

THE CANADIAN GROCER

VOL. XIII.

TORONTO AND MONTREAL, MARCH 24, 1899.

NO. 12.

**SELL
ONLY
THE
BEST!**

♦♦
In Competition with the World
we have received the

**Highest Awards
Made. . .**

These substantiate our claim
that : : : :

**Colman's
Mustard**

IS THE BEST IN THE WORLD

Peek, Frean & Co.'s

ZELLER WAFERS

Are just the thing
for particular people.

**Chas. Gyde, Canadian Agent,
Montreal, Que.**

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

And all Grocers' Sundries

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

Sample room

56 and 58 Front West, TORONTO.

Sold and highly
 recommended by
 all leading gro-
 cers.

**Sovereign
 Matches**



DO YOU DRINK SOUP?

HEINZ TOMATO SOUP
 is not only the most appetizing, but for
 the grocer a great trade bringer,

Because—

If the lady of the house once
 tries it, she buys also

Heinz Baked Beans with Tomato Sauce
 Heinz India Relish, Ketchup,
 and the other
 Heinz Pure Food Products.

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

The Salt
 that doesn't
 Cake

is or can be—Windsor Salt, for the table. Do your customers complain? Salt won't
 "run" easily from the salt shaker? The remedy is simple—plain—true. Windsor Salt
 won't "cake"—it runs easily. "A pleased customer" is the best advertisement you can
 have, you know.

Windsor Salt

Leading Wholesalers sell it.

The Windsor Salt Co., Limited, Windsor, Ont.

WHAT
a few
PEOPLE
SAY
who
sell it.

THERE is no doubt that this DYE is the greatest discovery of the century, and MUST supersede all others just as electric light is superseding other light.

All wholesale dealers sell it.

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

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

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

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

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

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

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

Sole makers—

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

CANADIAN DEPOT:
8 Place Royal, Montreal.

LAZENBY'S

SOUP

SQUARES

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

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

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

Arthur P. Tippet & Co.
Montreal and Toronto.

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

**Color
Purity
Flavor
Aroma
Strength
Popularity
Superiority
Cleanliness
Refreshment
Healthfulness**

JAPAN TEAS

owe their undeniable
superiority and dis-
tinguishing popularity
to three strong fea-
tures :

**Certain Peculiarities of Soil,
Wonderful Climate for Tea,
Traditional Care in Culture.**

Care should be taken in preparing them
for the table, to see that the infusion does not
consume more than three minutes, the leaves
being very delicate and tender.

Spring Business

can be made more "springy" and you can put more vim, vigor, life into it with my cigars. I know that this is so because every year at this time, the most successful grocers in Canada double the size of their orders to me.

I refer more particularly to two of my best known brands, namely, the "Pharaoh" which retails at 10c. and the "Pebble" at 5c. Through my constant advertising of these two cigars their sales have reached very large figures. I select the tobacco that I use, personally—I employ only the highest class of skilled labor—I do not believe it is possible to produce a better cigar for the money than the two brands I speak of. I would like to send you samples and prices of

My Cigars.

J. Bruce Payne, Mfr.,
GRANBY, QUE.



THE HIGHEST STANDARD
IS ALWAYS MAINTAINED IN

Crown Flavoring Extracts

It will Pay You to
Handle Them.



The Greig Manufacturing Co.

456 St. Paul St., MONTREAL.

DUNN'S PURE MUSTARDS

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

Now!

The successful man is always "on time"—that's why he is successful. Perhaps we realize this more fully than you do, because just at this time every year, those grocers who order the largest amounts of Tillson's Flake Barley begin to order for their Spring and Summer business—they are always **ON TIME**.

Tillson's Flake Barley

is an ideal Spring and Summer cereal food. It is light and wholesome, and it doesn't heat the blood like oat-meal. It is packed in attractive wooden kegs holding 25 pounds each (the kegs themselves sell readily to house-keepers after you have sold the Flake Barley). If you buy it **NOW** perhaps you will get ahead of your competitor just across the street.

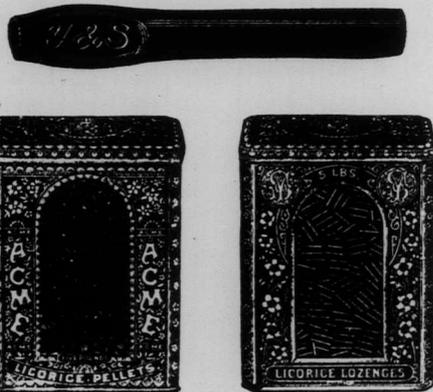
The Tillson Company, Limited, Tilsonburg, Ont.

From Manufacturer to Retailer Direct.



NEXT WEEK

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



LICORICE..

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

YOUNG & SMYLIE

BROOKLYN, N.Y.

Established 1845.

J.Y. GRIFFIN & CO.

Wholesale Produce

Griffin Brand Hams, Bacon and Lard.

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

CORRESPONDENCE SOLICITED.

121 and 123 Water Street, Vancouver.

THE MODERN GROCER



Being the largest makers of Refrigerators in Canada, we make several lines of Grocers' and Household Refrigerators in various styles and sizes. Modern in design, with best principle, of dry cold air circulation, best insulation, and zinc lined. Why buy a home made or poorly made article when you can get an up-to-date Refrigerator for less money? For prices and description send for 1899 catalogue.

Ham & Nott Mfg. Co., Limited.
Formerly Knowles, Ham & Nott Co., Limited
BRANTFORD.

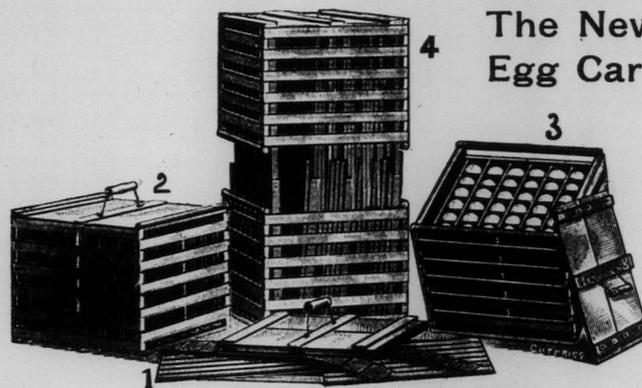


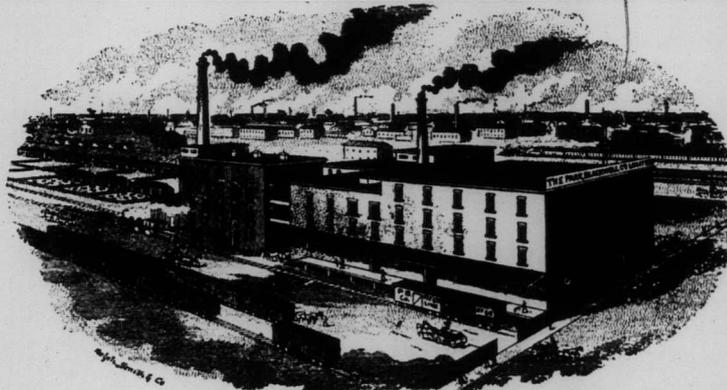
Fig. 1. Folded Flat. Fig. 2. Set up, closed.
Fig. 3. Set up, open. Fig. 4. Shows 1/2-dozen crates packed for shipment.

The Newest and Best Egg Carrier Out.

The **Humpty-Dumpty**

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

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



PACKING HOUSE, QUEENS WHARF.

THE PARK, BLACKWELL CO., LIMITED,

Pork and Beef Packers,

TORONTO

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



The Tea Position.

Markets are hardening.

Purchases are being made in New York and Chicago for reshipment to England.

Buy fresh, fragrant Ceylons and Indians before London raises prices in Canada, by sending orders here.

The world now must have the pure machine-rolled

Ceylons and Indians



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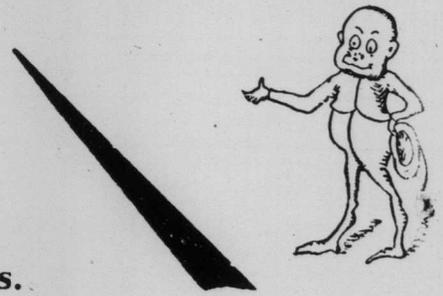
utter

D. Apples

RONTO

Japan Teas... To sell at 25 and 40 cts.

Assam Teas... To sell at 40 cts.



All progressive, up-to-date merchants should have an opportunity of testing these lines. Write for samples and quotations, or ask our travellers for particulars.

THESE ARE BUT TWO of the many bargains we are offering in : CEYLONS, ASSAMS, JAPANS, YOUNG HYSONS, CHINA CONGOUS, ETC.

AURORA CEYLON TEA is a perfect blend of the choicest growths from the best known gardens in Ceylon. Black and Mixed —1 lb. and ½-lb. packages. Packages the most healthful and attractive on the market. Retails at 35, 40, 50 and 60 cents.

W. H. Gillard & Co.

Wholesale Grocers
and Tea Importers

Hamilton, Ont.

**The Camping Season
Is Coming . . .**

ESSENCE OF COFFEE

IS A REQUISITE.

See that you get



Rose & Laflamme

Agents MONTREAL.



Batty & Co.

ESTABLISHED 1824.

LONDON.



OLIVES
AND
PURE
OLIVE
OILS.



INDIAN
CURRIES
AND
CHUTNIES.

Makers of High-class

PICKLES
OF
ALL KINDS.



SAUCES
OF
ALL KINDS.

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

THE CANADIAN GROCER

VOL. XIII.

TORONTO AND MONTREAL, MARCH 24, 1899.

NO. 12

COFFEE CULTURE.

SOME interesting facts about coffee are printed in the second number of a little magazine called *The Brazilian Bulletin*, the organ of Mackenzie College in Brazil. The writer of the article was able to learn little of the early history of coffee, although it has been in use at least 1,000 years. The very origin of the name by which the little berry is known is obscure. It has been said that the word came from the Arabic kahwah, but this is a doubtful conclusion, as coffee did not originate in Arabia. A somewhat better explanation is that it took its name from Kaffa, in Abyssinia, where it is found growing in a wild state.

The coffee plant belongs to the genus *coffea*, and is an evergreen. It usually grows from a single shaft, although sometimes six or eight slender trunks form the plant. Its leaves are smooth and dark green and the flowers of the plant are fragrant and white. The berries themselves, the essential part of the plant, are formed in clusters of from three to twelve in number, and have very short stems or none at all. In size the berries are, when ripe, about as large as the ordinary cranberry, and they resemble that fruit rather closely also in shape and color. In each berry are two little seeds, each a little irregular half-sphere, surrounded by a yellowish, sweet pulp that must be removed by one process or another. The berries must be polished to put them in shape for the market.

Those familiar with the produce market may remember seeing the expression male berry, or pea berry. Sometimes the berry contains only one seed, which is almost round, and this seed has taken the name "male." Much of the Mocha coffee is of that sort, and it is found in several places to some extent.

In the several varieties of coffee there is

no very great difference, and what there is may be the result of differences in climate and other conditions that affect fruits in general. The *Coffea Arabica*, as it is known in science, is a shrub from four to eight feet high with leaves a little broader than those of the common Brazilian native plant. The *Coffea Liberica* is a tree in size and appearance and often reaches the height of thirty feet. The plant can be grown anywhere beyond the reach of frost, and where there is not excessive dryness or moisture. It thrives best on the steep slopes of mountains, about 1,000 above the sea-level. It has thrived, on the other hand, on the Brazilian plains and other lands that are properly drained for the purpose.

The planter has to wait from three to five years before his young trees begin to bear to any extent. The richness of the ground in which the plant is placed is an important factor as to this. The trees if properly cared for, will bear good crops for twenty or thirty years, and even longer in many places. In many of the coffee-producing countries the average tree yields only a little more than a pound to a crop. In Brazil the average yield of a tree is anywhere from three to six lb. The advantage of the Brazilian growers, if this statement is accepted, is evident. The comparison made by the writer is given here:

"The rapid decline of coffee planting in the West Indies," says the article, "and its total failure in Ceylon and many other parts of the east, leave Brazil with but few strong competitors. Brazil now produces two-thirds of all the coffee in the world."

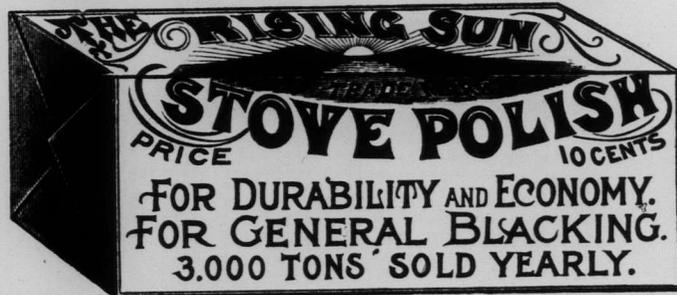
When one reads of coffee and its market, one finds many confusing names used to designate the different kinds of the berry. These names refer to the place from which the berry is shipped. Practically, all the coffee in the market belongs either to the

Liberian or the Arabian class. The Brazilian Government has spent much time and money in the effort to introduce into that country the best plants, and there are now large plantations in Brazil where nothing is grown but pure Java coffee, from imported seeds, and others where nothing but the pure Bourbon or the pure Mocha is produced.

Adulteration of coffee is a common practice among merchants. An almost endless variety of ingredients, none of a harmful nature, are used to cheat the buyer. Among the ingredients used are chicory (which is the best known), carrots, dandelion root, barley, buckwheat and corn. These ingredients do not contain the caffeine, or theine, the particular chemical part of the berry that is pleasing and beneficial; they are found, too, only in the ground coffee, although some disciple of the wooden nutmeg way of doing business did actually counterfeit the green berry, during the recent reign of high prices, by molding a mass of some unknown ingredients into the shape of the coffee berry and then flavoring it with extract of the real article. Low prices, however, do away with adulteration.

The writer gives high praise to the healthful qualities of coffee. This is what he says: "As a beverage, coffee is valuable for its stimulating influence upon the system; it produces a buoyancy of feeling with no unpleasant reaction, lessens the sense of fatigue and sustains the body under prolonged muscular strain. Coffee contains less tannic acid than tea, and does not disturb digestion; it refreshes and stimulates, while it retards tissue. If the seed is roasted to a reddish brown it loses 16 per cent. in weight and gains in bulk 30 per cent. If the roasting is carried on until the berry is a dark brown it loses about 20 per cent. in weight and gains 50 per cent. in bulk. In roasting the percentage of caffeine is lessened and the aroma increases. This aroma is a

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.

fleeting quality of the coffee, for it fades away quickly if the berry is kept long after being roasted, and to preserve this quality the roasted coffee of trade is covered with some substance, such as the white of eggs."

In Brazil, the host tenders to a visitor the cup of coffee, as in Japan and the East the cup of tea is offered. This coffee is ground and roasted on the spot every time it is served. The Brazilians know how to prepare the drink, too. Instead of steeping it or boiling it, they pack the finely ground berries in a conical bag, and pour two draughts of boiling hot water through the mass. That makes a real cup of coffee.

The writer observes that the Brazilian coffee-growers, in many instances, have been addicted to furnishing quantity rather than quality to the consumers, and also, that the expense of production has been against them as compared with planters in other countries. This, it is hoped, will change in time, for coffee is a crop that the small farmer, who has not appeared to any great extent in Brazil, can more easily raise. One farmer can easily take care of from 2,000 to 10,000 coffee trees while he is cultivating his corn, rice, beans, and other products, and caring for his cattle. While the price of coffee was high, the Brazilian planters almost invariably raised that crop exclusively, and thus lessened their income; when the price of coffee went down, the Brazilian planters were left in the lurch, and could not get their coffee to market without a loss.

When the coffee area in Brazil was somewhat limited, the crop was open to the dangers of excessive and sudden changes of the climatic conditions. Now, the area devoted to coffee is so large that no purely local accident or mishap can ruin the crop entirely, and the range of latitude in the area is so great that, when the coffee plants are blossoming in one part of Brazil, the ripe fruit is gathered in another. Thus, the market is supplied throughout the year.

"It is a singular fact," the author says,

"that while English and German capital has been attracted to the coffee industry of Brazil, and large sums have been invested, American capital and enterprise have not seen this fine opening, which is particularly attractive to the small farmer, but have been looking up the same thing in the Sandwich Islands and Mexico, where the conditions are less favorable."

The inducements offered to the small farmer of coffee are attractive. The process of laying out a coffee orchard is described as very simple. The farmer first cleans the virgin forest by cutting down the trees in his way. When the trees are dry they are burned and the land is divided off into squares. This can be done, it is said, at an expense of from \$37 to \$54 an acre. The holes for the plants are dug from eight to twelve feet apart, and from six to eight inches deep. The process of planting is varied by the planters, some preferring to plant young trees that have been started in nurseries, others to plant the seeds in the orchard. Two or three seeds are put into each hole, which is covered with a roof of bark or chips, and this is kept on until the plant can bear the hot sun. Corn and beans can be planted between these holes for the first two years. The coffee tree at bearing age has cost the small farmer from about 27 to 54c. The small farmer can give to his coffee a degree of attention not possible in a large estate.

B. C. GROCERS ORGANIZE.

The first meeting of the Vancouver members of the Wholesale Grocers' Exchange, which was organized last Saturday, was held in the offices of W. H. Malkin & Co. There was a good attendance of representative business men and a question of vital importance to the trade, that of freight rates to the Kootenay, was vigorously discussed.

The meeting arrived at the conclusion very speedily that the C. P. R. should not discriminate in favor of Winnipeg in the

matter of freight rates, and the views expressed were put in shape and forwarded to the exchange there. A joint meeting of Vancouver and Victoria representatives of the organization will probably be held shortly to further discuss the matter, and press strongly for an immediate change in the existing freight rates to Kootenay.—Vancouver Province, March 14.

A BICYCLE FOR CLERKS.

The National Association of Grocers' Assistants, founded in Great Britain last year, seems to be meeting with favor and success. The objects of the association are to promote the welfare and protect the interests of those employed in the grocery and allied trades; to reduce the daily hours of labor, and to bring about the establishment of a national weekly half holiday. Through its employment bureau it assists its members in securing employment, and by other means seeks to further the social and political advancement of grocery employes.

The president of the association is Joseph Edge; the secretary, J. Aubrey Rees.

In order to encourage the members of the association to seek new members, the president, Mr. Edge, has offered a bicycle to the assistant who "introduces the largest number of new members during the present year."

FIFTY DOLLARS REWARD.

A reward of \$50 is offered for the capture and conviction of the person using the name of J. L. Prescott & Co., and signing same to drafts, without authority.

J. L. Prescott & Co., manufacturers of "Enameline" stove polish, have been annoyed by a certain person, who represents himself as their salesman, and pretends to take orders for "Enameline," and then makes a small purchase, offering a draft for a larger amount, receiving the balance in cash.

When remitting to their salesman, J. L. Prescott & Co. send their lithographed cheque, as they never allow their representatives to make drafts on them.

A Few More Facts.

Not including the United Kingdom, 62,000,000 lbs. of Indian and Ceylon Tea were absorbed last year, an increase of 11,000,000 lbs. over '97. The total consumption was 33,000,000 lbs. more than in '96, 20,000,000 lbs. being taken by new markets. The average importing cost of these teas to-day, say under 17c., is fully 4c. higher than last season, and consumption increasing. Ceylon '99 crop is estimated at 125,000,000 lbs. against 120,000,000 lbs. last year, but only about 93,000,000 lbs. are available for United Kingdom, against 96,000,000 lbs. in '98. These figures are startling when one considers consumption is steadily increasing in Great Britain. These figures show no prospect of decline in prices. For reasons given last week we are in a position to sell you below market value.

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS, HAMILTON.

JAMES TURNER & CO., Hamilton

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

GOOD MILK

at all times

"Reindeer" Brand Condensed Milk.

PROFESSOR JAMES W. ROBERTSON, Dominion Dairy Commissioner, says :

"The Truro Condensed Milk, 'Reindeer' Brand, has been analyzed by our Chemist, and found superior to the famous Swiss products."

Specials for Lent

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

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

ALL AT ROCK-BOTTOM PRICES.

T. KINNEAR & CO.

49 Front Street E.

Toronto.

TRADE CHAT.

AN explosion in the store of Merner Bros., general merchants, Zurich, Ont., last week, did considerable damage.

Thomas Driscoll and F. J. Hansby have opened a grocery store on Queen street, Charlottetown, P.E.I.

Two skimming stations will be added to the supply of the Milton, Ont., creamery, one at Stewarttown and the other at Lisgar.

W. S. Ferguson, who recently commenced business in Beeton, Ont., carries, besides a good stock of groceries, a large quantity of seeds.

Mrs. Murray—Give me tin cints wort' av ham.

Grocer—Sugar-cured, madam?

Mrs. Murray—No! I want some that has niver bin disazed.—Judge.

It is reported that the Dominion Department of Agriculture proposes to establish two chicken fattening stations in each of the Maritime Provinces during the coming summer and make trial shipments of poultry to England.

It is stated that all the salt wells in the Warsaw field have been bought up by the Standard Oil Company. The salt companies have the option of taking all cash or part

cash and part stock of the oil company in payment for their properties.

Though Perth, Ont., is one of the chief centres of the cheese industry of Ontario, this product has been so well sold that the following peculiar condition of affairs is reported by The Perth Expositor: "Cheese appears to be rather scarce in town this winter, and for some time past none could be procured except at one store in town, Mrs. Laurie's."

The promoters who are endeavoring to organize a cooperative pork-packing factory in Brantford are meeting with success, farmers and others taking active interest and subscribing freely to the new company's stock. The principal officers elected at the meeting of organization were Thos. Lloyd-Jones, president; Wm. Roddick, treasurer, and George Ballachey, secretary.

The trade returns of the Dominion for the eight months ending February 28 last, show an increase in the aggregate trade of the country of \$11,641,441, as compared with the same period of last year. The aggregate trade of the current fiscal year is \$215,070,642, as against, \$203,431,201 for 1897-98. The increase is made up entirely from imports, there being a decrease in the exports of \$4,951,564, and an increase in the imports of \$16,592,005. The duty increased

\$2,277,013, or from \$14,150,115 in 1897-98 to \$16,427,128 in 1898-99.

A. A. McClaskey & Sons, St. John, N.B., have given up the retail confectionery business, and will devote their attention entirely to manufacturing and wholesale. Mr. E. Littler, who was manager of their retail department, has opened a very fine confectionery store on Charlotte street, in the premises formerly occupied by Hastings & Pineo. He will utilize the second storey of the building as an ice cream parlor.

NEW FIRMS COMMENCING.

T. J. Elliott has opened a grocery store in Chesley, Ont.

Samuel F. Marsden has opened a grocery store in Sarnia, Ont.

T. A. Wood & Co. have started a grocery business in Montreal.

Dignard & Benoit have started business as grocers in Montreal.

Daniel Reid has opened a general business at Cariboo Mines, N.S.

St. Denis & Co. have started a business as general merchants and feed dealers in Ottawa.

F. R. Stewart & Co., wholesale produce dealers, etc., Vancouver and Victoria, have opened a branch at Nelson.



THERE'S NEVER A DOUBT

as to your profit on Imperial Cheese.
IT IS A CERTAINTY.

And, like the quality of the cheese itself, it never varies, for there's never any loss from waste or shrinkage.

A. F. MacLAREN & CO.

TORONTO, CANADA.

Canned
SALMON

We offer choice of best brands in
Sock Eye, Fraser River and Cohoes Fish.

Our cheap Salmon is good sound fish.
Special figures on round lots.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers

TORONTO

ULTIMATE SUCCESS.

MUCH theorizing has been indulged in upon the subject of success in life, and lessons, as varied as the intellects which have wrestled with the question, have been drawn and served, remarks Mercantile Review. That the successful, in point of worldly prosperity, are few, compared with the vast majority of those who do not get on, no one denies. A Philadelphia judge has stated that, out of 23,000 persons who died in that city last year, 19,166 did not leave any property for their heirs, while many of the estates bequeathed ranged from \$50 to \$1,000. This, of course, proves little, as it is not stated how many of the 23,000 were infants, and others who would naturally leave no estates, at least, of their own producing.

Success in accumulating property is not given to every one. Some can make, but cannot save. Some make and save, but are overtaken by untoward misfortune, causing loss. Some have no ability to get ahead at all. But there are others who are finally defeated simply from lack of staying power. One reverse means total annihilation for them; whereas it is a proven fact that victory is most often born of failure. The lessons learned from bitter experience sink deepest and produce most lasting benefit. An exchange, commenting upon this subject, says:

Bradstreet's, in summing up the business of the year, pointed out that to the 1,168,343 concerns having an established place of business in 1897, there were admitted 241,542 new names during the year, and that 223,332 names were erased. What could be more striking testimony as to the proportion of new blood injected into the business world annually and as to the number which fall by the way? Over and beyond these there were 86,991 changes in firm, style, or nature of business. Deducting 15,008 who failed, unable to pay what they owed, and there is still left 208,324 who merely failed to succeed. Of these 200,000 unfortunates most will, no doubt, again engage in busi-

ness, and it is a fortunate fact that such a large percentage of those who take up the battle anew make a success of it the second time. All there is needed is firm determination and to utilize the experience gained from the former errors. There are few successes which are not built upon former failures. Only those who lose hope and give up the battle are vanquished. Victory is just beyond for all the rest.

A NOVEL EGG CASE.

Mr. George Doering, the local produce dealer, the other day received a box containing five dozen eggs from Mr. Jos. Matz, of Letowitz, Austria. The eggs were packed in a newly patented "Elerbehalten." It consists of an ordinary wooden case in which are five perforated wooden decks, holding a dozen eggs each. The decks are kept separated by little pegs on the bottom of each, allowing a free circulation of the air. The inventor claims his case will preserve ordinary fresh eggs in good condition for more than a year. The eggs Mr. Doering received were beauties, being of good size and color, and when tested on the table, he says, proved of extra good quality. The inventor is only asking \$200,000 for the right of patent in America. — Waterloo Chronicle.

WHERE QUALITY TELLS.

It is unfair to fix the rate of a newspaper solely by its circulation. There are a great many more important things to be considered than mere numbers. If a paper is the only one in its community, certainly one copy of it is worth more than it would be if it had half a dozen competitors. An advertisement in the only paper that a man reads is worth more than an ad. in one of half a dozen papers which he reads. Newspaper publishers generally find that their space is worth all they can get for it, and that this is about the only way to find out what it is worth. I should think that probably 5c. an inch per issue would be about all that a paper of 800 circulation could get

unless the advertisement was changed frequently, thereby making it necessary to charge more in order to get payment for composition. I should think that a local advertiser who changed his ad. every week ought to pay at least 10c. an inch. The rate of 5c. an inch figures out half a cent per agate line per 1,000 circulation. This is more than the large weeklies and dailies can get for their space, but it is probably about what the average small weekly gets. I should say that a small weekly paper ought to be worth more to the local advertiser than to the general advertiser—perhaps twice as much.—Charles Austin Bates.

CHEAP BEEF AT DAWSON.

The prices of beef have gone down until they are very little above those in Coast cities. The great beef trust which sold beef for \$1.50 per lb. during the winter and spring of 1898 is almost forgotten. The market has been smashed and all the dealers in beef are selling at a loss.

"The prices have fallen to 15 and 25c.," said J. D. Trenholm, manager of The Dawson Electric Light Co. Mr. Trenholm is one of the last persons to come out of the Klondike country. "The poorest beef sells at 15c. and the best at 25c. per lb. by the quarter. Of course this means loss to the butchers, but they must sell and thus prices are low.

"One thing which has forced down the prices is the order that all beef which is not kept in refrigerators by May 1, will be condemned and must be thrown away. As there are no refrigerators in Dawson and none in course of construction, it will be destroyed. I don't know how much beef there is on the Yukon, but there is certainly enough to last beyond the summer. Prices may go down even lower."

It is said that the cost of getting beef into Dawson last summer and fall was 35c. per lb.; much of it was sold to dealers for 50 and 60c. per lb. Then there is the cost of keeping it for months which made the total cost much higher. So it may be seen that the butchers are losing considerable money at 15 and 25c. per lb.—Province, Vancouver.

HINTS TO BUYERS.

WARREN BROS. & CO. are in receipt of a shipment of new season's Japan rice. The sample is a fine one.

T. Kinnear & Co. have a shipment of Japan rice to hand.

A. P. Tippet & Co. report good demand for Lazenby's tablet jellies.

H. P. Eckardt & Co., are quoting special prices on all kind of canned fruits.

A domestic pickle to retail at 10c. is offered by The Eby, Blain Co., Limited.

Several good lines of green Rio coffees are in stock with H. P. Eckardt & Co.

Mr. Chas. Gyde reports numerous inquiries for Peek, Frean's "Zeller" wafers.

S. H. Ewing & Sons report a shipment of Ceylon teas to arrive in about one week.

H. P. Eckardt & Co., are showing fine samples of Indian and Ceylon teas at prices.

S. H. Ewing & Sons have a shipment of Rio and Jamaica coffee due in a day or two.

California and Bosnia prunes are being offered by H. P. Eckardt & Co., at low prices.

Red kidney beans, 2-lb. tins, two dozen in a case, are in stock with W. H. Gillard & Co.

Clemes Bros. received into stock an unusually good shipment of Valencia oranges this week.

W. H. Gillard & Co. are still offering a fine quality of white hand-picked beans in sacks of 220 lb.

The Foreign Cheese and Importing Co., is offering close prices on Hazard's English Worcester sauce.

A carload of New Orleans molasses is being offered at close figures by The Eby, Blain Co., Limited.

"Bargain" molasses is again in stock with Lucas, Steele & Bristol, and all back orders are being filled.

Polished Patna and Japan rice are offered at low quotations, as to quality, by The Eby, Blain Co., Limited.

Californian prunes are quoted at close prices—irrespective of recent advance—by The Eby, Blain Co., Limited.

Lucas, Steele & Bristol report that they are showing good value in Indian and Ceylon teas at from 15 to 23c. per lb.

T. B. Escott & Co. have received a shipment of tapioca, which, they report, they are offering to buyers at special inducements.

T. B. Escott & Co. report they are in receipt of a carload of Cochin China ginger, bought before the advance.

Lucas, Steele & Bristol are agents for

"Argo" starch, packed in 1, 2, and 5-lb. packets, also 50-lb. boxes, bulk. The corn starch is in the usual 1-lb. packet.

PORK-PACKING IN ST. JOHN., N.B.

A meeting of those interested in the establishment of a pork-packing factory in St. John, N.B., was held in the board of trade rooms in that city last week.

Among those present were Premier Emmerson and other members of the Provincial Government. Hon. Mr. Emmerson stated that the Government was in sympathy with the movement, and might aid it by importing into the Province some good breeds of stock.

The general opinion was that a well-managed factory could be made to pay in New Brunswick, and Hon. Wm. Pugsley and Messrs. George Robertson, M.P.P., James Pender, P. L. Hay and F. L. Potts were appointed a committee to confer with the Government as to the establishment of a pork-packing factory at some convenient point within the Province.

ENLARGING THEIR PREMISES.

The Wm. Ryan Co., Limited, are making alterations in their premises on Front street east so as to take in the warehouse to their right.

By this change the firm adds a building three storeys high by 120 x 25 feet, to its warehouse capacity. Electric motors will be installed to give quick elevator service. With these facilities added the firm will be in a position to increase their business. An expert eggman has been engaged, and it is probable this house will soon be included among the egg exporters of Toronto. They are now figuring on a cold storage plant.

Mr. James T. Madden, manager of the firm, is having a private office fitted-up for himself in the addition.

COLD STORAGE IN CREEMORE, ONT.

Earle & McKinnon, general merchants, produce dealers, etc., Creemore, Ont., have dissolved partnership. The general store business will be continued by N. D. McKinnon. Alexander Earle, the retiring partner, intends devoting all his time to the exportation of apples and poultry, a business that has been already developed largely by his efforts. He now contemplates the erection of a cold storage building in Creemore.

COOPERATIVE STORE IN TORONTO

Chas. S. Botsford, dry goods merchant, 524-526 Queen street west, Toronto, has decided to turn his business into a limited stock company. The new concern will be capitalized at \$75,000, of which Mr. Botsford holds \$20,000. The firm name will be The Cooperative Store Co., Limited. Grocery and butcher departments are to be opened.

PERSONAL MENTION.

Mr. J. L. Watt, of Watt & Scott, Toronto, sails for Europe on the 29th inst.

Mr. Geo. Mann, Montreal, eastern manager for "Salada" has just returned from a flying trip to the Maritime Provinces. He says he saw signs of a general improvement in trade there.

Mr. John Magor, of Frank Magor & Co., arrived home last Friday, looking much better for his trip abroad. He was too busy to talk much, but said he had had both a pleasant and profitable trip.

Mr. Phillips, of The Alaska Trading Company, is in Montreal this week looking after their spring supplies, and Messrs. Nelson, of The Alaska Commercial Co., and Healy, of The Northwest Trading, Transportation and Developing Co., are expected to arrive in a few days. Between the three, Montreal wholesalers should do a good business.

Mr. C. H. Colson, of C. E. Colson & Son, Montreal, has just returned from a business trip to the west, and is much pleased with the courtesy extended his firm. C. E. Colson & Son are now showing samples of "Soho" sweet pickles, put up by Crosse & Blackwell. These goods are packed in patent lever-top bottles, and have a new and attractive label. These goods were only put on the market at the end of last season, and already they are proving a good seller in the west.

SALMON REGULATIONS MODIFIED.

As a result of the conference between British Columbia members and Sir Louis Davies, it has been decided to modify the salmon fishing regulations in such a way as will remove the obstacles in the way of the Indians obtaining licenses. The necessity of producing a tax receipt before receiving a license will be done away with, and the time for registration will be extended until June 30.

ADVANCE IN ACADIA YELLOWS.

The Halifax Herald of March 18 says: "The Acadia sugar refinery, a couple of days ago, advanced the price of their second line of yellows 5c. per 100 lb. The demand is good, yet, some merchants look for a renewed weakness, and are holding off in the meantime. Quotations per 100 lb. are \$4.35 for granulated; \$3.75 to \$4.15 for yellows, according to quality, at the factory."

In stock with W. H. Gillard & Co. a good supply of "Sphinx" D and U Austrian prunes of fine quality.

"Favorite" table salt, nicely put up in cases of 48 2-lb. cartons, is being shipped from the Diamond Crystal Salt Works, free with 5-bbl. lots, by Lucas, Steele & Bristol.

"IT'S THE BEST"



BECAUSE
IT IS
BLENDED FOR
QUALITY
NOT FOR
PRICE.

SALT

We invite enquiries from
buyers of Carload quantities
of Table, Dairy, Cheese,
Factory Filled, and Ordinary
Coarse or Fine Salt for
quotations.

THE **EBY, BLAIN CO.** LIMITED

WHOLESALE GROCERS, MANUFACTURERS
IMPORTERS OF TEAS.

...TORONTO

W. B. & C.

Pickles Sell

WHY? Because they are the best value in high-grade goods on the market.

They retail at 15, 20, and 25c., sweet or sour, and furnish the grocer a good profit.

W. B. & C. French Mustard and
Horse Radish Mustard need only to be tried to assure a sale.

W. B. & C. Waldorf Catsup and
Waldorf B. Beans always give satisfaction.

It's True.

A. E. RICHARDS & CO.

Selling Agents

HAMILTON.

→→→ THIS WEEK ←←←

We call your attention to the following lines we are offering at prices which will interest all buyers:

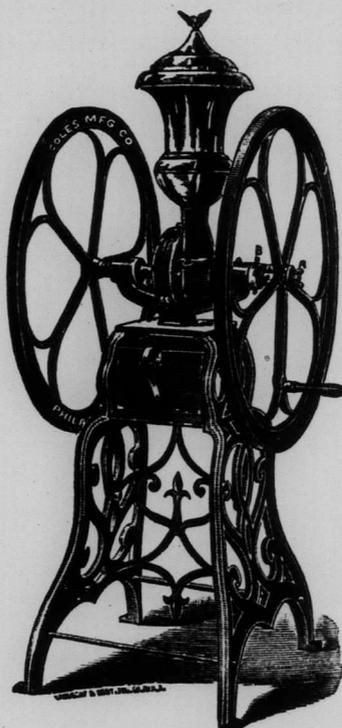
Canned Apples
 " Blueberries
 " Cherries
 " Peaches
 " Pears
 " Plums
 " Raspberries
 " Strawberries

Bosnia Prunes, 55-lb. Boxes
 French Plums, 55-lb. Boxes
 California Prunes, 25 and 50 lb. Boxes
 All sizes
 Oregon Prunes, 25 and 50-lb. Boxes
 Sizes, 40/50 and 50/60

White Beans in 130-lb. Sacks

Write us or see our travellers.

H. P. ECKARDT & CO., TORONTO.



Notice.

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

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

We Claim to have the easiest and quickest Grinders.

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

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

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

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

Coles Manufacturing Co.
 PHILADELPHIA, PENN'A.

There's no disagreeable sticky-ness, no permeating scent, no irritation from Wool Soap using

—it gives the skin the clean freshness of a "dip in purity."

Swift & Co., Makers, Chicago.

The only soap that won't shrink woolens.

TRADE MARK REGISTERED 1896.



"My mama used wool soap."
 "I wish mine had."

THE CANADIAN GROCER

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

THE MacLEAN PUBLISHING CO. Limited.

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

A TONIC FOR SPRING BUSINESS.

EVEN the most fertile ground claims the farmer's attention in spring time. Nature alone won't produce big crops. And so the farmer turns the sod, and plants his seed and cultivates it. Even Nature herself requires a "tonic" after the long, dark days of winter. The little help that the farmer gives she couldn't do without.

Perhaps the grocer who builds up his business from year to year realizes more fully the necessity of stimulating it a little in the spring, and, like the farmer, he plants fresh seed and cultivates it carefully. He breaks away from the old chains of habit—he adopts the modern method of adding new lines to attract buyers. He increases the interest of the public in him and his store at just the time when the public are in a mood to buy, namely, in the spring, when everybody feels hopeful, and right at this time he lays in a stock of cigars to gain the good-will of the man of the house.

We believe that cigars are an invaluable tonic to help a grocer to do more business—especially in the spring when men smoke cigars out of doors so much. We are not

theorizing when we say that now is the time of all times when a grocer can receive the most direct benefit from the sale of cigars as a side line, because if one will take the trouble to glance through the daily newspapers he cannot fail to be impressed with the greater extension of the advertising of the various Canadian brands that have become so firmly ensconced in the hearts of all lovers of good cigars. When a smoker takes an electric car or "a day off" he is lost without his cigars, as the increased consumption of them during the spring and summer months proves conclusively.

Here's a "tonic" then for "spring business" that, in the quickness with which it yields results, cannot be outclassed by any side line which a grocer can carry in stock. But, aside from the profit part of it, there is that vital point to be considered of the establishing of closer relations between the family and the store. The husband who buys his cigars of the grocer who has the family's trade pays his bills more promptly than does the man who never goes inside the grocer's store. A man who pays his bills keeps on trading at that store—this is a link in the chain of the successful grocer's business, and a strong link too.

It will not pay a grocer to experiment with untried brands, but rather had he better confine his first purchase to a line of cigars which has become tolerably well known, and which have skill, experience and money back of them. There are so many "mushroom" cigar manufacturers who trade entirely upon the credulity of the public that it will pay a grocer to investigate carefully the standing and the reputation of the manufacturer from whom he thinks of buying, and he had better do this before he buys than afterwards, because "a bird in the hand is worth two in the bush." As a rule, a manufacturer who is not afraid to advertise his cigars over his own name is a pretty safe man to trade with.

As an excellent tonic for spring business, we advise grocers to carry a good assortment of 5 and 10c. cigars.

If you do not get the pendulum swinging in the right direction when you begin business, the sheriff is likely to do the final winding up, not to make the concern go, but to officially make it stop.

CLERKS AS PARTNERS.

A GREAT many men become competitors of their employers because the latter do not hold out any inducement for capable and ambitious young men in their employ to be anything else.

Every young man who embarks upon a business career should aim to be a merchant some day.

All clerks will not become merchants, but all clerks who aim to be such, and who year in and year out keep their eye on the goal and patiently plod toward it will ultimately attain their object.

There are in most stores, among the clerks, material from which successful merchants are made. There are others, who, while they may aim to go into business for themselves some day, are too effete to ever work hard for it, and, even if they did by some strange change eventually possess a store of their own, would not be aggressive enough to prove dangerous competitors.

It seems to us that the policy every wise merchant should pursue is to hold out the possibility of a partnership to the young man in his employ whose qualifications warrant such a consummation.

Once you have decided to do this, take him into your confidence. Counsel him to save money and to master the details of the business. Give him a practical evidence of your sincerity by allowing him, as a start, a small percentage on the sales he makes.

If he is the right kind of a young man, and the proposition should be made to no other, it will stimulate his energy to the obvious advantage of the business.

The promotion of a capable clerk to a partnership is not only a good thing for the business, but it is also a just reward for faithful services.

ORANGES ARE DEARER.

In the past three weeks there have been advances in the price of every variety of oranges on the Toronto market.

The cause is not local, either, for the crop of Californian navels is short, and supplies of these goods are said to be becoming exhausted.

The crop of Valencias was a good one, but a great many of them are "wasty." An advice received by a Toronto house this week stated that in a shipment of 7,000 cases received in Liverpool recently, only 200 were fit to export.

UNITED STATES SUGAR COMPETITION IN CANADA.

THE competition of United States refined sugar has assumed large proportions lately, and, as intimated in these columns two weeks ago, the matter is engaging the serious attention of the Canadian refiners.

The Canadian market is small enough as it stands, for the two refineries in Montreal and those in Halifax, without having to meet the competition of bounty-aided sugar from the enormous establishments across the line.

The latter, of late, have manifested a tendency to extend, rather than restrict, their campaign in Canadian territory, and are offering refined sugar entirely regardless of the ratio of cost between the raw and the refined article.

On this account, the market for Canadian refined sugar is in an unenviable position, and it is asserted, by those close to the management of the Canadian refineries, that they are contemplating the advisability of shutting down their works, if the authorities at Ottawa refuse to give the matter consideration.

In the event of such a refusal, they consider that the present conditions would be prolonged, making it very difficult for them to do business on a legitimate basis.

As long as the fight in sugar was restricted to United States territory, it was no business of ours, but, now that the reckless battle between the conflicting sugar interests has been extended to Canada, it is clearly the duty of our Government to take some steps in the matter. They are either bound to afford the Canadian refiners protection from what is practically a bounty-fed sugar, or to abolish the existing Canadian duty on raw sugar, so as to place the domestic refiners on the same basis as their competitors in the United States.

The latter alternative is, no doubt, hardly practical, as it entails a loss of revenue, but, in the event of this illegitimate American competition causing our refiners to shut down, the revenue now derived from raw sugar would be wanting anyway.

IT LIBELLED CANADIAN PRODUCE.

A couple of months ago, a London, England, firm made some extraordinary charges in the columns of The Canadian

Gazette, published in that city, in regard to Canadian butter and eggs.

For instance, it said that "in Canada the butter is made at a number of different farms, collected, mixed, and then exported." "Canadian eggs," it declared, "are a distinct failure in the British market."

Of course, the firm was badly informed, but the trouble is that untruth, as well as truth, sometimes passes currency. Consequently, a great deal of injury is sometimes done.

Prof. James W. Robertson, Commissioner of Agriculture for the Dominion, took the matter up, and in The Canadian Gazette of March 9 there is a letter from that gentleman.

He shows that the butter exported from Canada, instead of being collected from a number of different farms, is the product of the creameries, who collect, not butter, but milk, from the farmers.

"Healthy cows kept on fine feed, the pure air, and the cleanly habits and skill of the people in Canada, are all factors in the production of a quality of butter which is unsurpassed by that made anywhere else," he declares. "The cold storage accommodation at the various creameries, together with the refrigerator cars on the railways and the cold storage chambers on the steamships, make it quite possible to deliver that butter in Great Britain in a first-class condition. The trade is growing and bound to grow, as Canada can produce butter not only of the very best quality, but at a less cost for production than European countries, whose farmers have now to import a large proportion of the feed consumed by their dairy herds."

As to Canadian eggs, Prof. Robertson points out that they are distinctly gaining in favor in nearly all the markets in Great Britain. "The eggs, he says, "are of uniformly large size, are carefully selected, and are reported to be landed in good condition as to freshness, cleanness, fulness and central position of the yolk. The Canadian egg case, with its cardboard compartments, is also preferred to the egg cases from other countries. Nearly all the eggs exported from Canada go to Great Britain.

In 1896 the quantity of eggs exported from Canada to Great Britain was over five millions of dozens (5,585,725), and in 1898 that had risen to over ten millions of dozens (10,280,466)."

When next the spirit moves it to write letters in regard to Canadian farm and dairy produce, the firm in question will probably wait until it has the facts as well.

NEW MAPLE SYRUP.

THE first week of March did not promise well for a good production of maple sugar and syrup, but, lately, the climatic conditions have shown material improvement, and reports from leading sections of the Eastern Townships, show that it is now bearing fruit in a better flow of sap.

Cold, raw weather with no snow is highly unfavorable to maple sugar making, and it looked very much, until last week, as though we were going to have no snow this spring, and, consequently, a smaller output of maple product than usual. The recent heavy snowfall, however, has changed this.

It may have caused some inconvenience, but it is just what the sugar groves wanted. Besides, the days have been clear and bright and the nights cold and frosty for the past eight days, and this is exactly the kind of weather that promises a good run of sap untainted by any flavor.

Dark, gloomy weather is apt to impart an undesirable taste to the sugar or syrup, besides curtailing the flow of sap. On the whole, therefore, the expectations this week appear confident of a good flow of sap and an average output of sugar and syrup, if the weather conditions continue as they are at present.

New syrup has already commenced to arrive in Montreal, and has sold in small tins at 60 to 65c., while larger tins have realized 85c. to 90c., as to quality. Old syrup flavored with a proportion of new is also offering in considerable quantities at 50 to 55c., in small tins, and is easily known from its darker color, and less delicate flavor.

No undeniably new sugar has yet been offered here, what has been sold as such being old sugar reboiled with a proportion of new sap to give it a fresh flavor.

Of course, as the receipts increase with the advance of the season, the above prices on syrup will be shaded.

COMBATING DEPARTMENTAL STORES.

THE clause in the Montreal charter bill, which the Legislative Assembly of the Province of Quebec eliminated by such a large majority, read as follows:

An additional special tax, not exceeding 10 per cent. of the annual assessed value of the entire premises in which departmental stores are maintained and carried on, may also be imposed upon such persons, companies or corporations, for each separate and distinct branch of trade and business maintained and carried on in such departmental stores.

When this clause was drafted, **HARDWARE AND METAL** expressed the opinion that it would not become law. No matter how righteous it might have been, experience teaches that legislation of this kind is seldom obtainable, the opposition from the rural members of the Legislatures usually being strong enough to defeat it.

But, is legislation of this kind righteous? There is no law—divine, moral or commercial—which denies a merchant the right to carry in stock as many lines as he chooses, as long, of course, as none of them are of an immoral nature or are dangerous in character. This particular clause did not limit the number of branches of business a departmental store should conduct. But its purpose was obvious. If the departmental store, why not the dry goods, the grocery, the hardware and other stores? The clause, therefore, was an invidious one.

The departmental stores have wrought much evil to the legitimate dealer. There is no question about that. And, furthermore, they, undoubtedly, like nearly all large concerns, do not contribute their proper share of taxes towards the support of the municipalities in which they are situated.

There are legitimate ways in which these evils can be corrected, and it is to the procurement of these, business men should apply themselves.

As far as taxation is concerned, get laws that will secure equitable, and not invidious taxation as is now the case, and as would have been the case in Montreal had the special tax on departmental stores sought been secured.

In Chicago, only last week, one of the judges of the Supreme Court declared that a departmental storekeeper in that city was not guilty of violating any law in selling

meats, fruits, vegetables, etc., under the same roof with dry goods, jewelry, etc.

It seems to us that the proper basis for taxation is the turnover.

A bill which has been introduced in the Pennsylvania Legislature appears to be a step in the right direction. It proposes to tax each merchant according to the business he does. The rate to be one mill on the dollar. Each merchant to furnish sworn returns.

Under this, of course, a merchant that only does \$1,000 worth of business only pays \$1 in taxes, while he who does \$1,000,000 worth contributes \$1,000. Compared with the law now existing in the State of Pennsylvania this proposed law would lighten the taxes on all businesses up to \$10,000 and increase it on those in excess thereof. The tax on a \$10,000 business would, of course, be \$10. Under the present law it is \$12.50.

A law punishing merchants for issuing lying advertisements would also be in order, for we have departmental stores which continually advertise what they have not got, and misrepresent that which they have.

But, while exerting their influence for securing the enactment of better laws, merchants should not neglect to devise schemes for the improvement of their own business, for the most perfect and salutary laws are not able to do for the business what the merchant can do himself.

There must be judicious advertising, careful buying and careful selling, quick turnover of goods and short terms of credit, if any credit at all, bright stores, well-dressed windows, etc.

Against stores of this character departmental stores make little or no headway.

Well-directed energy is the ammunition with which life's battles are won.

BEET SUGAR IN ESSEX COUNTY.

A movement is on foot to start a beet sugar factory in Essex county, Ont. William McGregor, M.P., is interesting himself in the matter and will bring it before the Dominion Government with a view to securing a bonus.

It is to be hoped this particular movement to start a beet sugar industry in Canada will

meet with better success than those which have preceded it.

Canada can, beyond all question, grow sugar beets of good quality.

The analysis made by Prof. Shuttleworth, of the Ontario Agricultural College, of beets grown in the neighborhood of Owen Sound showed that the average of the forty samples tested was 14.40 per cent. of sugar. One sample showed the unusual percentage of 17.

The beet sugar industry in the United States is well upon its feet. Probably we shall some day be able to say the same thing about the industry in Canada, for our neighbors, like us, were a long time starting.

DROPS FROM THE EDITOR'S PEN.

Worry is a potent factor for helping a man not to overcome a difficulty.

Work may tire, but it is idleness that incapacitates men for business.

Man's success in business is in proportion to the faith he has in himself.

He who lacks independence is usually overburdened with incapacity.

Advertising tends to prevent merchants being advertised as insolvents.

Concern for employer is a powerful lever for raising self into a better position.

Look at a thing from a political standpoint and you are almost sure to squint.

Honesty wins in the long run, although it may at times appear to be hopelessly in the rear.

The race for business is keen, and he who enters upon it should be well and carefully trained.

While the "bulls" are tossing prices, it is to be hoped the merchants are catching dollars.

A man may be getting his experience cheap, even when he thinks he is paying dear for it.

Business was never built up by Chance, and those who wait for Chance will be overtaken by Failure.

"PROTECTION" is always accorded the trade, inasmuch as the "Salada" corporation refuses to sell pedlars or Departmental Stores, and thus prevents the cutting of prices.

"SALADA"

CEYLON TEA

increased its output last year to an enormous extent. Does not this prove its popularity?

32 Yonge St. TORONTO St. Paul and St. Sulpice Sts., MONTREAL

Ivory Bar

IS PUT UP IN

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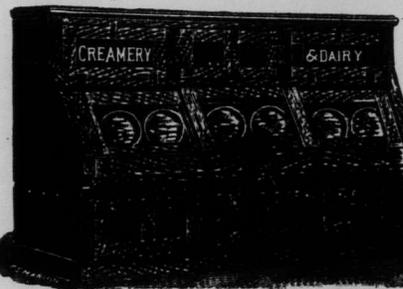
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In 5-lb. bags, 1-doz. cases, and in 140 and 280-lb. sacks.

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MARKETS AND MARKET NOTES

GROCERY QUOTATIONS BY WIRE.

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

ONTARIO MARKETS.

TORONTO, March 23, 1899.

GROCERIES.

THE feature of the wholesale grocery trade is still in the strong position of the tea market, prices being even stronger than they were a week ago. The demand for tea continues active. Some business has been done in canned goods, but the demand is not yet active. Prices in this line are, on the whole, firm and unchanged. Some sales of canned goods are reported to have been made this week for shipment west. The spice market is quiet and steady as to price. A fairly good business is being done in molasses, but in syrups there is very little doing. Rice is in fairly good demand, and the market rules firm. Currants were cabled slightly higher and Californian and Oregon prunes are one half-cent per lb. dearer. In Valencia raisins very little is being done.

CANNED GOODS.

Several sales of canned goods for shipment to the Northwest are reported to have been made during the past week. One wholesale house alone states that it has sold 800 cases. The purchases consist chiefly of tomatoes and corn. Beans have been receiving more attention, and stocks of them are reported to be getting light; 75c is reported to have been paid in one instance for shipment to the Coast, and some of the local jobbers have marked their prices up to 80c. per dozen, although for larger quantities they would still accept 75c. Corn is decidedly strong and from 90c. to \$1. Tomatoes are steady at 85 to 90c. We understand that round lots of tomatoes and corn could be obtained at 87½c. from holders. It appears that there are some holders who will not sell corn unless tomatoes are taken as well, and this, as far as can be learned, is the price they ask for the two jointly. There is a little better demand for canned fruits, particularly peaches and plums, for shipment to points in the country. Although quotations are still being made for canned lobster for future delivery, we do not hear of any

transactions. Canned salmon is meeting with a moderate demand only.

COFFEES.

Local wholesalers report a continuance of a fairly steady demand for Rio green coffees. There is a little doing in Maracaibo and Santos. Advices from Rio report a reaction in the rate for sterling exchange of ⅛ to 6⅞c. The movement of the crop showed a slight falling off. Cables are fairly steady. The outside markets generally appear to be quiet.

SUGARS.

Wholesalers report that they have experienced during the past week an improvement in the demand for sugars, some reporting that trade in this particular line has, during the past week, been the best they have experienced since the opening of the new year. Cable advices show a better undertone to the market, and, although the raw market is strong, the refiners in the United States are still cutting prices, and

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

early this week a reduction was made in the price of certain grades of refined soft sugars of 1-16 to ⅛c. per lb. There was some talk a few days ago of an understanding between the Trust and the independent refineries, but it appears to be nothing more than a rumor, for the reductions that have been made in prices took place after this report was circulated. Wholesalers in Toronto still quote \$4.53 for Montreal refined and \$4.48 for Acadia. Yellows range from \$3 93 upwards.

SYRUPS AND MOLASSES.

There is not much doing in sugar syrups, and there are nothing but high-grade descriptions to be obtained. There is, however, a large quantity of corn syrup going out, as there has been, in fact, during the past six months. Bright medium sugar syrups are quoted from 30 to 32c. and bright from 35 to 37c. Corn syrup is quoted: Bbbls., 2½c.; half-bbbls., 2⅞c.; kegs, 2¾c. per lb.; 3-gal. pails, \$1.20 each; 2-gal. pails, 90c. each. In molasses a pretty good trade is being done in the low-grade New Orleans description at about 25 to 28c. per lb. in barrels and half-barrels respectively.

RICE AND TAPIOCA.

The demand for rice is fair, and the first

shipment of new season's Japan rice is on the market this week. Further shipments of last season's crop are also arriving. The rice market is firm, and a cable received in Toronto this week quotes Patna rice ¼ to ½c. per lb. dearer. As most of the wholesalers have already placed their orders, there is not much business being done for importation. Tapioca continues firm.

SPICES.

Pepper for April and May shipment is cabled a little easier this week. Cloves were a little easier, but now appear to be steady again. Ginger is fairly firm on the outside markets at slightly advanced prices.

TEAS.

The strength of the Indian and Ceylon market is still the feature of the grocery trade. Some consignments have been stopped in transit and ordered to be forwarded to London, Eng., where they have been sold to much better advantage than they could have been here. This has, of course, added strength to the local market. It is understood that shipments consigned to the United States have also been stopped in transit and forwarded to London. Local brokers report an active demand for Indian and Ceylon teas on spot at about 14c. There are very few of these to be had, and, although quite a lot of these teas were sold during the past week at this figure, those who now have any are holding them over at less than ½c. per lb. more. Some pekoe souchongs on spot, which sold here a month ago at from 12½ to 13c., are now held at about 15c. The advices received here from Calcutta and Colombo indicate a very strong condition of affairs there also. A private letter received in Toronto, this week, stated that the writer was afraid that they would not for some time be able to get good teas to sell at less than 20c.

Japan teas are for the time being neglected, and prices are nominally firm.

On account of the high price of Indian and Ceylon teas there is quite a demand for China black teas. The teas wanted are chiefly from 10 to 11c. per lb., but, as there are not many of these teas offering, there have not been many transactions.

China green teas appear to be as firm as ever, and holders fully expect that the market will rule even higher than it is now. In consequence of this belief they are not offering. A few sales were made during the past week, but business would not be repeated unless higher figures could be obtained.

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THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

NUTS.

Advices from the primary market are of an easier nature in regard to shelled almonds. Grenoble walnuts, on the other hand, are firm and advancing.

FOREIGN DRIED FRUITS.

CURRENTS—Advices received in Toronto this week announce a slight advance in the price of currants in Greece. There is not much business being done for importation, but wholesalers report a fair business at unchanged prices. Advices from New York state that currants are firmer there on reduced stocks, and that there is an increased inquiry from cleaners, while the consumptive demand has improved.

VALENCIA RAISINS—Prices, according to the latest advices received here, are firm. There is nothing being done for importation, and the wholesale trade report that business with them in this line is dull.

PRUNES—There has been an advance this week in the primary market in both Californian and Oregon prunes of ½c. per lb. Advices state that there are now only about 300 cars left in first and second hands. Bosnia prunes appear to be firm at the recent advance. Wholesalers report a fairly good demand for prunes.

GREEN FRUITS.

The stormy weather this week has affected the fruit business considerably, yet there is an excellent demand for oranges, lemons and bananas. The feeling regarding oranges is decidedly firm. Californian navels are said

to be becoming scarce. Valencias are held firm with an advance of 50c. for ordinary 420's. Californian Mediterranean sweets are offering for the first time this season. They are worth \$3 to \$3.25. The feeling regarding lemons is easier, a decline of 25c. being noted. A limited quantity of sweet potatoes is offered at \$4 to \$4.50 per bbl. Though the price of bananas is unchanged, there will be a decline as soon as the weather becomes warmer. Some cars are now waiting on tracks here, the dealers fearing to open them because of the unfavorable weather.

COUNTRY PRODUCE.

EGGS—The unfavorable weather and the bad roads have materially reduced receipts. Consequently the feeling is somewhat firmer, and an advance of ½c. makes 12 to 13c. the prices now ruling.

POTATOES—The firm tone and the high prices, 70 to 75c. for cars on track, Toronto, is well maintained. The street market has gone up with a bound, and now 90c. to \$1 per bag is the current quotation.

BEANS—A strong feeling still prevails, with prices unchanged. Medium grades are steady at 90c. to \$1, and hand-picked at \$1.10 to \$1.15.

DRIED AND EVAPORATED APPLES—The market in Europe is dull. The local demand is fairly active, and the stocks are light. Prices are unchanged at about 5c. outside. There is a good jobbing trade in evaporated apples at 9½ to 10c.

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

BUTTER AND CHEESE.

BUTTER—The receipts of dairy pound prints have been so large lately as to cause accumulations. There is a fairly steady movement of large rolls. Prices are unchanged. Few second grade and hardly any best grade dairy tubs are offering. An advance of 1c. is noted for the best grade, but the common stuff is not wanted, although the price is 1c. below last week's figures. Receipts of creamery prints are increasing, and though prices are maintained, a decline is likely, as neither the export nor the shipping demand is active. A quantity of inferior creamery is offering at 20c., which is 1 to 2c. below the ruling price.

CHEESE—The feeling continues firm. Though 10½c. is the ruling price, the

CORONA

—GOLDEN—

FIGS

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

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

CHOICE GOODS THAT SELL AT SIGHT.

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

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

Excellent Reasons, are they not?
Why grocers should handle



They give you a fair margin of profit.
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McLauchlans' Cream Sodas.

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Manufacturers and Shippers who are not represented in

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Will do well to correspond with me.

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Wholesale Commission Merchants and Brokers.

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16 years' experience.

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Always Trustworthy.

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SARNIA

Water White Lamp Oil. . .

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

The QUEEN CITY OIL CO., Limited.
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For EASTER TRADE
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CURE HAMS and BACON.

ORDER AT ONCE.

The Wm. Ryan Co. Limited

70 and 72 Front St. East, TORONTO

majority of dealers express determination to sell none of the best grades under 11c.

FISH.

Manitoba pike and pickerel are done. Salmon trout, whitefish and steak cod have all advanced 1 to 1½c. The demand for these fish is much greater than the supply. We quote: Frozen salmon trout, 8½ to 9c.; Manitoba whitefish, 8½c.; Manitoba perch, 5c.; Manitoba fresh whitefish, 9c.; trout, 8½c. lb.; steak cod, 7½c.; flounders, 4c.; fresh herring, 4c. per lb.; St. John herring, \$1.35 to \$1.40 per 100; Labrador herring, \$5.75 per bbl. and \$3.25 per half-bbl.; Digby herring, 10 to 11c. per box; Halifax herring, \$1.50 to \$1.65 per 100; split herring, \$5 per bbl. and \$2.75 per half-bbl.; cod, in 1-lb. blocks, 6½ to 7c. per lb.; boneless fish, 4 to 4½c. per lb.; boneless fish in 1-lb. blocks, 5½ to 6c.; fresh-water herring, 60c. per basket; ciscoes, 60c. to \$1.25; haddies, 7 to 7½c. per lb.; fresh haddock, 6c. per lb.; oysters, \$1.15 to \$1.25 per gallon, or \$6.75 to \$7 per large pail.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—There have been fluctuations of 1 to 2c. this week, but the price is now within ½c. of last week's figures. From 66 to 67c. is now paid for both red and white at middle freight stations. The unfavorable roads are reducing the receipts on the local street market, where the following prices are quoted: Wheat, white, 70c.; red, 70c.; goose, 66c.; peas, 63 to 65c.; oats, 35c.; barley, 45c.; rye, 52c. No. 1 hard Manitoba is steady at 80c., Toronto freights.

FLOUR—A decline is noted for all grades.

Direct shipment of (Choice Pea Beans.)

CURRENTS from PATRAS

just received. Orders solicited. Apply, JAS. R. SHIELDS, Board of Trade, TORONTO.

Toronto Salt Works

TORONTO, ONT.

Write us for SALT of any kind.

Also SALTPETRE, car lots or less.

For Easter Trade

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

Write us for sample order.

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PORK PACKERS

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

Curers of the MAPLE LEAF Brand, Registered.

CONSIGNMENTS SOLICITED

Our specialties

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

Correspondence Invited.

Rutherford, Marshall & Co.

68 Front Street East, Toronto.

Easter Fruits.

Valencia Oranges

California Navel Oranges

California Mediterranean Sweets

CLEMES BROS.,

Fancy and Choice

PALERMO and MESSINA LEMONS

JAMAICA BANANAS

SWEET POTATOES

FLORIDA TOMATOES

Quality and Price the Best.

—TORONTO.

We quote: Manitoba patents, \$3.90; Manitoba strong bakers', \$3.60; Ontario patents, \$3.60 to \$3.70; straight roller, \$3.05 to \$3.15, Toronto freights.

BREAKFAST FOODS—There is no change. A good business is reported. We quote as follows: Standard oatmeal and rolled oats, \$3.80 in bags and \$3.90 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$4; pot barley, \$4.

HIDES, SKINS AND WOOL

HIDES Prices are easy but unchanged. We quote cowhides as follows: No. 1, 8¼c.; No. 2, 7¼c.; No. 3, 6¼c.; Steer hides are worth ½c. more. Cured hides are worth 9c.

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

WOOL—A dull market has followed the decline of 1c. noted last week. Fleece is now quoted at 14 to 15c., and unwashed at 9c.

SALT.

There is no change. We quote at Toronto: Carload lots, \$1.05 per bbl., and 65c. per sack of 200 lb.; less than carload lots, \$1.10 per bbl., and 70c. per sack. At the wells, we quote F.O.B., barrels, 75c.; sacks of 200 lb., 45c. English salt is quoted at 48½c. per sack of 154 lb.

SEEDS.

The market is dull. Red clover is still quoted at \$3 to \$3.25 outside, and alsike is worth \$2.50 to \$3.50. About 25c. more than this is paid for exceptionally choice samples.

MARKET NOTES.

Currants are cabled slightly dearer.

All grades of flour are 10c. cheaper.

Potatoes have advanced 15c. on the local street market.

Californian and Oregon prunes are ½c. per lb. dearer.

Cream of tartar is practically easier in the primary market.

A shipment of new season's Japan rice arrived this week.

Salmon trout, whitefish, and steak cod are 1 to 1½c. dearer.

The market for Indian and Ceylon tea continues to advance.

Lemons are 25c. cheaper. Ordinary 420 Valencians are 50c. dearer. The first California Mediterranean sweets of the season are now offered at \$3 to \$3.25.

Walter H. Northrop, dried fruit cleaner and dealer in dried fruits, has removed from the Esplanade to No. 9 Jarvis street, where he has secured more convenient premises.

QUEBEC MARKETS.

MONTREAL, March 23, 1899.

GROCERIES.

THE week has been a fairly satisfactory one in general grocery staples, and, as a rule, prices are steady. In sugar, the competition of American refined is causing some dissatisfaction among sellers, but it has not affected the price of the domestic refined article beyond preventing any response to the movement in the raw market. Syrups rule quiet, and offers of new crop molasses for spring importation do not lead to business, because buyers think that prices will be modified later. Canned goods present no noteworthy change, though prices in some cases have been shaded for round lots of vegetables. Rice, spices and coffee are steady, and the tea market is very firm in tone, with a good movement.

SUGAR.

The refined sugar market has not exhibited any further change since that noted last week, nor is it expected to while the competition of American refined continues, even should the position of the raw sugar market warrant a change in values. Demand is fairly active for all grades of sugar, but local refiners complain that the volume of their sales is seriously curtailed by large importations of American refined sugar. In raw, beet sugar has been offered for spring importation to the local refiners at 10s. 6d. cost and freight Montreal, but no trading of importance has resulted. The cane market was steady in London, although little business was doing. Java, on Monday, was quoted at 12s., and fair refining at 10s. 9d. Beet has ruled steady lately, with an upward tendency, March, 9s. 10½d., and April, 9s. 11¼d.

SYRUPS.

There has been no change in syrups, demand being slow and business light. Values rule steady at 1¼ to 2¼c. per lb., as to quality, at the factory.

MOLASSES.

There has been no new feature in the molasses market since last report. Demand is slow on spot and little business of importance can be noted. In a jobbing way Barbadoes is selling at 30c., and for round lots 29c. would be accepted. Cables from the Island report the market steady at 12c., first cost. The figure is considered high, and importers here are holding off. Mail advices state: "Showery weather continues, and the canes are not yet fully ripe. Some estates have commenced grinding, but molasses in any quantity is not yet obtainable—we expect reaping will be general the middle of next month. Small sales

of molasses have been made at 12c. per gallon and \$4 for pun."

CANNED GOODS.

There is a firm undertone to this market, especially for vegetables, and quite a fair lot of business has been done in staple lines between houses. There is very little corn held in first hands here, outside of one round lot, for which the holder is firm at \$1 per dozen, but sales of small lots between houses have been made at 90 to 95c. Round lots of tomatoes have changed hands at 87½c., while small lots are moving at 90c. Peas are quiet at 80 to 85c. per dozen, as to quality. There is nothing new to report in canned salmon.

DRIED FRUITS.

No new developments are reported in this market, and what trading there is passing is of a small, peddling character.

RICE.

With continued strength abroad this market retains all its firmness, but there is no change in prices to report. Demand continues active.

SPICES.

With a good demand prices are strongly held, especially as advices are all stiff as regards values. Black and white pepper are stiff and the same can be said of Jamaica ginger and Zanzibar cloves.

COFFEE.

There has been a good demand for coffee and prices are inclined to be firmer with an upward tendency.

TEAS.

As a result of the news from the States, that standards on low-grade teas are to be lowered, a much firmer disposition is manifested in regard to such stock, and holders look for a material advance in prices. Black teas have met a fair inquiry, demand being brisk for Congous from 12½ to 13c., but this kind of tea is very scarce here. Medium Japans have been quite active at 15½ to 16c., and Pingsuey gunpowders and Young Hysons have been pretty well cleared off this market by American buyers. Ceylons and Indian teas are extremely firm, with nothing offering under 14½c., while latest advices from London indicate a further advance, the lowest price for leaf teas now being 7½d.

GREEN FRUITS.

Business continues fair for this season of the year. There has been a good demand for all varieties of oranges. As predicted, Valencia oranges have sold higher at \$4 to \$4.50 per box. Californian navels are also firm at last week's advance. Liberal receipts of lemons have not affected values in the best grades, though some cheap varieties are offering at \$2.25 to \$3.25 per box.



This Man

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

Write us for quotations on

RIO, SANTOS,
MARACAIBO,
JAVA and JAMAICA

COFFEE

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

S. H. Ewing & Sons - Montreal.

Cranberries are in limited demand at \$8 to \$9 per bbl. Almeria grapes are in light supply at \$8 to \$9 per keg. Pineapples range from 20 to 30c. each.

APPLES.

Apples are firm at \$3 to \$4.50 per bbl.

FISH.

There has been nothing striking to report in the fish market. Nearly all kinds are exhausted except one or two lots of pickled herrings. Fresh cod is now arriving daily in small quantities and selling at fair prices. Fresh haddock sell at 4½c., while halibut bring 11c., and salmon 10c. per lb.; herring, \$1.65 per 100; fresh caught salmon are steady at 14c. In pickled fish No. 1 B.C. salmon range from \$12.50 to \$13 per bbl., and No. 1 herring, \$4.25 to \$4.50 per bbl., which is 25c. per bbl. decline.

COUNTRY PRODUCE.

EGGS—The demand was good for small lots, and, as the supply was not excessive, the tone of the market ruled firm at the recent advance in prices. The prospects are, if the present weather continues for a few days longer, prices will likely go higher. Sales to-day were made at 12½ to 13½c. per dozen.

MAPLE PRODUCT—A fair trade was done in maple product, and, as supplies are not large, prices are steady. Receipts of new syrup have been small up to the present, owing to the cold weather, and prices rule firm at 55 to 60c. per small tin, and old at 45 to 50c. Sugar is quiet, at 6 to 6½c. per lb.

HONEY—There was nothing new in honey, the demand being slow. We quote: White clover comb, in 1-lb. sections, 8 to 8½c.; dark, 6½ to 7c.; white extracted, 6 to 6½c., and dark, 5 to 5½c.

BEANS—In beans, trade is chiefly of a jobbing character, at steady prices. We quote: Choice hand-picked, 95c. to \$1 per bushel; primes, 85 to 90c.

ONIONS—Onions are firm, at \$2.75 to \$3 per bbl., and demand from the west is still active.

PROVISIONS AND DRESSED HOGS.

There was no improvement in the provision market. The demand for all lines is limited, and the volume of business doing is small, at about steady prices. We quote as follows: Canadian pork, in barrels, \$15 to \$15.50; pure Canadian lard, in pails,

6¾. to 7c. per lb., and compound refined at 5 to 5½c. per lb. Hams, 10 to 12c., and bacon, 10½ to 11c. per lb.

Dressed hogs quiet, and prices somewhat irregular. Carload lots of frozen stock are quoted at \$4.75 to \$5, as to quality, and car lots of fresh killed light weights at \$5.25 per 100 lb.

FLOUR, GRAIN, ETC.

GRAIN.—The grain market was dull and without any new feature whatever to note. Manitoba No. 1 hard wheat was quoted at 68c. afloat Fort William, with buyers bidding 67½c. At points west of Toronto No. 2 white oats were held at 29½c., with buyers at 29c. On spot they were nominally quoted at 32½c. ex store, and peas at 72c.

FLOUR.—In flour, trade was chiefly of a jobbing character, and the market was quiet with no change in values to note. We quote: Winter patents, \$3.75 to \$4; straight rollers, \$3.50 to \$3.60; in bags, \$1.65 to \$1.75; Manitoba patents, \$4 to \$4.25; strong bakers', \$3.70 to \$3.90.

MEAL—There was no change in meal, business being very quiet at \$3.70 to \$3.75 per bbl. for rolled oats.

FEED—A fair trade continues to be done

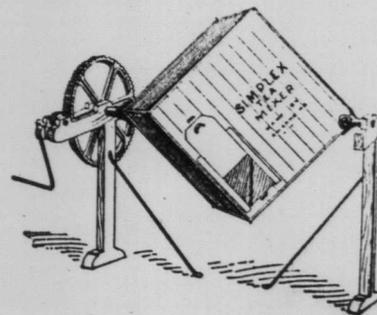
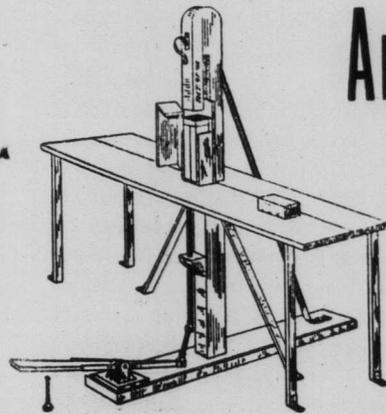
Armeda Tea Packer and Simplex Mixer

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

Write

A. H. Canning & Co.

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TOBACCO

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

LOOK
AT
THESE:

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

(All made from choicest Burley Leaf.)

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

Order
Through
Your Jobber

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

in feed, and prices are maintained. Ontario white wheat bran, in bulk, sold at \$16 to \$17, and shorts \$17 to \$19 per ton; Manitoba bran, \$16; shorts, \$18, and mouille, \$18 to \$25 per ton, including bags.

HAY—The market for baled hay was dull and featureless. We quote: No. 1, \$5.50 to \$6; No. 2 extra, \$4.25 to \$4.75; No. 2, clover mixture, \$4; clover, \$3.50 to \$3.75.

CHEESE AND BUTTER.

CHEESE—Cheese was quiet, but firm, and, if the attitude of the few holders here is any fair criterion, no purchases can now be made under 10% to 11c., and few at the inside figure. The other day, it is understood, 10½c. was accepted for a fair quantity, but now nothing under 10¾c. will be listened to. Advices from England are firm, and the cable has advanced to 52s.; but it may be remarked that cheese has been selling above that for the past eight days.

BUTTER—The butter market maintains its firm position, but trading now passing is of a small jobbing nature, for there is not a sufficient quantity offering to allow of any heavy transactions. Accordingly, with light receipts, it is a seller market, and the goods are quickly taken by local grocers in small jobbing parcels at full figures. Creamery is firm, at 20½ to 21c.; western dairy, 15¾ to 16¼c., as to quantity and quality, and tub dairy, 14¾ to 15c.

MONTREAL NOTES.

As predicted, there has been an advance in Valencia oranges.

Sugar continues unchanged, but local refiners complain of American competition.

American buyers have practically cleared the market of Pingsuey and Young Hyson teas.

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.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., March 21, 1899.

THE week has been a quiet one. The weather has turned cold again, and there has been considerable snow. Roads are bad through the country. Prices are quite firmly held, except in flour and provisions. The flour market has been somewhat of a disappointment. Brooms are held firm at the advance, and higher prices are expected. In tobaccos, there are an increased number of grades offered; the fact that the manufacturer of these grades best known in this market in the past years holds to such odd terms, particularly not increasing the number of his customers, has gone far towards aiding the other manufacturers in getting a foothold. In cream of tartar, prices are higher. Baking soda never was as low.

OIL—In this line there is no change. The season of best demand for burning oil is over, and the fact that there is but one company to sell tends to even prices. Lubricating finds active demand. Buyers would do well not to force prices down, as it means an inferior quality, which will prove in the end a loss. Paint oils sell freely. Prices are high. Cod oil is scarce.

SALT—There is quite a steady sale, chiefly English coarse. The fact that fish are scarce somewhat affects demand. Parties in need will find this the best time to buy. In English factory filled there is a better sale, it costing lower than the Canadian. We quote: Liverpool coarse, 38 to 40c.; English factory-filled, 80c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 to \$2.60 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb.

CANNED GOODS—There is little change in local prices. Corn is getting scarce and

higher figures will soon rule. Peas are plentiful and show no change. Tomatoes hardly show the strength expected owing to western holdings offering. Salmon, while very firm, was bought in a round lot by a wholesale dealer at quite a low figure, still it was a special grade. Alaska salmon have been offered at quite low figures, but the quality does not suit our trade. Oysters are quoted higher by American packers. Peaches tend higher and stock not large. In kippered herring and finnan haddies, stock is light and prices for the coming season will rule higher than last year.

GREEN FRUITS—Oranges move freely. Valencias are quoted higher. Other grades show no change. Some very fine Javas are offered, but prices are too high for large business. Californians show no change in prices, and have the demand where best stock is required. Lemons are quoted as last week, but the demand has somewhat fallen off. Apples are very high and move but slowly. The stock held here is small. A few Cape Cod cranberries are being received in bushel boxes. A few sweet potatoes are offered from the West Indies. It is still early for bananas, but a few are offered, and with warmer weather will soon come to the front.

DRIED FRUITS—Californian prunes still have first place in the interests of dealers. The trade in the last few years has become a large one. Prices are moving up. There is but a fair stock held. Some splendid fruit has been received. There is some inquiry for Californian raisins, but, on the whole, raisins are inclined to be dull. Currants are firm. Demand is largely confined to package goods. Evaporated apricots and peaches, owing to price, have little sale, and package goods, which last season were quite popular, are about out of the market. Evaporated apples are scarce, and higher prices are asked. Two cars arrived this week. There is little demand for dried. Onions are firm at the advance.

SUGAR—The market is a firm one. There

The Following Brands
Manufactured by
The American Tobacco Co.
OF CANADA, Limited.
Are sold by all the Leading Wholesale Houses
CUT TOBACCO
OLD OHUM.
SEAL OF NORTH CAROLINA.
OLD GOLD.
CIGARETTES
RICHMOND STRAIGHT OUT.
SWEET CATORAL.
ATHLETE. **DERBY**

The
DAWSON Commission
Co., Limited
FRUIT, PRODUCE AND
COMMISSION MERCHANTS,
Cor. Market and Colborne Sts.,
TORONTO.

We make a specialty of handling
Domestic Fruit
Consignments personally and promptly attended to.
All Foreign Fruits in season.
FRUIT AUCTION SALES
Write us for particulars of sales. We are making special
efforts to make these sales mutually profitable. They are
held every Wednesday.
McWILLIAM & EVERIST
Wholesale Commission Merchants,
25 and 27 Church St., TORONTO, Can.
Telephone 645.

EASTER.
Your customers will want the finest
Hams and Bacon
FOR EASTER
Send us your orders now for the reliable "Star
Brand," the finest on this or any other market.
F. W. FEARMAN COMPANY
Limited
HAMILTON, ONT.

EXTRA FANCY ARLINGTON HEIGHTS CALIFORNIA NAVELS.
EXTRA CHOICE VALENCIA ORANGES, all sizes.
EXTRA FANCY and FANCY MESSINA LEMONS.
CHOICE YELLOW DANVER ONIONS.
Prime Quality, free from frost and Prices Right.

TARTAN TEA
pays you well, and it satisfies your customers because of
Its rich aroma. Its refined flavor. Its potent strength. Its uniform quality. Its attractive appearance.
BALFOUR & CO. Wholesale Agents **HAMILTON**

E. T. STURDEE
Mercantile Broker,
Manufacturers' Agent,
ST. JOHN, N.B. Etc., Etc.
Wholesale trade only.

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Have only the Best  **Clark's**
They will do you the Most Good. **Meats**



HAVE YOU TRIED
"BEE" STARCH
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Collars and Cuffs?
Will not injure finest fabric. Requires no Cooking.
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Send for particulars regarding free
Automatic Selling Machine for the
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Hugh Walker & Son
Fruit and Commission
Merchants **GUELPH, ONT.**

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

is quite a little foreign granulated offered. It arrived in a good time as prices are rather higher. It was a long time getting here, and buyers would likely have refused it had the market gone against them. It was bought through a New York house. It is sold rather under standard prices. Foreign yellows are also lower than Canadian.

MOLASSES—New goods continue to arrive. The last steamer brought a small quantity of Barbadoes. The steamer now on the way here has quite a quantity on board. Prices are high. In Porto Rico the new crop so far to hand has come via Halifax in small quantities at high figures. At least two cargoes are due, but the price will show little change. As stock of old goods was very light, new goods move freely, and the outlook at present points to a firm market; but it is a little early. In New Orleans there is light business, the arrival of West Indian goods effecting the demand.

PRODUCE—Eggs are again lower, but with the cold weather, and Easter near to hand, little change is expected. There have been fair arrivals. In butter, price is as last week. Best stock finds a fair sale, but will not bring big figures. Prices remain too low for much creamery to move. Cheese is still quiet, with nothing in this market to cause a change.

FISH—No stock is the word. There is an active demand, particularly for fresh fish, but arrivals are light. A few halibut are to hand, and prices are high. No gaspereaux are being caught, owing to the weather. Dry fish are in limited supply, and price is firm, being about as high as this line will stand. Pickled herring have small sale, and it is as well, as there are very few here. The fact is, the herring are being destroyed, and the catch is lighter each year. Finnan haddie are scarce and high. Haddock are being brought from Boston to be smoked. Hake are scarce. The demand is better than for some time. Very few lobsters are coming to hand. We quote: Large cod, \$3.75 to \$3.80; medium, \$3.70 to \$3.75; pollock, \$1.85 to \$2.00; Grand Manan pickled herring, \$1.95 to \$2 ½-bbl.; Canso, pickled, \$5 per bbl.; boneless fish, 3½ to 5c.; cod, 7 to 7½c.; finnan haddies, 5½ to 6c.; smoked herring, 6 to 7c.; spring shad, \$3.75 to \$4 ½-bbl.; fall shad, \$4.75 to \$5 ½-bbl.; Shelburne, \$3.75 per bbl.; Grand Manan herring, \$3.70 to \$3.80 per bbl.; quoddy, \$3.50 per ½-bbl.; frozen pollock, 1¼ to 1½c.; frozen cod, 2¾ to 3c.; frozen haddock, 2¾ to 3c.; lobsters, small, 3½ to 4c.; do., large, 10 to 12c.; halibut, 10 to 12c.

PROVISIONS—Prices are rather lower, particularly in barreled beef, which, from Boston, is being offered very low. Pork is also lower, but does not show as much change. Local packers are receiving western pigs. In lard, prices are very low. Fair sale.

FLOUR, FEED, AND MEAL.—Flour is weaker, and dealers are somewhat surprised. Some brands of Ontario flour were offered low, and, while the larger Manitoba millers hold quite firm, others have cut their prices. Oatmeal is high and firmly held;

sales are light. Feed is almost impossible to get. Cornmeal shows no change. It has a large sale, and is all local ground. Beans are quiet at easy figures. There is a demand for yellow eyes, but only for limited quantity. Barley, and split peas and blue peas are high and firm. Seeds move more freely and at firm figures. We quote as follows: Manitoba flour, \$4.65 to \$4.75; best Ontario, \$3.85 to \$4; medium, \$3.65 to \$3.75; oatmeal, \$3.90 to \$4.00; cornmeal, \$2.15; middlings, \$1.9 to \$2.1; bran, \$1.7 to \$1.8; oats, 38 to 42c.; hand-picked beans, \$1.05 to \$1.10; prime, 90 to 95c.; yellow eye beans, \$1.75; split peas, \$4 to \$4.10; round, \$3.25 to \$3.40; pot barley, \$4.10 to \$4.25; hay, \$7 to \$8; timothy seed, American, \$1.75 to \$2.15; do., Canadian, \$2 to \$2.40; mammoth clover, 7 to 7½c.; alsike, 7¾ to 8½c.

ST. JOHN NOTES.

The Bank of Montreal will open a branch in Fredericton early in April.

J. M. Archibald, Beachville, whose oatmeal is so well known through the west, is now represented here by Robt. Jardine.

J. Hunter White received this week a shipment of "Corona" golden figs. These are choice goods in 1-lb. cakes, wrapped, and 4 doz. in package.

C. & E. MacMichael are now offering "Thistle" brand tomatoes packed by The Brighton Canning Co. This is the first time these goods have been offered here.

Mr. A. C. Jardine, late of Jardine & Co., was in the city during the week. Mr. Jardine, while only in the west a short time, has been most successful, due to a sharp advance in the stock of a gold mine in which he is interested. His many friends congratulate him.

THE GROCER had a very pleasant chat with our local broom and brush manufacturer, F. S. Simms, who has just returned from British Columbia where he has been looking after the business of his company. He has a growing trade in that far Province as well as all along the line. In Chicago and other points Mr. Simms secured a choice stock of broom corn.

MANITOBA MARKETS.

WINNIPEG, March 20, 1899.

BUSINESS continues to improve slowly and a few changes are to be recorded in the price list of the week. Wholesale men complain that payments are a little slow, but that, on the whole, business is larger and more satisfactory than at the same date last year. Some apprehension is felt in regard to damp wheat still held in store, but so far the weather has not been warm enough to do any damage. Indeed, the weather continues cold with sharp, biting winds.

Owing to the shortage in broom corn, and in sympathy with eastern and southern

markets, brooms have advanced very sharply, the difference being from 50 to 75c. per dozen. Quotations are now \$2 to \$3.50, according to quality.

EVAPORATED AND DRIED FRUITS—Dried apples have dropped slightly during the week. This is, no doubt, the result of holders finding the former figures prohibitive. All lines of evaporated fruit are in good demand, as is usual at this time of year. Apricots have experienced another advance, and are quoted at 17 to 17½c. Prunes and figs and the cheaper grades of dried fruits generally are in greater demand than usual owing to the high price of dried apples.

Jams and jellies are also in greater demand for the same reason.

CANNED GOODS—No changes are quoted for the week. There is the usually increased demand for canned fruits at this season. Standard prices are: Cherries, red, pitted, \$1.85 to \$2 per doz.; Pears, 2's, \$1.75 per doz.; pears, Cal., 2½'s, \$2.40 per doz.; pears, Bartlett's, 3's, \$2.50 per doz.; pineapples, 2's, \$2.50 per doz.; pineapples, 2's, imported, \$3 per doz.; peaches, 2's, \$1.90 per doz.; peaches, Cal., 2½'s, \$2.35 per doz.; peaches, Canadian, 3's, \$3 per doz.; plums, 2's, \$1.50 to \$1.75 per doz.; plums, Cal., 2½'s, \$2 to \$2.25; raspberries, 2's, \$1.65 per doz.; strawberries, 2's, \$1.55 to \$1.65.

FISH—There is the usual Lenten demand for both frozen and smoked fish. All lines of smoked are now more plentiful. Quotations are unchanged: Haddies, 8 to 9c. for first-class stock; bloaters, \$1.50 per box; boneless hake, 5 to 5½c. per lb.; codfish, whole cases of 100 lb., \$6; codfish, pure, 7 to 7½c.; herring, half-bbl., \$3.65.

BUTTER—Dairy is more plentiful in supply, but slower in movement. Dealers are paying 12½c. for round lots of good fresh dairy, at country points. Creamery is unchanged, and nominal quotations are 22 to 23c. per lb., jobbers to retailers.

CHEESE—Is very quiet. Practically nothing is being done. Price, 10 to 10½c. for small, and 9½ to 10c. for large.

EGGS—Are a little more plentiful and slightly cheaper. Fresh-laid eggs, guaranteed, 30c. per dozen, retail; freshly-candied, 20c.

GREEN FRUITS—Oranges are advancing and prospect is that they will be very high. There is already an advance of 50 to 75c. in the Minneapolis market. Navels, fancy stock, \$4 to \$4.50; seedlings, \$3.25 to \$3.50; Mexicans, \$2.50; bitter oranges, \$5.50 to \$6. These prices will advance early in the week. Lemons, Messina, \$4; Californian, \$4. Two carloads of inferior Spies have been placed on this market and tend to lower the prices. First-class Spies are

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.

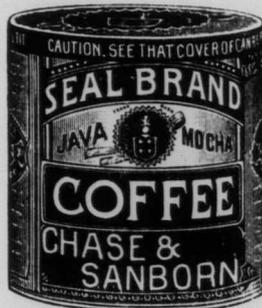
Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald,
Actuary.

J. K. MACDONALD,
Managing Director

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

W. J. WOODBURN & SON,
Selling Agents.



Worshipped by Troopers.

RETURNED CAVALRYMEN REFRESHED WITH

SEAL BRAND COFFEE.

CHASE & SANBORN, the well known coffee importers and jobbers, were simply worshipped by 1,200 soldiers and 500 women last Saturday when the 1st Cavalry, Illinois Volunteers, the crack cavalry regiment of Illinois, returned from the pest-hole camp at Chickamauga.

It was at Fort Sheridan that the Chicago branch of Chase & Sanborn served 330 gallons of Seal Brand Coffee, from three o'clock, a. m., to four o'clock, p. m., with "real cream and sugar," as the boys expressed it. It was a great treat after the villainous stuff which was served at the front by the Government.

Eight expert coffee-makers were kept busy preparing the delicious beverage.

As the company passed by the soldiers halted and with hats off gave three cheers for Chase & Sanborn.—N. E. Grocer, Sept. 2, 1898.

Blue Label Tomato ..Ketchup

and the quality never varies—the best that good materials, attention to detail and care in preparation can make it. Put up in half-pint, pint, and quart bottles—sterilized before filling.



Prepared by . . .

Curtice Brothers Co.

ROCHESTER, N.Y.

Proprietors of

The largest Canned Goods Packing Establishment in the world.

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

WRITE FOR QUOTATIONS.

quoted at \$5.50. Russets are the best value in common varieties of apples and are really very fine, \$4.50 per bbl. Choice Washington boxed apples \$2 per box of 50 lb. Bananas are more plentiful, are coming forward in heated cars and can be sold now for \$2.50 to \$3 for fancy stock. Californian pie plant is arriving in good condition and selling at 10c. per lb. A very good sample of yellow Danvers onions has been received this week; they are quoted at 3½ to 4c. per lb. Very choice Californian cabbage has been received and sells for 7c. per lb. Californian celery, fancy trimmed bunches, \$1 per dozen. Cranberries, unfrozen \$8, frozen \$5.50 to \$6.

NUTS—New shelled walnuts, 24c. per lb.; new Grenoble walnuts, 14c.; Tarragona almonds, 16c.; new Rautan cocoanuts, \$1 per doz.

DRIED FRUITS—New dates are down to 7c.; figs, 10-lb. boxes, \$1.90.

MAPLE PRODUCT—New maple syrup will arrive this week, and quotations will be ½-gallons, 60c.; gallon tins, \$1; maple sugar 11c.

Balfour & Co., Hamilton, report a full stock of evaporated quarter and whole apples in 50-lb. boxes, which are selling well on account of the scarcity of evaporated slices.

INCREASING THE TEA-PACKING PLANT.

T. B. Escott & Co., London, Ont., write: "The increased sales for 'Grand Mogul' tea during 1898 were equal to the total sales for 1897. The sales for this year (1899), so far, are equal to the total sales for 1898. We are doubling our facilities, and wish to state to the trade that we shall be able to make prompt shipments of all orders in about two weeks. The demand has been so much greater than we anticipated that we have been unable to fill orders promptly. Therefore, we ask the indulgence of our friends, and can assure all purchasers that, after the completion of our additional packing plant, we will be able to fill all orders the day they are received. During April, we shall send with each case of tea a very handsome hanger (copy from a valuable old painting)."

A MARMALADE FIRM.

Thos. Upton & Co., manufacturers of jams, jellies, marmalade, etc., Hamilton, have found it necessary, during the past year, to build large new premises to meet the increased demand for these goods.

Thos. Upton & Co. have, during the last few months, established a well-merited reputation, particularly for their marmalade.

Upton's Marmalade

THE
FINEST
IN THE
LAND



It is pure and wholesome, and challenges comparison with the best imported goods.

1-lb. Glass Jars, \$1 a doz.

7-lb. Wood Pails, 7½c. a lb.

HENRY WRIGHT & CO.

Selling Agents,

Toronto, Can.

In the manufacture of marmalade, they use only Seville oranges and standard granulated sugar. The firm's advertisement appears in another column. Henry Wright & Co. are the firm's selling agents.

TRAVELERS TO BE TAXED NO MORE.

Mr. H. W. Wadsworth, secretary-treasurer of The Dominion Commercial Travelers' Association, Montreal, received an interesting letter from Woodstock, N.B., on Tuesday. It was from Mr. John A. Robertson, traveler for a Montreal firm, and pointed out that the town council of Woodstock had, by general consent, allowed the tax on commercial travelers visiting that place to become a dead letter.

Travelers hope now to complete the measure of abolition of the tax by an Act which will be brought to the notice of the Legislature of New Brunswick at its next session. Woodstock was said to be the only town in Canada that had held out against the travelers, and the latter seem to think this a great victory.

The tax amounted to from \$3 to \$5, gauged by the amount of business done in the place, and a number of Toronto and Montreal houses will be glad to hear of the change.

CURRENT MARKET QUOTATIONS

March 23, 1899.

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

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

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

BUTTER AND CHEESE

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

CANNED GOODS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Apples, 3's	\$ 90	\$1 00	\$0 85	\$0 90
" " gallons	2 40	2 75	2 00	2 20
Blackberries, 2's	1 40	1 70	1 40	1 70
Blueberries, 2's	80	90	75	85
Beans, 2's	70	95	75	95
Corn, 2's	90	95	95	1 00
Cherries, red, pitted, 2's	2 00	2 35	1 85	2 25
Peas, 2's	80	85	75	80
" " sifted	85	1 00	1 10	1 15
" " extra sifted	1 00	1 25	1 20	1 25
Pears, Bartlett, 2's	1 50	1 75	1 25	1 50
" " 3's	2 25	2 40	2 00	2 40
Pineapple, 2's	2 10	2 40	2 40	2 50
" " 3's	2 50	2 60	2 50	2 60
Peaches, 2's	1 75	1 90	1 50	1 60
" " 3's	2 50	2 75	2 40	2 50
Plums, green gages, 2's	1 50	1 55	1 30	1 50
" " Lombard	1 30	1 50	1 20	1 30
" " Damson, blue	1 10	1 30	1 00	1 10
Pumpkins, 3's	75	85	70	80
" " gallon	2 10	2 25	2 10	2 25
Raspberries, 2's	1 50	1 50	1 65	1 50
Strawberries, 2's	1 50	1 50	1 70	1 50
Succotash, 2's	1 10	1 15	1 15	1 15
Tomatoes, 3's	90	95	85	90
Lobster, tails	2 50	2 95	2 50	2 60
" " 1-lb. flats	2 75	3 00	3 00	1 25
" " ½-lb. flats	1 65	1 85	1 65	1 85
Mackerel	1 30	1 35	1 30	1 35
Salmon, sockeye, tails	1 15	1 25	1 40	1 25
" " flats	1 30	1 45	1 50	1 30
" " Horseshoe	1 20	1 25	1 50	1 60
" " Clover } flats	1 20	1 55	1 60	1 60
" " Cohoes	1 45	1 60	1 15	1 25
Sardines, Albert, ½'s	95	1 00	1 15	95
" " ¼'s	10½	11	13	14
" " Sportsmen, ½'s	12	12½	12	12
" " key opener, ½'s	20	21	21	21
" " other brands, ½'s	10	11	10½	11
" " P. & C., ½'s	16	18	18½	23
" " American, ½'s	23	35	16	17
" " Mustard, ½ size, cases	23	25	23	25
" " 50 tins, per 100	33	36	33	36
Fruit in glass jars	4	5	5	4
Haddies	9	11	11	11
Klipped Herrings	9 00	11 00	10 00	10 00
Herring in Tomato Sauce	4 25	4 50	4 25	4 50

GREEN FRUITS

Oranges, Valencia, 714's	\$ 4 00	\$ 4 50	\$ 5 50	\$ 4 50	\$ 6 00
" " 420's, large ordinary	4 00	4 50	7 50	4 00	5 00
" " Jamaica, per bbl.	6 00	6 50	5 50	6 00	6 00
" " California Navels	3 50	4 00	3 75	4 00	4 25
" " Cal. Med. Sweets	3 00	3 25	3 00	3 25	3 00
" " Marmalade	2 75	3 25	2 75	3 25	3 00
Lemons, Messina, new, p. box	2 25	3 00	2 50	3 00	4 00
Bananas, per bunch	2 25	2 75	1 50	2 25	2 25
Apples, per bbl.	3 00	4 50	2 50	4 50	3 00
Cranberries, per bbl.	8 00	9 00	6 00	7 00	10 00
Sweet Potatoes, bbl.	3 50	4 00	4 00	4 50	5 00
Almeria Grapes, per keg	8 00	9 00	6 00	7 00	7 00
Flowers onions, per bbl.	3 00	3 25	3 00	3 25	3 00
Red Weathersfield onions, bbl.	3 00	3 25	3 00	3 25	3 00
Cocoanuts, per 100	4 00	4 50	4 00	4 50	5 00

SUGAR

Granulated (St. Lawrence, Redpath)	\$4 40	\$4 53	4½	4½	5½	5¼
Granulated, Acadia	4 35	4 48	4½	4½	5½	5¼
Paris lump, bbls. and 100-lb. bxs	5 45	5 63	5¾	6	6	6
" " in 50-lb. boxes	5 55	5 73	5¾	6	6	6
Extra Ground Icing, bbls.	5 05	5 40	5¾	6	6	6
Powdered, bbls	4 80	5 12½	5 30	5¾	6	6¾
Phoenix	4 20	4 33	4 33	4 33	4 33	4 33
Cream	4 20	4 33	4 33	4 33	4 33	4 33
Extra bright	4 10	4 23	3¾	3¾	4½	4¾
Bright coffee	4 10	4 13	3¾	3¾	4½	4¾
No. 3 yellow	3 90	4 03	3¾	3¾	4½	4¾
No. 2 yellow	3 80	3 93	3¾	3¾	4½	4¾
Trinidad	3 80	3 93	3¾	3¾	4½	4¾

SYRUPS AND MOLASSES

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Syrups				
Dark	1¾	30	32	3
Medium	2	30	37	3
Bright	2¼	35	40	3½
Honey	90	1 00	1 00	1 00
" " 25-lb. pails	1 20	1 40	1 40	1 40
" " 38-lb. pails	1 20	1 40	1 40	1 40
Molasses				
New Orleans	30	26	45	28
Barbadoes	30	38	42	29
Porto Rico	30	38	42	31
Antigua	30	38	42	32
St. Croix	30	38	42	25

CANNED MEATS

Comp. corn beef, 1-lb. cans	\$1 50	\$1 40	\$1 50	\$1 65	\$1 75
" " 2-lb. cans	2 65	2 50	2 60	2 50	2 65
" " 4-lb. cans	5 10	5 00	5 10	5 00	5 10
" " 6-lb. cans	8 60	8 00	8 75	9 25	9 00
" " 14-lb. cans	18 55	18 00	20 00	21 00	21 00
Minced callops, 2-lb. can	2 60	2 60	2 75	2 80	2 80
Lunch tongue, 1-lb. can	3 50	3 20	3 25	3 00	3 25
" " 2-lb. can	6 70	6 75	7 00	6 80	7 00
English brawn, 1-lb. can	2 30	2 60	2 50	2 50	2 50
Camp sausage, 1-lb. can	2 00	2 00	2 00	2 00	2 00
" " 2-lb. can	4 00	4 00	4 00	4 00	4 00
Soups, assorted, 1-lb. can	2 00	1 50	1 40	1 50	1 50
" " 2-lb. can	3 00	2 20	2 25	2 30	2 30
Soups and Boull., 2-lb. can	2 00	1 80	1 75	1 80	1 80
" " 6-lb. can	4 50	4 25	4 50	4 50	4 50
Sliced smoked beef, ½'s	1 70	1 65	1 70	1 70	1 70
" " 1's	2 25	2 80	2 95	3 25	3 25

COUNTRY PRODUCE

Eggs, new laid	13	13½	12	13	16	18	15
" " limed	14	14½	13	14	17	19	16
" " held or cold stored	14	14½	13	14	17	19	16
Poultry—chickens, dressed	50	75	25	50	50	50	50
Geese, per lb.	7	8	50	70	70	70	70
Ducks, per pair	60	90	40	60	60	60	60
Turkeys, per lb.	10	14	10	14	14	14	14
Honey, comb, per doz	8	8½	6	6½	7	7	7
" " light color, 60-lb. tins	7	7	7	7	7	7	7
" " 5 and 10-lb. tins	7	7	7	7	7	7	7
" " buckwheat	7	7	7	7	7	7	7

FRUITS

Foreign—Currants, Provincials, bbls	4½	4¾	4¾	5	7	7¾	7¾
" " Filiatras, bbls	4¾	4¾	4¾	5¾	6¾	7¾	7¾
" " ½-cases	4¾	4¾	4¾	5¾	6¾	7¾	7¾
" " Patras, bbls	6	6	6	6	6	6	6
" " ½-cases	6	6	6	6	6	6	6
Vostizzas, cases	5½	6½	6	7	8	8	8
Dates, boxes	5¾	6	5½	6	6	6	6
Figs, 10-lb. boxes, per lb.	15	20	18	20	14	16	16
" " 25-lb. boxes	8	8	8	8	8	8	8
" " Mats, per lb.	3	3	3	3	3	3	3
" " Naturals, per lb.	8	12	8	12	12	12	12
" " Naturals, boxes	11	10	11	10	12	12	12
Prunes, California, 40's	9¾	8½	9¾	8½	9	9	9
" " 60's	8	8	8	8	8	8	8
" " 70's	7½	7½	7½	7½	7½	7½	7½
" " 80's	7	7	7	7	7	7	7
" " 90's	6½	6	6½	6½	6½	6½	6½
" " Bosnia, B.	6	6	6	6	6	6	6
" " C.	6	6	6	6	6	6	6
" " D.	6	6	6	6	6	6	6
" " U.	6	6	6	6	6	6	6
Raisins, Valencia, off stalk	4	4	4	5	6	1 70	1 90
" " Fine off stalk	4½	4½	4¾	5	5½	5½	5½
" " Selected	5¾	5	5½	6	7	7	7
" " Layers	5¾	5½	6¾	5¾	6	8	8½
" " Sultanas	11	10	15	10	12	10	12
" " California 3-crown	6¾	7	7½	7	7¾	7	7¾
" " 4-crown	7½	7¾	8½	8	8¾	8	8¾
Domestic—Apples, dried	6	6½	6	6½	5½	6	7
" " evaporated	9	9½	9½	10½	10	11	12
Cal. Evaporated Fruits—							
Apricots, 25-lb. boxes	19	20	16	18	18	18	18
Peaches	12	15	12	15	15	15	15

PROVISIONS

Dry Salted Meats—							
Long clear bacon	7½	8	6¾	7	9¾	9¾	9¾
Smoked Meats—							
Breakfast bacon	12	10½	10¾	11	11¼	12	12
Rolls	9	8	8¾	9½	10	10¾	10¾
Hams	10½	13	10	10½	12	11¾	11¾
Shoulder hams	10	7½	7¾	8	9	9¾	9¾
Backs	10	10¾	10¾	10¾	10	9¾	10
All meats out of pickle 1c. less.							
Barrel Pork—							
Canadian heavy mess	15 50	16 50	13 50	14 00	13 50	14 00	17 00
" " short cut	14 00	14 50	14 50	14 75	15 00	16 50	17 50
Clear shoulder mess	12 50	13 00	13 00	13 50	13 50	13 50	13 50
Plate beef	11 00	11 00	11 00	12 00	13 00	13 00	13 00
Lard, terces, per lb.	6¾	6¾	6¾</				

WHEN YOU BUY

First Quality White Laundry Starch

in kegs
see that you get

BRANTFORD STARCH.

COFFEE

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba and B.C.
Green—				
Mocha	24	29	23	28
Old Government Java	27	31	22	30
Rio	10	11	7½	12
Plantation Ceylon	29	31	26	30
Porto Rico .....	..	..	22	25
Gautemala .....	..	..	22	25
Jamaica	18	22	15	20
Maracaibo	13	15	13	16

NUTS

Brazil	12	13	12½	13	12	12½	12½	15
Valencia shelled almonds	28	30	28	30	..	..	25	30
Tarragona almonds	12	15	12	14	11	12	13	15
Peanuts (roasted)	6½	9½	9	10	9	10	9	12
“ (green)	6½	8	7	9	..	..	10	15
Cocoanuts, per sack	3 00	3 50	..	3 75	3 50	4 00	..	..
“ per doz .....	..	..	..	60	70	..	..	..
Grenoble walnuts	12	12½	12	13	12	13	..	14
Marbot walnuts .....	..	..	..	9	10	..	..	..
Bordeaux walnuts	7	8	..	9	10	..	..	..
Sicily filberts	7¾	8½	8½	9	8	10	..	12
Naples filberts	10	11	10	11	10	11	..	..
Pecans	10	11	10	11	11	12	..	..
Shelled Walnuts .....	..	25	25	28	..	..	..	..

RICE, SAGO, TAPIOCA

Rice—Standard B	3 25	3 35	3¾	3¾	3 62½	3 75	..	4¾
Patna, per lb .....	..	..	4¾	5	5	6	..	..
Japan .....	..	..	5½	6	5	6	..	5¾
Imperial Seeta .....	..	..	4¾	5½	5	6	..	..
Extra Burmah .....	..	..	4¾	4¾	4	5	..	..
Java, extra .....	..	..	6	6½	6	7	..	..
Sago	3¾	4½	3¾	4½	5	6	..	4
Tapioca	3¾	4½	3¾	4	5	6	..	4

SODA

Bl-carb, standard, 100-lb. keg...	2 25	2 50	2 25	2 50	2 00	2 25	1 50	1 75
Sal soda, per bbl	70	75	70	80	85	90	..	..
Sal soda, per keg	95	1 00	95	1 00	95	1 00	..	..

SPICES

Pepper, black, ground, in kegs, pails, boxes	14	16	12	14	14	15	..	15
“ in 5-lb. cans	14	17	14	15	15	16	..	..
“ whole	13	14	11	13	12	13	..	15
Pepper, white, ground, in kegs, pails, boxes	21	23	18	24	24	26	..	35
“ “ 5-lb. cans	21	23	20	26	20	22	..	..
“ “ whole	20	25	19	25	20	22	..	..
Ginger, Jamaica	20	25	18	25	20	25	..	..
Cloves, whole	12	15	14	35	18	20	..	..
Pure mixed spice	25	30	25	30	25	30	..	..
Cassia	25	40	20	40	18	20	..	25
Cream tartar, French	25	27	24	25	20	22	..	..
“ “ best	28	30	25	30	25	30	..	..
Allspice	15	17	13	16	13	14	..	20

PETROLEUM

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba and B.C.
Canadian	12	13	13½	..
Sarnia water white	12	13	15	15½
Carbon safety	17	..	..	17½
American water white	17	17½	16½	18
Pratt's Astral, in bulk	18	19	1	18½

TEAS

Black—								
Congou—Half-chests Kaisow, Moning, Paking	\$0 12	\$0 60	\$0 12	\$0 60	11	40	..	..
Caddies Paking, Kaisow	14	40	18	50	15	40	..	..
Indian—Darjeelings	35	55	35	55	30	50	..	..
Assam Pekoes	20	40	20	40	18	40	..	..
Pekoe Souchong	8	25	18	25	17	24	..	..
Ceylon—Broken Pekoes	35	42	35	42	34	40	..	..
Pekoes	20	30	20	30	20	30	..	..
Pekoe Souchong	17	35	17	35	17	35	..	..
China Greens—								
Gunpowder—Cases, extra first	42	50	42	50	..	..	..	..
Half-chests, ordinary firsts	22	28	22	28	..	..	..	..
Young Hyson—Cases, sifted, extra firsts	42	50	42	50	..	..	..	..
Cases, small leaf, firsts	35	40	35	40	..	..	..	..
Half-chests, ordinary firsts	22	38	22	38	..	..	..	..
Half-chests, seconds	17	19	17	19	..	..	..	..
“ thirds	15	17	15	17	..	..	..	..
“ common	13	14	13	14	..	..	..	..
Ping Sueys—								
Young Hyson—½-chests, firsts	28	32	28	32	30	40	..	..
“ seconds	16	19	16	19	..	..	..	..
Half-boxes, firsts	28	32	28	32	..	..	..	..
“ seconds	16	19	16	19	..	..	..	..
Japan—								
½-chests, finest May pickings	38	40	38	40	..	..	..	..
Choice	32	36	32	36	..	..	..	..
Fine	28	30	28	30	..	..	..	..
Fine	25	27	25	27	..	..	..	..
Good medium	22	24	22	24	..	..	..	..
Medium	19	20	19	20	..	..	..	..
Good common	16	18	16	18	..	..	..	..
Common	13	15	13½	15	..	..	..	..
Nagasaki, ½-chests Pekoe	16	22	16	22	..	..	..	..
“ Oolong	14	15	14	15	..	..	..	..
“ Gunpowder	16	19	16	19	..	..	..	..
“ Siftings	7½	11	7½	11	..	..	..	..

WOODENWARE

Pails, 2-hoop, clear, No. 1 .....	..	..	\$1 45	\$1 45	\$1 50	\$1 50	\$1 60
“ 3-hoop, “ No. 2 .....	..	..	1 40	1 40	1 40	1 40	..
“ 3-hoop, “ “ .....	..	..	1 55	1 55	1 55	1 55	..
“ 3-hoop, painted, No. 2 .....	..	..	1 40	1 40	1 40	1 40	..
Tubs, No. 0 .....	..	..	8 00	8 00	8 00	9 50	10 50
“ “ 1 .....	..	..	6 50	6 50	6 50	8 50	9 50
“ “ 2 .....	..	..	5 50	5 50	5 50	6 50	7 00
“ “ 3 .....	..	..	4 50	4 50	4 50	5 50	6 00



Hudson's Soap

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

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

E. S. HUDSON,
34, Chabollez Square,
MONTREAL.

Used in all the "Happy Homes of England."

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

"Grand Mogul"

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

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

T. B. ESCOTT & Co.

Sole Agents

London, Ont.

Manitoba and B.C.

JAPAN RICE

Shipment new crop fancy rice now in store.

WARREN BROS. & CO.
TORONTO.

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

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

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

NEW CUSTOMERS

secured by selling

THE FRAGRANT . . .

"MAGNOLIA"

CEYLON TEA

Dissatisfied customers a thing of the past
BEST TEA. BEST PROFIT.
MOST ATTRACTIVE PACKAGE.

GEORGE FOSTER & SONS

Wholesale Grocers,
BRANTFORD, ONT.

STARCH ARGO GLOSS

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

A SHIPMENT JUST ARRIVING.

PERKINS, INCE & Co.

TORONTO.

NOTHING BUT THE BEST

Cocoa
Chocolate

Coffee
Spices

Baking
Powder

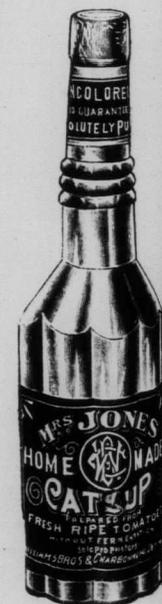
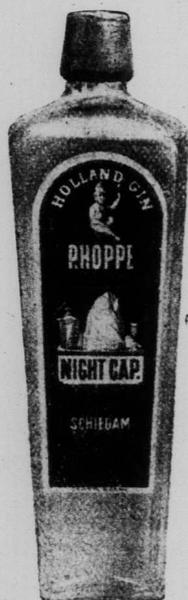
TODHUNTER,
MITCHELL & CO.

Importers, Manufacturers
TORONTO

\$1 50 \$1 60
9 50 10 50
8 50 9 50
6 50 7 00
5 50 6 00

Our Brands.

We do not control many lines of goods, but what we do are the very best values offered. To be in a position to judge of their qualities and worth, ask for samples and prices. We are always pleased to answer correspondents.



FOR CANADA

Gonzalez, Staut & Co.,
Cognac, France, Brandies (in wood and cases).

Boulestin & Cie.,
Cognac, France, Brandies.

Comte Dervos,
Cognac, France, Brandies.

P. Hoppe,
Amsterdam and
Schiedam, Holland, "Night Cap" Gin.

R. Beziers,
Douarnenez, France,
High-class Alimentary Preserves.
Sardines in oil,
with bone, and boneless.
Royans (Sardines), with spices.
Sardines in tomatoes.
Mackerels, extra small, in oil.
Tunny Fish in Paillerine oil.
French Peas, moyens, fins,
extra fins, sur-extra fins.

United Alkali Co., Limited
St. Helens, Eng.,

Greenbank Lye, Soapmaker brand
solid double Concentrated Soda.
Red Heart brand Concentrated
Soda or pure 98% Powdered Caustic.
Chloride of Lime; Caustic Potash,
10, 20-lb. tins and 600-lb. drums.

L. CHAPUT, FILS & C

The Beaver

(REGISTERED)

Choicest leaf of early picked Japan tea.

The Owl

(REGISTERED)

The leading brand of Japan tea in this country

including the celebrated No. 100. Of this we have just received 690 packages, balance of our early purchases, part of which is already sold.

If your stock is not sufficient to last you until the new crop, do not delay in securing your wants.

You know the Owl No. 100 cannot be matched for the money.

The Bee Brand

Ceylon tea in sack packets.

For the PROVINCE OF QUEBEC

WILLIAMS BROS. & CHARBONNEAU'S GOODS

Pickles, sour and sweet
in bottles and 5-gallon kegs.

Catsups, Sauces, Mince Meat,
Mustard
Baked Beans, plain and in tomato sauce.

Weather being now milder, all pickles and sauces can be shipped by freight.

All the above goods are well known. Some of them we have sold for years, and they have given general satisfaction. They make friends for the retailer as well as for us. They give you a good margin of profit and help to build up and keep the best trade.



S & CIE., MONTREAL.

THE FRUIT STEAMERS.

The early spring fruit steamers for Montreal interest many merchants all over the continent. R. Reford & Co., agents for the Thomson line in Montreal, have issued an interesting circular, incident of this fruit trade. It reads that a cable has been received from William Thomson & Sons, that they will have three steamers loading in the Mediterranean this spring. The probable ports of call will be Marseilles, France; Messina, Catania, Marsala, Palermo, Sorrento and Leghorn, Italy; Patras, Greece; Taragona, Valencia, Cadiz, Spain; and at other ports where sufficient cargo is offered.

The circular points out that the ss. Fremona commenced loading at Messina on March 10. She will complete cargo at Sorrento, and it is the intention to have her arrive in Montreal, as soon as possible after the opening of navigation. The ss. St. Marnock, commenced to load at Marseilles on March 8, and will complete loading at Messina, about March 15.

The ss. Bellona, will commence loading at Patras about March 15, provided there is enough cargo offering there; if not she will load at Sicilian ports.

In connection with this company's Charente and Bourdeaux trade the ss. Escalona, is scheduled to load at Bordeaux, for Montreal, about April 10.

THEN AND NOW.

"Do you see that old man out there? Thirty-two years ago that old man came to Columbus with one suspender and a sore toe. He also had a basket of apples, which a farmer outside of the city had given him. He peddled the apples on High street, and netted 18 cents the first day. How much do you suppose he's worth now?"

"Oh, \$1,500,000!" said one.

"Two millions!" cried another.

"Six millions three hundred thousand!" was the estimate of a third.

"I give it up," remarked the fourth listener.

"Not a single cent, and he still owes for the basket."—Ohio State Journal.

WITHDRAWALS OF TEA.

A Washington despatch says: "The withdrawals of tea from the Customs House have increased materially since it has become generally understood that the present duty is not likely to be modified for a long time to come. The general imports of February last were 6,606,516 lb., valued at \$782,076, as compared with imports of 4,862,715 lb., valued at \$656,928, in February of last year. The withdrawals for con-

sumption during February last were 4,686,088 lb., valued at \$632,897, and the duties collected were \$468,608. The largest withdrawals for consumption were at New York and Chicago. The amount in the former city was 3,062,409 lb., and in the latter

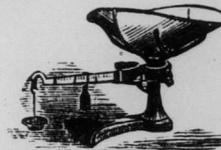
1,100,659 lb. The next ranking port was San Francisco, where the withdrawals were 283,368 lb., and the next was the district of Minnesota, where a tea examiner was recently appointed, and where the withdrawals were 137,238 lb."

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

GROCCERS, MAKE MONEY!

BE UP-TO-DATE

**WILSON'S
MONEY
WEIGHT
SCALES**



Show you in figures the weight of the purchase, also the price and the amount paid.

Handsomely Finished. **AGATE BEARINGS**
Send for Catalogue

C. WILSON & SON
69 Esplanade St. E., TORONTO, ONT.

The
**DETECTIVE AND CONFIDENTIAL
AGENCY.**

Room 12, Janes Building,
75 Yonge Street - - - TORONTO

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

CAPITAL CITY BUSINESS COLLEGE.

A. M. Grimes, M.A., Principal.

Shorthand, Bookkeeping, Penmanship, Telegraphy, Business Correspondence and Proofreading. Pitman's or Munson's Shorthand, per month, \$4.00. White's Phonography, per month, \$8.00. Telegraphy, per month, \$8.00. Bookkeeping and Business Practice, per course, \$35.00. Bookkeeping and Business Practice, per month \$3.00. Penmanship, per month \$3.00. Night School, per month, \$3.00. Private Lessons, each, \$1.00. Address, A. M. GRIMES, Principal, Cor. Bank and Sparks Sts., Ottawa.

REMOVAL NOTICE!

In future my address
will be

9 Jarvis Street

Walter H. Northrop - Toronto.

**Brooms
that
Pay.**

There are two ways of looking at it when you sell a broom—a big profit and a dissatisfied customer, or a fair profit and a customer that will keep on buying brooms at your store. We believe that it pays to keep on the right side of every customer that buys our brooms.

Our business grows constantly—we believe that we satisfy ninety-nine people out of one hundred who buy our brooms. The percentage of 1 per cent. loss of customers can be directly traced to those who retire from business. We are constantly after new customers—we like to be progressive. And, too, we believe that we shall get it with "brooms that pay."

**Boeckhs'
Brooms.**

Boeckh Bros. & Company, Mfrs., Toronto, Ont.



RETAILERS . . .

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

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NTIAL

IONTO

Robberies,
Legal and
riends.

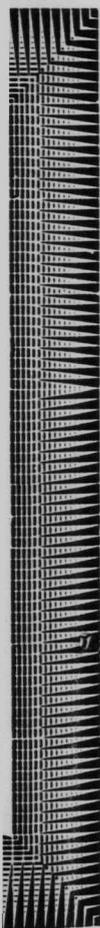
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BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE stock, etc., of the estate of Saddler Bros., general merchants, Wiarion, Ont., are advertised to be sold by auction on March 27.

J. Edmond Labrecque, grocer, Montreal, has assigned.

W. S. Bigelow, Wales, Ont., has assigned to Joseph Kerr.

John M. Hamlin, Port Albert, Ont., has assigned to Chas. V. Shannon.

Louis Turcotte, tobacconist, St. Hyacinthe, Que., has assigned.

Henry Roberge, general merchant, St. Evariste Station, Que., has assigned.

The creditors of G. H. Lajoie, grocer, St. Hyacinthe, Que., have been notified to file their claims.

The bailiff is in possession of the business of Kippen & Botsford, confectioners, etc., Victoria, B.C.

Assignment has been demanded of F. X. Simard, general merchant, St. Anne de la Pocatiere, Que.

A meeting of the creditors of Eusebe Pelletier, general merchant, Etchemin, Que., has been called.

A meeting of the creditors of J. E. Labrecque, grocer, Montreal, has been called for March 24.

PARTNERSHIPS FORMED AND DISSOLVED.

Partnership has been registered by the Windsor Cigar Store, Montreal.

W. F. Shores & Co., commission produce dealers, Montreal, have dissolved.

A. Lessier & Co., general merchants, St. Casimir, Portneuf, Que., have dissolved.

Hunter & Weldon, grocers, Winnipeg, have dissolved, Weldon & Co. continuing.

Irwin & Brooks, general merchants, Low, Que., have dissolved, Irwin Bros. succeeding.

Goldie & Fisher, general merchants, Huntsville, Que., have dissolved, J. E. Fisher continuing.

W. H. Morgan, proprietor of The Morgan Supply Co., grocers, Toronto, has admitted Albert G. Robinson; style unchanged.

Alphonse and Aleandre Delorme have registered partnership under the style of A. Delorme & Co., tea merchants, Montreal.

James Mansall and Alfred J. Morley have registered partnership under the style of The Victoria Coffee and Spice Mills, Victoria.

Charles Cassidy and Joseph Charlebois have registered partnership under the style of Cassidy & Charlebois, fruit dealers, Montreal.

Hugh Henry and Duncan E. MacKenzie have registered as partners under the style of MacKenzie Bros., grocers, etc., New Westminster, B.C.

Courcelles & Candlish, bakers, Montreal, have dissolved, and Mrs. Edourd Courcelles has registered as proprietress under the style of E. Courcelles & Co.

SALES MADE AND PENDING.

Joseph A. Richard, grocer, Montreal, has sold out.

Gould & Elliot, general merchants, Pierson, Man., are advertising their business for sale.

Lang & Co., dry goods dealers and grocers, Ottawa, have sold out their grocery stock.

The assets of C. A. Ouellet, general merchant, Cap St. Ignace, Que., are to be sold on March 27.

The stock of E. Crete, general merchant, Grand Piles, Que., has been sold at 69 $\frac{3}{4}$ c. on the dollar.

The stock of the estate of McDonnell & Darragh, general merchants, Lancaster, Ont., has been sold.

The stock of D. E. Morin & Co., general merchants, Notre Dame Du Lac, Que., has been sold at 68c. on the dollar.

The stock, etc., of the estate of H. L. Morphy & Co., Forest, Ont., are advertised for sale by auction on the 29th inst.

The property of George R. Ross, late general merchant, Glenelg, N.S., is advertised for sale by sheriff on April 15, 1899.

The stock of the late J. C. Carveth, general merchant, Lakefield, Ont., is advertised for sale by auction on the 28th inst.

CHANGES.

R. Diprose & Co., grocers, Toronto, have sold out to Geo. Leaver.

J. F. Siegrist, grocer, Wiarion, Ont., has sold out to John Robertson.

John Roux, general merchant, Stanfold, Que., has removed to St. Malachi.

T. J. Medland, grocer, Picton, Ont., has been succeeded by James S. Carr.

James Kelly, confectioner, Sarnia, Ont., is about selling out to Mackenzie Bros.

D. S. Weber, general merchant, Wiarion, Ont., has been succeeded by E. Weber.

Duncan McRae, general merchant, South Finch, Ont., has sold out to W. H. Ault.

Telesphore Roux, general merchant, Plessisville, Que., has removed to Stanfold.

A Cranston, general merchant, Peabody, Ont., has been succeeded by A. R. Bowie.

Mrs. W. J. Groome, baker, confectioner, etc., Dunnville, Ont., has sold out to Joseph Ewing.

R. Cruise, grocer and baker, Dauphin, Man., has sold out to J. McKinnon and F. Davis.

R. J. Whitten has purchased the stock and fixtures of the estate of D. J. Boutillier, confectioner, Halifax.

Simon Petersky, fruit dealer, etc., Van-

couver and Stevenson, B.C., has sold his Vancouver business to Dora Baer.

J. C. Mossington, general merchant, Allan Park, Ont., has sold out to G. Lorenz.

Grant, McGillivray & Co., general merchants, Drumbo, Ont., are giving up business.

Wm. Laidlaw, general merchant, Durham, has opened a branch at Allan Park, Ont.

J. O. Trotter, general merchant, Gobes, Ont., has been succeeded by James B. Broderick.

Banghart Bros., general merchants, Palmyra, Ont., have been succeeded by Lorenza Banghart.

H. Dodge, baker and grocer, Milford, Ont., has sold his grocery stock to E. J. Lobb & Co.

John Koehler, general merchant, Altona, Man., has sold out to J. Hiebert, Pilot Mound, at 90c. on the dollar.

John H. Fielding, grocer and grain dealer, Wiarion, Ont., has sold his grocery business to A. E. Jones, who takes possession May 1.

B. F. Miller has registered consent for his wife, Dolly Miller, to do business as general merchant in Middleboro', N.S., under her own name.

FIRES.

E. C. Warner, general merchant, White-wood, N.W.T., has been burned out.

DEATHS.

Mary McLaggan, grocer, Hepworth, Ont., is dead.

Albert G. Coggins, of Coggins & Peters, general merchant, Westport, N.S., is dead.

THE CARTON.

"Knowledge comes, but wisdom lingers"—too true. Yet we are learning some things at a fair rate of speed, the result of which cannot but add to our stock of wisdom. The grocers, for example, are learning that the carton, or small package, is not only labor-saving and ornamental, as well as economical, but is a preserver of goods, preventing the destruction of color, flavor, etc., which is liable to ensue when bulk goods are uncovered in the somewhat frowsy atmosphere of the smaller class of grocery stores, which outnumber the big stores two to one.

"God bless the man who invented sleep," cried honest Sancho Panza, and the grocers might well echo the invocation with a blessing on the inventor of the carton.—Merchants' Review, New York.

W. A. Lawson, formerly of Toronto, who bought out W. A. Clark, Vancouver, has won considerable praise from the Vancouver local press for his energetic method of advertising.

PURVEYORS BY APPOINTMENT



To H.B.H. The PRINCE OF WALES.

MUSTARD MANUFACTURERS
by Special Warrant



To Her Majesty The QUEEN.

PURVEYORS BY APPOINTMENT



To H.B.H. The PRINCE OF WALES.

COLMAN'S



MUSTARD

In the High Court of Justice.

J. & J. COLMAN, LIMITED

AND

GORMAN, ECKERT & CO.

Plaintiffs.

Defendants.

TO THE PUBLIC.

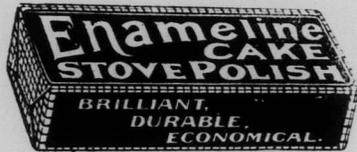
TAKE NOTICE that in an Action, entitled as above, pending in the High Court of Justice for Ontario, Canada, the Honorable Mr. Justice Meredith on the 2nd day of June, 1898, directed that a Judgment should issue containing a **PERPETUAL INJUNCTION** restraining the above named Defendants, their Servants, Workmen or Agents, from infringing the Plaintiffs' Trade Marks registered in pursuance of the Trade Marks Act of 1868, or from selling any Mustard not manufactured by the Plaintiffs in any tin, package, or wrapper (label), having printed thereon any imitation or colourable imitation of the Plaintiffs' Trade Marks or any word or words so contrived as to represent or lead to the belief that the Mustard contained in such tin, package, or wrapper, was the manufacture of the Plaintiffs. **AND FURTHER TAKE NOTICE** that by the said Judgment the said Defendants were enjoined to destroy or deliver up to the Plaintiffs all labels, wrappers, blocks, dies, or plates which offend against the said Injunction; and to pay certain damages therein fixed together with the costs of the Action.

CAUTION.

Similar goods to those manufactured by J. & J. Colman, Limited, of 108 Cannon Street, London (England), occasionally make their appearance on the Market, displaying a Trade Mark liable to be confounded by the Public with their well-known Trade Mark of a Bull's Head and also closely resembling J. & J. Colman's goods in get up, presumably with the intention to deceive the buyer and consumer. Such goods are generally of an inferior quality. J. & J. Colman, Limited, would be grateful to members of the trade having any goods brought to their notice which appear to them infringements on J. & J. Colman's rights if they would at once communicate with them. Traders may rely upon their communications being treated in the strictest confidence.

Enameline

The Modern STOVE POLISH



CAKE.



PASTE.



LIQUID.

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

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

AMONG TORONTO RETAILERS.

Advertising Schemes.

I had a talk the other day with a grocer who had recently moved from Spadina avenue to College street. The question of advertising was brought up, and the merchant told me that he had tried two methods of reaching the public. Advertisements were inserted for a month in a well-known advertising sheet which is distributed by its publisher free to the houses in the neighborhood that was sought to reach, and circulars were distributed from door to door. The results from both of these systems were found to be satisfactory at first, but after the old friends and patrons had been made aware of the change of stand the results were moderate. The distribution of circulars has been discontinued, and as soon as the advertising contract, which was made for one month, expires this will also be stopped.

It was a natural thing that the results from the first advertisements and the first distributions of circulars were apparent. The chief characteristic of a good "ad." is that it has a message; another essential is that it reaches the people the message is to be sent to. These mediums both reached the housekeeper, the person the grocer should always try to talk to; and the message borne, that of the change of stand, would be "news" to many of them.

After this news had been learned by the readers of the circulars and the advertising medium, the results would depend on what the merchant had to offer and how it was said.

The fact remains, whatever were these results, that the combination of mediums

used by the grocer in question was a good one—they reached the buying public.

In a country town, where a grocers' patronage extends over many miles, the cost of distribution of circulars would be so high compared with the cost of a quarter-column advertisement in the local papers, that the latter is much the best medium through which to make known one's business to the housekeepers of the neighborhood.

In the country, as well as in the city, the buying public are the residents, not the visitors, of the neighborhood.

Notwithstanding this fact, there are constantly cropping up "schemes" which promise great things in the way of results, though they do not reach the homes at all.

A sample scheme is reported by an exchange thus:

"A number of Kingston merchants subscribed to a scheme for advertisements upon a music box to be placed in a hotel for a year. The box and printing cost \$25. About \$80 was subscribed by merchants. The box was placed in a hotel, the canvasser left the town forthwith, and the box and advertisements did not remain on view for public use longer than a fortnight. Any kind of outside scheme, The Whig says, catches merchants. All that is required is a blank stranger and a new idea."

Though the "blank stranger" that worked this "scheme" undoubtedly was able to show how a merchant's money would be doubled if spent in advertisements upon this music box, one who has made any kind of a study of advertising would be hard to convince.

An advertisement that does not reach the home is rarely worth the trouble of writing.

THE BUSINESS MAN.

The business man's life is full of crosses and temptations, says an exchange. He comes into the world without his consent, goes out against his will, and the trip between the two extremities is exceedingly rocky. The rule of contraries is one of the important features of the trip. When he is little the big girls kiss him and when he is big the little girls kiss him. If he raises a large family he is a chump, but if he raises a small check he is a thief and a fraud, and he is shunned like a Chinaman with the seven-year itch. If he is poor, he is a bad manager; if he is rich, he's dishonest; if he's in politics, it's for pie; if he's out of politics, you can't tell where to place him; and he's no good to his country; if he don't give for charity, he's a stingy cuss and lives for himself; if he dies young, there was a great future in front of him; if he lives to an old age, he has missed his calling. He is introduced to this world by a doctor, and to the next world by the same process. The road is rocky but man likes to follow it.

FISH STOCKS IN HALIFAX LIGHT.

It was estimated that the stocks of dry fish in Halifax were last week between 40,000 and 50,000 quintals, nearly half of which is said to be in the hands of one firm. An ordinary total stock at this time of the year would not be very heavy at 100,000 quintals. A cargo of bank fish is now discharging and another will be here next week, which will about complete the receipts for the season. Ex-vessel a fair price now is \$4.25 per quintal. There are practically no mackerel in stock in Nova Scotia. The catch was very light and what little there was is gone.



Good in Any
Climate
Wherever
There Are Flies.

TANGLEFOOT

SEALED
STICKY
FLY
PAPER.

Ask
Your
Jobber.

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

Wholesale Quantities Only.

E. FIELDING,
34 Yonge St., TORONTO

**BARBADOES
MOLASSES**

Extra choice quality. Write us for quotations before purchasing.

J. & R. McLEA
Importers MONTREAL

THE MOST NUTRITIOUS COCOA.

EPPS'S
GRATEFUL
COMFORTING
COCOA

In labelled Tins.
14 lb. Boxes.

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

**WINDOW SCREENS
AND DOORS . .**

Plain or Fancy

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

Boeckh Bros. & Company

Selling Agents, Toronto, Ont.

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

**Royal
Snaps**

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

THE HOME CAKE CO.
GUELPH, ONT.

**DON'T PAY FREIGHT
ON WATER**

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

Agents—
W. H. SEYLER & CO.
Room 100, Board of Trade, TORONTO
Agents for HEINRICH FRANCK SOHNE & CO.
German Chicory, Coffee, Extracts and Essences
LUDWIGSBURG, GERMANY FLUSHING, N.Y.

COWAN'S

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

THE COWAN CO., LIMITED, TORONTO

HORSE HAIR.

Have you any? We buy it.

GEO. ROSSITER & SONS
10-14 Pape Avenue TORONTO

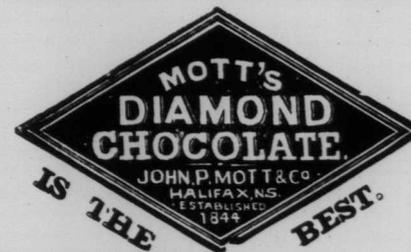
In Baking Powder

THREE STANDARDS ARE:

WHITE SWAN
1-lb. Tin, 25c.
ROYAL CANADIAN
1-lb. Tin, 15c.
QUEEN'S FAVORITE
1-lb. Tin, 10c.

Supplied through the trade.

SMITH & SCOTT, Mfrs.
TORONTO



IS THE BEST.
ASK FOR
MOTT'S

A Paying Investment

The extra profit on the few gross of stove polish is worth looking after. **SILVERINE** is profitable, attractive packages, quality guaranteed.

SILVERINE MFG. CO., - - MONTREAL.

SLEE, SLEE & CO., Limited

Tower Bridge Works, London, Eng.
Makers of Pure Malt, Wine and Concentrated Vinegars.
In Bottles and Casks.

Prices and samples on application to
CLARK, RAE & CO., 49 King Street West, TORONTO, ONT



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

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

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

JOHN DWIGHT & CO.
MONTREAL. TORONTO.

TOBACCO....

**IF YOU WISH TO
MAKE MONEY**

invest in Tobaccos
manufactured by

Empire Tobacco Co.
Limited

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

THEY SELL ALL DAY
EVERY DAY.

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

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

**EMPIRE
TOBACCO
CO., Limited**

Granby, Que.

See Prices Current.

THE COWAN RAMSAY CO., LIMITED IMPORTERS OF TEAS

and packers of the
celebrated

"Walla Galla" Tea
in lead packets
and **"Clubhouse"**
in 50 and 100 lb. tins.

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

All orders promptly attended to.

White,
Mountain Spruce

Butter TUBS

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

WALTER WOODS & CO.,
HAMILTON.

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



ESTABLISHED 1874. — M. FROST & CO., Belle-
ville, Ont., manufacturers of Show Cases of every
description; Store, Bank, Office Fittings; Wood Grills and
Automatic Turnings. Catalogues and drawings furnished.

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila
and much better.

For sale by all Wholesale Dealers
See that you get them.

WE have often heard retailers and wholesalers remark that
a man was foolish to sell package goods, and point to
so-and-so that never did, and got rich.

But the man who got rich had not the meritorious articles to
contend for his trade that confront the retailer of to-day, and, then,
he was a man who knew a little more about his business than his
neighbor.

Conditions have changed wonderfully in the past ten or twenty
years, and it is the man who handles package goods of all kinds who
makes money to-day—not necessarily to take in all package stuff
that is offered him, but keep that in stock for which there is a rea-
sonable demand, and have a special line of the different goods put
up in packages which he knows is safe to recommend, being sure to
please. The foundation of all business rests upon the satisfying of
your customers, as this is the only source from which permanent
profit can result.

Do you please your customers better by giving them package
goods? Why certainly you must, as package goods are prepared
by specialists, and surely a specialist is in a position to better satisfy
the people whom he caters to than the man who has only a super-
ficial knowledge.

Toronto and Montreal.

MONSOON

INDO-CEYLON TEA.



MARMALADE for the Breakfast Table. PURE JAMS for the Tea Table.

Your customers want the Best, therefore give them

THE QUALITY IS
NEVER QUESTIONED.

SOUTHWELL'S



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

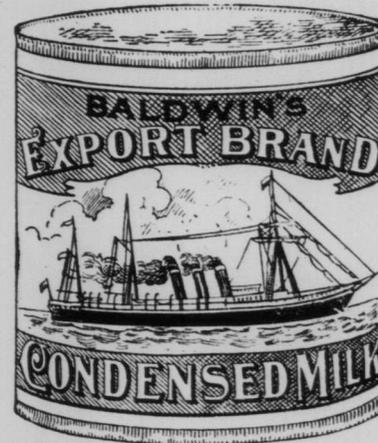
Sole Agents for Canada.

The wise

Sell



Rose & Laflamme Selling Agents Montreal



Current Market Quotations for Proprietary Articles

Mar. 23, 1899.

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

BAKING POWDER.

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

Cook's Friend—	
size 1, in 2 and 4 doz. boxes	\$ 2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Round tins, 3 doz. in case	3 00
oz. tins, 3 "	2 40
oz. tins, 4 "	1 10
oz. tins, 1/2 "	14 00

W. H. GILLARD & CO.	
1 lb. tins, 2 doz. in case	per doz. 2 00
1/2 lb. tins, 3 "	1 25
1/4 lb. tins, 4 "	0 75

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

1/4 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
1/2 lb. Crown sealers	2 25

JERSEY CREAM BAKING POWDER.	
1/4 size, 5 doz. in case	40
1/2 " 4 " "	75
3/4 " 3 " "	1 25
1 " 2 " "	2 25

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

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

CANADA MFG. CO.	
Queen Baking Powder, 1/2 lb. tins	1 20
1 lb. tins	2 15

BLACKING.	
P. G. FRENCH BLACKING	
per gross	
No. 4, 1/4 grs. bxs.	\$4 00
" 6, 1/4 " "	4 50
" 8, 1/4 " "	7 25
" 10, 1/4 " "	8 25
" 10, Jet Enamel.	8 25

THE F. F. DALLEY CO.	
English Army Blacking, 1/4 gross cases	\$9 00
No. 2 Spanish " "	3 60
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 10
New York Dressing, 1 doz. cases	0 75
Spanish Satin Gloss,	1 00
Crescent Ladies' Dressing, 1 doz. cases	1 75
Spanish Glycerine Oil Dressing	2 00

THE ALPHA CHEMICAL CO.

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

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

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

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

BIRD SEEDS

THE F. F. DALLEY CO.	
Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases	0 06 1/2
NICHOLSON & BROCK.	
Brock's Bird Seed	0 07
Norwich Bird Seed	0 06
Maple Leaf Bird Seed	0 05
Bird sea-gravel, 10c. pkts., 24 in case	0 06
5c. 48 "	0 03

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

BLACK LEAD.	
Reckitt's, per box	1 15
Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro., 4 oz.	
CORN BROOMS	
BOECKH BROS & COMPANY.	
Bamboo Handles, A, 4 strings	3 60
" B, 4 strings	3 40
" C, 3 strings	3 20
" D, 3 strings	3 00
" F, 3 strings	2 70
" G, 3 strings	2 40
" I, 3 strings	1 90

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

"The Salt of the Earth."

RICE'S PURE SALT.

Put up in handsome packages—for all purposes, and costs you no more than inferior makes.

SOLE MANUFACTURERS:

The North American Chemical Co. Limited

GODERICH, ONT.



per doz.
 1 1/2 oz. \$2 00
 bottles 0 75
 z. bot- 1 25
 r doz. 0 90
 " 1 50
 " 2 00
 " 3 00
 " 6 00
 p'r " 4 00
 " 6 00
 EXTRACTS
 r bott. \$6 00
 " 4 00
 " 5 00
 " 3 00
 " 2 00
 " 1 80
 " 7 00
 " 1 60
 GROATS.
 per doz.
 " 1 25
 " 2 25
 " 1 25
 " 2 25
 SELF-RIS.
 per doz.
 case... 1 20
 e... 1 20
 ase... 1 20
 z. case... 1 20
 . pack-
 " 1 20
 .
 . pkgs... 1 30
 " 2 60
 " 1 30
 " 2 60
 S.
 " 1 10
 " 1 20
 " 2 12

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

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

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz

Frank Magor & Co., Agents.

Orange Marmalade.	1 50
Clear Jelly Marmalade.	1 80
Strawberry W. F. Jam.	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant.	1 85
Other Jams, W. F.	1 55
Red Currant Jelly.	2 75

All the above in 1 lb. clear glass pots



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

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

LICORICE.

YOUNG & SMYLLIE'S LIST.

5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (30 or 50 sticks) per box.	1 25
" Ringed " 5 lb. boxes, per lb.	0 40
" Acme " Pellets, 5 lb. cans, per can.	2 00
" Acme " Pellets, fancy boxes (40) per box.	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can.	2 00
Licorice Zenges, 5 lb. glass jars.	1 75
" " 5 lb. cans.	1 50
" Purity " Licorice, 200 sticks.	1 45
" " 100 sticks.	0 75
Dulce, large cent sticks, 100 in box.	0 75

MINCE MEAT.

Wetthey's Condensed, per gross, net.	\$10 80
" " per case of 3 doz., net.	2 70
Nicholson's, per gross.	10 80
" " per 1/4 gross case.	2 70

PICKLES---STEPHENS'

A. P. TIPPET & CO., AGENTS.

Patent stoppers (pints)	per doz. 2 30
Corked (pints)	1 90

MUSTARD.

COLMAN'S OR KEEN'S.

D. S. F., 1/4 lb. tins.	per doz. \$1 40
" " 1/2 lb. tins.	2 50
" " 1 lb. tins.	5 00

In Jars—

Durham, 4 lb. jars, per jar.	0 75
" " 1 lb. " " "	0 25

F. D., 1/4 lb. tins. per doz. 0 85 |

" " 1/2 lb. tins. 1 45 |

FRENCH MUSTARD

Crown Brand—(Greig Mfg. Co.)

Pony size.	per gross. \$7 50	Beer Mug.	per gross. 16 20
Small Med.	7 50	Tumbler.	11 50
Medium.	10 80	Cream Jug.	21 00
Large.	12 00	Sugar Bowl.	22 00
Spoon.	18 00	Caddy.	28 00

THE F. F. DALLEY CO.

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

SODA.—COW BRAND.



Case of 1 lb. (containing 60 pkgs.), per box, \$3.00
Case of 1/2 lb. (containing 120 pkgs.), per box, \$3.00
Case of lbs. and 1/2 lbs. (containing 30 packages) per box, \$3.00
Case of 5c. pkgs (containing 96 pkgs.) per box, \$3.00

SOAP.

JOHN TAYLOR & CO
Eclipse (Twin-bar), per box \$1 00
Freight prepaid 5 box lots. Special discount for larger quantities.
BRANTFORD SOAP WORKS CO.



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



" Surprise " Soap, colors 1 box and less than 5 boxes and upward, 4 0c per gross lot, 5 box lots. Freight prepaid on 5 box lots.



Maypole Soap, colors 1 box and less than 5 boxes and upward, 4 0c per gross lot, 5 box lots. Freight prepaid on 5 box lots.

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartoons.	0 05 1/2
Canada Laundry	0 04 1/2
Silver Gloss, 6-lb. draw-lid boxes	0 07 1/2
Silver Gloss, 6-lb. tin canisters.	0 07 1/2
Edwardsburg Silver Gloss, 1-lb. chromo package.	0 07 1/2
Silver Gloss, large crystals.	0 06 1/2
Benson's Satins, 1-lb. cartoons.	0 07 1/2
No. 1 White, bbls. and kegs.	0 04 1/2
Benson's Enamel, per box.	3 00
Culinary Starch—	
W. T. Benson & Co.'s Prep. Corn	0 06 1/2
Canada Pure Corn	0 05 1/2
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. cart.	0 09 1/2
Edwardsburg No. 1 White or Blue, 4-lb. lumps.	7 1/2

THE F. F. DALLEY CO.

Boston—Laundry, 40 pkgs. to box, per package	0 08
Culinary—Toledo Corn Starch, 40 pkgs to box, per lb. 6 1/2c.	



KINGSFORD'S OSWEGO STARCH.



SILVER (40-lb. boxes, 1-lb. pkgs.)	0 08
GLOSS (12-lb. boxes each crate)	0 08 1/2
PURE—40-lb. boxes, 1-lb. pack.	0 07
48-lb. 16 3-lb. boxes.	0 07
For puddings, custards, etc.	
OSWEGO (40-lb. boxes, 1-lb. packages)	0 07 1/2

ONTARIO } 38-lb. to 45-lb. boxes, STARCH } 6 bundles 0 06
STARCH IN Silver Gloss 0 07 1/2
BARRELS } Pure 0 06 1/2

THE BRANTFORD STARCH CO., LTD.
Laundry Starches—
Canada Laundry, boxes of 40 lbs. 0 04 1/2
Finest Quality White Laundry—
3 lb. cartoons, cases 36 lbs. 0 05 1/2
Bbls. 175 lbs. 0 04 1/2
Kegs. 100 lbs. 0 04 1/2
Lily White Gloss—
Kegs, extralarge crystals, 100 lbs. 0 06 1/2
1 lb. fancy cartoons, cases 36 lbs. 0 07 1/2
6 lb. draw-lid bx. 8 in crate, 48 lb. 0 07 1/2
6 lb. tin enamelled canisters, 8 in crate 48 lbs. 0 07 1/2

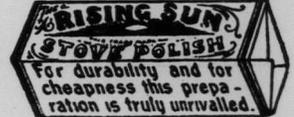


Brantford Gloss—
1 lb. fancy boxes, cases 36 lbs. 0 07 1/2
Brantford Cold Water Rice Starch—
1 lb. fancy boxes, cases 28 lbs. 0 09
Canadian Electric Starch—
40 packages in case 3 30
Celluloid Starch—
per case 3 50
Culinary Starch—Chal-
Pren. Corn 0 05 1/2
1 lb. pkgs., boxes 40 lbs. 0 05 1/2
No. 1 Pure Prepared Corn—
1 lb. pkgs., boxes 40 lbs. 0 06 1/2

STOVE POLISH.



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



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



Tiger Stove Polish. 1/4 gross boxes, large, per gross, \$7.20: small, per gross, \$4.50.

Stovepipe Varnish, 4 oz. bottles 1 00
" " 6 oz. bottles 1 25
Boston Brunswick Black, 8 oz. bot's 1 75



TEAS.

SALADA CEYLON.

Brown Label, 1's and 1/2's	0 20	0 25
Green Label, 1's and 1/2's	0 22	0 30
Blue Label, 1's and 1/2's and 1/4's	0 30	0 40
Red Label, 1's and 1/2's	0 36	0 50
Gold Label, 1/4's	0 44	0 60

Terms, 30 days net.

RAM LAL'S lead packages.



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



Ceylon Tea, in 1-lb. and 1/2-lb. lead package black or mixed.
Black Label, 1-lb., retail at 25c 0 19
" " 1/2-lb. 0 20
Blue Label, retail at 30c 0 22
Green Label " 40c 0 25
Red Label " 50c 0 35
Orange Label, retail at 60c 0 42
Gold Label, " 80c 0 55
Terms, 3 per cent. off 30 days.

CROWN BRAND.

(Ceylon in lead packages)

Red Label, 1-lb. and 1/2's	0 35	0 50
Blue Label, 1-lb. and 1/2's	0 28	0 40
Green Label, 1-lb.	0 18	0 25
Green Label, 1/2's	0 19	0 25
Japan, 1's	0 19	0 25



LUDELLA CEYLON, 1's AND 1/2'S PKGS.
Blue Label, 1's 0 18 1/2
Blue Label, 1/2's 0 19
Orange Label, 1's and 1/2's 0 21
Brown Label, 1's and 1/2's 0 28
Brown Label, 1/4's 0 30
Green Label, 1's and 1/2's 0 35
Red Label, 1/2's 0 40

TOBACCOS.

EMPIRE TOBACCO CO.

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

WOODENWARE.

THE E. B. EDDY CO. per doz

Washboards, X	1 40
" " XX	1 60
" " Waverly	1 70
" " Planet	1 80
" " Special Globe	1 70
" " Solid Back Globe	1 80
" " Electric Duplex	2 50

Matches—

5-Case Lots.	Case.
Telephone	\$3 00
Telephone	2 80
Tiger	2 65
Empire, (slide box)	2 25
Safety, Capital	2 75
Parlor, Eagle, 200's	1 30
" " 100's	1 50
" " Victoria	2 50
" " Little Comet	2 00
Flamers (wax stems)	2 25

BOECKH BROS. & COMPANY. Per doz

Washboards, Leader Globe	1 40
" " Improved Globe	1 45
" " Standard Globe	1 55
" " Solid Back Globe	1 65
" " Jubilee (perforated)	2 15
" " Gem	1 25
" " Crown	1 30
" " E. B. Toronto	1 30

Matches, Diamond Jubilee, per case (10 gross in case) 2 75

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DO YOU WANT THE BEST YOU?

Hazard's...
3 doz. to...
Hazard's...
6 doz. to...
Hazard's...
6 doz. to...
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