKE OUTFITTERS

REMEMBER WE SELL

Bird's Egg Powder

ALSO

A complete substitute for Eggs.

Bird's Custard Powder

Which makes the richest Custard without Eggs at one-half the cost and trouble.

For prices, write—

James Turner & Co.

HAMILTON, ONT. (Established 1844.)

Keep your stock Fresh.

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

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**GREAT
VALUE
IN
PACKAGE
TEA.**

CROWN BLEND Best value in the market.

Sales increasing every week. A trial will convince—
sold only in lead packets, 25c., 40c. and 50c. Your
stock is not complete without it.

THOS. KINNEAR & CO., Agents, 49 FRONT ST. EAST Toronto

province has so much at stake in the matter as Nova Scotia, which now, and for many years past, has produced the lion's share of the Canadian pack, and it is not pleasant to contemplate the prospect of seeing our lobster fishery reduced from large proportions to the depleted and forlorn condition of the same industry in New England.

A WELL-KNOWN CHEESE MAN.

ASSOCIATED with Canadian dairying are the names of some of Canada's ablest citizens, but none are deserving of greater mention than Mr. A. F. MacLaren, M.P. Mr. MacLaren has been closely identified with our dairy interests from his early boyhood days. It has been said of many people that "they were born with a silver spoon in their mouths." In the same way it might be said of Mr. MacLaren that he was born with a piece of good Canadian cheese in his mouth, so closely has he been associated with every progressive movement for the advancement of our cheese industry.

Though he has lived in Western Ontario for many years, Mr. MacLaren was born in the town of Perth, in Eastern Ontario, and came with his father to Perth county when only two years of age. His education was obtained at the common school, and it is in noways discreditable to Mr. MacLaren to state that his early education was very limited indeed, and that his present wide knowledge of dairy matters and the important positions which he now occupies, both in connection with the dairy associations and in the field of politics, have been due to his own ability, perseverance and push. He worked on a farm till he was sixteen, when he began cheese-making at the Fullarton cheese factory, in the county of Perth. He spent four years as a maker, during which time he had charge of the Bryanston factory, in London township, at the same time that Prof. Robertson, now Agricultural and Dairy Commissioner for the Dominion, had charge of his first factory at North Branch, in the same township.

It is worthy of note that these two men, so prominently identified with everything that has been progressive in Canadian dairying, began their early training in practical cheese-making about the same time and in the same locality.

In 1878 Mr. MacLaren entered the wider field of cheese buying, in which he has continued with marked success till the present time. Unlike some of the buyers, who go through the country inspecting cheese, Mr. MacLaren always had a word of advice for the makers, and many of those who are today making fancy cheese owe much of their success to his counsel and instruction. In 1892 Mr. MacLaren began the manufacture of "MacLaren's Imperial Cheese." In this venture he has been particularly successful, and "MacLaren's Imperial" is known in every city in America, where a really delicious fancy is fully appreciated.

Mr. MacLaren is considered to be one of the best judges of cheese in Canada, and is in demand at the leading exhibitions to judge dairy products. His ability and experience in this regard were fully recognized during 1893, when he was appointed judge of cheese at the World's Fair. Every dairyman fully appreciates the splendid service rendered to Canada by Mr. MacLaren in this capacity.

For many years he has been closely identified with the Western Dairymen's Association, and has been one of the prime movers in the many advanced movements which have characterized the work of that organization in recent years. He has filled every position in the gift of its members, and for two years has been the association's able and esteemed president. Mr. MacLaren has been specially honored outside of the dairy, and is the representative of North Perth in the Dominion Parliament, to which position he was elected in 1896.

Mr. MacLaren's genial manner, natural ability and splendid generosity have won him many friends, who hope that he may long enjoy the popularity and esteem which he has deservedly won. Farming has

nothing but good to say of a man of Mr. MacLaren's ability and standing, and trusts that his services may long be available in promoting the dairy interests of Canada.—
Farming.

DEATH OF MR. PATRICK COOKE.

Mr. Patrick Cooke, a well known and highly esteemed member of St. Patrick's parish, Montreal, whose venerable figure was so familiar during the recent renewal of the mission under the auspices of the Redemptorist Fathers, passed away peacefully at his late residence, 2067 St. Catherine street, last week. Mr. Cooke was a native of Dublin, Ireland, and came to Montreal nearly half a century ago.

He leaves four daughters and three sons, the latter being well known in commercial and athletic circles. They are Mr. R. J. Cooke, confidential clerk and office manager for Caverhill & Kissock, who also for many years occupied the office of president of the Shamrock Lacrosse Club; Mr. Frank Cooke, and Mr. T. J. Cooke, of the firm of T. J. Cooke & Co. The funeral took place on Monday morning at 7.30 to St. Patrick's church, where a solemn requiem mass was chanted, after which the remains were transferred to Cote des Neiges cemetery for interment in the family burial plot.

THE BURGLARS DRANK WINE.

Mr. John Scanlan's grocery store, Ontario and Bleury streets, Montreal, was broken into by burglars early Wednesday morning. They evidently had a good time, as they ate and drank the best to be found in the store.

The burglars cut out the lock of the front door by means of chisels. Once inside, they had been in no hurry, but had helped themselves to biscuits and cheese and the choicest liquors.

Mr. Scanlan says he is unable to say just how much his loss will be, but estimates it at about \$100. The burglars had confined their attention to food supplies, for there is nothing missing except hams and wines, with exception of biscuits and cheese, which were evidently eaten in the store.

Between You and Us

there is an absoluteiy clear road—that is why we say
“from Manufacturer to Retailer direct.” And that is why we are able to give you
the very highest quality in everything we make—the
middleman’s profit is turned directly into your pocket
you see, and it helps you to better satisfy your trade.

Corn Meal—as a suggestion “Gold Dust” because of its color and
purity and matchless value. And because we paper line our barrels
you get just as it leaves the mills—clean, full weight.

Tillson’s Gold Dust Corn Meal

The Tillson Company, Limited
Tilsonburg, Ont.



There are yet a few who are not using Pure
Gold Windsor Square Blue ; it is because they
have not tried it or because it has not been
brought to their attention. Try it yourself and
you will know its merits ; have your customers
try it and they will be convinced.

It is put up in 1 oz. squares, 3 in a neat
package, 64 packages in a box.

Have we
your
Order ?

PURE GOLD MFG. CO.

Toronto

SALT



SALT

—“The Salt of the Earth”—

RICE’S PURE SALT

HAVE YOU IT ?

SOLE MAKERS

North American Chemical Co., Limited
Goderich, Ont.

SALT

SALT

A "TIP" ON

VALENCIA RAISINS

THE DAVIDSON & HAY, Limited, Wholesale Grocers and Importers, **Toronto.**

LUMBER IN THE STATES.

THE Northwest Lumberman gives statistics showing that the lumber cut in the Chicago, Minneapolis and Duluth districts of the United States was 6,233,454,000 feet in 1897, as compared with 5,725,763,035 feet in 1896, an increase last year of over 500,000,000 feet. At the end of 1897 there was a decrease of over 50,000,000 feet in the stocks on hand, which shows that the demand increased even more largely than the supply.

The Chicago district seems to be on the decline as a producing area, a decline of 22,000,000 feet being noted during the past year, even though the cut in 1896 was 326,000,000 smaller than in 1895.

The centre of activity seems to be Minneapolis, in which city 477,269,000 feet were cut last year, as compared with 322,169,000 in 1896, an increase of 153,169,000 feet. Below the city the cut increased by 170,000,000 feet. Above it a gain of 65,000,000 feet was made. In the Duluth district an increase in the output of 150,000,000 feet was effected.

This cut included 462,230,000 feet of hemlock, besides 5,771,224,000 feet of white and Norway pine.

The hardwood production of Michigan, Wisconsin and Minnesota is steadily increasing, especially where settlement is increasing or pine is becoming scarce.

Valencia raisins will certainly be selling in the near future at considerably higher figures than present quotations, particularly the better fruit, such as "Selected"—stocks of which are already rapidly contracting. Advances in the outside markets confirm our views in this respect. Our advice is "Buy your requirements in good fruit now"—you can always depend upon plenty of poor stock offering at the tail end of the season.



We offer inducements in the best packers' fruit to prompt buyers.

The total hardwood cut for the year was 464,380,000 feet, as compared with 357,266,000 feet in 1896, an increase of 107,114,000 feet. As the business of handling hardwood is steadily getting into the hands of strong firms, a steady increase of their production may be expected.

BOUND FOR THE KLONDYKE.

Messrs. Gus. Dennler and Joe Keller, Middleton, N.S., intend to go to the Klondyke.

Two young men have started from Woodstock this month for the Klondyke and five others will start in a few days. They have nine trained dogs to draw their supplies, which will be purchased on the Coast. They go via Skagway, Teslin lake and up the Yukon to Dawson City.

Centennial Alaska Transportation Co. will put on two boats from Vancouver to Dyea and Skaguay. The company has purchased the Taksago in Japan for \$50,000 and rechristened it the Centennial.

A party of ten left Wallaceburg, Ont., this week for Vancouver. Messrs. S. Somers and Thomas Crow left some time ago intending to purchase supplies at Chicago, but have since determined to outfit at Vancouver to save duty.

An Owen Sound party, consisting of Ezra Brown, Henry Brown, Wm. Adams, Jas. A. Frost and J. C. Griffiths, will start on Tues-

day next for the far off Klondike gold fields. The party will go by way of Edmonton, and will first explore the district bordering on the Peace river. All the supplies, even to the harness of the horses, which will be purchased at Edmonton, have been bought from Owen Sound merchants.

There is a likelihood of a keen rivalry between the C.P.R. and the other western railroads for Klondyke business. The C.P.R. intends to keep Canadian rates \$7.50 for first class, and \$5 for second class less than any of the other lines. Rates are now low, but the prospects indicate even lower rates.

Messrs. Andrew McRae, James McRae, and John Lundy, left Guelph last week for the Yukon. They will be joined at Victoria by Messrs. Coleman, Crocker, Moore, and Capt. Le Blanc, of that city. They go via Dyea, the Chilkoot Pass and Tagish lake to Teslin lake, and will start prospecting on the Nisullin river.

An Almonte correspondent of The Ottawa Journal says: One of the latest victims of the Yukon gold fever has purchased a complete Klondyke outfit, including a sleeping bag, which latter apparatus he tested by sleeping in his garden last night while the mercury stood at 20 below zero. He reports having spent a very comfortable night, and seems none the worse for his Arctic experience.



GROCERS! Do you know that the sale of ENAMELINE in America is more than Double that of any other Stove Polish on earth? Do you know that the sale of

Enameline

The Modern STOVE POLISH

In Europe is more than the entire output of any other brand of Stove Polish in America? Such is A FACT! Why? Because Consumers and the Trade demand ENAMELINE,

THE PRESERVATION OF EGGS.

THE question of preserving eggs, in other words, of devising some scheme by which the hen product could be kept indefinitely, has probably been the subject of greater research than almost any other mentionable branch of investigation along similar lines. Dozens of men have thought that they had something by which they could preserve eggs from decay, but up to this time, all of these wonderful discoveries have proven worthless when put into practice. Nearly all of the "treatments" consist in sealing up the pores of the egg-shell. By several of these schemes eggs can be kept for several weeks, or even months, but when finally broken, they bear no resemblance to a fresh egg.

The latest of the ideas, whose strong point is to seal the egg against the inroads of the air, has been devised by one M. Bournof, a Frenchman, whose method is as follows.

Dissolve in two-thirds of warm olive oil one-third of beeswax, and cover each egg completely with a thin layer of this pomade applied with the tip of the finger. The egg-shell by degrees absorbs the oil, and each of the pores becomes filled with the wax, which hermetically seals them. The discoverer also thinks that the germ may be preserved in this manner for a considerable length of time.

During the past week The Grocery World has received a report of certain experiments made by the National Agricultural School of Germany into the efficacy of all the principal methods of preserving eggs. At the beginning of July twenty fresh eggs were treated by each method, and examined on the following February. All of the eggs which were soaked with brine, one of the commoner methods, were found to be unfit for use through having been saturated with salt. The reports on the other methods tried, here presented, give the percentage of eggs which the method in use failed to keep:

	Per cent. spoiled.
Wrapped in paper	80
Kept in a solution of salicylic acid and glycerine	80
Rubbed with salt	70
Packed in bran	70
Coated with paraffine	70
Painted with a solution of salicylic acid and glycerine	70
Immerse in boiling water 12 to 15 seconds	50
Treated with a solution of alum	50
Kept in a solution of salicylic acid	50
Coated with soluble glass	40
Coated with collodion	40
Coated with varnish	40
Rubbed with bacon	30
Packed in wood ashes	20
Treated with boric acid and soluble glass	20

Treated with potassium permanganate 20
Coated with vaseline and kept in lime water All good
Kept in soluble glass All very good
From this it appears that only two methods out of the nineteen tried were really able to preserve the eggs.

HAMILTON RETAIL GROCERS.

The regular monthly meeting of the Hamilton Retail Grocers' Association was held in the association rooms, No. 100 King street east, with Mr. C. J. Bolligan, president, in the chair, and a fair attendance. It was suggested that in order to increase the attendance the names of the attending members be put in a box and the last name drawn out each evening receive a year's subscription free. There was a strong feeling shown in favor of abandoning the giving away of calendars, which, it was said, has become about as big a nuisance to the trade as the old Christmas present trouble. The question of limiting credit was discussed, and a sub-committee was appointed to deal with it. The wholesale trade has been reducing discounts and shortening time for payments, and the retailers feel that they must take action also.

The coupon system was strongly denounced and shown to be decidedly against the interests of the grocers. In some parts of the United States the evil has grown to such an extent that legislation is being introduced to deal with it.

It was decided to meet at 8 o'clock, instead of 8.30, hereafter.

Mr. A. Ballentine was appointed to go to Ottawa to interview the Government, in company with delegates from other retail grocers' associations, to ask that the Act be amended so that civil service employes' salaries be made attachable for just debts; also that fees for the inspection of weights and measures be abolished.

ATTENDANCE AT MEETINGS.

The Hamilton Retail Grocer's Association is considering a scheme for the encouragement of a better attendance at the association's monthly meetings. The idea is to put into a box the names of the members present at every meeting, and at the close of the meeting the members' names are to be drawn, the member whose name is on the last paper to receive his yearly fee of \$2 in return. The names of the successful members are to be kept secret till the end of the year.

The demand for "Salada" Ceylon tea is so great that the growth of the business in Montreal is assuming enormous proportions. An enlargement of premises, with increased facilities for handling the trade, has become imperative, and extensive alterations are under way at their St. Paul street depot, Montreal.

CALIFORNIA PRUNE SITUATION.

Stocks of Santa Clara prunes on the Pacific coast are reported to have been more closely cleaned up than ever before at this season, and the choice of buyers is said to be restricted to the sizes between 50's and 70's. Forties, according to recent reports, are almost out of the market, while sizes smaller than 70's are said to be equally scarce, and as the demand runs chiefly on the fruit that is now in smallest supply, holders, it is reported, are able to get a premium on them. The four sizes, in bags, are not to be had below 3c., f.o.b. for the Coast, and some holders are now asking 3 1/2 to 3 3/4 c. It has been intimated that an effort has been made to bear the market by eastern parties it being hinted that there was some concert of action between a number of large buyers in this direction, and that while it has so far failed it has not been entirely abandoned. The cheaper southern prunes, it is also intimated, have been used as a means to keep down the price of Santa Clara stock. However this may be, remarks The New York Journal of Commerce, the fact remains that prices here are below the figures at which the stocks could be renewed at the present cost of similar goods in California.

GROCER SANG A SONG.

A certain Danbury groceryman entered the house of a customer the other morning, says an exchange, and was immediately greeted by the matron of the house with a strange question.

"Can you sing or whistle?"

He replied that he could, while a look of almost blank astonishment spread over his features.

"Well," said the woman, without paying any attention to his astonishment, "what is that slow tune they sing at funerals, and sometimes at the beginning and end of meetings. It's an awfully old tune, real old-fashioned one, but I can't think how it goes?"

The groceryman is a Yankee, and can turn his hand to almost anything, so he tackled this task with his usual good nature. After trying several, he puckered up his mouth for a last try, and started on "Old Hundred."

"That's it, the Doxology," she said. "I've been trying to think of that for two or three days."

The groceryman says that he has been asked to do almost every kind of an errand, but this was the first time that he had to give a concert.

A large party is gathering in Belleville for the Klondyke. It will go by the Chil-koot Pass route.

There's a Reason for Everything

There's a reason why our sales of **LUDELLA CEYLON TEA** were larger in January, 1898 than ever before. We depend entirely upon quality, and firmly believe quality should be the standard for price and not price the standard for quality. When you desire quality at the right price--a price that enables you to obtain a fair profit--write us for samples of Ludella.

25, 40, 50 and 60c. lb.—in lead packages.

H. P. ECKARDT & CO.

Wholesale
Agents

TORONTO

The question is often asked, why is it

Grand Mogul Tea

sales are increasing daily with limited advertising. The answer is not far to seek. The excellent flavor and strength is appreciated by the public. **Coupons in every package.**

Flag and Crown Japan Tea was bought by us before the advance in price. We offer at old price for this month. It is a trade winner. Write for samples.

T. B. ESCOTT & CO., Wholesale Grocers, **LONDON, ONT.**

Canadian Dealers too Often Deceived

It is of vast importance that every dealer should exercise the greatest caution when buying Paste Stove Polish.

The **QUICKSHINE** has attained such immense popularity that unscrupulous people have gone into stove polish business and are manufacturing polish that pays them tremendous profits. The materials employed in the composition of these imitation packages are so poor and cheap that the woman who buys them can never get the results she desires, and in this manner, to a certain extent, injures the sale of the good article.

When stove polish is required for domestic use ask your dealer or wholesale grocer for **QUICKSHINE STOVE POLISH**, and accept no substitute in the way of imitation package polishes, or polishes that are two-thirds soap and one-third polishing material.

If your wholesale dealer does not sell **QUICKSHINE**, send direct to us for same, stating the wholesale dealer you wish us to send it through; or if you prefer it sent direct, we will forward same at once. Price per 3-doz. Case, \$2.25.



THE ALPHA CHEMICAL CO. - Berlin, Canada.



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

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

**THE CRIMINAL LENIENCY OF
CREDITORS.**

DOLLARS make cowards of us all. Men fail in business regarding whose dishonesty there is no question. The evidence as to fraud is not even circumstantial. It is positive. And yet creditors draw the curtain around it as if they were the guilty instead of being the victims of the guilty.

There have been lately some of the most flagrant cases of dishonesty. Emboldened by their previous fraudulent actions, men have clearly planned, apparently without any attempt to cover their tracks, to rob their creditors, but not a hand has been laid upon them.

This leniency on the part of creditors is not born of any desire to throw their cloak to those who have robbed them of their coat. Rather it is dollars which have made them cowards.

It costs dollars to carry a case into court, and it is better that the biggest rogue born should be allowed to escape punishment and again be permitted to continue in business than that they should get a few cents on the dollar less.

From a dollar and cents point of view this may be all right, but from a moral point of view it is all wrong.

If one man sees another commit a crime and assists by his silence, or in some more practical way, the perpetrator of it to escape, he is considered an accessory after the fact and punished accordingly.

But it appears to be a horse of another color when it comes to dealing with debtors who deliberately rob their creditors.

The man who deliberately robs his creditors is no less a criminal than the man who breaks into his neighbor's house and steals his goods.

The present loose method of dealing with fraudulent debtors is a premium upon dishonesty. And not only that, but it helps dishonest men to go back to business and repeat the operation of knifing honest merchants who pay one hundred cents on the dollar.

Where fraud is obvious, it is the duty of creditors to assist the law in placing those guilty thereof behind prison bars, instead of behind their own counters again. And the results would, in the long run, be beneficial to the creditors themselves, as well as to those merchants who would be protected from the competition of dishonorable men.

ADVANCE IN SUGAR.

ALL refined sugars were advanced 1-16c. per lb. by the Canadian refiners on Tuesday last. The advance began with yellows, but before the day closed it was extended to the granulated descriptions.

The appreciation is in sympathy with the outside markets. Two or three fractional advances have taken place in London, Eng., during the past week, while in New York an improved business is experienced, with all refined sugars 3/4c. per lb. higher.

The key to the sugar situation at present appears to be Cuba. It is thought that the crop there is not as large as it was expected to be, the latest estimates placing the yield at 300,000 tons, which is about 100,000 below former estimates. In consequence of this owners are holding on to their sugars and prices are advancing.

The belief is still common in the trade that the Dominion Government will increase the duty on refined sugar, particularly in view of the fact that, taking into consideration the German export bounty of 3/4c. per lb., the protection enjoyed by refined sugar is only about 3/4c. per lb.

THE ISSUE IS BUSINESS.

GOOD government does not depend upon the success of any one of the two great political parties which exist in Canada. It depends upon the character of the rank and file of the men who are sent as representatives from the different constituencies.

The Government itself is in reality a committee of management selected from the great body of representatives elected by the people. And, unless the great body of representatives be wisely and well chosen, it is not possible to get a good Government. If the source of the stream be impure it is not to be expected that the main body will be pure.

Less than three weeks from now the people of Ontario will be called upon to elect representatives to the Provincial Legislature. The opportunity will not come to them for another four years. And it behooves them to exercise well their franchise.

The business men of the province should be particularly interested in getting good representatives. Bad representatives mean bad government, whether it be Liberal or Conservative in complexion, and bad government is in turn a bad thing for the business interests of the country.

Representative government is still on its trial. So far the evidence has not been as strongly in its favor as it was anticipated it would be. And the reason, forsooth, is that the men sent to the various representative institutions have not as a rule been fitted for the positions they have been sent to fill.

Men do not gather figs from thistles nor grapes from thorns. And here we have been sending professional men to the Senate, to the Dominion Parliament, and to the Provincial Legislatures who were rich in party trickery and poor in business common sense; deeply concerned about the welfare of party and unconcerned about the welfare of country when it clashed with party exigencies. How could good results be expected under such conditions?

The business men of this country owe nothing to party, Conservative or Liberal. Politicians are politicians. Their names may be different; but there is no dissimilarity in their methods.

If there is a debt owing by any one it is by the politicians, and the creditors are the

business men of the country who have suffered because of their mismanagement and their ignorance of the duties entailed upon them.

The principles which underlie the management of a mercantile or manufacturing establishment should underlie the management of the affairs of a country. But too often they are the very opposite.

In an ordinary business the concern of the head of each department is for the interests of his employer. He lays out every penny with the hope that it will return other pennies. His staff of assistants he assays to keep to the minimum point without impairing its efficiency.

The concern, too often, of those ministers who are at the head of departments in governments, both provincial and federal, is not how few assistants commensurate with public welfare they can get along with, but how many they can crowd in without stirring up the indignation of the public.

The Ontario Legislature, just dissolved, was composed of 94 members. Out of this number only 17 were merchants, while there were 38 farmers, 14 lawyers, 7 doctors, 5 journalists, 5 lumbermen and 8 miscellaneous. In the cabinet itself the proportion of lawyers is much larger than it is in the House: Out of seven ministers five are disciples of Blackstone.

The farmers and lawyers between them comprise over 55 per cent. of the whole. And we all know that farmers, as a rule, array themselves against wise business legislation, because they believe business men to be cumberers of the ground and little, if any, better than robbers, while lawyers are about as impracticable a class of men as one could meet. They know something about law, but they know nothing about business.

THE CANADIAN GROCER does not advocate a legislature for business men; but it does advocate a legislature of men endowed with business common sense.

The management of a province is as much a business matter as is the management of a grocery, hardware, dry goods or any other kind of business. If we delegate this duty to farmers, lawyers and other descriptions of professional men we cannot expect efficient and economical administrations.

Put the farmer in the field, the lawyer in the court room, the doctor in the sick room, but delegate business to business men.

If the business men of Ontario will exercise their influence on behalf of and vote for business men the next Ontario Legislature will contain much better material than did its predecessor.

Never mind whether this or that candidate be a Liberal or a Conservative. The crucial point should be, has he good business ability. If he has, vote for him.

There should not be any qualms of conscience about sacrificing party feeling. No great party questions are at stake. Protection or Free Trade are no more an issue than the Corn Laws. If there be an issue it is Business, and business men ought to have strength enough to clear themselves from party influence and vote that ticket.

The employes of the great biscuit combination, which has been formed in the United States, will be allowed to purchase stock in the concern. In other words, a sop is being thrown to the working man, to try and keep him quiet.

QUESTION OF SEALED PACKAGES.

The Montreal Board of Trade have appointed a committee, composed of Henry Miles, W. B. Matthewson, and H. Laporte, to deal with the question of sealed packages.

This action was taken at the request of the St. John, N.B., Board of Trade, which has been petitioning the Inland Revenue Department to have all sealed packages of provisions, such as teas, tinned fruits, vegetables, etc., stamped with the exact weight of their contents and the year in which they were packed. The Commissioner of Inland Revenue seconded the request of the St. John board for a committee to enquire carefully into this important matter.

The committee appointed is composed of gentlemen well able to handle the matter in all its details, and it is certain that the department will receive some useful information as a result of their deliberations.

The suggestions of the St. John people are pertinent, and members of the jobbing trade, who have been spoken to, state that a closer supervision of the making and sealing of a lot of the goods in question is badly needed.

A QUALIFIED BUSINESS MAN.

HOW little business qualifications are considered by party caucuses met to nominate candidates for parliamentary honors is exemplified in the consistency of Glengarry in the pending Ontario general election.

This constituency was represented in the late house by Mr. David McPherson. Mr. McPherson has the instincts of a practical business man. As far as we are aware he never kept a store, but he has for a number of years been the moving spirit in the cheese industry of that part of the country in which he lives. To such an extent has that been recognized that he is known far and wide as the "Cheese King."

But in spite of all he has done for the cheese industry of his own district in particular and that for the country in general, his old party will have none of him, but prefer in his stead another who has had neither business nor parliamentary experience to qualify him. The constituency will, however, have an opportunity of retaining him as its representative, for he will run as an independent candidate.

If the electors of Glengarry are wise they will elect Mr. McPherson as their representative. The ability he has displayed in promoting the cheese industry of the country has alone entitled him to the support of all those who recognize the value of having men of business common sense in the House. But Mr. McPherson has shown by his action in the Provincial Parliament, and particularly as a member of the Public Accounts Committee of that institution, that the business quality did not desert him when he was inside the House.

That which has been tried and proved true to the test should not be cast overboard.

SHORTAGE IN CASSIA.

Advices from London, England, indicate that cassia is tending the way of most spices. At the end of 1897 there were only 41,650 packages there, compared with 64,500 in 1896, 103,900 in 1895, 136,450 in 1894, and 151,000 in 1893.

The decrease in the supply is due to the severe frost in China away back in 1892. It is estimated by authorities on the matter that the yield will continue to decrease and prices to increase for another couple of years.

A DUTY ON TEA.

TEA buyers are getting nearer to sellers' ideas in the matter of prices, but are not yet close enough to permit of any extensive business being done. If current indications are reliable, they are going to gain nothing by holding off, for the tendency seems rather toward advance than decline. Demand for Japan teas, worth from 15 to 16c, in the United States, is taken to be a sign in this direction, and it is worthy of note that importers or commission men who control any of this grade in Canada express a disinclination to send them across the lines, as they feel that they will be wanted at home.

One of their chief reasons for this belief is the fact that the expectation is again gaining ground that the Canadian Government may impose a duty on tea during the present session of Parliament. This opinion is based on the assumption that when the Finance Minister brings down his estimates it will be found that, owing to the preferential clause of one-eighth having been so widely extended, expenditure and revenue will not meet.

The difference will have to be made up promptly, and the most expeditious way of doing so is to impose a specific duty on tea of, say, 5c. per pound.

If this is done it will have a tendency to decrease the importations of cheap teas.

Canada's consumption of tea is estimated at 20,000,000 pounds per annum, and a duty of 5c. would mean a revenue to the Government of \$1,000,000.

Tea importers, as a rule, are in favor of a duty, and contend that it would not be a hardship to the consumer. The retail price would not be materially affected by it, and if the consumer had to buy a higher grade and dearer tea he would find that a given quantity of it would go much further than the same quantity of a poorer article.

STRONG OUTLOOK FOR PIMENTO.

The outlook for pimento is strong. It is estimated that the Jamaica crop this campaign will be only about 22,000 bags.

The import of this may be gathered from the fact that the crop of late years has averaged about 65,000 bags.

Not only is the new crop light, but the same is to be said of stocks of last season's

goods in the terminal markets. For instance, in London the stock is only 6,650 bags against 20,000 the same time last year. Stocks in Hamburg, Bremen and Trieste are exceedingly small, and these ports are trying to buy. Supplies in New York are also small.

In view of the present statistical position of the market, higher prices are confidently looked for.

CALIFORNIA ORANGES.

Mr. A. S. Westfall, of Westfall Bros. & Co., New York, who has returned from California, says that in his estimation there are 7,000 or 8,000 cars of oranges yet to be shipped from the state this season. The bulk of the fruit for the balance of this season, he says, will run choice on account of the extreme cold weather they have had there.

THE CLOVE SITUATION.

What the future of the clove market will be, on account of the abolition by the British Government of slavery in Zanzibar, is a problem difficult to solve.

The average supply of cloves received from Zanzibar for the period between 1892-95 was 135,000 bales per annum. In 1895 the quantity ran as high as 166,500 bales.

Slavery was abolished two or three years ago, and since then there has been a gradual falling off in the yield, for the owners of the estates whereon the cloves were raised have had to pay such high prices for their labor that they have not been able to go so extensively into clove cultivation as they formerly did. As a result, large portions of estates which were formerly devoted to clove culture are now covered with rank undergrowth and grass.

During the season 1896-7 the output had shrunk to 85,000 bales, while the estimates for the season of 1897-8 are only 35,000 to 40,000 bales.

In London, England, according to advices received this week in Toronto, stocks were only 71,700 bales, against 78,300 the same time in 1896, and 80,000 in 1895.

Prices are steadily appreciating. One day last week alone there was an advance of 1c. per pound.

PENALTIES RE WORD "LIMITED."

SOME misunderstanding seems to exist as to what action was taken by the Ontario Legislature, at its recent session, in regard to the Act governing limited liability companies.

It will be remembered that by the Act of 1897 the abbreviation of the word "Limited" was prohibited on signs, business paper, cheques or, in fact, any documents whatsoever, heavy penalties being prescribed for violation thereof. The irritating character of this, together with the loss entailed, is known to everyone.

The amendments made to the Act during the last session are designed to remove the unjust and irritating features thereof.

One wise provision suspends the operation, as far as companies incorporated before April 13, 1897, are concerned, until January, 1900, of the clause imposing penalties for abbreviating the word "Limited." The suspensory clause reads as follows:

In the case of companies incorporated before the thirteenth day of April, 1897, this section shall not take effect so as to render any such company, or the directors or officers thereof, liable to the penalties or liabilities hereby imposed by reason of such company using the abbreviation "Ltd." or any other abbreviation of the word "Limited," or to companies lawfully incorporated without the word "Limited" forming part of the name or style thereof, until after the first day of January, 1900; but this shall not relieve any such company from any penalty to which it would have been liable prior to the passing of the Act passed in the 60th year of Her Majesty's reign, chapter 28.

Another proviso makes the use of the word "Limited," in its full form, on bales and packages, optional.

A clause which will give a great deal of satisfaction, especially to those companies which have been harassed by pettifogging lawyers, reads:

The penalties provided by the said Act shall be recoverable only by action at the suit of, or brought with the written consent of, the Attorney-General of the Province of Ontario.

Thanks to the amendments to the Act, joint stock companies will now be able to use up their old stationery, signs, etc., in which the word "Limited" is abbreviated, while every Tom, Dick and Harry with a desire for money and notoriety will be precluded from instituting proceedings at his own sweet will.

But the Legislature should have made all these wise provisions when the Act was under consideration ten months ago.

Some people imagine the universe revolves around them; but the only thing that revolves around them is themselves, and that is small, indeed.

Our Stock Taking

Is now over and we have decided to reduce our stocks in such lines as :

Valencia Raisins, Fine Off-Stalk
Valencia Raisins, Selected, in boxes and $\frac{1}{4}$ boxes
Valencia Raisins, 4-Crowns, Layers

THE BEST KNOWN BRANDS.

We are just receiving a carload of

CALIFORNIA EVAPORATED FRUITS

of every description, in boxes 25-lbs. each, and 1-lb. cartoons. All above Dried Fruits are offered at the very lowest possible price.

Molasses

How is your stock? We are now offering:

Extra Choice Barbadoes Molasses
Fancy "Pons" Porto Rico Molasses in puncheons and tierces
Choice "Pons" Porto Rico Molasses in puncheons
Fine "New Orleans" Porto Rico Molasses in barrels and half-barrels,
 at prices defying competition.

Don't forget that our assortment of Fish is complete, and we can give you satisfaction, both as to quality and prices.

Write for Samples and Prices, it will pay you.

Laporte, Martin & Cie., Montreal

HINTS TO BUYERS.

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

WARREN BROS. & CO. are offering lower province sweet corn in handsome packages. The quality is said to be exceptionally fine.

"Enameline," once tried, sells itself.

The Davidson & Hay, Limited, are quoting good, dark syrup at a low price.

Laporte, Martin & Cie. have cut down their price for fish, of which they have a full assortment.

The Dawson Commission Co., Limited, are receiving a choice lot of sea herring in barrels this week.

D. Gunn, Bros., & Co., have a great many enquiries for smoked meats from British Columbia.

Bulk pickles are scarce. Buyers can have their wants supplied from a stock held by H. P. Eckardt & Co.

Buyers of syrups and molasses can procure a varied assortment by applying to Lucas, Steele & Bristol.

T. Kinnear & Co. are booking a good many orders for future delivery for their "Goat" brand Japan tea.

The Davidson & Hay, Limited, are in receipt this week of direct shipments of Ceylon and Assam Pekoe teas.

Genuine Labrador herring can be had at Laporte, Martin & Cie's. These herrings are scarce on the Canadian market.

The Davidson & Hay, Limited, quote close prices on shelled Grenoble walnuts and shelled filberts in order to reduce stock.

A full stock of California evaporated fruits in bags, boxes and cartoons, are rapid sellers with the Eby, Blain Co., Limited.

The Davidson & Hay, Limited, report good sales, during the past few days, of California fruits—prunes, apricots, etc.

California prunes, including 30's and 40's, "Harvest" brand, the juiciest fruit in the market, are selling freely with the Eby, Blain Co., Limited.

H. P. Eckardt & Co. are ready for the Lenten fish business, and are now selling quintals of fine cod, boneless fish and pure cod in 1-lb. blocks.

Perkins, Ince & Co. are receiving into stock, this week, a shipment of Maracaibo green coffee from the Cucuta district. The quality is excellent.

The Eby, Blain Co., Limited, state that they have been busily engaged since the first of the year in connection with Yukon

supplies. Their stock embraces many articles not otherwise procurable, and which are necessary to comfort and good health in the far north.

Grocers can have fancy Porto Rico molasses in puncheons and tierces from Laporte, Martin & Cie. This firm has a fine lot on hand just now.

"Yes," say Lucas, Steele & Bristol, "we are offering exceptional values in Indian and Ceylon teas at 17 to 18c. Have them in half chests as well as in chests."

White beans and evaporated apples—an unusually fine sample of each, at prices to interest close buyers—are moving freely with the Eby, Blain Co., Limited.

"Golden" evaporated apricots, in 25-lb. boxes, are being offered by the Davidson & Hay, Limited. This is particularly fine fruit—dry evaporated, not soaked.

W. H. Gillard & Co. report a brisk demand for their special lines of tea in 1-lb. German parchment cartoons. They are attractive shelf goods and fast sellers.

The Eby, Blain Co., Limited, state that, as their stock of fall-caught trout and whitefish is within moderate limits, owing to heavy sales, they advise early purchases before it is all sold.

T. A. Lytle & Co., Canada Vinegar Works, Toronto, have received the bronze medal awarded them at the Victorian Era Exposition and Industrial Fair for jams, jellies, pickles and sauces.

A full pint bottle of American tomato catsup, to retail at 15c., two dozen in a case, has been found a profitable line by many grocers. The Eby, Blain Co., Limited, have the goods.

Back orders for "Circle" tea are now being filled by Lucas, Steele & Bristol. They have lately had a new machine placed in their warehouse for packing, the first of the kind ever seen in Canada.

W. H. Gillard & Co. are offering special values in teas to retail at 30 to 35c. "These teas," say the firm, "leave a handsome margin for the retailer, as well as give unbounded satisfaction to the consumer."

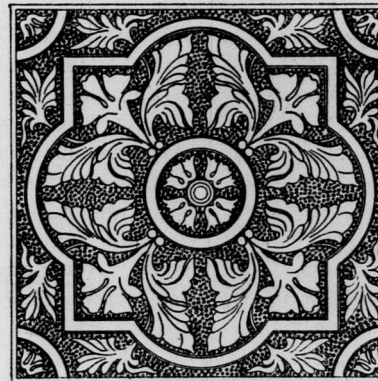
Rutherford, Marshall & Co. are making a specialty of putting up honey in 5, 10, and 60-lb. tins, suitable for shipment to the Klondyke. This commodity is an excellent substitute for butter or fruit, and cannot be injured by frost.

DEMAND FOR CHEESE.

The London Grocers' Gazette, speaking of the cheese situation says: The market for cheese has been passing through one of its spells of dulness again, but this time the dull period has been protracted to a some-

Why Not Have a Permanent Ceiling ?

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Metallic Roofing Co., Limited

TORONTO

what inordinate and trying length, having lasted for several months. The trade has been an unsatisfactory one all round, both as regards the demand and as to results to importers, whose operations have been for the most part the reverse of remunerative. The commencement of the restriction of the demand seems to have dated from about the time when buyers here began to show anxiety to secure the autumn make "forward," and this had the effect of driving prices up beyond the limit at which cheese sells freely. The reason why such anxiety should have been displayed this season is difficult of explanation, as the knowledge was pretty general at the time that the largest make ever known in Canada was then in progress, and that stocks were already beginning to accumulate. The ultimate consequence, however, was that a collapse came, and in a few weeks c.i.f. prices were down 10s. per cwt., and purchasers lost money heavily. Another result of this system of buying was the unusually large number of arbitration cases held, which, apart from the trouble and worry they in themselves caused the parties involved usually ended with feelings of soreness on both sides. Altogether it almost looks as if the old-fashioned method of buying goods on the spot was the best after all.

TO SELL TEA IN THE NORTHWEST.

MR. STEPHEN HUSTWITT, the subject of this brief sketch, came to Canada about 1870, and has been identified with the grocery and tea business ever since, he having received a thorough,



Mr. Stephen Hustwitt

practical knowledge of the business while in England. Since being in Toronto he has represented some of the best known firms, and can lay claim to being the pioneer grocery traveler of Toronto, and also one who had a large patronage, and was held in high esteem by the city grocers. During all these years he has devoted special attention to the study of teas, and from reports gathered from both wholesale and retail men, it is questionable whether there is a better judge of tea in Canada. He will be remembered, perhaps, by most of our readers by his contributions to THE CANADIAN GROCER on the subject of "Packet vs. Bulk Teas," and in the prize essay contest on "The Buying, Selling and Handling of Teas," he was selected as one of the judges.

Mr. Hustwitt has just severed his connection with the Eby, Blain Co., Limited, Toronto, to represent T. B. Greening & Co., tea and coffee importers, of Hamilton, to take charge of their Northwest branch, from Winnipeg to British Columbia.

He left for his new scene of labor yesterday (Thursday), and he will doubtless establish for himself in the west that reputation as a tea expert which he enjoyed in the east.

LARGE TEA LABEL ORDER.

The Salada Ceylon Tea Co. gave an order to a Toronto firm of lithographers for 2,870,000 labels. This is perhaps the largest order of any kind that has ever been given to any lithographer or printer in Canada.

A NEW TEA-PACKING MACHINE.

With the increase in the tea package trade has naturally come an increase in the number of tea-packing machines. The latest arrival in the field is one that is being put upon the market by A. H. Canning & Co., 57 Front street east, Toronto, a cut of which appears on another page.

The machine is simply constructed, and it is claimed that one boy can work it all day without being relieved, so easily is it manipulated. The plunger is permanent, and the tea is pressed up against it to the

desired size. There is only one lever, and it is worked with the foot. The frame of the machine is of hard wood, and the working parts of iron and steel. The tea tubes are made of tinned steel. Prices and descriptive circulars can be obtained from the manufacturers.

GROCERY CLERKS' CONCERT.

Under the auspices of the Toronto Grocery Clerks' and Drivers' Association, Mr. W.E. Ramsay, the well-known entertainer, will give two concerts, one to-night (Friday) and one to-morrow night, and a matinee to-morrow afternoon, in the Auditorium hall, corner Queen and James streets, Toronto. During the evening, cinematographe pictures of the Queen's Jubilee will be shown as an additional attraction. As Mr. Ramsay's entertainments are first-class, and as the concerts are in aid of the Sick Children's Hospital, a large audience may reasonably be expected.

NOVEL MEMORANDUM BOOK.

Frequently one hears of romantic or sentimental notes written on eggs, but this week a representative of THE CANADIAN GROCER, while watching a Front street, Toronto, dealer unpacking a case of eggs saw an egg which some presumably practical person had made use of as a memorandum book. A list of nearly a dozen articles was carefully written, so that the short memory of the person who went to market should not be the cause of a shortage of tea, sugar or black spoons in the house.

MR. DIXON IS COMING.

Mr. Cecil Dixon, who is now representing Lucas, Steele & Bristol, of Hamilton, in Manitoba, the Northwest Territories and British Columbia, is widely known "out west," and few men possess a more extended acquaintance and knowledge of the country he visits than he does. He enjoys the esteem of the house he represents, and he has been a successful salesman and a good business man. Mr. Dixon's old customers will be glad to see him when he visits them.

According to The American Grocer, efforts are being made by very prominent Columbia river interests to form the packers on that river into an association. Some ten packers have agreed to come in, and there is talk of making Mr. Charles Morris president of the association. Pressure is being brought to bear on certain packers, who have not consented to the arrangement, to come in. It is to be hoped, in the interest of the trade, as well as of the packers, that some sort of a strong organization may be formed.

MR. COLSON RETURNS.

MR. C. E. COLSON, of Montreal, arrived home on Friday, Feb. 4, after an extended visit to England and Scotland. He came by the s.s. Teutonic to New York, and reports a rough passage, which, however, does not appear to have had any serious effect upon him, as he is looking as hale and hearty as ever. Splendid weather and other things of an agreeable nature have evidently combined to make his visit to his old home exceptionally enjoyable.

He expressed the satisfaction of Messrs. Crosse & Blackwell, whom he represents, at the amount of business done by them in Canada during the past year, it being considerably in excess of any previous year, and they attribute no small degree of this success to the judicious advertising done by Mr. Colson in THE CANADIAN GROCER. Messrs. Epps & Co. are also much pleased with the increase in their Canadian business, it having more than doubled during the past year, and the prospects for even a greater trade in their cocoas are most promising.

Mr. Colson was much struck with the expressions of good feeling toward Canada and Canadians which he heard from men of all grades of society and all branches of business, and is convinced that much closer relations, both from social and business standpoints are now more possible than ever before.

Canadian produce ranks high on the English markets, and a little more care in the packing and shipping of our eggs, butter, bacon, etc., will place them on the top rung of the ladder on the other side of the water.

The chief obstacle to an extension of trade between Great Britain and Canada is the lack of an insolvent law here which will ensure justice and a fair return to all creditors. Many English and Scotch merchants mentioned this feeling to Mr. Colson, and expressed the hope that this bar to increased trade between the two countries would be speedily overcome by the adoption of a Dominion insolvent law.

Mr. Colson, jr., leaves about the end of this month for an extended business trip throughout Ontario and the west.

PERSONAL MENTION.

Mr. T. Kinnear, of T. Kinnear & Co., Toronto, is visiting in New York this week.

Mr. Roddy McCrimmon, of Warren Bros. & Co.'s sample room, is again back to business after an illness extending from August last.

Mr. T. O. Leonard, of Detroit, representing Kingsford's Oswego starch, was in Toronto this week. He reported that January's business, in his territory, was the best for any corresponding month for some years.

Nature

You can't improve upon the flavor that Nature gives to flowers and fruits—Nature knows her business and needs, and asks no help from anyone.

It is easily possible to adulterate and to add inferior artificial essences to a flavoring extract, yet YOU gain nothing but a single profit on the first sale—you can't sell a harshly strong or an artificially weak Flavoring Extract more than once to the same woman.

Greig's Crown Flavoring Extracts

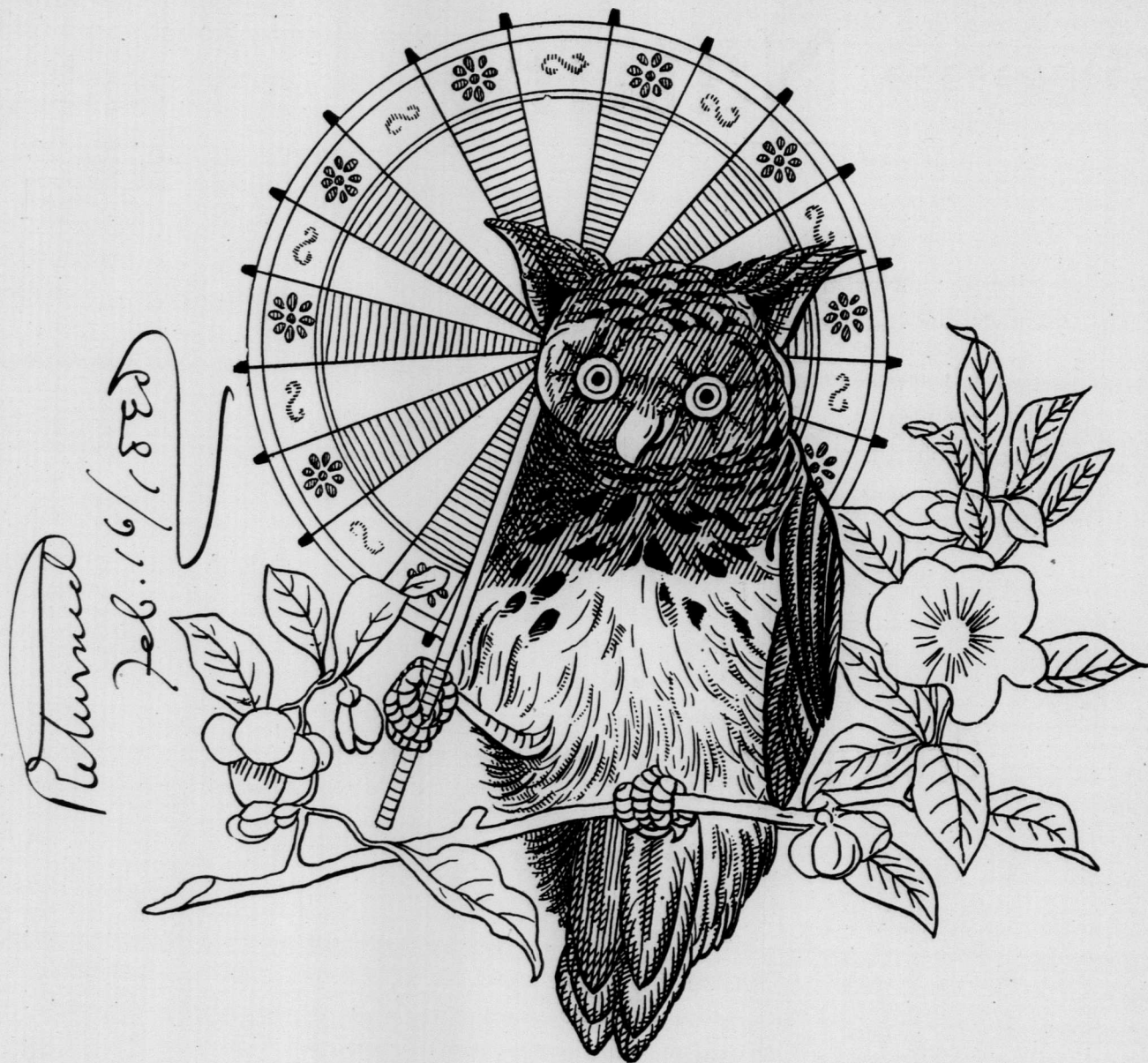
(40 Different Flavors)



are pure Flavoring Extracts having that rich, delicate, natural flavor that perfect purity alone can yield. Let a housekeeper alone for finding out their economy—she needs no more help than nature does. You are absolutely safe in recommending them.

A single bottle of Greig's Flavoring Extracts goes nearly, if not quite, twice as far as any other—of nearby merit. Nature provides this great strength. "One touch of nature makes the whole world kin." Think of the friendship your store will gain if you sell Greig's Crown Brand Flavoring Extracts.

Robert Greig & Co.
Montreal



NO. 100.

THIS IS TOO GOOD TO KEEP.

We have just received a letter from a large western house in which there is a confirmation of what we have said of our Owl No. 100, and though we were perfectly satisfied as to the value of this tea, such a testimonial is always pleasant to record :

DEAR SIRs,

Feb. 3rd, 1898.

We received your samples to-day, and put them in draw with others we had here and have decided to take 10 half-chests of the Owl No. 100.

We have been selling a tea named——— for several seasons, but our Japan tea trade has improved so, that we have not enough to last until the new crop comes in.

We have noticed your ad. in "The Grocer" about Owl Brand and we think that you have every reason to give it the high recommendation you have been doing.

We are sorry to have only a very small quantity of this brand to offer now, but we can give you one package or so as a sample so that we can book your order for the new crop. We will have enough this year to supply all demands.

L. CHAPUT, FILS & CIE., MONTREAL.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, Feb. 10, 1898.

GROCERIES.

THE most interesting feature in regard to the wholesale grocery trade this week is an increase of 1-16c. per lb. in the price of refined sugars. The advance took place on Tuesday, and an increased business is one of the results thereof. The tendency of the tea trade is still towards greater activity, although the volume of business is still light. There is no particular business to note in regard to spices locally, but in the primary markets prices are firm and, in some instances, high. Canned goods of all kinds are quiet, with prices still being firmly maintained. Coffees are still in fair request. Some United States syrups are being offered, but we hear of no transactions, and only an occasional transaction in molasses is reported. Trade, generally speaking, is only fair.

CANNED GOODS.

The most interesting feature at the moment in regard to canned vegetables is perhaps corn. There have been some enquiries for round lots during the week, but we hear of no transactions. A bid of 85c. was made for 1,000 cases, but it was not accepted. The idea for tomatoes is still \$1.25, with \$1.20 to \$1.25 as the range. Business in all kinds of canned vegetables is quiet. We quote: Tomatoes, \$1.20 to \$1.25; corn, to 85c.; peas, 90 to 95c. for ordinary; sifted select, \$1.10 to \$1.25; extra sifted, \$1.25 to \$1.40; beans, 60 to 95c.; peaches, \$2 to \$2.40 for 3's, \$1.40 to \$1.75 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.40 to \$1.70, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$1.75 to \$2.25; apples, 3's, 80 to 95c.; gallons, \$2.25 to \$2.40; salmon, "Horse-shoe," \$1.25 in 5-case lots and \$1.30 in less quantities; other red salmon, \$1.20 upwards, according to quality and brand; cohoes, 95c. to \$1; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.40 to \$2.70 for tall tins; ½-lb. flats, \$1.65 to \$1.70; Canadian canned beef, 1's, \$1.35 to \$1.40; 2's, \$2.35 to \$2.50; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16; Canadian kippered herrings, \$4.50 per case.

COFFEE.

Green rio coffees are still in fair demand. The market for Brazilian coffees is a little easier, on account of heavy receipts and unfavorable reports from Europe. Jobbers quote green in bags: Rio, 8 to 12½c., according to grade; East Indian, 27 to 30c.; Santos,

12 to 18c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 13 to 17c.; Jamaica, 16 to 22c.

SYRUPS.

The Canadian refiners have more syrups to offer, but there are few, if any, transactions. Some nice samples of United States syrups are also being shown, but we hear of no transactions. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

Proportionately there is more business being done in molasses than in syrups, although that does not mean much. We quote as follows: New Orleans, bbls., 23 to 35c.; ditto, half-bbls., 25 to 37c.; ditto, fancy, 50 to 55c. in bbls. and half-bbls.; Barbadoes, 31 to 35c.; half-bbls., 33 to 35c.

SUGAR.

A firmer feeling prevails. Beet sugar has advanced in London and refined sugars are ½c. dearer in New York. In sympathy with the outside market the Canadian refineries, on Tuesday, advanced their figures 1-16c. per lb. An improved demand is also to be noted. We quote as follows: wholesale price, subject to a discount of 1 per cent., 10 days: Granulated (St. Lawrence, Redpath, Acadia), 49-16c.; ditto, Dutch, in bags, 47-16c.; ditto, German of Canadian make, in bbls., 4¼c.; ditto, imported, in bags, 43-16c.; yellows, 313-16c. upwards.

NUTS.

Brazil nuts are a little easier in New York, but the nut market generally is quiet and featureless. We quote: Brazil nuts, 12½ to 14c.; Valencia shelled almonds, 23 to 25c.; Tarragona almonds, 9 to 11c.; peanuts, 10 to 12c. for roasted and 8 to 10c. for green; coconuts, \$4.50 to \$5 per sack; Grenoble walnuts, 11½ to 12c.; Marbot walnuts, 9½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 9½c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, SAGO.

The market for foreign rice is firm. Locally trade is of the usual character. We quote: Standard "B," broken lots, 3¾c.; 1 to 5 sacks, 3¾c., and 5 sacks and over, 3¾c. per lb.; Japan, 5c.; Patna, 4¾ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½ to 4½c.

SPICES.

Strength continues to be the feature of the spice market. The crop of Bengal ginger

is said to be somewhat of a failure. Higher prices are expected to rule on pimento on account of a probable shortage. The outlook is also for higher prices for Cassia. The outlook for cloves is exceedingly strong. We quote as follows: Pure Singapore black pepper, ground, 14c. in kegs, pails and boxes, and 15c. in 5-lb. cans; ditto, whole, 12c. per lb.; pure white pepper, ground, 24 to 26c. in kegs, pails and boxes, and 20 to 22c. in 5-lb. cans; ditto, whole, 20 to 22c., according to quality; pure Jamaica ginger, 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25c.; ditto, best, 28 to 30c. per lb.; allspice, 16c.; cassia, 25c. per lb. for ground and 40c. for Saigon.

TEAS.

There have been some sales of good-sized round lots of Japan teas on the Toronto market during the past week at from 14 to 16c., but it is the opinion that holders sacrificed prices. One wholesale house alone bought 1,200 packages. Other shippers of teas of this quality are, however, holding for higher prices. Some of the wholesale houses report they have booked quite a few orders for fall delivery of Japan tea. Prices for low and medium grades of Indian tea are higher in Calcutta than they were at this time last year, and as the market there is near its close, teas of the grades mentioned are hard to get. Low grade Ceylons are firmer in Colombo, and teas formerly held on the local market at 12½c. could not be repeated under 14c. per lb. Ruling wholesale prices on the Toronto market are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indias and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

CURRENTS—There has been no material change in the situation since a week ago, the demand being fair and prices firm. We quote: Provincials, 5¾ to 6c.; Filiatras, 6¾c. in bbls; 6¾c. in half-bbls and 6¾c. in cases. Patras, 6¾c. in bbls.; 6¾c. in half-bbls. and 6¾c. in cases. Vostizzas, 7½ to 8½c. in cases.

VALENCIA RAISINS—The market is quiet; prices unchanged. We quote as follows: Off-stalk, 4½ to 4¾c.; fine off-stalk, 5 to 5½c.; selected, 6 to 6½c.; layers, 6½ to 7c.

CALIFORNIA RAISINS—Prices are rather

Profit...

"SURPRISE" SOAP

GIVES IT.

A standard soap; a standard price; but more than a standard profit.

It Pays to Push "SURPRISE" Soap.



BRANCHES—

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

Made by

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

unsettled in the outside markets, but locally there is no feature to note. We quote: 3-crown, $7\frac{1}{4}$ to $7\frac{1}{2}$ c. per lb.; 4-crown, $8\frac{1}{4}$ to $8\frac{1}{2}$ c. per lb.; 1-lb. cartoons, 20c.; $2\frac{1}{4}$ -lb. cartoons, 35c.

DATES—The local market is quiet, at $5\frac{1}{2}$ to $5\frac{3}{4}$ c. for Hallowees and $5\frac{1}{2}$ c. for Kadro-wees. The outside markets are rather easy.

PRUNES—A good business is being done in prunes. Last week saw a special offer from Chicago in small sizes of California prunes, but prices on the Coast for the higher grades remain unchanged, with the demand more active. We quote as follows: "Sphinx" at $6\frac{1}{2}$ to 7c.; B, $7\frac{1}{2}$ c.; A, $8\frac{1}{2}$ c.; California prunes, 40 to 50's, 10 to $10\frac{1}{2}$ c.; 50 to 60's, 8 to $8\frac{1}{2}$ c.; 60 to 70's, $7\frac{1}{2}$ to 8c.; 70 to 80's, 7 to $7\frac{1}{2}$ c.; 80 to 90's, $6\frac{1}{2}$ to 7c.; 90 to 100's, 6 to $6\frac{1}{2}$ c. Silver prunes (fancy), $13\frac{1}{2}$ c.; egg plums, $9\frac{1}{2}$ c.; golden plums, $10\frac{1}{2}$ c.; French prunes, 180's, 5c.

CALIFORNIA EVAPORATED FRUITS—There has been more enquiry from the wholesalers during the past week for evaporated peaches in bags and boxes, and some transactions have taken place. All kinds of California goods have been in better demand, (1) on account of the fact that wholesale houses, being through stock-taking, are replenishing their stocks, and (2) owing to the demand on Northwest and British Columbia account. We

quote: Apricots, 9 to $9\frac{1}{2}$ c. per lb. in 50-lb. boxes, $9\frac{1}{2}$ to 16c. in 25-lb. boxes, and 13 to 14c. in 1-lb. cartoon boxes; Peaches, $9\frac{1}{2}$ to $12\frac{1}{2}$ c. in 25-lb. boxes, and 13c. per lb. in 1-lb. cartoons.

GREEN FRUITS.

The high price of Valencia oranges has limited their sale somewhat, the demand turning toward California navels. Other oranges are moving steadily. Lemons are in good demand. Cranberries are about off the market, a few North Shore being, however, quoted at \$1.50 to \$2 a case. Bananas are 25c. cheaper than last quotation. Seville, Bahama and Jamaica oranges are now quoted. Valencias have advanced 50c. per box. We quote: Almeria grapes, \$5 to \$6 per keg; lemons, Messina, \$2.75 to \$3.25 a box; cocoanuts, \$4.50 to \$5 a sack and 60c. per doz.; oranges, Valencia, 420's, ordinary, \$5.50 to \$6; 420's, large, \$7 to \$7.50; 714's, large, \$7 to \$7.50 per case; California navels, \$3.25 to \$3.50 per crate; Sevilles, \$3.50 a box; Bahamas, \$2.50 to \$3 a box; Jamaicas, \$5.50 a box; cranberries, North Shore, \$1.50 to \$2; Canadian apples, spies, fancy red, \$3.75 to \$4; others, \$2.50 to \$3.50 per barrel and 40 to 50c. per basket; Canadian onions, red or yellow, in 80-lb. bags, 70 to 80c.; pickling onions, 75c. per basket; celery, 25 to 50c. a dozen; winter pears, 60 to 75c. per basket; grape fruit, \$5.50 to \$6 per box.

COUNTRY PRODUCE.

EGGS—New laid eggs are coming forward freely, and prices have dropped about 2c. per doz. Cold stored and pickled have, consequently, also declined. We quote: Fresh-laid, 17 to 19c.; held, fresh and cold-stored, 15c.; pickled, 14 to 15c.

POTATOES—Business is quiet, but steady with prices easy at unchanged figures. We quote: Carload lots at 58 to 60c., and small lots on the market at 65 to 70c.

DRIED APPLES—There is a good demand with moderate offerings. The price, on account of a great range in quality, varies from $3\frac{1}{2}$ to $4\frac{1}{2}$ c.

EVAPORATED APPLES—The tendency seems to be toward higher prices. Though some dealers still quote at $8\frac{1}{2}$ to 9c., the majority of large dealers are asking $9\frac{1}{2}$ to 10c., with few first-class offerings at the lower figure.

BEANS—Business continues quiet. We quote prime beans at 75c. in 5 and 10 bag lots, with hand-picked at about 85c.

HONEY—There is a good demand. Clover honey in comb is easy at present quotations. Buckwheat in comb is now quoted. Strained honey is steady. We quote: Clover honey, 7 to $7\frac{1}{2}$ c.; light color, in 60-lb. tins, 6 to $6\frac{1}{2}$ c.; 5 and 10-lb. tins, 7 to $7\frac{1}{2}$ c.; buckwheat 3 to 4c.; comb, clover, \$1.50 to \$1.75 per dozen; buckwheat, 70 to 80c.

POULTRY
BUTTER
EGGS
HONEY

J. A. McLEAN,
77 Golborne St.
TORONTO.
Commission Merchant.

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

E. NICHOLSON
Successor to W. F. Henderson & Co.
**Wholesale Commission Merchants
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Teas, Canned Goods, Molasses, Coffees,
Dried Fruits, Syrups, Spices, Starches,
Condensed Milk, Salmon, Bags, Beans,
Canned Meats, Smoked Meats, Lard, Oat
meal, Rice, Tapioca, Sago, etc., etc.
Representing some of the leading houses in the world.
Advances made against consignments. Storage—in
Bond or Free. Wholesale Trade and Millers only
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174 Princess Street, Winnipeg, Man.
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REPRESENTATIVES WANTED
WHITELEYS LIMITED
DISTILLERS
Glasgow, London and Liverpool
Will be glad to appoint a reputable firm
as Agents for Canada for the sale of
their Ark Brand Whiskies in Canada.
Letters of application to be addressed to
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Care of The Canadian Grocer
Montreal or Toronto
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**Keep your FRUIT stock
well assorted**
We can give you **GOOD VALUES** in
MALAGA GRAPES
BANANAS
ORANGES
LEMONS
GRAPE FRUIT
TANGERINES
Also OYSTERS and HADDIE
CLEMES BROS. - Toronto

POULTRY—Small and medium-sized turkeys are in good demand. The large birds are not much wanted. Ducks are not offered. Geese and chickens are in good demand. We quote: Geese, 6½ to 7c. per lb.; chickens, dressed, 40 to 60c.; turkeys, small and medium, 10 to 11c.; large, 8½ to 10c.

BUTTER AND CHEESE.

BUTTER—Receipts of dairy are just about sufficient for the demand. Indications are that considerable quantities are being held at country points. Creamery is weaker, a decline of 1c. being noted in lb. prints. We quote as follows: Dairy, large rolls, 14 to 15c.; pound prints, 14 to 15c.; tubs, best grade, 14 to 15c.; second grade, 13 to 14c.; low grade, 11 to 12c.; creamery, early make, tubs, 16 to 17c. late make, tubs, 18 to 19c.; prints, 20c.

CHEESE—Local trade continues steady, though orders are, as a rule, small. The market is weak, at 8½ to 9¼c. per lb.

PROVISIONS.

Lard is still the leading feature, the demand for this article continuing active, with prices firm at an advanced figure. The demand for dry salted and smoked meats is steady. There is a feeling evidenced on the market that dressed hogs should be received at easier prices because of a weakness in the English market. We quote as follows:

DRY SALTED MEATS—Long clear bacon, 7½c. for carload lots, and 7¾ to 8c. per lb. for ton lots and cases.

SMOKED MEATS—Breakfast bacon, 11½ to 12c.; rolls, 8½c.; hams, large, 9½ to 10c.; medium, 10½c.; small, 11c.; shoulder hams, 8½ to 9c.; backs, 10½ to 11½c.; with 1c. less for all meats out of pickle.

LARD—Pure Canadian, tierces, 6¼c.; tubs, 7¼c.; pails, 7½c.

BARREL PORK—Canadian heavy mess, \$15; Canadian short-cut, \$16 clear shoulder mess, \$14.

DRESSED HOGS—We quote: \$5.90 to \$6 for heavy, and \$6.25 for light hogs.

FISH AND OYSTERS.

Business continues active, with prices steady. Oysters have advanced in Baltimore, but as local dealers consider it but temporary, they have not put up the price. Prices are unchanged throughout. We quote: Oysters, \$1.25 per gal.; fresh trout, 7 to 7½c. per lb.; steak trout, 7c.; fresh steak cod, 6 to 6½c. per lb.; pickerel, 6c. per lb.; pike, 3½ to 4c. per lb.; perch, 3c. per lb.; fresh herring, 3½c. per lb.; Labrador herring, \$5.75 to \$6 per bbl. and \$3.25 per half-bbl.; split herring, \$5 per bbl. and \$2.50

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Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

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

SARNIA Water White
Lamp Oil.

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

THE TRADE BUILDERS OF B.C.

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

**THE MANITOBA
PRODUCE AND COMMISSION COY.**
WINNIPEG, MAN.

Wholesale Dealers
PROVISIONS OF ALL KINDS
Consignments Solicited.

Don't Pay Freight on Water
CONCENTRATED GRAPE WINE VINEGAR, best and most economical Vinegar made. One gallon Concentrated makes 25/27 gallons Standard Vinegar—specially suitable for Klondike, Coast, Lumber, Exploration, and Mining Parties. Great saving in weight and freight.
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Agents for HEINRICH FRANCK SOHNE & CO.
German Chicory, Coffee, Extracts and Essences
LUDWIGSBURG, GERMANY. FLUSHING, N.Y.

EGGS
Poultry, Butter, etc.
We solicit consignments of above.
DRIED APPLES
We buy outright at market prices.
Write us particulars before selling.
FUTHERFORD, MARSHALL & CO.
82 Front St. East,
TORONTO

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

per half-bbl.; sea herring, \$1.30 to \$1.35 per 100; boneless fish, 3 1/2 to 4c. per lb.; pure cod, 6 1/2 to 6 3/4 c. per lb.; fresh water herring (heads off), \$2.50 per keg; ciscoes, 75c. to \$1; Manitoba frozen whitefish, 7 1/2 c. per lb.; smelts, No. 2, 4c.; No. 1, 6c.; extras, 10c.; flounders, 5c. per lb.; haddies, 5 1/2 to 6c. per lb.; fresh haddock, 5c. per lb.; pan frozen haddock, small, 4c.; large, 5c. per lb.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN — Barley is the feature of the market this week, lots offering with prices 3 1/2 to 4c. higher than last week. Wheat and oats are also coming in freely. We quote as follows: Wheat, red, 90 to 91c.; white, 85 to 89 1/2 c.; goose, 79 1/2 to 81c.; peas, 57 to 58c.; rye, 47 to 47 1/2 c.; barley, 38 to 42 1/2 c.; oats, 31 to 32c., Toronto freights. No. 1 hard wheat is quoted at \$1.05, Toronto freights; middlings, \$1.01 1/2 c.

FLOUR — There have been large sales during the last few days. The feeling is strong, though the high prices and the fine crop prospects in Argentina and India make buyers timid, and few are buying ahead. There has been a decline of 20c. in Manitoba patents and 10c. in Manitoba strong bakers', while Ontario patents and strong bakers' have steadied to a single quotation. We quote: Manitoba patents, \$5.30; Manitoba strong bakers', \$4.90; Ontario patents, \$4.75; straight roller, \$4.15, Toronto freights.

BREAKFAST FOODS — Business continues active with prices unaltered. We quote: Standard oatmeal and rolled oats, \$3.60 in bags and \$3.70 in bbls.; rolled wheat, \$2.75 in 100-lb. bbls.; cornmeal, \$2.35; split peas, \$3.50; pot barley, \$3.

HIDES, SKINS AND WOOL.

HIDES — A steady business is being transacted, with prices unchanged. We quote: Cowhides, No. 1, d 9 1/2 c.; steerhides, No. 1, 10c.; No. 2, 9c.; No. 3, 8c.

CALFSKINS — We quote as follows: No. 1 veal, 8 lbs. and up, 12c. per lb.; No. 2, 10c.; Dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS — Business is good, with prices steady, at \$1.15 to \$1.25.

WOOL — There is a fair demand for

YES, INDEED!

McLauchlan's

CREAM SODAS

in 3-lb. tins, are always nice and crisp, no matter how long you keep them.

J. McLauchlan & Sons

Manufacturers
Biscuits and Confectionery

Owen Sound

pulled wools, the price quoted remaining at 20 1/2 c. for fleeces and tub-washed.

SEEDS.

In the absence of any demand, either local or export, for alsike or red clover, dealers are not anxious to buy, and refuse to give general quotations, as price is unsettled. Timothy is steady at \$1 to \$1.50 for machine threshed, and \$1.75 to \$2 for strictly choice to fancy bright unhulled flail-threshed seed.

PETROLEUM.

There is an active demand, especially for the Sarnia oil. We quote as follows in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14c.; Sarnia water white, 15c.; American water white, 17 1/2 c.; Pratt's astral, 17c. in bulk.

SALT

Business keeps active, with prices steady at old figures. We quote: Carload lots, \$1.05 per bbl., and 65c. per sack; less than carload lots, \$1.10 per bbl., and 70c. per sack. At the wells we quote: F.O.B., barrels, 75c.; sacks, 50c.

MARKET NOTES.

All refined sugars have been advanced 1-16c. per lb.

New Orleans molasses is reported to be 40,000 barrels short.

Eggs are more plentiful, and have declined 1 to 2c. per dozen.

The Wm. Ryan Co., Limited, is fitting a party for the Klondyke this week.

Valencia oranges are 50c. dearer. Seville, Bahama and Jamaica oranges are on the market.

J. P. Hennessy, formerly traveler for T. Long & Co., Collingwood, has opened out with a full line of groceries in the Trott block, in that town.

A Toronto exporting firm has been notified by cable from Germany to discontinue

forwarding dried apples on account of the action of the German Government in regard to green and dried fruits.

QUEBEC MARKETS.

MONTREAL, Feb. 10, 1898.

GROCERIES.

BUSINESS in general groceries still rules quiet, and there is very little change from a week ago. Values generally are steady. In sugar the price of raw shows stiffness, but there is no response given by local values of the refined article. Syrups are steady, while the firm tendency of molasses is fully retained. Canned goods are quiet, but very strong in their tone for all sorts. Buyers and sellers are coming more together in regard to teas, but are still too far apart for any extensive trading. Spices, coffee and rice are as last reported, and the same can be said of all lines of dried fruit, green fruit, etc.

SUGAR.

There has been no striking change in the local sugar market, business ruling extremely quiet. Advices from abroad on the raw article have not exhibited much change in tone either, and, altogether, the situation is precisely the same as it was a week ago. Refiners report that orders are very light from which they argue that jobbers have enough to get along with. We quote as follows: Standard granulated, 4 5-16c.; Canadian German granulated, 4c.; Austrian and German imported granulated, 3 15-16c. in bags, and domestic yellows, 3 1/2 to 4c., as to grade.

SYRUPS.

Demand is light and the range of values unchanged, prices ruling at 2 to 2 1/2 c., as to grade.

MOLASSES.

The firm feeling in Barbadoes molasses is fully retained, and holders are not urging

**WE ARE
PAYING
CASH
FOR**

**DRIED
APPLES**

W. B. BAYLEY & CO.
EXPORT BROKERS

46 FRONT ST. E. **Toronto**



\$ \$ \$ \$ \$ "SPECIALS" \$ \$ \$ \$ \$

Enquiry from us, or our travellers, will develop its meaning to CLOSE BUYERS. **WE ARE SELLERS OF**

<p>JAPAN SIFTINGS Good Sweet Draw</p>	<p>KLONDIKE SUPPLIES</p> <p>We carry everything and are</p> <p>RIGHT IN THE SWIM.</p>	<p>Late Fall Caught WHITE FISH and TROUT F.O.B. Midland</p>
<p>F.O.S. VALENCIAS</p>		<p>CANNED FRUITS</p>
<p>GEM FRUIT JARS</p>		<p>CALIFORNIA EVAPORATED FRUITS AND PRUNES</p>
<p>THE EBY, BLAIN CO. LIMITED</p> <p>WHOLESALE IMPORTING AND MANUFACTURING GROCERS. TORONTO</p>		

sales at all because they firmly believe that all they have on hand will be wanted later on at advanced prices, if anything. In fact, it is easier to fill an order for a puncheon than for a carload. Fancy Porto Rico stock is also very firmly held. Late mail advices from the Islands state that the Barbadoes crop operations will commence about the middle of the present month, and the prospects are that prices will be even higher than they were last year. The jobbing range is as follows: Barbadoes, puncheons, 28c.; barrels, 30½c.; and half-barrels, 31½c. per gallon; car lots 1c. less, and Porto Rico, 26 to 27c., according to quality.

CANNED GOODS.

There is no material change in the canned goods' market, the only feature this week being a visit from a representative of one of the Klondyke companies, but no business has actually yet resulted though it may come later. We quote: Tomatoes, \$1.10 to \$1.25; corn, 90c. to \$1; peas, 90c. to \$1.15; peaches, \$1.75 to \$1.90 for 2's; raspberries, \$1.50 to \$1.90; strawberries, \$1.75 to \$2, according to brand and quality; cherries, \$2.30; apples, gallons, \$2.60 to \$2.75; 3-lb.do., \$1.10 to \$1.20; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.25; "Clover Leaf," \$1.25; Lowe Inlet, \$1.20, in

tall tins; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.30; lobsters, \$11 per case; French sardines, \$10.25 to \$11 for extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25 to \$4.50.

TEAS.

Buyers and sellers of teas are coming nearer together in the matter of prices, but are not yet close enough for much business. The enquiry from retailers is commencing to pick up. We quote: Young Hysons, 18c. for low grades, 24 to 28c. for mediums and 30 to 40c. for good to finest; China Congous, 10 to 17c. for mediums and 25 to 55c. for high grades; Japans, 13 to 17c. for mediums and 28c. for higher grades; Indians and Ceylons, 17 to 20c. for mediums and 35 to 65c. for higher grades.

SPICES.

There is no change in spices. We quote: Black pepper, 9 to 15c.; pure white, 15 to 20c.; pure Jamaica ginger, 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, 25 to 27c.; do. best, 30c.; allspice, 14c.; and nutmegs, 50 to 90c.

COFFEE.

The coffee market is without change, business ruling dull. We quote: Maracaibo, 12 to 15c.; Santos, 11½c., and

Rio 10 to 12c., while Java and Mocha are held at 28 to 31c.

RICE.

The rice market is quiet with only a small jobbing trade passing. We quote: Japan, 4¾ to 5c.; standard B rice \$3.40 to \$3.50; ditto, grade S, \$3.30 to \$3.40; Patna, \$4.75 to \$5; choice Burmah, \$4; and ditto Java, \$4.25.

DRIED FRUIT.

The currant market locally is entirely unaffected by outside conditions. We quote: Fine Vostizzas, half-cases, 6½c.; Patras, half-cases, 6¼c.; choice Filatra, do., 6c.; fine do., half-cases, 5¾c.; Filiatra, half-cases, 5¾c.; do. half-bbls., 5½c.; do. bbls., 5¾c.; fine Provincials, half-cases, 5¾c.

Valencia raisins are steady here, and primary markets are cabled firm. We quote: Off-stalk, 4½c.; fine do., 4¾ to 5c.; selected, 5¾ to 6c., and 4-crown layers, 6 to 6¾c.

California raisins are quiet, but firm, especially 2-crown, supplies of which are light. We quote: 6 to 6¾c. for 2-crown; 7¼ to 7¾c. for 3-crown, and 8¾ for 4-crown fruit.

Sultana raisins are steady at 8½ to 9c., and loose Spanish muscatels, 6 to 7c.

Yukon Expeditions

We can supply outfits of all kinds for large or small parties going to the Northern Mining Districts. Our success in supplying several American expeditions has led us to go into this business on a large scale. If you are going to the Klondyke, correspond with us,

WE CAN SAVE YOU MONEY

Coffees, Spices, Fruits, Canned Goods, etc.

S. H. Ewing & Sons

Wholesale General Commission Merchants,
27 St. Sacramento Street,

Montreal.

The chief features of the prune market are Californias, which are in larger supply and with a wider range of prices. In fact, values run from 5 to 10c. French prunes are in light supply, at 4½ to 5½c., and Austrian are an equally small stock at 6½ to 7c.

The fig market is quiet and unchanged. We quote: Eleme, 10 lbs., 10 to 11c.; case lots, 9c.; 12-oz. boxes, 7½c.; 14-oz. boxes, 9c., and bags, 4 to 5c.

Dates are dull and rather easier at 5 to 5½c.

NUTS.

These are quiet and unchanged. We quote as follows: Grenoble walnuts, 10½ to 11c.; Marbots, 9 to 9½c.; Tarragona almonds, 8½ to 10c.; shelled almonds, 20 to 22c., and shelled walnuts, 16 to 18c.; Sicily filberts, 7 to 8½c., and pecans, 9 to 10c.

FISH.

There has been a fair trade in fresh fish, and prices generally are steady. Haddock and cod are selling at 2½ to 3c., steak cod at 3½c., and herrings at \$1.40 for good and \$1.20 for medium, while tommy cods range from \$1 to \$1.20.

Pickled fish are quiet and steady. We quote: Green cod, No. 1, large, \$4.25; No. 1, ordinary, \$3.25 to \$3.50; No. 2, \$2.25 to \$2.40; herrings, No. 1, N.S., \$4.25 to \$4.50 per bbl., and \$2.15 to \$2.65 per half-bbl.; Cape Breton, \$4.75 per bbl.; B.C. salmon, \$11.50 per bbl.; No. 1 trout, \$4 to \$4.25 per half-bbl., and No. 1 white fish, \$4.65 to \$5.

Smoked fish are dull. Haddies, 5½ to 6c. per lb.; bloaters, \$1 to \$1.25, and herrings, 10 to 11c. per box.

Preserved fish are steady. Dressed cod fish are selling at \$4.25 to \$4.50 per case of 100 lbs.; dried cod, at \$3.50 per cwt.; boneless cod fish, at 4½ to 5c. per lb., and boneless fish, 5c. per lb.

DRIED APPLES, ETC.

The dried apple market is rather easier under increased receipts, at 5 to 6½c., and evaporated, 9 to 10c.

APPLES.

There is no change in apples, prices ranging from \$3 to \$4 as to grade. E. James received the following cable from Woodall & Co., of Liverpool, to-day: 5,600 barrels sold; market easy and difficult to make sales at a decline of 1s. The Mongolian, with 3,067 barrels, sailed from Portland on the 5th inst. for Liverpool. The Boston shipments last week were 3,997 barrels, all for Liverpool. The Vancouver leaves Portland on the 12th and the Sardinian on the 16th instants for Liverpool. The Sarmatian for Glasgow on 15th.

GREEN FRUIT.

The green fruit trade has been of a quiet, seasonable character, the only change being a rather firmer tendency in Valencia oranges. We quote as follows: Lemons easier at, \$2 to \$2.75; Jamaica oranges, \$5 to \$5.50; California, do., \$3 to \$3.50 for firsts, and \$2.25 to \$2.75 for seconds. Valencia oranges are firmer at \$5, while Almeria grapes are unchanged at \$5 to \$6.50, and Cape Cod cranberries, \$7 to \$9.

COUNTRY PRODUCE.

EGGS—The feature of the egg market was the weak feeling that prevailed in strictly new laid stock and prices declined 1c. per dozen, which is due chiefly to the increase in receipts. There was a fair demand for small lots to fill actual wants and a moderate amount of business was done. We quote: fresh stock 22 to 23c.; Montreal limed, 14 to 15c., and western limed, 13 to 13½c. per dozen.

POULTRY—The receipts of poultry were very light, for which the demand was ample and prices rule firm, but the market on the whole was quiet. We quote: Fresh killed turkeys, selling at 9½ to 10c.; chickens, 7 to 7½c.; ducks, 8 to 8½c., and geese, 5 to 7c. per lb.

BEANS—The demand for beans is limited and the market is quiet at 80 to 90c. for primes, and at 95c. to \$1 for choice hand-picked per bushel.

HONEY—There was no change in honey and sales are slow. We quote: White clover,

12½c.; dark clover comb, 10 to 10½c., and dark at 7 to 8c.

POTATOES—There is a firm feeling in the market for potatoes owing to small receipts of late, and sales of car lots have been made at 60c. per bag, and in a jobbing way at 70c.

PROVISIONS.

The demand for provisions continues, chiefly of a small jobbing character, and the market, on the whole, is quiet and steady. We quote: Canadian pork, \$15 to \$16 per barrel; pure Canadian lard in pails, at 7 to 7½c., and compound refined at 5 to 5½c. per lb.; hams, 10½ to 12c.; bacon, 10 to 12c. per lb.

DRESSED HOGS.

A fairly active trade was done in dressed hogs, there being a good demand for small lots, and prices were unchanged at \$6.75 for light weights, and at \$6.50 for heavy per 100 lbs.

SALT.

The salt market is quiet and unchanged. We quote: Coarse Liverpool, in 165-lb. bags, 38 to 45c., and Trepani, \$1.10 per bag of 215 lbs.

FLOUR, FEED AND MEAL.

There was no material change in the situation of the flour market. Millers state that a very fair business continues to be done for the season. The feeling generally is firm, and prices are fully sustained. We quote as follows: Winter wheat, patents, \$4.60 to \$4.85; straight rollers, \$4.40 to \$4.45; bags, \$2.12½ to \$2.15; best Manitoba strong bakers', \$4.90; second do., \$4.50, and low grades, \$2.70; Hungarian patents, \$5.30.

The demand for meal is chiefly in small lots to fill actual wants, and the market, on the whole, is quiet, with no change in values to note. We quote as follows: Rolled oats, \$3.50 per barrel, and \$1.70 per bag; standard meal, \$3.50 per barrel, and \$1.70 per bag.

GRAIN AND FEED.

There continues to be a good demand for feed, especially from eastern Ontario

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Double Value

Cottams Seed gives more than double the value of any other bird food. To any grocer who will manifest his interest by dropping us a post card, we will furnish detailed proof of this claim, which cannot fail to be of service to any store keeper; and, in addition, we will mail, post free, a present worth more than many times the value of the post card, time and trouble.

BART COTTAM COMPANY, LONDON, ONT.

WANTED

CAR LOTS OATS, PEAS, Rye, Buckwheat, Timothy and Clover Seed. Write or wire, stating station, quality, grade and price your station. Terms: sight draft, B.L. attached

Jos. Ward & Co., Exporters, Montreal.

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS,

Cor. Market and Colborne Sts.,

TORONTO.

Oranges and Lemons

We are receiving Valencias, Mexicans, Bahama and California Navel Oranges in quantities. Valencia Oranges are better at this season of the year than they have been for many years, owing, no doubt, to favorable season for quality. Mexican and Bahamas are fine fruit, and are giving good satisfaction. California Navels are now coming in splendid shape. The early arrivals were somewhat green. LEMONS—We have fancy and choice stock in all sizes. If you intend buying, write us for quotations.

AUCTION SALES

are held every Wednesday throughout the season. We shall be pleased to furnish particulars of goods to offer.

McWILLIAM & EVERIST

25 and 27 Church St., TORONTO, Can. Telephone 645.

MINCE MEAT

We are putting up an exceptionally fine line of English Mince Meat, in 5-lb., 12-lb., 27-lb., and 60-lb. pails.

We guarantee it to be made of the finest and purest materials, neatly put up in packages suitable for family and store trade, and at reasonable prices

Send us your Orders for Christmas Trade now.

F. W. FEARMAN - HAMILTON

Extra Fancy California, Florida, Mexican, Jamaica and Valencia Oranges, all sizes, good color; Fancy Messina Lemons, Almeria Grapes, Bananas.

JUST ARRIVED FROM GERMANY

BALFOUR & CO. - Hamilton

DRINK :::

::: Chocolate for Breakfast

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



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

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

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

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

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

Butter Ware

A SPECIALTY

Tubs Plates
Moulds Paper
Spades Churns

Walter Woods & Co. HAMILTON.

HUGH WALKER & SON

Wholesale Fruit and Commission Merchants

GUELPH, ONT.

KNORR'S

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

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

E. T. STURDEE

Mercantile Broker, Manufacturers' Agent,

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

HAMS BACON LARD

Choicest Quality

The Wm. Ryan Co. Limited TORONTO

S. K. MOYER, COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST., TORONTO, ONT.

POULTRY . . . BUTTER, EGGS

Your consignments of the above solicited. Our large local and shipping trade enable us to get best prices.

QUICK SALES. PROMPT RETURNS.

Prices the highest the market will afford.

D. GUNN, BROS. & CO.

Pork Packers and Commission Merchants, TORONTO, ONT.

New Nuts, etc., S. S. Almonds, Walnuts, Filberts, Finest New Dates and Figs, Cranberries, Booth's Oysters in pails, 3's and 5's, Finnan Haddies.



REMEMBER THE NAME

Vimbos

FLUID BEEF.

YOU WILL BE ASKED FOR THE GOODS.

THE VIMBOS FLUID BEEF CO., Limited
OF EDINBURGH AND LONDON

53 St. Francois Xavier Street **MONTREAL**

buyers, and millers report an active trade doing at firm prices. We quote: Ontario bran, \$12; shorts, \$1 per ton in bulk. Manitoba bran, \$13.50 to \$14, and shorts, \$15 to \$16 per ton, including bags.

The only change in the local grain market to-day was the easier feeling in Ontario red wheat, and prices at shipping points along the lines declined 1c. per bushel. The demand was fair, and sales were made at 86c., which is equal to 96c. store here. Peas were quiet, but prices are unchanged at 63c. store, and at 65 to 66c. afloat, May delivery. The demand for oats continues good, and a fairly active trade was transacted at country points, at prices equal to 30½ to 31½c. store here, and further round lots afloat for May delivery were placed at 34 to 34½c., and holders, in many cases, now are asking 35c. In buckwheat, rye and barley business is quiet.

BALED HAY.

A fair trade in a jobbing way was transacted in hay to-day, and the market is moderately active and steady. We quote: No. 1 at \$10.70 and No. 2 at \$8 to \$8.50 per ton in car lots.

CHEESE.

There is no improvement in the tone of advices from abroad, and the market here is

exceedingly quiet, with prices purely nominal.

BUTTER.

The butter market is also quiet, the demand being chiefly from local buyers to fill actual wants. Prices are steady at 18½c. for choice creamery, and at 16 to 17c. for lower grades.

MONTREAL NOTES.

There is a firmer tendency on Valencia raisins.

The refiners complain that jobbers cannot be induced to do any ordering ahead for sugar.

Mr. Boulter, the well-known canner, was in town this week. His visit was in connection with Klondyke supplies contracts.

Cables note an easier feeling in apples in Great Britain. On spot there have been increased receipts of dried fruit.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

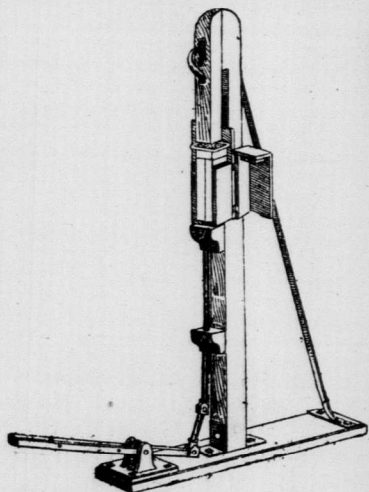
ST. JOHN, N.B., Feb. 7, 1898.

THE week has been a rather quiet one. Markets, however, are firm, and an improved business is looked for. We have had a touch of old-fashioned winter: more snow and a longer spell of cold

weather than at any time during the last few years. The brokers and resident agents have been in arms this week against the proposed city tax on all outside houses represented in St. John by resident agents. There is a strong feeling against such a law, as it is felt that it would place St. John buyers at a disadvantage with the wholesale dealers in other provincial cities, particularly at competing points. It is further felt that the agents, being taxpayers on income, personal property, and in many cases real estate, should be at liberty to do such business as they are able, the more so as, in selling to the wholesale trade, they in no way compete with city merchants.

OIL—There is some business doing in burning oil, but the season is getting late for any large movement. It is thought by some that the duty may be reduced. This will influence buyers. Contracts for lubricating oil are being freely made. There is a great deal of competition. We quote: Best American burning oil, 18 to 19c.; Canadian water white, 16½ to 17½c.; Canadian prime, 15 to 15½c.; cod oil, 22 to 24c.

SALT—There is little doing. Quite large stocks are held here. Owing to the continued arrival of Liverpool coarse, the wants



Tea-Packing Machine

Patented in Canada, Oct. 16, 1897.

This is a correct cut of our new Tea Packer. This machine does **not pound or break the tea.** We claim it is the most simple, durable, easy to work, speedy, the best made in all its parts and the cheapest Tea Packer yet invented.

Write _____

A. H. CANNING & CO., 57 Front St. East, Toronto, Canada,

FOR DESCRIPTIVE CIRCULAR AND PRICES.

MILLAR'S PARAGON CHEESE



is the original Potted Cheese. It is the most perfect on the market.

All other brands on our market are imitations of Millar's.

BUY THE ORIGINAL AND GET THE BEST

T. D. MILLAR CHEESE CO.

INGERSOLL, ONT.

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



Pickles.

Improve your Pickle trade by handling better Pickles. Get a package of **Heinz's Extra Spiced.**

Uniform in size, count guaranteed, quality and flavor the result of a quarter century's experience.

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.



"GILT EDGE" POLISH

Best in the World without exception.



Returned Feb. 19/58

Produces the most brilliant and durable lustre at the least cost.

SAMPLE SENT FREE.

Its qualities make it an easy seller.

PUT UP IN

Liquid, Paste and Dry Powder

GUARANTEED STRICTLY PURE AND FREE FROM GRIT.



Returned Feb. 19/58

AGENTS WANTED in all the large towns in the Provinces of Quebec and Ontario, to whom a liberal commission will be allowed. Correspondence solicited.

Wholesale General Agents

Mechanics' Supply Co. 96 St. Peter St. Quebec

of buyers are being anticipated. Prices are quoted low. In English factory-filled sale is dull. There is still some sale in this market for English fine in glass bottles, but the Canadian has largely taken its place. There is a rather improved sale for the latter. The butter factories use Canadian almost altogether. We quote as follows: Coarse, 40 to 45c.; Liverpool factory-filled, 85c. to 95c.; Canadian fine, 90c. to \$1 per bag; 5-lb. bags in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.50 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.; rock salt, \$5 to \$6 per ton.

CANNED GOODS—There is very little of interest at this time. Owing to the outlook for higher prices, and because some packers have already advanced their figures, wholesale men have been placing their orders for canned meats, while the larger quantity sold, on account of the price, is Canadian. Vegetables are held firm. Salmon is low, but holders look for better prices. Some low-priced goods have been received during the week. Canned fish, particularly sardines, are moving west freely. Scallops have also been in good demand. These goods are such that the sale should be large. We quote: Corn, 85c. to \$1; peas, 90c. to \$1; tomatoes, \$1.15 to \$1.25; gallon apples, \$2.50 to \$2.65; corned beef, Canadian, \$2.35 to \$2.50; American, 2-lb. tins, \$2.50 to \$2.75; 1-lb. tins, \$1.45 to \$1.50; oysters, 2's, \$2.10 to \$2.20; 1's, \$1.40 to \$1.50; peaches, 3's, Canadian, \$2.40 to \$2.60; 2's, \$1.50 to \$1.65; American, 3's, \$2 to \$2.25; pineapple, \$2.25 to \$2.50; fruits in glass, \$4 to \$4.25; salmon, \$1.15 to \$1.20; ditto, flats, \$1.25 to \$1.30; lobsters, \$2.50 to \$2.60; haddies, \$1.00 to \$1.10; clams, \$4.50 for 4 doz.; chowder, \$2.50 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

GREEN FRUIT—The cold weather during the early part of the week prevented much business. There is, however, a fair demand, chiefly for oranges. Valencias, which have the best sale, are moving up in price. There is a somewhat better sale for California. A car is daily expected. Malaga grapes are scarce at this season; quality is but fair; the price is quoted higher. The few Cape Cod cranberries now here have to be sold high. There is but a light stock of apples. The demand, owing to price, is not large. Lemons keep low. We quote: Lemons, \$3 to \$3.50; Valencia oranges, \$5 to \$6, do., California, \$3 to \$3.75; do., Florida, \$4.50 to \$5; do., Dominica, \$3.25 per bbl.; apples, \$2.50 to \$4.00; bananas, \$2 to \$2.25; Malaga grapes, \$7 to \$7.50; Cape Cod cranberries, \$10 to \$10.50 per bbl.

DRIED FRUIT—There were some receipts of evaporated apples during the week. The quality is good. Prices are firmly held. The high price of these goods is causing a better demand for dried, but sale is not large. In Valencia raisins the market is easy, with but few selling. Currants are light stock, and full values are asked. California raisins, while there is no change here, values on the coast are higher. The same is true of California prunes, for which there is quite a ready sale. These goods will be higher; already it is hard to get the smaller sizes. Seeded raisins are quoted rather lower, but there is a great difference in quality. Onions are higher. Peanuts are quoted higher and very firm at Norfolk. We quote as follows: Valencias, 5 to 5½c.; California L. M., 3-crown, 6½ to 6¾c.; London layers, \$1.40 to \$1.50; Imp. cabinets, \$1.75 to \$1.80; black baskets, \$2.25 to \$2.30; Dehesa layers, \$2.50 to \$2.75; currants, cases, 6 to 6½c.; bbls., 5¾ to 5¾c.; cartoons, cleaned, 7¾ to 8c.; bulk, cleaned, 6¾ to 7c.; prunes, boxes, 4½ to 10c.; dates, 5 to 5½c.; dried apples, 6 to 7c.; evaporated apples, 9½ to 10½c.; onions, \$2.20 to \$2.25 per bbl.; coconuts, \$4 to \$4.50 per 100 lbs.; figs, 8 to 10c.; Sultana raisins, 9 to 10c.; Malaga loose muscatels, 3-crown, 6½ to 6¾c.; 4-crown L. M. Californias, 7½ to 7¾c.; seeded muscatels, 1-lb. cartoons, 11 to 12c.; new Valencias, layers, 5¾ to 6c.; citron peel, 18c.; lemon peel, 12c.; orange peel, 13c.

SUGAR—While markets are firm owing to stock-taking and a rather light demand, there is little to report this week. Stocks not large in this market. We quote: Granulated, 4¾ to 4¾c.; yellows, 3¾ to 3¾c.; Paris lump, 5½ to 5¾c.; powdered, 5¼ to 5½c.

MOLASSES—The market is a strong one. Stocks are light here, and while there is little change in quotations, it is chiefly lack of demand; only a fair trade doing. Best quality Barbadoes is hard to get. There is some good Porto Rico still held. We quote: Barbadoes, 25 to 27c.; Porto Rico, 27 to 30c.; New Orleans, bbls., 28 to 32c.; Antigua, 22 to 23c.; St. Croix, 20 to 22c.

DAIRY PRODUCE—Eggs keep high and scarce. With milder weather rather easier prices are looked for. In butter everything is dull. Best quality is hard to get. The country dealer, paying the same price for both good and bad butter, has killed the trade. It is difficult to get our people, except the best retailers, to pay the price for creamery. Cheese is still dull, with a good many still held throughout the province. We quote: Dairy butter, 15 to 18c.; creamery, 18 to 20c.; prints, 20 to 22c.; cheese, 9½ to 10c.; eggs, 22 to 24c.

FISH—There have been large receipts of frozen herring this week. They found ready sale, the demand exceeding the supply. There is enough cod fish and haddock to supply the demand. In dry fish an improvement is noted and prices are firmly held. Pollock still hold their high figure. Pickled herring are rather easier, but business is light. Smoked herring are dull and low. In boneless fish a fair business is done. In pure cod low prices are quoted, lower, in fact, than market warrants. Finnan haddies move freely, but bloaters and kippers are about out of the market. We quote as follows: Large cod, \$3.25 to \$3.50; medium, \$3 to \$3.25; pollock, \$1.75 to \$1.85; pickled herring, \$1.75 to \$1.80 per half-bbl.; smoked herring 6½ to 7c.; Canso, pickled, \$5 to \$5.25 per barrel; boneless fish, 3 to 4½c.; cod, 5½ to 6c.; frozen cod and haddock, 2 to 2½c.; herring, 75c. to 90c.; smelts, 5 to 6c. per lb.; finnan haddies, 4 to 4½c.; lobsters, 10 to 12c.; small 4 to 6c.

PROVISIONS—There is a firmer feeling in barrelled goods, but there is no large trade doing. Stocks here are quite light. In pork, local packed mess has the best sale. It is quoted higher. Lard and smoked meats are firm. We quote: Clear pork, \$14.50 to \$15; mess, \$14.00 to \$14.50; plate beef, \$13.50 to \$14.50; hams, 11 to 12c.; rolls, 9½ to 10c.; pure lard, 8 to 8½c.; compound, 6½ to 7c.

FLOUR, FEED AND MEAL—There is a tendency to higher prices, though local market advances slowly. Manitoba flour show rather more advance than Ontario make. Dealers are not large buyers, nor is there a very large stock. In feed the price is high and continues to advance; it is scarce. Bran is about the same price as middlings. Cornmeal is the lowest thing on the list. There are active sales. Oats and oatmeal are both higher; there is but fair demand. New Brunswick oats continue to largely supply the market. Prices on Prince Edward Island are even higher than in Ontario. Hay is dull and low. Barley tends higher. Split peas are hard to get. Blue peas keep low. Beans tend easy, and buyers are holding off. We quote as follows: Manitoba \$5.80 to \$5.85; best Ontario, \$5.05 to \$5.15; medium, \$4.75 to \$4.90; oatmeal, \$3.75 to \$3.85; cornmeal, \$1.95 to \$2; middlings, \$19 to \$20.00; bran, \$18.00 to \$19.00; hand-picked beans, \$1 to \$1.05; prime, 90 to 95c.; barley, \$3.20 to \$3.25; round peas, \$1.25; split peas, \$3.25 to \$3.50; yellow eye beans, \$1.75; oats, 36 to 38c.

ST. JOHN NOTES.

John Diamond, representing Diamond & Onyx, of Philadelphia, was in the city last

Yucan Oil Blacking

This is a perfect waterproof and polishing Shoe Blacking. Gives a beautiful shine, which does not rub off with snow or mud. Very economical to use.



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

week, and called on THE CANADIAN GROCER.

I. C. Bowman has been appointed agent for Swift & Co.

Major A. G. Campbell, representing THE CANADIAN GROCER, is in St. John.

A cargo of dry cod fish was this week shipped from Halifax to Waterford island.

Large quantities of beet sugar have lately been shipped from Chicago to Liverpool via St. John.

John Sealy is this week shipping large quantities of fish west, including sardines. The demand for these is increasing.

The following officers have been elected by the St. Martin's Board of Trade: Jacob S. Titus, president; Wm. Smith, vice; W. H. Morgan, secretary-treasurer.

The D. F. Brown Paper Box and Paper Co., Limited, have elected the following officers: D. F. Brown, president; Have-lock Hartt, secretary; C. W. Brown, manager at Halifax.

F. B. Greene, manager of the Maritime Pure Food Co., Woodstock, has gone on a visit to the chief cities of Ontario and Quebec. He will attend the convention of packers at Buffalo before returning.

The well-known firm of Chas. Burrell & Co., Weymouth, N.S., has been dissolved. The business at Weymouth will be carried

on by Mr. Chas. Burrell, while Israel L. Burrell will open a general business at Church Point, Digby county.

The success of the large, new pork packing factory at Charlottetown, P.E.I., is leading the people around Summerside to the making of an effort to have one established there. It is proposed to call the new company The Curing, Packing and Shipping Association of P.E.I., Limited.

There is a movement in this province favoring the growing and milling of large quantities of wheat. While the flour ground here from local grown wheat is hardly as white as that brought from the west, it is found in other ways fully equal. Pot barley is being milled here in larger quantities than in the past.

A few years ago Manchester, Robertson & Allison had the largest importation of dry goods ever landed by one house in this province, consisting of 239 packages. The other day they brought in the second largest, 233 packages, of which 147 were from England, 55 from Scotland, 25 from France, 5 from Germany and 1 from Switzerland.

The Fredericton Board of Trade does not fall in with the view of the St. John Board that date of packing should be stamped on canned goods, feeling well packed goods do not deteriorate in quality. They, however, feel the stamping of the net weight would be

an advantage. They also endorse the action taken by the Montreal Chamber of Commerce with a view of securing an international exhibition in Canada in 1901.

A NEW PACKING BUILDING.

Park, Blackwell & Co., Limited, Toronto, intend to erect next month a large building on their property, adjacent to the cattle market, for the carrying on of their increasing business in preparing pork and beef products for the market. Their trade now demands a regular supply of two to three cars of dressed hogs daily, and as their export trade to London, Liverpool and Glasgow is steadily increasing, they have found the building of these works necessary. The new building will give employment to from 50 to 100 men.

EDDY'S HOCKEY TEAMS.

The office staff of the E. B. Eddy Co., Limited, Hull, Que., have two hockey teams, the rivalry between whom is very keen. Last winter they played two matches, one of which was a draw, the other a win from the "down stairs" team, with a score of 2 to 1. On Saturday afternoon last week they played an excellent game in Aylmer, Que., when the "upstairs" team won by a score of 5 to 0.

"Regent goods make cash sales."

COMING BACK TO YOU

You wouldn't spend any money for advertising if you thought you would never see it again, would you? That's why you want to advertise in a way that will permit you to know from day to day just exactly how much of your money is "coming back to you." Our plan not only enables you to KNOW what the results are, but it gives you the very best results.

Put a lot of our handsome clocks in your show window. Offer one of them to every purchaser of \$25.00 worth of goods—cash. A clock is something everybody wants, no matter how many they already have, and especially if it's made up in a unique and handsome design—like ours. Every clock you give away goes into the home, takes its place up on the mantelpiece where everybody sees it. They say nice things about it and they say nice things about your store—say things that keep the cash coming your way.

For a starter, order our STAR ASSORTMENT. Twenty-four handsome bronze-finished clocks, in six different patterns, cost you only \$27.00 F.O.B. Toronto. Gives you twenty-four permanent, ALWAYS-BRINGING-BUSINESS ads. Will send you a circular illustrating the assortment if you wish it.

THE REGENT MFG. CO.

50, 52 and 54 Bay St.,
Toronto, Ont.
Chas. Edwards, Manager.

182-184 Wabash Ave.
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TRADE IN OTHER COUNTRIES THAN OUR OWN.

THE imports of food and drink, duty free, into Great Britain, from foreign countries and British possessions during 1897, were £151,550,115, an increase of £4,550,000 compared with 1896; of food and drink, dutiable, £26,791,519, an increase of £1,223,433; tobacco, £4,072,435, a decrease of £279,596; animals for food, £11,380,332, an increase of £941,633. The exports of articles and food, the product of Great Britain and Ireland, were £12,138,542, an increase of £454,474, and of living animals £1,133,115, an increase of £191,302.

The exports of provisions from the United States, for the calendar year 1897, were valued at \$135,064,328 and of cattle and hogs, \$36,460,438.

The total imports of spices, into the United States, for the fiscal year ending June 30, 1897, were 40,144,713 pounds, of which 1,837,778 pounds were exported, leaving net imports of 38,306,935 pounds, valued at \$2,434,713. The net imports of pepper were 14,284,109 pounds or 37 per cent. of the total imports. The net imports of nutmegs were 1,664,745 pounds, valued at \$449,839.

Grocers to the number of 2,256 failed in the United States last year. The number of general merchants to fail was 1,550.

The tomato pack in the Western States is estimated at 1,065,000 cases, against 1,120,000 cases in 1896. The pack in California is estimated at 350,000 cases.

During the five years prior to 1894, 400 beet sugar factories in Germany consumed an annual average of 10,000,000 metric tons (2,204 lbs.) sugar beets. The annual product was 1,227,000 metric tons. Since 1894 a marked improvement has been made in the culture and manufacture of sugar beets, so that, while the above shows an average of a little over 8 tons of raw beets to one ton of sugar, the present ratio is said to be $7\frac{1}{4}$ tons of beets to one ton of sugar.

Some of the state packers of corn have announced prices on the coming pack, and, it is reported, have already made contracts covering a large proportion of their prospective output at prices somewhat above last year's opening figures. The largest packers, however, it is reported, have not yet put out prices. In Maine corn there still seems to be some hesitancy on the part

of packers to make prices on their 1898 product. Some brands have been quoted on the same basis as last year, and are said to have sold quite freely. The reported sales have been on the basis of 80c. f. o. b. Portland, but it is understood that the principal packers are figuring on an f. o. b. price of 85c. These figures, however, seem to be above buyers' views, and there is a disposition on the part of the latter to hold off to await further developments.—N. Y. Journal of Commerce.

The sale of Jamaica oranges, ex Alps and Douglas, went off at slightly better prices, it is reported, than at the previous auction, the condition and quality of the fruit being understood to be better. Up to \$4.50 was obtained for some lines of fruit, original.—N. Y. Journal of Commerce.

TOMATO FUTURES OFFERING.

Opening prices for 1898 pack of some vegetables have been out for a week or more on a number of brands, and a fairly liberal amount of business has been done, though chiefly on buyers' labels, it is understood. Enquiries for prices on 1898 packing have been numerous, and have been made somewhat earlier than usual, but, it is intimated, that they were sent in with the idea of testing the views of packers rather than with the object of securing stock early. This is said to be not only true of tomatoes and corn, but also applies to peas.

In the tomato market there is reported to have been a very satisfactory business done for forward delivery. Most of the sales were, it is reported, for buyers' labels. Only a few of the packers, it is stated, have made prices for forward delivery, and these are said to be 5 to $7\frac{1}{2}$ c. above last year's opening prices. Spot stocks are reported to be more closely cleaned up than for several years past at this season, and this helps forward business. Everything, it is asserted, depends upon the consuming demand between now and the time of marketing new stock, but there is at present very little enquiry from the consuming trade.

SALMON IN ENGLAND.

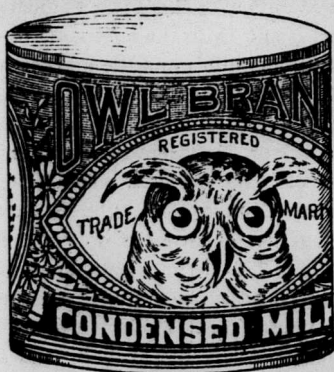
An English trade paper, under date of January 29, says: "This market, generally, has been unusually active for the time of year, but salmon has naturally attracted the most attention. The low quotations, which have been recently made by some holders of old stock of Alaska fish, had created somewhat of a scare, and encouraged the idea among those who have not already

bought that they had only to wait to buy salmon at their own price. Those, however, who have endeavored to buy within the last few days have found that it is not possible to do so except at a slight advance in price, and it is the opinion of many in a position to judge that the lowest point in the market has been touched. The quantity available is, no doubt, considerably in excess of recent years, and, should the consumption not increase, then prices must remain depressed. The question for retailers to decide is whether the reduction of retail prices, which is inevitable, will induce an increase of, say, 25 per cent. in their sales; if they can, with confidence, answer this in the affirmative, it would then appear to be policy to hold good stocks. Half-pound flat tins appear likely to be even more popular than last season, the demand already being very heavy. Prices for this description have advanced fully 6d. per case."

CURRANTS IN LONDON AND PATRAS.

The Produce Markets' Review of London England, says: "There has again been only a moderate demand for currants, and the business appears to have received rather a check, and to be less active than was anticipated would be the case. The market in Greece continues to be as firm as before, however, and there is now a marked difference in the values of fruit in the Patras and in the London markets, the relative values in the former being 6d. to 1s. per cwt. above landed values. This is a condition of matters which is not likely to continue very long, and it is tolerably clear that during the next few weeks either the Patras market must decline or the London market must improve. Another point which must not be overlooked is that the exchange between the two countries is falling, under the improved financial conditions, which, so far as it has any weight, is against any decline in the price of fruit. It is feared, on the other hand, that the present high range of values is directly affecting the day-to-day consumption, and that probably neither the growers nor the merchants realize to a correct extent the fact that in order to keep up the consumption of currants every possible means must be adopted to force the fruit to the utmost extent; and that nothing should be done which will at all interfere with this forcing process. In spite of the quiet tone there is no further decline in prices, and, indeed, in some cases the purchases of the lower descriptions made at the close of last week cannot be followed."

Guaranteed to keep in any climate.



It Suits Everybody, Keeps Indefinitely and Yields a Good Profit

Owl Brand Condensed Milk is one of the very few articles on the market which can honestly claim to do all the above. What more can a retailer want? Let us have your order at once. It can't be any too soon for you, your customers or ourselves.

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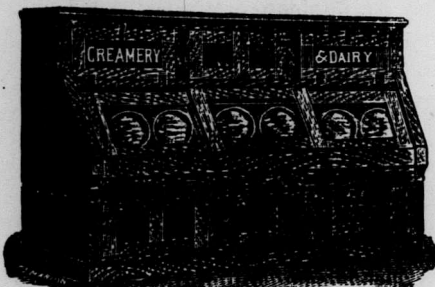
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The best brand on the market.

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THE BEST MADE

Extra Choice Hams Bacon Pure Lard Mess Pork

PARK, BLACKWELL & CO., Limited

Pork and Beef Packers,

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NEW ORLEANS

Open Kettle and Ordinary. Bbls. and half-bbls.

A shipment just arrived.

PERKINS, INCE & Co.

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Quality Equality

"Excelsior"

EASILY THE BEST.

Uniform Reliable Exquisite Delicious

Supersedes all ordinary

Coffees

Todhunter, Mitchell & Co.

Coffee Specialists.

Roasting by Patented Process.

MANITOBA MARKETS.

WINNIPEG, Feb. 5, 1898.

THE past week has been a very eventful one in the history of Winnipeg. About 7 a.m. Wednesday the alarm for the central fire hall was rung, 10 minutes after all the alarms in the city sounded, and Winnipeggers awoke to the fact that one of the worst fires on record was in full swing. The McIntyre block occupied one of the most central sites in the city, just south of the Post Office, on the west side of Main street. It had a frontage of over 225 feet on Main, was three storeys high with basement. On the first floor were 9 large stores, while the second and third floors were used for offices, sample rooms and halls. The University of Manitoba had its rooms here. There were four families residing in the block, and the fire spread with such rapidity, that they had to be taken from the upper windows and the roof in their night clothes. In less than two hours the whole of the interior of the block was completely gutted and large parts of the walls had fallen in. It was thought at first that the Dundee block adjoining, occupied by Jerry Robinson as a department store, with offices and living rooms above, would go too. All the tenants on the third floor were ordered to move out, and the building was full of smoke; however, owing mainly to a favorable change in the wind, this building was saved. The great width of Main street alone prevented the whole centre portion of the city from being burned, as it was, all the plate glass windows for two blocks, on the other side of Main, were cracked in long ribbons by the heat, and at one time the Merchants bank actually caught fire, but was immediately noticed and extinguished. Among the merchants burned out were: Mackay Bros. & Norris, general dry goods; J. Furner, wholesale and retail millinery; John Evzinger, barber and tobacconist; J. A. Payne, paints and oils; Miss Maycock, fancy goods and toys; A. C. Morgan, boots and shoes; Alex. Taylor, stationer, J. Porte, jeweler, and Velie Carey, wholesale liquors. Of these stocks absolutely nothing was saved. Taylor lost even his magazine register. In the law offices, on the second floor, the loss was also very heavy, as many of the firms had valuable law libraries, and of these nothing was saved. The fraternal societies, many of whom had headquarters in this block, also lost heavily. The only redeeming feature of the whole sad affair is that though there were some narrow escapes, there was no loss of life and no accident of any kind. When the fire reached the stock of paints and liquors there were two terrific explosions which might easily have had fatal results. The busy thronging block is now a ghastly

heap of smouldering ruins, out of which the vaults tower like forsaken monuments. Wilson Bros.' furniture warehouse, divided from the McIntyre block by a passage, escaped the fire, but was crushed by a falling wall and presents the appearance of having been violently sat upon. One of the questions started by this fire, and which is being actively discussed, is whether or not Velie Carey should be made to pay duty on the goods in their bonded warehouse, which was destroyed. Much curiosity is rife as to the rebuilding of the block. It appears there is a clause in the will of the late Alex. McIntyre, to the effect that should the building ever be totally destroyed it should not be rebuilt. That it is totally destroyed there can be no question, but it is thought by many that the courts will be able to overcome the difficulty.

Store and office room is at a premium just now.

On the morning of the fire Geo. Craig, of the Golden Lion departmental store, assigned to S. A. D. Bertrand, official assignee. The details are not known, but it is understood the failure is a bad one, as, roughly speaking, the liabilities are over \$80,000 and the assets under \$50,000. A meeting of creditors is called for the 21st inst.

Klondyke trade continues very brisk, indeed, with indications of a very large increase as soon as the spring opens. Many eastern packers are now offering evaporated potatoes and onions in large quantities. But as they were very late coming into the field, most of the outfitters had already secured their supplies from other sources.

Trains reaching the city to-day have brought in large numbers of curlers for the bonspiel, and many others will arrive on Monday. The curlers lost heavily in the fire; their headquarters were in the burned building, and had just been set in order for the bonspiel the night before the fire. Very many of their handsome pictures were burned, while the celebrated Tuckett trophies, on exhibition in Erzinger's windows, were totally destroyed. These losses, though extremely annoying, will not be allowed to interfere with the bonspiel, and with fine weather and perfect ice a very good time is looked for. Very many country merchants combine business with pleasure and buy while in town, and this makes the week a busy one with wholesalers. There has been an advance in canned vegetables since last writing, but it is difficult to give a definite price. Tomatoes cost, laid down here, now, \$3.05 per case, if not a little more. Still, many of the stocks here were bought earlier in the season, at very much lower figures, so that it is hard to say just what will be the fixed price. Corn is also higher, and is worth at

least \$2 per case, and peas are in much the same condition. The whole canned goods market is stiff, with the exception of fruits, which are plentiful, and the market normal. In other lines there are few, if any, changes.

GREEN FRUITS—Are without change. The only new feature in this market is the arrival of bitter oranges, which sell at \$7 per case. Great satisfaction is expressed here that the department do not seem inclined to forbid the importation of American fruits. There will be probably more activity in this market next week. A good supply of southern celery has arrived, and is selling at 50 to 75c. per bunch, according to size.

EVAPORATED FRUITS—Have not moved since last writing. Apricots, 11c.; prunes (small), 4½c. upwards, according to size; peaches, fancy, peeled, 17c., unpeeled, 11c.; pears, 10 to 11c.; apples, 11½c.

DRIED FRUITS—Currants and Valencia raisins are going higher, though price has not yet changed. The market is stiffer, and stocks here are light.

RICE—Situation has not improved, it is still impossible to buy even No. 2 Japan in this market.

CEREALS—Market fairly well supplied with American oatmeal and rolled oats. No change in prices. Beans are still low, fancy hand-picked being only \$1.20.

SUGAR—Market steady and firm at 5 1-16c. for granulated, and 4½c. for bright yellows.

COFFEE—Market dull. Rios low with little movement. Standard No. 5 is quoted at 11c.

BUTTER—No change in price but lower tendency indicated by increasing supply of fresh dairy, and the same applies to eggs.

MEAT MARKET—Very stiff and active. Three or four carloads of American meat were bought during the week. Prices are as follows: Hams (average 16 lbs.), 11½c.; breakfast bellies, 11½c.; backs, 10½c.; shoulders, 8½c.; dry salt, American, 8¼c.; Canadian, 8½c.; square cut shoulders, 8c.; boneless, 8c.

LARD—(Pure), in 20-lb. pails, \$1.60c.; 50-lb. ditto, \$4.

THE EXPORTATION OF GAS.

According to a contemporary, the Leamington, Ont., Board of Trade has been negotiating with the management of the Lake Erie and Detroit River Railway for the transportation of 500 persons from South Essex to Ottawa. It is intended to send this monster delegation to Ottawa to protest against the exportation of natural gas from South Essex to the United States. The delegation will consist of residents of Leamington, Kingsville, Ruthven, and the townships of Gosfield South and Mersea, and probably several from Windsor.

OUR POLICY

Large Business
 Quick Turn Over
 Small Profits
 Short Credits

WE QUOTE TO-DAY:

EX. STEAMER "GRAO," NOW DUE IN NEW YORK

250 Bags Tarragona Soft Shell Almonds 8½c.

Afloat, and expected here in a few days, a shipment of

Fine '97-Crop Hallowee Dates - - 4c.

IN STOCK

200 Cases of 55 lbs., Shelled Walnuts,
 E. M. D.'s Extras - - - - 16c.

French Prunes, Dufour's, 120's, 25-lb. boxes 4c.

Bosnian Prunes, Ostrich, 105's, 55-lb. boxes 6½c.

California Fancy Santa Clara Valley Prunes,
 Griffin & Skelly Co., 25-lb. boxes.

40/50 - - - - 9½c.

50/60 - - - - 7½c.

60/70 - - - - 7c.

BARGAIN: 87 Boxes of 25 lbs., Cali-
 fornia Evaporated Fancy **8c.**
APRICOTS, '96 CROP

Kept in cold storage and comparatively in good condition.

Hudon, Hebert & Cie., Montreal

AMONG THE RETAILERS.

You Should Have a Mirror. In my peregrinations this week, I noticed that some merchants have "caught on" to the advantages of having a mirror in the store. This is one of the seemingly unimportant things, which, however, affect the mind of many a customer. The departmental stores have realized the advantage of good mirrors, and have them placed in their windows. And who has not seen a woman standing before these windows, rearranging her hat or veil? I, myself, have frequently seen both men and women standing before these windows, presumably to see the display, and it has been interesting to see what a large percentage of the time is taken by many of them in looking at their features in the mirrors. Admitting a general desire on the part of the customer to make use of a mirror, it seems reasonable that the retailer who quietly meets this desire by placing a large, and first-class mirror in a convenient place should have the preference over a competitor whose store and goods are of equal quality, but who thinks he cannot afford a mirror or two. Some dealers make use of their mirrors to display goods. A space, the full width of the glass and up to a little over six feet from the floor, is left free, but above these are plate glass shelves on which are displayed small articles such as flavoring extracts, etc. It would be a paying investment to have two or three mirrors in the store and one in each of the windows, that is, of course, if the store lays any claim to being neat and up-to-date.

"Knowing" One's Customers. It is no wonder that some men have the happy faculty of winning and keeping a large number of regular customers. The grocer's customers are, of course, women principally, and everyone seems to have some particular peculiarity of her own. Some grocers seem to have the ability to quickly understand these peculiarities, and are ever ready to supply their desires, and to sympathize with their little worries and

joys. They soon know just what brands of canned goods, what kind of tea, what make of soap, each one needs, and so seem to be interested in each individual customer, a fact which cannot fail to influence these customers in the most desirable way. Sympathy goes a long way with humanity, and a specially great distance with the sex who make up the major portion of a grocer's customers. THE RAMBLER.

ONLY FIVE STEAMERS.

The sale of the steamers Pennsylvania, Ohio, Indiana, Illinois and Conemaugh by the International Navigation Co. to the States Steamship Co. for the Pacific trade leaves but five steamships flying the American flag crossing the Atlantic ocean, says The Marine Record. They are the St. Paul, gross tons 11,629.21; St. Louis, gross tons 11,629.21; New York, gross tons 10,802.61; Paris, gross tons 10,794.86; Evelyn, gross tons 1,963.44, the latter three built in English shipyards and denationalized.

THE OFFICE STAFF DINE.

The office staff hockey clubs of the E. B. Eddy Co., Limited, Hull, Que., held their annual dinner on Saturday evening, in the Victoria hotel, Aylmer, Que. The menu, a copy of which has been received by THE CANADIAN GROCER, is artistic and tasty. It is printed in gold, on plain white blotting paper, with a front and back cover of rough fibre paper, black in color, with the printing on the front cover in gold.

Golden Leaf Japan T E A S

Best value on to-day's market. Write for samples.

**George Foster & Sons
BRANTFORD, ONT.**

MONSOON INDO-CEYLON TEA

EVIDENCE IS BETTER THAN TALK

We have increased our output ten times over in the past year.

**MONSOON
INDO-CEYLON TEA**

is growing in favor more and more every week. Try an assorted case. If it don't sell, we take it back.

7 Wellington St. West.

Buying Bulk Tea is "Extravagance."

BUYING ("SALADA")
PACKET TEA IS "ECONOMY."



You do not make as large a "visionary" profit as on Bulk Teas.

You DO make a larger "actual profit,"

- as—
- You can sell three times the quantity.
 - You have no leakage, loss of draught, or waste.
 - No loss of time in wrapping, cost of string and paper.
 - You increase trade and cement business friendship.
 - Carry no dead stock
 - And do not lock up one dollar of capital.
 - You give the people what they want, and this is what stamps you as an "up-to-date," progressive business man.

WHOLESALE AGENCIES . . .

25 Front Street East - - TORONTO
318 St. Paul Street - - MONTREAL



Women of experience in ordering coffee from their grocer are careful to specify **Chase & Sanborn's Seal Brand Coffee**, which comes in pound and two-pound tin cans, knowing that satisfaction accompanies every can.

Thousands of refined people who know and appreciate good coffee endorse this famous brand. The signature and the seal of these well-known importers guarantee its excellence.

The Traveller Says!



GENTLEMEN:

It is an easy matter to sell your customers **CEYLON and INDIA TEAS.** The consumer is as ready as you are to take hold of and appreciate a good article. If you have not supplied your customers with the delicious, pure, healthful and invigorating teas of Ceylon and India, try a small line and you will be surprised at the favorable reception they will get---**and it is money in your pocket every time.**



TORONTO AND THE NORTHWEST TRADE.

At a meeting of the council of the Toronto Board of Trade on Monday, Mr. A. E. Kemp, the chairman of the railway and transportation committee, submitted a report pointing out the disadvantage Toronto is under in respect to the passenger traffic from British Columbia, the Northwest Territories, Manitoba and other western points.

For many years past, if not, in fact, since the opening of the transcontinental line of the C.P.R., also the line running from Toronto to North Bay, this city has suffered in comparison with her rivals by better inducements being offered to the traveling public from the above-named points, to make Montreal their objective point rather than Toronto, notwithstanding that the latter city, even by the somewhat circuitous route by the G.T.R. to North Bay, is 137 miles nearer the western points named.

There have been no through cars for passengers desirous of visiting Toronto; on the other hand, such passengers have been obliged to change cars at North Bay under conditions and at hours that were, to say the least, unfavorable.

"The feeling," continues the report, "appears to be prevalent, not only in business circles here, but amongst commercial houses in the west, that the tendency and influence has certainly not been with the view of encouraging traffic in the direction of Toronto. A business man desirous of visiting the east for the purpose of making purchases or transacting other business, becoming familiar, before buying his ticket, with the conditions as to through transportation, all things being equal, would invariably decide to go through to Montreal in preference to changing at a point 227 miles north of Toronto at an uncertain hour and, at certain seasons of the year, under conditions which are not inviting, also in view of the fact that the time occupied in traversing the 227 miles will occupy not less than nine hours."

The report also refers to the further difficulties that have recently arisen, it having been announced that the C.P.R. service over the G.T.R. to North Bay has been discontinued altogether, and that passengers destined for Toronto will continue on the main line east of North Bay to Carleton Junction, within 28 miles of Ottawa, and further to Smith's Falls, within 128 miles of Montreal, and at the former point they will disembark from the through cars destined for Montreal to a local train running to Toronto over the Ontario and Quebec division of the C.P.R. All the inconvenience attached to the transfer at North Bay will

fairly apply to the change to be made at Carleton, in addition to being obliged to travel 217 miles further.

The committee consider that these new regulations are prejudicial to the best interests of this city, and recommend that the council put themselves in communication with the president of the C.P.R. regarding the question involved in the report, with a view of bringing about an immediate improvement in the existing state of affairs.

Following out the recommendation of the committee, Mr. A. E. Kemp moved, seconded by Mr. M. C. Ellis, that whereas the passenger service for a long time past connecting the city of Toronto with the transcontinental line of the Canadian Pacific Railway at North Bay has been of an inconvenient and unsatisfactory character and essentially discriminates against the city, therefore be it resolved that the report of the railway and transportation committee now submitted in reference to such service be adopted and that this council is of the opinion that we should have the most convenient and quickest service obtainable, including through passenger and sleeping cars between the Northwest and Toronto, and that with a view of endeavoring to secure such improved service a copy of said report and this resolution be sent to the president of the C.P.R. and the general manager of the G.T.R., respectfully soliciting their report.

This was carried by the council.

TRADE CHAT.

THE Hagersville (Ont.), News says that a Simcoe man offered diseased beef for sale in that village recently, and was fined \$5 by the local magistrate for the offence. The News says he was fortunate to escape so easily, and that the next offender in that neighborhood will suffer more severely.

People don't like condensed milk. They prefer the udder kine.—Springfield Monitor.

A mechanical device, recently patented, pastes paper labels on 100,000 tins in ten hours.

The inland revenue returns for London, for January, show an increase of \$2,360.79 over January of last year. The total returns this year were \$25,506.33.

A joint stock company, to be known as the T. Lawry & Son Co., Limited, has been formed by T. H. Lawry, Mrs. F. Carpenter, Miss Lawry and J. J. Scott, of Hamilton, and Anderson Fowler, of New York, to take over the pork packing business of the late Thomas Lawry.

The Rocklyn (Ont.), Cheese Factory received last summer 886,794 lbs. of milk, out of which were made 81,462 lbs. of cheese, an average of 1 lb. of cheese to

10.88 lbs of milk. The amount realized was \$6,908.92, or about 8½c. per lb. for the cheese.

Inform your farmer customers that they are liable to a fine of \$200 if they do not report at once to the Minister of Agriculture at Ottawa any indication of tuberculosis in their stock. There is danger this winter of this disease becoming epidemic, and farmers should have a careful inspection of their stock quite often.

Fire broke out in Conley & Martin's store, dry goods and grocers, Stirling, Ont., on the 6th inst., and spread to Mr. Meiklejohn's hardware store and to another large store, unoccupied, and then to the postoffice and E. F. Parker's dry goods and grocery store. Loss, \$20,000; partly covered by insurance.

BRITAIN'S FOOD IMPORTS.

An English correspondent sends Bradstreet's the following compilation from official returns, showing the quantities of the principal agricultural imports of the United Kingdom (tropical productions excluded) in the calendar year 1897, with the maximum of each item for any year:

Imports.	—Maximum—	
	Year.	Quantity.
Wheat and flour, quarters.....	1895	25,027,715
Barley, quarters	1894	8,748,427
Oats do	1888	6,813,613
Peas do	1896	670,879
Beans do	1894	1,227,229
Maize do	1897	12,549,922
Cattle, number	1890	62,1593
Sheep do	1882	1,124,591
Pigs do	1865	133,280
Horses do	1897	49,519
Fresh beef, cwt	1897	3,010,387
Salt beef do	1864	302,860
Mutton do	1897	3,193,276
Fresh pork do	1897	347,617
Salt pork do	1879	400,068
Bacon do	1897	5,004,915
Hams do	1897	1,725,875
Preserved meat, cwt	1895	856,153
Unenumerated meat, cwt	1897	364,822
Rabbits do	1897	276,458
*Total dead meat do	1897	15,005,577
Eggs, gt. hundreds	1897	14,031,752
Butter, cwt.	1897	3,217,801
Margarine, cwt.	1892	1,305,350
Cheese do	1897	2,603,608
Condensed milk, cwt	1897	751,643
Lard do	1895	1,742,688
Wool (gross), 1,000 pounds	1895	770,955
Wool (net) do	1896	361,133
Hides (gross), cwt	1892	1,536,350
Hides (net) do	1872	987,103
Hops do	1862	322,515
Potatoes do	1880	9,754,514
Onions, bushels	1897	6,108,928
Apples do	1896	6,176,956
Fruit, unenumerated, bushels.	1897	5,118,816

*Except poultry and game.

Exports, except those of wool and hides (for which net as well as gross imports are given in the table), are comparatively insignificant. It will be seen that 15 out of the 33 items in the table, counting wool and hides only once each and not counting total dead meat, attained the maximum in 1897.

AGENCY WANTED.

AGENCIES WANTED BY EXPERIENCED MAN having excellent connection with retail grocery trade of Montreal and district. First-class references. Address Box P, CANADIAN GROCER, Montreal.

THE PRESS CLIPPING DEPARTMENT

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

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

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

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

THE PRESS CLIPPING DEPARTMENT

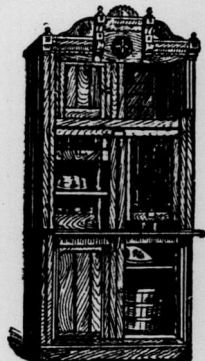
Board of Trade, Montreal.

REFRIGERATORS

GROCER STYLE

Size, width 52 in.
depth 30 in.
height 108 in.
weight 750 lbs.

Ash wood, antique finish, spruce lined, inside shellacked, 7 walls, 2 windows hung with weights, double glass. They are built complete and shipped set up.



Catalogue free.

This cut represents No. 14 and 15.

EUREKA REFRIGERATOR CO.

54-56 Noble Street, TORONTO

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



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

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

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

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

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.

Fees & Pesse, Winnipeg, for Manitoba and N.W.T.

Our Broom Catalogue

before you a list of articles that your trade never forgets to order, sooner or later—you know what a demand springs up for good Brooms, even before Spring really opens.

We have aimed to add to the retailer's store library with this illustrated book—it will help you in many unexpected ways. We believe we have hit the mark of simplicity (in the convenience of its arrangement) square on the head. It is yours—free, for a post card.

Brooms, Brushes
Woodenware

Established
1856

Chas. Boeckh & Sons
Mfrs.

Toronto, Ont.

EXTENDED INSURANCE.

One of the many liberal features embodied in the **UNCONDITIONAL ACCUMULATIVE POLICY** issued by the

Confederation Life Association,

HEAD OFFICE--TORONTO,

is the provision for Extended Insurance. After two full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald,
Actuary.

J. K. MACDONALD,
Managing Director.

NORTH AMERICAN LIFE.

STILL IN THE FRONT RANK.

THE annual meeting of this company was held at its head office, in Toronto, on January 25. The directors' report presented at the meeting showed marked proofs of continued progress and solid prosperity in every leading branch of the company's business.

Summary of the financial statement and balance sheet for the year ended December 31, 1897:

Cash income.....	699,550 49
Expenditure (including death claims, endowments, matured investment policies, profits and all other payments to policy-holders.....)	454,367 26
Assets.....	2,773,177 22
Reserve fund.....	2,245,920 00
Net surplus for policy-holders.....	427,121 33

WM. McCABE, Managing Director.

Audited and found correct.

JAS. CARLYLE, M.A.,
Auditor.

The company's consulting actuary reported to the directors that he had very carefully examined the accounts and balance sheet of the company, as at December 31, 1897, and found that in every branch of the company's work tending to its solid progress and prosperity substantial gains had been made.

Your obligation for investment policies that matured in 1897 called for an outlay of over \$89,500—the individual settlements not only being generally satisfactory, but, as a matter of fact, comparing more than favorably with the settlements made by other companies upon similar forms of policies.

The President, Mr. John L. Blaikie, on moving the adoption of the report, said:

"As on many previous occasions, you will be pleased to observe that in everything that goes to make a life insurance company successful the North American Life again shows progress, solidity, and gain for the policy holders.

"For example, compare the business of 1897 and 1896 under the following heads:

Assets as at	Increase over 1896.	Per cent- age of Increase.
Dec. 31, 1897	\$2,773,177 22	\$257,343.81 10.2
Cash Income	699,550.49	57,768.41 7.
Ins. in force 18,945,878.00	1,451,708.00	8.3
Premium In- come.....	582,131.96	42,670.41 7.9
Interest In- come.....	147,118.53	15,092.00 14.8

"The assets of the Company are of a high class, and after providing for every liability, there remains a net surplus of \$427,121.33, the percentage of net surplus to liabilities being 18.2, and the percentage of assets to liabilities being 118.2.

"A year ago I submitted a table showing the experience of eleven companies doing business in Canada, the amount of insurance issued, the total terminations each had experienced, and what the percentage was. The North American made a far better show-

ing than any of the eleven, and official figures given in the last Dominion Government report, showing a like experience, again places the North American in the first position."

The Hon. G. W. Allen, vice-president, said:

"I think the very best evidence of the excellent character of the assets of the company and the care shown by the directors in the investment of the funds, is the large increase in our interest income for the year, namely, \$15,092, and the fact that our interest and rents, due and accrued, at the end of the year, should show a decrease of \$1,119.57. Now, here is the position of our assets. We have invested in—

	Amount.	Percentage of total assets.
Mortgages, etc.....	\$1,108,563 93	40
*Debentures.....	635,197 89	22.9
**Real estate.....	292,263 83	10.5
Stocks and bonds.....	203,331 44	7.3
Loans on policies.....	176,381 61	6.4
Loans on stocks.....	157,780 00	5.7
Outstanding premiums in course of collection, and quarterly and half-yearly premiums, being balance of year's premiums not yet paid.....	100,460 37	3.6
Cash in banks.....	57,743 07	2.1
Cash on hand.....	31 78	
Interest and rents, due and accrued.....	38,376 95	1.4
Reversions.....	3,046 35	.1
	\$2,778,177 22	100.

*Market value exceeds this by \$21,425.15.

**Including the company's building.

"I think you will agree with me, this shows a highly satisfactory state of affairs, and must be doubly reassuring to all the policy holders of the company, as well as its excellent agency staff, as to the high standard this company has attained among the life companies in this country. So far as I can judge, it stands at the head.

"Our real estate, as compared with last year, shows but a slight addition in amount, except that we have now added thereto our own home, this handsome building, in which we are holding this meeting. It was an excellent stroke of business on the part of the company in securing this property, as we have now every accommodation for the proper conduct of the business; in fact, one of the best equipped offices in the city, and the cost to the company will be but a moderate one. Already the space we have to rent is well tenanted, and the one office at present vacant is already bespoke. All the properties in possession of the company are well rented, and giving the company a fair return.

Mr. J. N. Lake, in moving a vote of thanks to the company's provincial managers, inspectors and agency staff, said:

"It will be gratifying to everyone interested in the company, and speaks volumes for the energy displayed by our agents, that our new business this month is the best business for January in the history of the company.

"It is interesting to note the great progress this company has made during the last ten years, as shown by the following table:

	7th Year.	12th Year.	17th Year.
Cash Income.....	\$ 228,282 61	\$ 431,624 42	\$ 699,550 49
Assets.....	542,318 59	1,413,978 00	2,773,177 00
Ins. in force.....	6,971,399 00	12,961,089 00	18,945,878 00
Net Surplus.....	51,895 94	225,635 81	427,121 33

"You will see that the cash income increased over three-fold; assets over five

times; insurance in force, nearly three-fold; and net surplus, nearly eight-fold—the latter indicating that the company is a good one for the policy-holders."

Mr. McCabe, managing director, said he could heartily endorse all that had been said as to the efficiency of our agency staff, and the energetic and satisfactory manner in which they had accomplished their work during the year just closed. He knew that the agents had unusual competition during the latter part of the year, owing to four new companies having commenced operations during 1897.

In this connection he said that, of all the companies starting about the same time as the North American or subsequently, not one of them outside of our own has met with but moderate success.

The mere fact of a company having a large capital, and especially rushing a large amount of business on its books in a short time, means a very large liability by way of the reserve required by the Dominion Government, and must result in a loss to the company. This experiment had been made a few years ago, disastrously, by one of our companies.

Certain methods of conducting business may, on the face, have the appearance of success, but ultimately can have but one result. The course we have adopted has been a conservative one in every way, and we propose to follow that course, believing that our first interests must be those of our policy holders, and that ultimately the test of the business between the different companies is "What are you doing, and what are you likely to do, for your policy holders?"

Mr. Galley, in referring to the company's loans, said:

"In looking over this mortgage list I was pleased to find the satisfactory manner in which the interest had been paid during 1897. The interest due and accrued on all loans held by the company showing a decrease, as compared with 1896, of \$2,201.73.

"The position of the company is highly satisfactory, and as one of its earliest and large policy-holders, I feel very pleased at the position that the company has attained."

James Thorburn, M.D., medical director, presented a full and interesting report of the mortality experienced by the company during the past year, showing that the actual loss was favorable when compared with the mortality table.

After the usual vote of thanks had been passed, the election of directors took place: President, Mr. J. L. Blaikie.

Vice-Presidents, Hon. G. W. Allan, Sir Frank Smith.

Managing Director, Wm. McCabe, L.L.B., F.I.A.

Secretary, L. Goldman.

FOR SALE. Boxes Choice Smoked Herrings and Half-Barrels Herrings - Choice Prime Beans, Evaporated Apples.
Apply JAS. R. SHIELDS & CO.
Board of Trade, TORONTO



How Pleasant

to have your particular lady customer say, "Thank you VERY MUCH for recommending me to try

"WHITE MOSS" COCOANUT

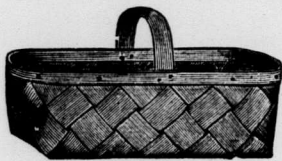
it was SO delicious; we will use no other in future."

Statements like the above are getting to be an every-day occurrence.

CANADIAN COCOANUT CO.
Montreal

THE Oakville Basket Co.

MANUFACTURERS OF



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

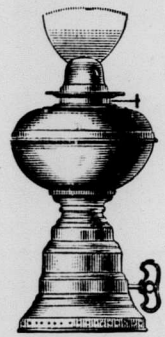
For sale by all Woodenware Dealers.

OAKVILLE, ONT.

PACKAGE Clothes Pins



All selected perfect Pins, put up in 4 and 6 doz. packages. Time, money and labor saved. Manufactured by **The Wm. Cane & Sons Mfg. Co., Limited** Newmarket, Ont. Represented by **Chas. Boeckh & Sons, Toronto.** | **T. S. Simms & Co., Ltd., St. John, N.B.**



Improved Wanzer Lamp

Non-explosive, no chimney, best light, burns Canadian oil perfectly. Soon saves its cost in oil and chimneys. Liberal discounts to the Trade. Every Lamp tested.

WANZER. WANZER LAMP & MFG. CO. HAMILTON.

WINE Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.

\$2.50 per case; 80c. gallon.
THE AMHERSTBURG VINTAGE CO. Amherstburg, Ont.

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

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

SALT

We are always fully stocked with Salt for Butter, Cheese, Table and general use. Send a card for prices or samples.

VERRET, STEWART & CO., Montreal - Quebec.

FIRST CLASS RETAILERS SELL
ABSOLUTELY GIVE IT **COW BRAND SODA** **PURE A TRIAL**



An Automatic Selling Machine to sell Adams' Tutti Frutti. For particulars write, stating your location in your town, to **Globe Automatic Selling Co., 13 Jarvis St., Toronto, Ont.**

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

DANIEL SHELTON, general merchant, Kirkwall, Ont., has assigned to E. E. Freel.

J. L. Langlois, general merchant, Amqui, Que., has assigned.

A. Linch, general merchant, Rossland, B.C., is asking an extension.

E. Roy, general merchant, Riviere Blanche, Que., has assigned.

Assignment has been demanded of J. W. Foster & Co., traders, Montreal.

Runians & Butler, departmental store, London, Ont., have suspended.

M. C. Williams, grocer, Cartwright, Man., has assigned to J. C. MacNab.

D. C. Rodden & Co., general merchants, Ont., has assigned to John McD. Hains.

Colson Hubbard, general merchant, Caracquette, N.B., is offering 30c. on the dollar.

Edmund Hudson, grocer, Hamilton, Ont., has assigned to W.G.E. Boyd, Hamilton.

Geo. Craig & Co., departmental store, Winnipeg, have assigned to S. A. D. Bertrand.

Phillips & Hirschfield, produce dealers, St. John's, Nfld., have been declared insolvent.

Josiah Perrin, general merchant, Pontypool, Ont., has assigned to Henry Barber, Toronto.

Pitts Bros., general merchants, Three Rivers, B.C., have assigned to Howard Chapman.

Robert D. Perry, general merchant, Holbrook, Ont., has assigned to E. W. Nesbitt, Woodstock.

Crawford & McMillan, general merchants, Sandon, B.C., have assigned to E. M. Sandilands.

John W. Fairbairn, confectioner, etc., Pembroke, Ont., has assigned to Wm. H. Williams, Pembroke.

J. & R. Young, general merchants and fish dealers, Tracadie, N.B., have called a meeting of their creditors.

PARTNERSHIPS FORMED AND DISSOLVED.

Brown Bros., cigar manufacturers, Montreal, have dissolved.

Bright & Teel, grocers, etc., Cowansville, Que., have dissolved.

Wm. Burritt & Co., general merchants, Yarmouth, Ont., have dissolved partnership.

Co-partnership has been registered between Donald and John H. McLean, Sherbrooke, N.S.

John McNab, grocer, Dartmouth, N.S., has admitted W. G. McNab, under the style Colin McNab & Co.

Chas. Burritt & Co., wholesale and retail general merchants, etc., Weymouth, N.S.,

THINK IT OVER!

A number of grocers increased their **Canned Meat Trade** last season by pushing **CLARK'S** exclusively.

EVERY TIN GUARANTEED

IT HAS PAID OTHERS! IT WILL PAY YOU!!

ORANGE MARMALADE

Have you tried Upton's Gilt Edge Brand?

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

THOS. UPTON & CO., Hamilton

have registered dissolution, Charles and Israel Burritt retiring and transforming their interests to William and James Burritt, who assume liabilities.

Wallbridge & Clark, grocers, etc., Belleville, Ont., have dissolved, George Wallbridge continuing.

George D. Fawcett and Wm. A. Fawcett have registered as proprietors of the firm, W. Fawcett & Sons, grocers, Montreal.

Franklin Willoughby and David McConnell have registered as proprietors of the firm of F. Willoughby & Co., Montreal.

Corner & Harlow Bros., general merchants, Caledonia, N.S., have dissolved, B. M. Harlow continuing in his own name.

Marie Janelle, wife of Jean B. Laforest, and Emiline Fleurant have registered as proprietors of the firm Girard & Laforest, St. Flore, Que.

H. F. Williams & Co., commission produce and fruit dealers, Halifax, N.S., have dissolved co-partnership, H. F. Williams retiring, and Alfred M. Banks continuing.

SALES MADE AND PENDING.

H. Sorge, confectioner, Victoria, B.C., has sold his stock by auction.

John Bond, confectioner, Strathroy, Ont., has sold out to R. C. Wilhelm.

Annie E. Smith, general merchant, Port Royal, Ont., is advertising her business for sale.

Crawford & Co., general merchants, Orillia, Ont., are advertising their business for sale.

The stock of E. A. Gauthier & Co., general merchants, Papineauville, Que., has been sold.

The stock of D. C. Rodden, general merchant, St. Hyacinthe, has been sold at 45c. on the dollar.

The Slocan Store Co., general merchant, Three Forks, B.C., has sold out to W. Hunter & Co.

The stock of H. B. Lafleur, general merchant, Ste. Adele, Que., has been sold.

The assets of P. D. Proulx, general merchant, Asbestos, Que., are to be sold on the 15th inst.

CHANGES.

Edward Ray has succeeded — Scovel, as confectioner, in Ymir, B.C.

C. S. Waugh, general merchant, Selma, N.S., has opened up in business.

A. G. Fuller, grocer, etc., Vernon, B.C., has discontinued the sale of liquors.

Frederick Wayne, grocer, Hunter River, P.E.I., has opened up in business.

Lavigne & Co. are giving up business as general merchants, in Marmora, Ont.

Robert Lee, general merchant, Connor, Ont., has been succeeded by T. O. Lyons.

John Donaghy, general merchant, Fordwich, Ont., has been succeeded by Wade Bros.

Paul Ethier has registered as proprietor of the Imperial Provision Store, groceries, etc., Montreal.

Joseph Patry will commence business on March 1st as general merchant in Maniwaki, Que.

Wm. Schroeder, general merchant, Chesley, Ont., has been succeeded by Martin Schroeder.

L. B. Currie has succeeded the firm, E. M. Currie & Son, general merchants, West Dublin, N.S.

J. H. Burton, grocer, Bracebridge, will be succeeded on March 1st by Mrs. McEachern & Co.

Argelie Lussier, wife of Philibert Pigeon, has registered as proprietress of the firm P. Pigeon & Co., St. Hyacinthe, Que.

FIRES.

Conley & Martin, grocers, etc., Stirling, Ont., have been burned out.

E. F. Parker, general merchant, Stirling, Ont., has been burned out.

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FIGS

kept in a "PRAESERVO" Cabinet retain their freshness and do not dry out.

PRUNES keep bright and plump.

CURRENTS actually gain.

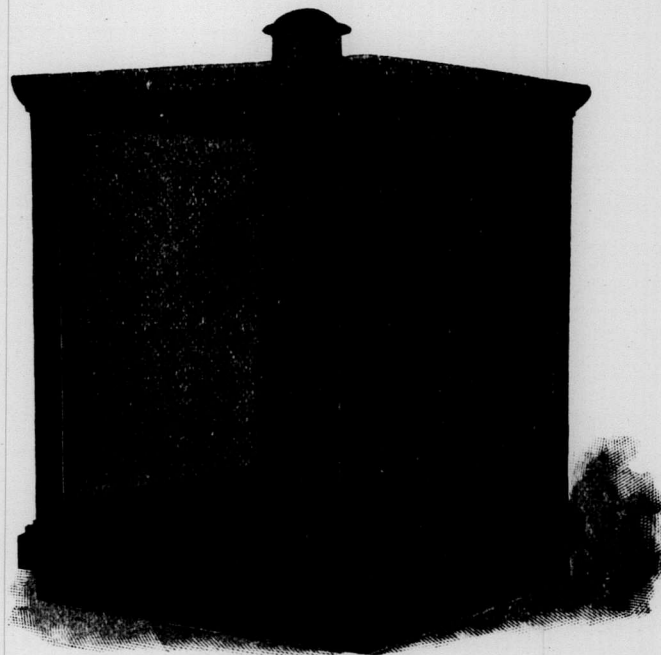
ALL DRIED FRUIT keeps fresh and full weight.

You save the cost in one season.

We have **PRAESERVO** Bread Cases Cheese Cases

WRITE US FOR

Catalogue and Prices.



THE CHEESE CASE.

ARTHUR P. TIPPET & CO. - MONTREAL.

John Erzinger, tobacconist, Winnipeg, has been burned out.

A. A. Becker, grocer, etc., Hilton, Ont., has been burned out.

Robertson & Co., general merchants, Dunchurch, Ont., have been burned out.

Thos. S. Bradey & Co., general merchants, Antrim, Ont., have been burned out; insured.

The bake shop of George Trudel, confectioner, Ottawa, has been damaged by fire; insured.

DEATHS.

Henry Williams, general merchant, Manotick, Que., is dead.

A NEW METAL POLISH.

The Merchants' Supply Co., Quebec, are placing a new metal polish on the market called the "Gilt Edge," which, no doubt, will meet with popular favor when once used. This polish has been handled for some time in Quebec and it has met with such success there that they are now desirous of establishing agencies all over the provinces of Quebec and Ontario. It is put up in a neat shape and will be an ornament to any retailer's shelf, as well as proving a good thing to those handling it, as when once introduced it will sell itself. Write at once if you want the agency for your town and full particulars will be sent.

A TALE AND A MORAL.

THE following was told by Mr. Crandall, the special representative in England of the Dominion Agricultural Department, to a representative of The Canadian Gazette:

"Let me tell you an incident. A Toronto gentleman of high standing was spending a considerable time in London this summer. He greatly enjoyed the bacon they gave him, morning after morning, at his hotel—one of the fashionable hotels here. It was called 'Danish bacon' on the bill of fare. 'Tell me where I can get some to take back to Canada with me,' he said to the hotel manager. He went to the city warehouse and saw a case packed full of the prime 'Danish.' 'Where shall we send it?' asked the city dealer. 'To Mr. ———, Toronto, Canada,' was the reply. The dealer looked up, amazed. 'Oh, well,' he said, 'I may as well tell you this bacon came from your own city of Toronto. It is only 'Danish' in name; it is really Canadian, and I buy it in Toronto.'"

"Now, that applies to many things we send to England. Our cheese stands first, and we pay the penalty of fame by having poor foreign stuff palmed off as 'best Canadian.' Our bacon is excellent, but not so well known as Danish, and dishonest dealers—they are here in England as in Canada, and everywhere else—put the Danish label on it for fame's sake. The Department at Ottawa has long considered how this type of fraud at Canada's expense may be best met. Meanwhile, our course is clear—to strengthen our hold on British markets by producing the first-class article. Quality, quality—that is our motto; and, as I said before, given equal quality, the Britisher is more inclined than ever to give the preference to colonial over for-

eign stuff—to buy, in fact, from those who buy from him, and not from those who do their utmost to kill British trade with high tariffs."

GROCERY CLERKS' OFFICERS.

The regular meeting of the Montreal Grocery Clerks' Association was held in St. Joseph hall Feb. 6, President Beavvais in the chair. The following officers were elected for the ensuing year:

- President—P. J. Wayland.
- First vice-president—G. R. Robert.
- Second vice-president—O. Bergeron.
- Secretary—A. E. Landry.
- Assistant secretary—O. Langlois.
- Treasurer—J. Fortier.
- Assistant treasurer—O. Voisard.
- Correspondent—E. Turgeon.
- First collector—H. Vezina.
- Second collector—N. Bisson.
- First marshal—J. O. Villeneuve.
- Second marshal—J. Martineau.
- Sick committee—J. E. Marchand, O. Dionne.
- Chaplain—Rev. Mr. Bedard.
- Doctors—F. X. Plouffe, G. E. Asselin.
- Advocate—F. J. Bisauillon, C.R.

The association is in good financial standing, having a surplus of \$475.

\$350,000 IN KLONDYKE SUPPLIES.

Mr. L. C. Philips, special Klondyke agent of the Alaska Exploration Co., arrived in Montreal a few days ago. It is said that he will spend \$350,000 in Klondyke supplies from Montreal merchants. He represents the richest mining company on earth, having an all-paid capital stock of \$1,000,000.



Have you carried in stock the ...

FINEST OLIVE OIL

ever imported into Canada?

We can send you a Sample Order of

RAE'S Finest Sublime OLIVE OIL

New Season's ORANGE MARMALADE

Orders now being booked.

SOUTHWELL'S

THE FINEST IN THE MARKET.

FRANK MAGOR & CO., 16 St. John St., MONTREAL

AGENTS FOR THE DOMINION.



CURRENT MARKET QUOTATIONS

Feb. 10, 1898.

This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit.

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

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

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

BAKING POWDER.

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



Diamond—	W. H. GILLARD & CO.
1 lb. tins, 2 doz. in case.	per doz. 1 20
1/2 lb. tins, 3 "	" " 90
1/4 lb. tins, 4 "	" " 60

MAPLE LEAF BAKING POWDER.

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

THE F. F. DALLEY CO.

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

BLACKING.

P. G. FRENCH BLACKING.	
1/4 No. 4.	\$4 00
1/4 No. 6.	4 50
1/4 No. 8.	7 25
1/4 No. 10.	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
per doz.	
No. 5 Spanish Blacking, 1/4 gross cases.	7 20
No. 10 " " "	9 00
Vucan Oil Blacking, 1 doz. cases, liquid.	2 00
New York Dressing, 1 doz. cases.	0 75
Spanish Satin Gloss, " " "	1 00
Crescent Ladies' Dressing, 1 doz. cases.	1 75
Spanish Glycerine Oil Dressing.	2 00

BERRY'S ENGLISH BLACKING.

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

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

THE ALPHA CHEMICAL CO.

Shoe Dressing— in 1/4 gross cases.	Per Gross
Reliable Shoe Dressing.	\$ 22 00
Eclipse Combination tan.	9 00
Moody's Ox Blood.	12 00
" Chocolate.	12 00
Alpha Chemical Co. French Castor Oil.	9 00
Alpha Chemical Co. Refined Sweet Oil.	9 00
Alpha Chemical Co. Turpentine.	7 80
Moody's Non-Corrosive Inks.	4 50



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



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

Patent Stove Polish—	
Sunlight Lead Bar.	4 25
Packed in 1/2 gross cases.	
Sunlight Liquid, 1/2 gross cases.	10 80



Moody's Black Lead.	25
1/2 gross case Reliable Stove Pipe Varnish.	
1/4 gross cases 6-oz. bottles.	

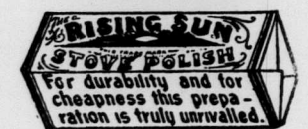
Quickshine Pipe Varnish.	12
1/4 gross cases pressed top tins.	

Stove Polish—

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



STOVE POLISH.



Per gross	
Rising Sun, 6 ounce cakes, half-gross boxes.	\$ 8 50
Rising Sun, 3 ounce cakes, gross boxes.	4 50
Sun Paste, 10c. size, 1/4 gross boxes.	16 00
Sun Paste, 5c. size, 1/4 gross boxes.	5 00

Cotton
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Dalley's
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Starch

In offering you our Starches our aim is to give you the very **BEST**, not only what we think is the best but what every consumer of Starch thinks is the best. Then there can be no mistake. You will find no trouble whatever in selling it, as it practically sells itself. You sell it once and you have to sell it always. You can't help it, people will take no other.

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

THE F. F. DALLEY CO. Per gross



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

ENAMELINE.



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

BIRD SEEDS

BART. COTTAM & CO.

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

THE F. F. DALLEY CO.

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

NICHOLSON & BROCK.

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

CORN BROOMS

CHAS. BOECKH & SONS. per doz.
net.
Carpet Brooms—
"Imperial," extra fine, 8, 4 strings.. \$3 65
" " " " 7, 4 strings.. 3 45
" " " " 6, 3 strings.. 3 25
"Victoria," fine, No. 8, 4 strings.. 3 30
" " " " 7, 4 strings.. 3 10
" " " " 6, 3 strings.. 2 90
"Standard," select, 8, 4 strings.. 2 90
" " " " 7, 4 strings.. 2 75
" " " " 6, 3 strings.. 2 60
" " " " 5, 3 strings.. 2 40

BLUE.

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

CANNED GOODS. per doz.

Apples, 3's \$0 80 \$0 95
" " " " 2 25 2 40
Blackberries, 2 1 40 1 70
Blueberries, 2 0 75 0 85
Beans, 2 0 70 0 85
Corn, 2's 0 00 0 85
Cherries, red pitted, 2's 1 75 2 25
Peas, 2's 0 90 0 95
" Sifted select. 1 10 1 25
" Extra sifted. 1 25 1 40
Pears, Bartlett, 2's 1 50 1 75
" " " " 3's 2 00 2 40
Pineapple, 2's 1 75 2 40
" " " " 3's 2 50 2 60
Peaches, 2's 1 40 1 75
" " " " 3's 2 00 2 40
Plums, Green Gages, 2's 1 30 1 55
" Lombard 1 20 1 50
" Damson Blue 1 10 1 40
Pumpkins, 3's 0 70 0 90
" " " " gallons 2 10 2 25
Raspberries, 2's 1 40 1 70
Strawberries, 2's 1 65 1 95
Succotash, 2's 1 15
Tomatoes, 3's 1 20 1 25
Lobster, tails, 2 40 2 70
" flats, 1/2 s 1 65 1 70
Mackerel 1 20 1 30
Salmon, Sockeye, tails. 1 20 1 30
" " " " flats
" " " " Horseshoe. 1 25 1 30
" " " " 0 95 1 00
" Cohoes " " 0 95 1 00
Sardines, Albert, 1/4's tins 0 13

" " 1/2's tins 0 20 0 21
Sportsmen, 1/4's genuine French high grade, key opener 0 12 1/2
Sardines, Sportsmen, 1/2's 0 21
Sardines, key opener, 1/2's 0 16 0 18 1/2
" " " " 1/4's 0 10 1/2 0 11
" " " " 1/2's 0 18 1/2 0 19
Sardines, other brands 9 3/4 11 0 16 1/2 0 17
" P. & C., 1/4's tins 0 23 0 25
" " " " 1/2's 0 33 0 36
Sardines, Amer., 1/4's " 0 04 0 05 1/2
" " " " 1/2's " 0 09 0 11
Mustard, 1/4 size, cases
50 tins, per 100 10 00 11 00
Fruit in glass jars
Haddies
Kipperd Herring.....

CANNED MEATS.

(CANADIAN.)

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

ARMOUR PACKING CO.—HELMET BRAND

Corn Beef 1 lb. 1 40 1 50
" " " " 2 lb. 2 60 2 75
" " " " 4 lb. 5 50 5 80
" " " " 6 lb. 8 50 8 80
" " " " 14 lb. 17 50 18 00
Roast Beef, 1 lb. 1 40 1 50
" " " " 2 lb. 2 60 2 75
Luncheon Beef, 1 lb. 1 60 1 70
" " " " 2 lb. 2 75 2 85
Brawn 1 lb. 1 30 1 40
" " " " 2 lb. 2 35 2 50
" " " " 6 lb. 6 60 6 80
" " " " 14 lb. 14 50 15 00
Ox Tongue, 1 1/2 lb. 7 00 7 20
" " " " 2 lb. 8 50 8 80
" " " " 2 1/2 lb. 10 75 11 00
Lunch Tongue, 1 lb. 3 35 3 50
" " " " 2 lb. 6 50 6 80

Chipped Beef, 1/2 lb. 1 60 1 70
" " " " 1 lb. 2 65 2 80
Pigs' Feet b. 1 65 1 75
" " " " 2 45 2 60
Potted Meats, Tongue or Ham
1/4 lb. 70 75
Potted Meats, Tongue or Ham
1/2 lb. 1 20 1 25
Potted Deviled Ham or Tongue, 1/4 lb. 70 75
Potted Deviled Ham or Tongue, 1/2 lb. 1 20 1 25

WHITE LABEL.

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

CHEWING GUM.

ADAMS & SONS CO. per box

Tutti Frutti, 36 5c. bars. \$1 20
" " " " (in cream pitcher) 36 5c. bars 1 20
" " " " (in sugar bowl) 36 5c. bars 1 25
" " " " (in glass jar) 115 5c. pkgs. 3 75
Pepsin Tutti Frutti (in glass jar) 115 5c. packages. 3 75
Pepsin Tutti Frutti, 23 5c. packages. 0 75
Round Pepsin, 30 5c. packages. 1 00
Cash Register, 390 5c. bars and pkgs. 15 00
Cash Box, 160 5c. bars. 6 00
Tutti Frutti Show Case, 180 5c. bars and packages. 6 00
Variety Gum (with book in each box) 150 1c. pieces. 1 00
Banner Gum (English or French wrappers) 115 1c. pieces. 1 20
Flirtation Gum (English or French wrappers) 115 1c. pieces. 1 20
Mexican Fruit, 36 5c. bars. 1 20
Sappota, 150 1c. pieces. 0 80
Orange Sappota, 150 1c. pieces. 0 75
Black Jack, 115 1c. pieces. 0 75
Red Rose, 115 1c. pieces. 0 75
Magic Trick, (English or French wrappers) 115 1c. pieces. 0 75

CHOCOLATES & COCOAS.

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

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

THE "DIAMOND" OIL BLACKING

TRADE MARK
OIL



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

Diamond Oil Liquid Blacking. Black and White Cream for Kid Boots. Tan Polish for Brown Boots. Diamond Oil Gloss for Kid Boots. Patent Leather Varnish and Stove Varnish. Harness Blacking and Metal Polish.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

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

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

D. W. ROSS CO. RICES
Agents

COWAN'S Hygienic and Perfection and Cocoa Essence
Queen's Dessert Royal Navy and Perfection
Chocolate Pink White Lemon Color
Cocoas
Chocolates
Icings
A child can ice a cake in three minutes.

Cowan's Famous Blend Coffee is perfection in strength and flavor

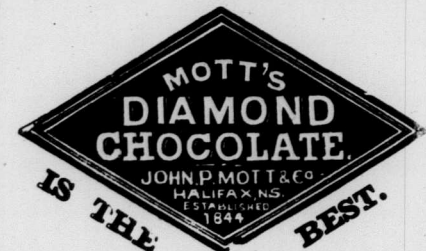
THE COWAN CO. LIMITED TORONTO

THE MOST NUTRITIOUS COCOA.

EPPS'S GRATEFUL-COMFORTING COCOA

In labelled Tins. 14 lb Boxes.

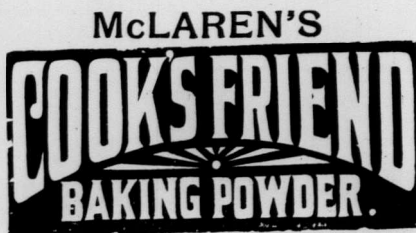
Special Agent for the entire Dominion, G. E. COLSON, Montreal. In Nova Scotia, E. D. Adams, Halifax. In Manitoba, Buchanan & Gordon, Winnipeg.



IS THE BEST. ASK FOR MOTT'S



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



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

CADBURY'S.		CHOCOLAT MENIER.		JOHN P. MOTT & CO.'S.		COCOANUT.	
Frank Magor & Co., Agents.	per doz	In Cases of	In 12	(R. S. McIndoe, Agent, Toronto.)		CANADIAN COCOANUT CO.	
Cocoa essence, 3 oz. packages	\$1 65	5 case 10x12 lb	lb bxs	Mott's Broma	per lb. 0 30	White Moss Brand-	
	per lb	lot.	bxs.	Mott's Prepared Cocoa	0 28	Pkgs. 1 lb., 15 or 30 lb. cs.	0 27
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40	Vanilla-per lb.		Mott's Homeopathic Cocoa (1/4 s)	0 32	" 1/2 " " "	0 28
Rock Chocolate, loose.	0 40	Yellow wrapper,	\$ 0 32 \$ 0 34 \$ 0 36	Mott's Breakfast Cocoa in tins	0 45	" 1/4 " " "	0 29
" 1 lb. tins.	0 42 1/2	Unsweetened-	C 35 0 37 0 39	Mott's No. 1 Chocolate	0 30	" 1/2 " 5 or 10 "	0 30
Cocoa Nibs, 11-lb. tins.	0 35	Blue Premium		Mott's Breakfast Chocolate	0 28	Bulk-	
TODD HUNTER, MITCHELL & CO.'S				Mott's Caracacas Chocolate	0 40	White Moss, 10, 15 or 20 lb. Pails	0 40
Chocolate-	per lb	Pastilles-		Mott's Diamond Chocolate	0 23	Feather Strip, " " " "	0 40
French, 1/4 s-6 and 12 lbs	0 30	Yellow wrapper, 108 bxs.		Mott's French-Can. Chocolate	0 18	Special Shred, " " " "	0 40
Caracacas, 1/4 s-6 and 12 lbs	0 35	to the case	\$20 00 0 20	Mott's Navy or Cooking Chocolate	0 28	Macaroon, " " " "	0 40
Premium, 1/2 s-6 and 12 lbs	0 30	Croquettes-		Mott's Cocoa Nibs	0 35	Crown Desic., 12, 20 or 25 lb.	0 40
Sante, 1/4 s-6 and 12 lbs	0 26	Yellow wrapper, 9 bxs. of		Mott's Cocoa Shells	0 05	Special, " " " "	0 40
Diamond, 1/4 s-6 and 12 lbs	0 22	12 packages	\$20 00 0	Vanilla Sticks, per gross	0 90	Barrels, 2c. per lb. less	0 40
Sticks, gross boxes, each	1 00			Mott's Confectionery Chocolate	0 21 0 43	Terms, 3 p.c., off 30 days.	
Cocoa-		FRY'S.		Mott's Sweet Chocolate Liquors	0 19 0 30		
Homeopathic, 1/4 s, 8 and 14 lbs.	0 30	Chocolate-	per lb.				
Pearl,	0 25	Caracacas, 1/4 s, 6-lb. boxes	0 42				
London Pearl, 12 and 18 "	0 22	Vanilla, 1/4 s.	1 42				
Rock	0 30	" Gold Medal " Sweet, 1/4 s, 6 lb. bxs	0 29				
Bulk, in boxes	0 18	Pure, unsweetened, 1/2 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				
Royal Cocoa Essence, packages	per doz 1 40						
BENSDORF'S ROYAL DUTCH COCOA.							
1/4 lb. tins, boxes 4 doz.	2 40	Cocoa-	per doz				
" " " 2 " "	4 50	Concentrated, 1/4 s, 1 doz. in box.	2 40				
" " " 1 " "	8 50	" 1/2 s, " "	4 50				
		" 1 lbs. " "	8 25				
Ralston Health Club, boxes 6 lbs.	45	Homeopathic, 1/4 s, 14 lb. boxes					
		1/4 lbs. 12 lb. boxes					

COWAN COCOA AND CHOCOLATE CO.		COFFEE.	
Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75	Green.	per lb
Cocoa Essence, 1/2 lb. tins, per doz.	2 25	Mocha	0 27 1/2 0 30
Soluble Cocoa, No. 1 bulk, per lb.	0 20	Old Government Java	0 30 0 33
Diamond Chocolate, 12 lb. boxes,		Rio	0 08 0 13
1/2 lb. cake, per lb.	0 25	Plantation Ceylon	0 29 0 31
Royal Navy Chocolate, 12 lb. boxes,	0 30	Porto Rico	0 24 0 28
1/2 lb. cake, per lb.	0 25	Guatemala	0 24 0 26
Mexican Vanilla Chocolate, 12 lb. boxes,	0 35	Jamaica	0 18 0 22
1/2 lb. cake, per lb.		Maracaibo	0 16 0 20

COFFEE.		COFFEE.	
Green.	per lb	Mocha	0 27 1/2 0 30
Mocha	0 27 1/2 0 30	Old Government Java	0 30 0 33
Old Government Java	0 08 0 13	Rio	0 29 0 31
Rio	0 24 0 28	Plantation Ceylon	0 24 0 26
Plantation Ceylon	0 18 0 22	Porto Rico	0 16 0 20
Porto Rico	0 24 0 26	Guatemala	0 18 0 22
Guatemala	0 16 0 20	Jamaica	0 16 0 20
Jamaica		Maracaibo	
Maracaibo			

The merits of the Starch are generally estimated by the demand there is for it.

CELLULOID STARCH

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

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

Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs.	0 09
Canadian Electric Starch—	
40 packages in case	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs.	0 05
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06

SUGAR.		
	per lb.	
Granulated (St. Lawrence)	0 04 9/16	
Redpath, Acadia	0 04 1/4	
German (Canadian) bbls.	0 04 1/4	
(imported) bags	0 04 1/4	
Dutch, bags	0 04 7/16	
Paris Lump, bbls. and 100-lb. boxes	0 05 1/2	
in 50 lb. boxes	0 05 1/2	
Extra Ground Icing, bbls.	0 05 1/2	
Powdered, bbls.	0 05 1/2	
Cream	0 04 1/2	
Extra Bright	0 04 1/16	
Bright Coffee	0 04	
Light Yellow	0 03 15/16	
Medium Light Yellow	0 03 1/2	
Yellow	0 03 13/16	
Demerara	3 50	

SYRUPS AND MOLASSES.		
	bbls.	½ bbls.
SYRUPS.	per gallon.	
Dark	0 23	0 25
Medium	0 28	0 35
Bright	0 32	0 42
Honey (corn)	0 40	
" 2 gal. pails	1 00	
" 3 gal. pails	1 35	1 40
MOLASSES.		
New Orleans		
Barbadoes		
Porto Rico		
Antigua		

SOAP.		
		
1 box and less than 5	4 60	
5 boxes and upward	4 60	
Freight prepaid on 5 box lots.		

BRANTFORD SOAP WORKS CO.



Ivory Bar is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box: 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.

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

TEAS.

BLACK.		
	per lb.	per lb.
Congou—		
Half Chests Kaisow, Mon- ing, Paking	0 12	0 60
Caddies, Paking, Kaisow	0 18	0 50
INDIAN.		
Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchong	0 18	0 25
CEYLON.		
Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong	0 17	0 35
CHINA GREENS.		
Gunpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary		
firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts	0 42	0 50
Cases, small leaf, firsts	0 35	0 40
Half Chests, ordinary		
firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" thirds	0 15	0 17
" common	0 13	0 14
Young Hyson—		
PING SUEYS.		
Half Chests, firsts	0 28	0 32
" seconds	0 16	0 19
Half Boxes, firsts	0 28	0 32
" seconds	0 16	0 19
JAPAN.		
Half Chests—		
Finest May pickings	0 38	0 40
Choice	0 32	0 36
Finest	0 28	0 30
Fine	0 25	0 27
Good medium	0 22	0 24
Medium	0 19	0 20
Good common	0 16	0 18
Common	0 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" Oolong	0 14	0 15
" Gunpowder	0 16	0 19
" Siftings	0 07½	0 11

"SALADA" CEYLON.



	Wholesale	Retail
Brown Label, 1s and ½s	0 20	0 25
Green Label, 1s and ½s	0 22	0 30
Blue Label, 1s and ½s and ¼s	0 30	0 40
Red Label, 1s and ½s	0 36	0 50
Gold Label, ½s	0 44	0 60

Terms, 30 days net.

RAM LAL'S (lead packages)



Cases, each 60 1-lb.	0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	0 35
" " 120 ½-lb.	0 36

"KOLONA"



Ceylon Tea, in 1-lb. and ½-lb. lead packets.	
	black or mixed.
Black Label, 1-lb., retail at 25c	0 19
" ½-lb.	0 20
Blue Label, retail at 30c	0 22
Green Label " 40c	0 28
Red Label " 50c	0 35
Orange Label, retail at 60c	0 42
Gold Label, " 80c	0 58

Terms, 3 per cent. off 30 days.

CROWN BRAND.

(Ceylon in lead packages)

	Wholesale	Retail
Red Label, 1-lb. and ½s	0 35	0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 18	0 25
Green Label, ½s	0 19	0 25
Japan, 1s	0 19	0 25

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold	0 73
Bar, 8's	0 71
Ingots, rough and ready, 8's	0 68
Laurel, 3's	0 63
Brier 8's	0 60
Index, 7's	0 60
Honeysuckle, 8's	0 73
Napoleon, 8's	0 67
Victoria, 16's	0 63
Prince of Wales, caddies, 8's and 16's	0 63

WOODENWARE.

	per doz
Pails, 2 hoop, clear, No. 1	\$ 1 45
" 3 " " " 2	1 60
" 2 " " " 2	1 40
" 3 " " " 2	1 55
" " painted " 2	1 40
Tubs, No. 0	8 00
" 1	6 50
" 2	5 50
" 3	4 50

THE E. B. EDDY CO.

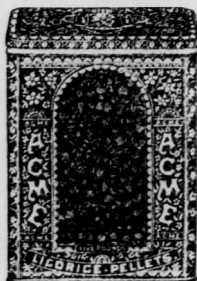
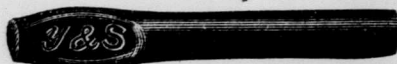
Washboards, Planet	1 60
" XX	1 40
" X	1 25
" Special Globe	1 50

Matches—	5-Case	Single
	Lots	Case
Telegaph	\$3 00	\$3 20
Telephone	2 80	3 00
Parloa	1 30	1 40
Red Prior	1 50	1 60
Safety No. 1, wall box	1 40	1 50
" No. 2, slide box	2 80	2 90
" No. 3, capital	2 75	2 85
Flamers, slide boxes	2 25	2 35
" wax stems	3 20	3 31
Tiger	2 65	2 85

BRYANT & MAY.

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

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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.

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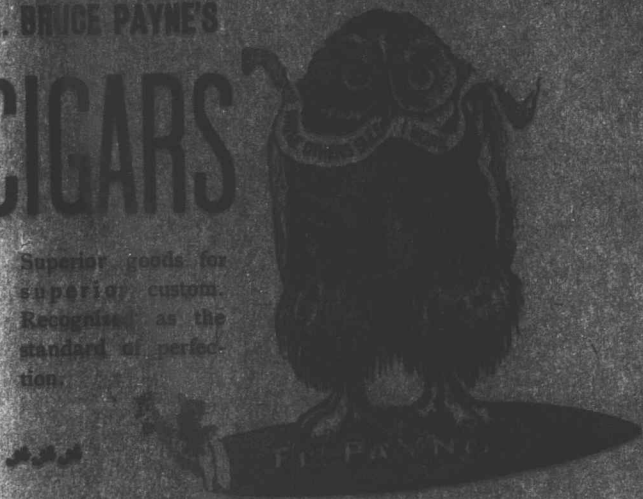
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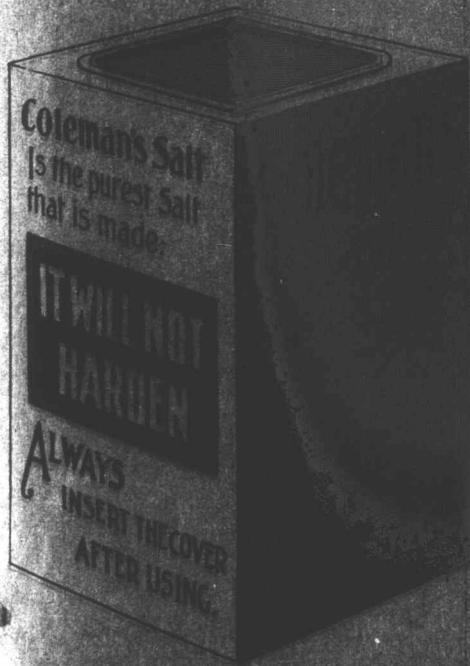
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J. H. WETHEY
Manufacturer St. Catharines, Ont.

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