

THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, APRIL 16, 1897.

No. 16

SELL ONLY THE BEST!

In Competition with the World we have received the

HIGHEST AWARDS MADE.

These
...substantiate
...our claim that

COLMAN'S

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IS THE BEST IN THE WORLD.



**PEEK
FREAN
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**BISCUITS
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Have obtained great Celebrity for their
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Factory—LONDON.

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Success with Canned Meats

It is not a matter of chance. The full and habitual satisfaction of your customer; furnishing goods of unvarying excellence; goods that are certain to please to-day, to-morrow, every day—that is the way to win success. Grocers the world over know that canned meats bearing the "Helmet" trade mark are certain to please. They can be depended on for uniformity day in and day out, and they are prized best by customers who use them most. There is a world of satisfaction in selling them, and a good profit for the grocer, of course.

If your jobber does not sell you the "Helmet" brand, write to

J. L. WATT & SCOTT, Toronto and Montreal
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Batty's



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

ALL WHOLESALERS
HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

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



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

DRINK :::

::: Chocolate for Breakfast

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



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

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

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

Ask your grocer for Chocolat Menier

The world-renowned French Vanilla Chocolate.

Grand Mogul Tea

Is holding on its way, a good seller and profit maker for all who handle it. Our special advertising will boom the sale the next few months. No other Package Tea is equal value.

Write us for particulars or ask our travelers.

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

Wholesale Grocers.

Standard Goods THE Best to Handle

**FOR
PURITY**

This brand is
always reliable.



**FOR
STRENGTH**

Highest test
98⁵⁰/₁₀₀ pure.

"NEW PROCESS" SODA, FINEST ON THE MARKET.

If you
have not
used these
Soup Squares



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Canadian Journal of
Medicine
Sept. 28/97*

Try Them.
They are
the best
Manufactured

**Genuine
Macaroni**

Is branded with
this name.

B. CODOU

IT IS THE
FINEST QUALITY
MANUFACTURED.

A. P. TIPPET & CO.
MONTREAL and TORONTO

AGENTS FOR THE DOMINION

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

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

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

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

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

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

CRESCENT BRAND



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

MANUFACTURERS OF

BICARBONATE of SODA

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

SODA CRYSTALS

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

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SOLE AGENTS FOR THE DOMINION OF CANADA

BROOMS

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

Rose, Pansy and Thistle

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

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

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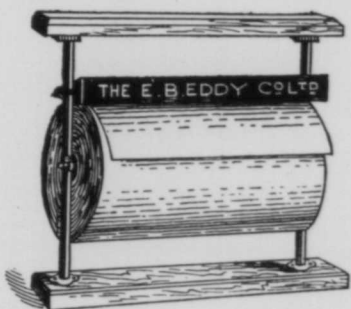
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demands that they be the



EDDY CUTTER



Their handsome appearance and simplicity of design make them the most desirable Cutter on the market.

The E. B. EDDY CO. Ltd.

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

OUR Standard Blacks.



TEAS that demand the earnest consideration of discriminating buyers. Rich, creamy, invigorating beverages. Consumers delighted; your trade enlarged; your profits increased.

NO CHANCE VALUES HERE: Every tea forming a part of these blends carefully tested and selected, with a view to securing the most pleasing and stimulating liquors possible.

Uniform, Satisfying. Sought after by those who appreciate "THE BEST" in Teas.

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THE 400 SELECT	MORNING LUXURY
GLOBE	
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W. H. Gillard & Co. Wholesalers Only. Hamilton

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Vol. X

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

THE CANADIAN GROCER

Vol. XI. (Published Weekly)

MONTREAL AND TORONTO, APRIL 18, 1897

(\$2.00 per Year) No. 16

HOW REFINED SUGAR IS PRODUCED.

RAW sugar contains impurities, which are evident in its color, odor and taste, and the process of refining it is not a simple one. Sugar is grown the world over, and each particular region packs its product in a distinctively native fashion. From Java it comes in baskets, from Cuba in coarse brown bags, Jamaica ships it in bulky hogsheads, and from other sections the raw product comes in matting, barrels and coarse canvas. Typical American sugar refineries are practically great encampments. They are to be found in all the big cities along the sea coasts. They generally embrace three to seven enormous buildings, in which several thousands of workmen are employed. The long wharves are heaped with mounds of raw sugar, which lines of busy workmen bear into the warehouses. The method of refining sugar, or rendering the raw product pure and fit for consumption, embraces more than a dozen processes, each of which requires special machinery.

To separate the gross impurities from the raw product various ingredients, such as sand and coloring matters, are removed from the sugar solution by means of the filter and charcoal, and then the sugar itself is separated by crystallization and machinery from the rest of the impurities which remain in the solution.

First the yellow substance is inspected by clever chemists, who weigh and test it. Then it is dumped into vats on the ground floor and set to boiling.

The saccharine solution next receives a shock, for great pumps seize upon it without warning and send the liquid roaring up for 150 feet to the topmost floor of the building, where other vats receive it. These have networks of steam coils in their bottoms, which furnish the heat to boil the impure liquid to a higher pitch.

In these vats, which are about a dozen in number, the boiling lasts for a quarter of an hour, and here the solution is prepared for

the first filtering process, which is to remove the grosser impurities.

Troughs shoot the liquid down to the floor below, where it is caught in the "bag" filters, which are long, pipe-like sacks. They hang from iron troughs, and the liquid, in passing through the material of which they are woven, is deprived of what are termed "mechanical" impurities, which would be apt to leave a sediment.

The vacuum pans, meanwhile, have discharged their crystallized contents into great coolers. There still remains some moisture in the mass of sugar, and it is necessary to remove it. The process of its removal is considered one of the most interesting in the sugar house. Sugar is led from the coolers above into the immense centrifugals, hollow cylinders which taper toward the bottom. Laborers employed in the sugar refineries are driven by the moist sweetness pervading the atmosphere to be great lovers of bitter things. They are inordinate consumers of beer, with which their employers often provide them.

The bag filters, which hang through this floor, drain their contents into troughs on the floor beneath them. Then the troughs distribute the liquid to storage tanks on the next floor.

Although the so-called "mechanical" impurities are now removed, there remain many insidious ingredients of which it is very difficult to free the liquid. The substance which chemists find most efficacious for the purpose is termed "boneblack." As its name implies, boneblack is manufactured from burned bones. The bones are first thoroughly boiled, in order to extract the fatty substance from them. They are then burned to free them of ammonia, and finally ground. Many tons of boneblack are necessary to the process, but the substance once used is readily cleansed, when it is in condition to perform its office of clarification over again.

On each floor samples are taken of the liquid in its different stages and carefully tested, in order to note its improved condition. These samples are preserved in cases. The receptacles for boneblack are immense airtight pans, each of which holds about 50,000 pounds of the substance. These pans are closed, and the stream of liquid sugar is run into them. The mass penetrates the filter—so slowly, indeed, that a flow of water is used to force the sugar out.

Now there empties into the troughs on the floor below a different liquid—a transparent stream of pristine whiteness, lovely to behold. It is diverted into vats, where it is thoroughly boiled until it is considered ready for the vacuum pans. In a row, resembling mighty columns bent at right angles, are ranged the tremendous vacuum pans, of eighty tons capacity, with their extraordinary condensers. In these great caldrons a tremendous boiling takes place. By means of this frightful boiling and seething, crystallization is ultimately obtained. The liquid is crystallized by excluding the vapor from it, as the boiling point is lower in a vacuum.

A river of water is required to supply the twin condensers of these pans, where the excluded vapors are taken care of. Gigantic pumps are at work continuously, keeping millions of gallons in motion for this purpose. From the sluiceway the water rushes over the condensers, penetrates them and returns to its source.

On each floor, meanwhile, move the shadowy figures of men who watch over this stream of sweetness as it undergoes its various changes. Grim forms, vague, indefinite, they flit to and fro, ever on the alert, peering and watching in the gloom. Between the great vats you see them roam in dismal passageways. They steal along movable scaffolds, stirring with long staves the sugar as it seethes and boils in the vast caldrons below them. The tanks radiate a simmering heat.

The machines are set in motion and the cylinders revolve at lightning speed. This

THE RISING SUN STOVE POLISH

AND

THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

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

mode of violent spinning drives the damp sugar to the sides of the receptacles, which are perforated so that the moisture may escape, while it is impossible for the sugar to do so. When the spinning centrifugals stop the crystalized mass is found caked to their sides, whence it is dislodged by means of wooden paddles. It then drops downward into bins, extending for two floors.

Again the mass is swiftly seized and lifted to the height of four storeys, where it is subjected to a process of sifting. Down five storeys the snowy flood now softly falls. In its descent it is received by swiftly humming rollers, which greedily crush all lumps. The sandy yellow substance which first entered the refinery to be transformed into a scum-covered, boiling liquid, is now a mass of soft, bluish-white sugar, and falls into the bins which await it a finished product, save for the process of granulation and other special forms which trade demands.

The granulators are hollow cylinders, thirty-five feet long and eight feet in diameter. Through these the sugar must pass when it is subjected to the process of granulation. At one end of the machines fans draw heated air from above the hollow drums, which revolve slowly. Round and round whirl the snowy flakes, and passing through the currents of hot air the crystals are transformed into granules as they pass from one end of the cylinder to the other. In another big building loaf sugar is made by compressing the granulated substance into the required form. Thus millions of tons of sugar are melted and refined by intricate mechanism and chemical knowledge. Some of the great refineries produce millions of pounds of sugar daily.

In order that the barrels may hold the greatest possible amount of sugar, they are placed upon stands which jolt them up and down, here and there, with eccentric motions. Hundreds of barrels bob this way and that, while they receive at the same time the floods of sugar through big conduits above them.

An ordinary refinery may thus melt and pack 10,000 barrels of sugar per day.

When the sugar has been "danced" into the barrels into a mass sufficiently dense, the barrels are headed up, and elevators hoist them. They are rolled into warehouses, where they remain until they must roll out into the light of day again to fill the never-ending demand of the universe.—American Grocer.

DUTY ON CONSIGNED GOODS.

The Washington correspondent of The N.Y. Journal of Commerce writes: "It has not yet been decided whether the administrative tariff shall be attached to the bill in the Senate or not. The Senators may yield to the clamor for haste to the extent of reporting the bill fixing rates without the administrative sections. This will leave them free to take up the administrative problem later in the present session, or at the next session. There is little doubt that the Board of General Appraisers will be re-organized when this is done. A proposition which has been somewhat discussed in committee is the levy of a discriminating duty upon consigned goods, with the object of stamping out consignment. There are members of the committee who would like to see this done, but they have been advised by the experts that it would not accomplish any substantial results. The duty would stamp out consignments absolutely if it could be enforced. The difficulty would be to prove in any given case that goods were consigned instead of purchased. This difficulty would be so insuperable that it is believed the practice of consignment could never be broken up. Fictitious sales to consignees, with the proper documents, would make it impossible for the Government to prove that there was not a real sale, and even if a case were on the verge of proof now and then, the sale could be converted into a bona fide one by actual payment. It is believed by experts that cases are already occurring under existing law where con-

signed goods are declared to be purchased goods, in order to escape the prohibition of section 7 of the Act of June 10, 1890, that 'No such addition shall be made upon entry to the invoice value of any imported merchandise obtained otherwise than by actual purchase.' If deception is already practised for the trifling benefits obtained under existing law, it is believed that it would become much more common where a discriminating duty might be evaded."

THE ORIGIN OF LENT.

The origin of Lent is obscured in the traditions of antiquity. The forty days' season has come down to us by evolution. Not until the eighth century do we find any definite time set aside for fasting. Probably the season had its origin between the years 350 and 450, at the time of the supremacy of the Goths and Teutons and the exodus of the Christians into Saxony. The word Lent is of Anglo-Saxon derivation, and means springtime. March was the beginning of the new year. It was so when this Second Church was founded. At first the season was thirty-six days; then four were added, to stand for the forty days' fasting of Christ in the wilderness, and the church tried to give the season a purely Christian significance.

EGGS FOR ENGLAND.

A press despatch from London, Ont., says: Thos. Scott, representing Thomas Robinson & Co., of West Hartlepool, Eng., the egg importers, is in this city, where the firm have established their Canadian headquarters. Mr. Scott says that Canadian eggs are fast displacing those of other countries in the British market, and that his firm have decided to buy them exclusively. Within the last two weeks he has purchased ten thousand dozen in this neighborhood. Mr. Scott says the outlook for Canadian produce in England is very bright, and that the cold storage system will greatly facilitate exports.

Quality Wins . . .



THE SUCCESS OF **CIRCLE TEA**

Repeat orders are coming in and everybody is pleased. Correspond with us. Send for samples. Call when in City. . .

IS ASSURED

LUCAS, STEELE & BRISTOL - - HAMILTON

Hyson Teas

ARE ADVANCING and being rapidly picked up. We have a large and well assorted stock which we offer for a short time at low figures, also some Japan Siftings, loose and in packages.

JAMES TURNER & CO. - - HAMILTON, ONT.

TEA IMPORTERS

There are others!

But compare them with

"REINDEER" BRAND

CONDENSED MILK, CONDENSED COFFEES, EVAPORATED CREAM

These goods are asked for!

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Snaps — IN — Prunes

This is the Season for Dried Fruits.

Sphinx Brand	U	Prunes,	1895—	Good
"	"	"	1896	} Very fine
"	"	"	1896	
California	25-lb. Boxes	40 to 50	—Extra fine	
"	"	"	50 to 60	"
"	"	"	60 to 70	"

THOS. KINNEAR & CO.

49 FRONT STREET EAST
Wholesale Grocers

TORONTO

BOOKS AND SUCCESS.

"WHEN a boy," said Horace Greeley, "I would go reading to the wood pile; reading to the garden; reading to the neighbors. My father was poor and needed my services through the day, but it was a mighty struggle for him to get me to bed at night. I would take a pine knot, put it on the back-log, pile my books around me and lie down and read all through the long winter evenings; silent, motionless and dead to all the world around me, alive only to the world to which I was transported by my book."

How many a boy could tell a similar story! How many a man in prosperity has found one of his greatest pleasures in books; and to how many more have they proved a solace in poverty and pain, a refuge from care, a pleasant substitute for gloomy thoughts!

Perhaps no other thing has such power to lift the poor out of his poverty, the wretched out of his misery, to make the burden-bearer forget his burden, the sick his suffering, the sorrower his grief, the downtrodden his degradation, as books. They are friends to the lonely, companions to the deserted, joy to the joyless, hope to the hopeless, good cheer to the disheartened, a helper to the helpless. They bring light into darkness, and sunshine into shadow.

We may be poor, socially ostracised, shut out from all personal association with the great and the good, and yet be in the best society in the world, in books. We may live in palaces, converse with princes, be familiar with royalty, and associate with the greatest and noblest of all time.

A book that starts a young person in a life career is a great power. The inspiration of a single book has made preachers, poets, philosophers, authors and statesmen. On the other hand, the demoralization of a single book has sometimes made infidels, profligates and criminals. Ossian's poems had a marked effect on Napoleon's life, and

he was never weary of sounding the praises of Homer; but his reading was very extensive, including histories of all times and all countries, mathematics, Virgil, Tasso, books on theology and legislation.

Cotton Mather's "Essay to do Good" read by the boy Franklin influenced his whole life. He advised everybody to read with pen in hand and to make notes of all they read.

Emerson's book on nature affected Tyn-dall's whole career.

Beecher said that Ruskin's works taught him the secret of seeing, and that no man could ever again be quite the same man or look at the world in the same way after reading him. Samuel Drew said, "Locke's 'Essay on Understanding' awakened me from stupor, and induced me to form a resolution to abandon the grovelling views I had been accustomed to maintain." An English tanner, whose leather gained a great reputation, said he should not have made it so good if he had not read Carlyle. The lives of Washington and Henry Clay, which Lincoln borrowed from neighbors in the wilderness, and devoured by the light of the cabin fire, inspired his life. In his early manhood he read Paine's "Age of Reason" and Volney's "Ruins," which so influenced his mind that he wrote an essay to prove the unreliability of the Bible. These two books nearly unbalanced his moral character. But, fortunately, the books which fell into his hands in after years corrected this evil influence. The trend of many a life for good or ill, for success or failure, has been determined by a single book. The books which we read in early life are those which influence us most. When Garfield was working for a neighbor he read "Sinbad the Sailor" and the "Pirate's Own Book." These books revealed a new world to him, and his mother with difficulty kept him from going to sea. He was fascinated with the sea life which these books pictured to his young imagination. The "Voyages of Captain Cook"

led William Carey to go on a mission to the heathen. "The Imitation of Christ" and Taylor's "Holy Living and Dying" determined the character of John Wesley. "Shakespeare and the Bible," said John Sharp, "made me Archbishop of York." The "Vicar of Wakefield" awakened the poetical genius in Goethe.

As soon as a peasant passes from a simple life of labor to an easy life, or to the ownership of landed property, he grows unbearable. He forms a class which is half virtuous, half vicious, half educated and half ignorant, which will always be the despair of Governments — "Architects of Fate."

CURE FOR BALKY GROCERY HORSES.

As told in a New York letter, a driver of a truck was in great distress in front of The Judge building, in New York, one day last week, because his horse balked crosswise of the street and caused not only a loss of his time, but also blocked traffic. All the usual devices to get the stubborn animal to move were unavailing, and a crowd had gathered of considerable size to watch proceedings. W. J. Arkell, proprietor of Judge, was attracted to the scene, and, as The Tribune relates it, he said to his brother Bartlett, who sat in his office: "I will bet \$100 to 10c. that I can go out and start that horse in two minutes." Bartlett immediately took the bet, and the money was placed in the hands of the private secretary.

W. J. Merrill and the two Arkells started for the street. W. J. Arkell picked up two handfuls of sand and asked the driver to hold the horse's head still. Then he packed each of the horse's nostrils full of sand, and almost instantly the horse began to sneeze and start with a rush, to the great delight of the driver, amid the shouts of the bystanders. Mr. Arkell, the winner, says he doesn't read The London Lancet for nothing.

We cut prices this week on . . .

Fancy { Evaporated Apricots Evaporated Peaches

in order to reduce our stock of these fruits. Send along your orders early before these lines are sold out.

THE DAVIDSON & HAY, Ltd.

WHOLESALE GROCERS

TORONTO

TELEPHONES 399 AND 1399.

We Convince---Not Persuade

Our purpose is to convince and not to persuade you, that "Gold Dust" Corn Meal will sell as readily as any foreign-made Corn Meal you ever handled. Persuasion may get buyers but quality keeps them.

It convinces—it counts—every way. It **KEEPS** buyers. It keeps increasing profits. "Gold Dust" is absolutely free from black specks when it leaves our mills. Pure gold can be no yellower. It is very evenly cut. No corn meal that sells on its merits alone can make more money for you than can "Gold Dust." It is being liberally advertised. This helps **YOU**, of course.

"Gold Dust" Corn Meal

From Manufacturer to
Retailer—Direct.

THE TILLSON COMPANY LTD.

TILSONBURG, ONT.

Put ahead 2/1/98.

PURE GOLD M'FG. CO. 31 & 33 FRONT ST. EAST.
TORONTO.

The Neatest Package
The Finest Flavored



POWDERED JELLY in the market

Goes out by our travellers this week.

FLAVORS--

Lemon
Orange
Grape Fruit

Pineapple
Raspberry
Strawberry

Boxes contain 3 dozen 1 pint packages.

We guarantee them unequalled.

Order at once by mail or traveller.

A MONTREAL POETESS.

ELVIRA FLOYD FROEMCKE, the authoress of the following poems, is a Southern woman, the daughter of the late Edwin Floyd, who during the forties was one of the editors of *The New Orleans True Delta*. She is the sister of Col. Robert Mitchell Floyd. "Although," says *The N.E. Grocer*, "Mrs. Froemcke has drifted far away from the land of the orange flower (living now in Montreal, Canada), she still holds loving memories of its beauties and her happy childhood's days in St. Tammany parish. She tells charmingly many stories of Southern life."

THE YANKEE CIDER PEDDLER.

When Autumn wore her russet gown,
With gold and crimson border,
When singin' schools were in each town
And huskin' bees in order,
Pears grew ripe, the plums turned blue,
Or ruddy on their edges,
Clover-heads were tinged brown, too,
And nuts lay thick in hedges.
Then sounding here, there,
Everywhere, came
"Cider! Cider!
Cider!"

When frost had stung each twisted vine
And turned its grapes far sweeter,
Apples grew red, in rosy line,
No maiden e'er blushed neater!
Nights had changed and were quite long
When tart as unripe medlar,
Came the voice, in sharp, shrill song,
Of the queer old cider peddler.
With his "Cider there!
Cider! Cider!
Ci-der."

The peddler had a merry eye,
His cheek was like a Baldwin;
His brow could with the Russet vie,
They call him "Old Josh Caldwell."
His hand was hard as apple root,
His heart fresh as a Pippin,
His voice grew mellow as ripe fruit,
From cider he kept sippin'—
And called "Cider!
Twenty a gallon
Ci-der!"

When this old peddler went his way
With barrel, horse and wagon,
He heard what each one had to say
And news he found to brag on.
Through each street of every town
He spread New England's glory
By shouting loudly up and down
The same old rhythmic story
Of "Cider! Cider!
Cider there! Cider!
Cider!"

To singin' school he always came
And listened under cover,

For singin' schools were just the same
As when he was a lover.
He never passed a huskin' bee,
Nor lost sight of the kissin',
The red ear found—the maid to see—
Was joy he'd not be missin'.
Then his cry was "Sweet
Cider! Cider there!
Cider!"

He wak'd the sick, the cross, the old,
Complaint gave him no worry;
He felt no tire, nor ache, nor cold,
And knew not time nor hurry.
All through the chill autumnal night
The old man kept on singing—
Then may he live!—this doughty wight—
And keep the same tune ringing:
"Cider! Cider there!
Cider there! Cider!
Cider!"

A LULLABY.

Like a leaf that's gently swaying
To and fro,
In thy mother's arms thou'rt lying,
While thy mother's heart is praying
God in mercy will be staying
Thee below.

Like a breeze that's softly blowing,
Fleet and fair,
Baby, thou art surely going
To the land where lotus growing
Will its beauty soon be showing
To thee there.

As a flower, thine eyes are closing,
Baby dear!
And thy head is now reposing,
Mother's arms are thee enclosing,
All her love for thee disclosing
With a tear.

Now in wondrous dreamland roving,
Baby feet!
Soft cheeks flushing, lips are moving,
Parted, smiling. Thou art proving
Flowers and angels are thee loving.
Birdling sweet.

The following in regard to the same lady is from *The Evening Journal*, of Jersey City:

"Mrs. Elvira Floyd Froemcke, of Montreal, Canada, who has been the guest of Col. and Mrs. Robert Mitchell Floyd, of Clerk street, leaves to-morrow for her northern home, after a delightful sojourn in this city. Mrs. Froemcke is a sister of Col. Floyd, and both are well known in the literary and social world. Their father, the late Edwin Floyd, was, during the forties, one of the editors of *The New Orleans True Delta*. Mrs. Froemcke writes charming stories of southern life for the northern

newspapers and magazines, and is special correspondent for *The New England Grocer*, published in Boston; *The American Grocer*, of New York; *The New Unity*, of Chicago; *The Morning News*, of Wilmington, and *The Delaware Churchman*, of Delaware City. Her child stories are especially attractive and have won her friends and admirers among little people in many cities."

NEW ZEALAND SALMON.

It is said that there will be an attempt during the present season to introduce New Zealand barreled salmon into the eastern markets. The catch of Nova Scotia salmon, all of which is barreled for smoking, is much lighter than usual this year, and this fact will make more or less of a field for the New Zealand barreled goods. The latter, however, could not expect to compete with the Alaska goods, which are of indifferent quality, and sell at a very low price.

Previous efforts to introduce salmon from far distant points into American markets has not been entirely successful, owing to the expensiveness of transporting the goods to this country. Not long ago a considerable quantity of salmon in tierces from Siberia was shipped to Philadelphia, but it costs so much to bring it here that the price was thereby made too high. Some of the authorities on the subject believe that the same difficulty will surround the marketing of the New Zealand goods.

It is also said that not only will New Zealand attempt to compete with American salmon in the barreled form, but that it will also bring considerable quantities of canned salmon into this country. It is said that immense salmon canneries have been established in the New Zealand sea-coast cities and towns, and that the product of these is now competing with that of the American salmon canneries along the Pacific Coast. According to a despatch, consumers can buy a can of New Zealand salmon in San Francisco for less money than is asked for the Oregon-packed fish.—*Grocery World*.

PINEAPPLES AND WAR.

It is reported that, as the result of the shifting of the base of operations in the Cuban war to the vicinity of the pine plantations, the cutting of pineapples in Cuba has been interfered with, and that much uncertainty exists as to the quantity that may be shipped during the next few weeks. It is generally expected, says a New York paper, that the shipments will be small for some time to come.

... Are you interested in ...

Jams and Jellies ?

Bargains in them the next two weeks.

:: VINEGAR ::

pure and free from acids and prices away down.

DRIED APPLES

I am wanting a few carloads of choice stock and pay cash. Send samples and quantity you have.

R. J. GRAHAM

Belleville - - - - - Ont.

TRY A SAMPLE LOT



-OF-

ENGLISH ARMY BLACKING

And you will find it will increase your sales 100 per cent.

Sold by all Wholesale Dealers

THE F. F. DALLEY CO., LIMITED

HAMILTON, CAN.

SPECIAL
LIQUEUR HIGHLAND WHISKY

Cockburn & Co.

ESTABLISHED 1796 *Leith, London*
8 LIME STREET E.C.

Try—

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

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

J. & R. McLEA, Montreal

AGENTS FOR
THE DOMINION



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

VALUE OF EQUALITY TO THE RETAIL GROCER.

THE following address was delivered by H. P. Sanger, secretary Michigan Wholesale Grocers' Association, at the recent state convention of retail grocers held in Grand Rapids on March 3:

"This is the text assigned me by your worthy secretary, E. A. Stowe. I wonder how many of the retailers of Michigan have ever given this subject any thought? How many have a proper understanding of the word 'equality' as used in this connection?

"One of the definitions given by Webster of the word equality is 'the condition or quality of being equal.' It must appeal to your judgment as business men that it is in every way better for the retailer to be on an absolute equality with his neighbors regarding the cost of the goods he has to purchase.

"But let us consider the peculiar conditions which obtain in the commercial world at this particular time. The tendency of the business men of this country, for the last thirty years, has been to concentrate competitive interests. Hence we see railroads, both steam and electric, consolidating, out and out, or securing ninety-nine years leases, which is practically ownership, so as to reduce the cost of management and escape the competition of a rival line. The same holds true of manufactures. Consequently we have the various trusts that so many people denounce, and often without fully understanding the subject which they speak about so freely.

"The adage, 'A little learning is a dangerous thing,' is as true to-day as ever; and it would be better for us all if those who talk and write so much about these matters would think and study, and really know a 'little bit' about the important questions which they so glibly prate of.

"Many articles have lately appeared in the daily papers about the effort of the wholesale grocers to create a tobacco trust. Officially it has been my privilege to know as much about the alleged effort as any other one person. The idea of a 'trust' was never considered by the gentlemen who are accused. The sole object was to have the manufacturer distribute his product through the jobber, at a regular price, which was to be fixed and determined by the manufacturer, and which the jobber was to furnish the retailer at another fixed price, which was also to be made by the manufacturer. No thought of restricting the output, or advancing the price, to either the retailer or consumer, was ever entertained. But, according to the so-called anti-trust laws which prevail in many states, it is made to ap-

pear that a manufacturer who puts a value on his product, and says to his customers, such and such are the prices of my goods, is guilty of a conspiracy, is a bad man, and must be fined, or imprisoned, or both, for such an outrageous act as daring to put a price on his own product! In Georgia one man cannot make another man his agent, or factor, to sell his goods, without submitting himself to the penalties of fine or imprisonment or both.

"If these so-called anti-trust laws ever get to the Supreme Court of the United States, there is no question about their being declared unconstitutional. The unit, i.e., the individual, is the basis of our form of Government. The constitution guarantees to every citizen the right to worship God as he sees fit, and to do as he elects with his own, so long as he does not wrong his neighbors. But some one says, what has all this got to do with the 'Value of Equality to the Retail Grocer?' Very much; for if a uniform fixed price on the goods he has to deal in is maintained, he knows what his profits will be, and that his neighbor is not buying any cheaper than he is. He does not overload himself with any one article because the same is represented as a 'snap,' or is offered at a 'cut' from their regular price. Realising an assured profit on his sales, he is in a condition to discount his bills and pay his paper promptly at maturity. As 'success of the individual is the prosperity of the state,' so will the business men of the country escape the convulsions which periodically sweep over the commercial world, and which bring so much distress and disaster in their train. How often do we read advertisements of so many pounds of sugar for a dollar, when everyone knows that the retailer pays much more for it; and if you speak to him about it he will tell you, 'That is just for a leader. I make it up by charging more for something else.' Is this honest? Is it to the credit of the seller's business capacity? Is it 'doing to others as you would be done by?' O, no! Little wonder then there are so many 'extensions,' and 'chattel mortgages,' and 'trust deeds,' and failures and suicides.

"We are all in too great a hurry to get rich, to enlarge our business, to secure our neighbor's patronage, no matter what becomes of him. It is 'every one for himself'—you know the rest. Not until men think, and study the requirements of their particular calling, can we look for a change, and not then, unless they are governed by the 'Golden Rule.'

"Stability is one of the chief requisites among business men to-day, and that others are of this opinion, I quote the action taken by the Retail Grocers' Association of Illinois

at their convention held at Quincy on Feb. 9, 10 and 11:

"Whereas we, the Retail Grocers' and Merchants' Association of Illinois, in convention assembled, do recognize in the wholesale grocers our best means of support in the plans we have prepared; and

"Whereas, we believe the present method of jobbing both sugars and package coffees has been a benefit alike to the legitimate retailers and consumers; therefore, be it

"Resolved, That we heartily endorse the 'equality plan' for the sale of both sugars and package coffees, and assure the jobbers of our co-operation in perpetuating the same.'

"In conclusion, you must admit that your best friends are the wholesale grocers, and any system of distributing the products of the manufacturers which is best for them must be the best for you. Who is it that has carried you along when collections have been slow and trade dull? The manufacturer? No, the wholesaler of whom you buy the most of your supplies. Is it unreasonable then to ask you to trust to his judgment? Not at all. Organization is the order of the day, and only by organization can the vast business of supplying the daily wants of the consumers of the country be profitably carried on."

Robert Greig & Co. have just landed an extensive shipment of preserved goods from Dandicolle & Gaudin, Bordeaux, including peas, mushrooms, olives, sardines, biggar-eaux, etc.



GALOPS CANAL

NOTICE TO CONTRACTORS.

EXTENSION OF TIME.

THE time for receiving Tenders for the Cardinal Section of the Galops Canal has been extended until Saturday, the 24th day of April, 1897.

An accepted bank cheque for the sum of \$75,000 must accompany the Tender, instead of \$150,000 as originally called for.

By order,

J. H. BALDERSON,
Secretary.

Department of Railways and Canals,
Ottawa, 13th April, 1897.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.



GALOPS CANAL

NOTICE TO CONTRACTORS.

EXTENSION OF TIME.

THE time for receiving Tenders for the Iroquois Section of the Galops Canal has been extended until Friday, the 30th day of April, 1897.

An accepted bank cheque for the sum of \$50,000 must accompany each tender, instead of \$100,000 as originally called for.

By order,

J. H. BALDERSON,
Secretary.

Department of Railways and Canals,
Ottawa, 13th April, 1897.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

MUSTARD

Sardines

¾ tins.

Spiced Sardines, ¾ tins.
Sardines in Tomato
Sauce.

SPECIAL PRICES
THIS
WEEK.

All
Kinds of

**Brushes, Brooms,
Mops** (Self Wringing and Plain).

Sapolio. Scouring Soaps. Pearline. Gold Dust
Washing Powder, Etc.—This is just to put you in mind of these goods.
Orders promptly filled.

“Kolona” Ceylon Tea

In lead pkgs. ONLY

Purest, Best, Healthiest,
Cleanest, most Economi-
cal and most Profitable
for you to handle.

30c., 40c., 50c.,
60c. and 80c.
Retailers.

The EBY, BLAIN COMPANY Ltd.

Wholesale Importing and Mfg. Grocers

TORONTO - CANADA



The Grocers' Show Case

An attractive display
IS A SALE HALF MADE.

Lines otherwise hidden from view **PROMINENTLY BROUGHT BEFORE THE CONSUMER.**

THE GREAT SELLING FACILITIES of these cases at once commend them to the wide-awake grocers. Neatly designed, finished in hardwood, of convenient size and a great economizer of space where counter room is limited.

ORIGINALLY sold at \$1.50, but under most advantageous arrangements with the manufacturers can now be sold at \$1.10 apiece. Packed 2 and 4 cases in a crate.

— ONLY A FEW DOZEN LEFT. —

W. H. GILLARD & CO.

Wholesalers Only

HAMILTON

Evaporated Fruits

Canned Fruits

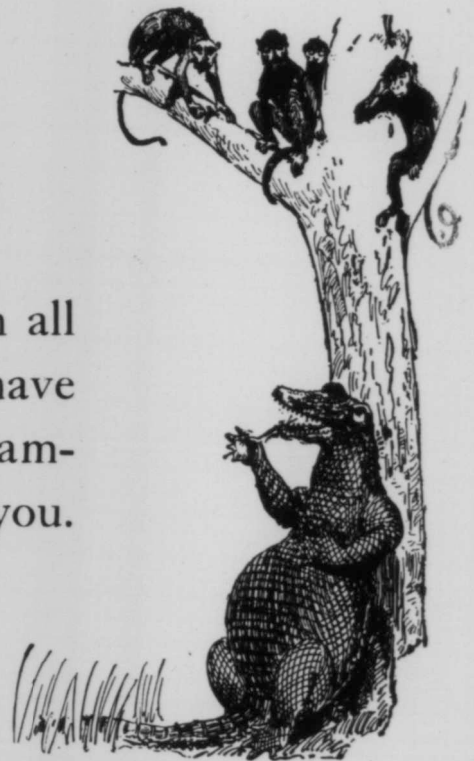
Canned Vegetables

We are making special prices on all kinds of the above lines. Let us have your address, and we will send samples and prices that will interest you.

H. P. ECKARDT & CO.

Wholesale
Grocers,

TORONTO.



"Rose Brand" Ham.

So little have some people understood what Ham should be to be really good, that the price of "Rose Brand" Ham has seemed high. They simply wanted Ham—any brand would do. Price usually determined their purchase. Good health determines it now. The quality can't be too high to suit them. The increased demand for "Rose Brand" Ham proves beyond question that its mild cure for cutting and frying, and its special cure for boiling is just what the people want. And they usually get what they want—if not from you, from your competitor.

The Geo. Matthews Co. Ltd.
Ottawa and Peterborough



Looking 'round . . .

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

WETHEY'S CONDENSED MINCE MEAT

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

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



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

THE MacLEAN PUB. CO.
Limited.

Fine Magazine Printers
and
Trade Newspaper Publishers

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

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

A FRIEND OF DEPARTMENTAL STORES.

THE Trades and Labor Council has made a deliverance regarding departmental stores. This deliverance is as follows:

Your committee (the Municipal Committee) hold that these stores are not combinations for the purpose of raising prices or lowering wages, and that the constituents of the Trades and Labor Council being the people who the Council should first try to help, they are of the opinion that the families of trades unionists are not hurt, but rather helped, by these stores.

The Trades and Labor Council has done some strange things, but this is the strangest of all the things it ever did. An enemy surely has done this thing. The Municipal Committee and all concerned must have been "loaded up the wrong way" or it never could have conceived of a thing so utterly opposed to their own interest.

The department store is the enemy of the regular storekeeper, but it is none the less the enemy of the workingman. Nothing could be more evident.

There is not a member of the Trades and Labor Council but will acknowledge that a monopoly is detrimental to his interests.

The departmental store is a monopoly pure and simple, and yet we find an organization, whose tenets are supposed to be diametrically opposed to monopolistic institutions, declaring one of the worst forms of monopoly to be a helper of the laboring class. So is Bad the helper of Good.

The particular object of the departmental store is to destroy competition. By cutting prices on this and that line they essay to inveigle customers away from the regular storekeeper—until he is at last compelled to

put his shutters up, thus driving merchants and clerks upon the labor market, and bringing wages down to a point where a man can scarcely live himself, let alone support his family.

The advantage of low-priced labor to the departmental store is obvious: A large supply of cheap clerk labor enables it to keep a cheap staff behind its counters.

And yet that advocate of a fair wage for a fair day's work declares that departmental stores are not combinations for the purpose of lowering wages!

But it is not alone the wage of the clerk that the departmental store tends to reduce to the minimum. The wage of every mechanic who wields a tool, of every seamstress who plies a needle, and of nearly every man and woman, in fact, who tries to make an honest living, is lessened through the extraordinary powers which these departmental stores are developing.

Those whom Old Nick would destroy he first makes his friends. The departmental store has been represented as a gigantic devil fish, and it appears to have made its friends those whom it is depriving of a living wage.

That such should be the case is due to either one or two causes: The members of the Trades and Labor Council are either blind or they are fools.

The last clause in the pronouncement suggests that it is blindness which comes of prejudice. This clause reads: "In the old days of strikes and lock-outs the small storekeepers were never the friends of the union workingman."

Not friends indeed of workingmen during strikes! It strikes us most forcibly that the small storekeeper has often proved a friend in need to many a workingman during troublous times, and much, too, to his own sorrow when he contemplates it.

If the members of the Trades and Labor Council exhibit as little common sense when dealing with other questions concerning the workingman as they have in regard to the departmental store, it is time the workingman was delivered from his friends.

The man who cannot be honest cannot in the long run be prosperous. Prosperity is the handmaid of honesty.

DISHONESTY AMONG EMPLOYEES.

IT is to be hoped that the wholesale robbery by the employes of a certain large business concern referred to last week will not be an unlearned lesson.

It is most deplorable that employes should steal from their employers, but it is still more deplorable when the heads of departments and clerks should act in collusion in systematic robbery, such as that chronicled last week.

Since the expose rumors are rife regarding the honesty of the employes of other business institutions where a large number of persons are employed as clerks, etc. And thus it becomes that a general suspicion rests upon innocent and guilty alike.

While nothing can excuse dishonesty on the part of an employe, yet the management is not always without blame when goods are surreptitiously taken from the store or warehouse.

If they do not pay honest wages they cannot but expect dishonesty from their employes. No man has a right to demand more labor from another than he pays him for, any more than he has a right to give a customer three pounds of a certain commodity when the latter has paid him for four pounds.

Justice is not jug-handled. It is for the employe as well as the employer, for the buyer as well as the seller.

But two wrongs do not make a right. Unjust as a man's wages may be, it does not warrant his purloining his employer's goods or his money. His is to do his duty under all circumstances and on all occasions. And his duty is to at all times do his very best and to keep himself honest, even if he be getting but fifty cents on the dollar, as it were, for his services.

All dishonesty is by no means due to inadequate remuneration for services. In the particular instance referred to, for example, the firm appears to have paid at least fair salaries.

No; dishonesty in a great many instances, perhaps in a majority of instances, is due to men, old as well as young, essaying to swim in a higher social circle than their position warrants.

Let merchants manage their business well, and there will be less opportunity for dishonesty on the part of their employes.

To proper management, let there be fair wages, and the probability of dishonesty will be reduced to a minimum.

Dishonesty is never excusable, but let employers see that they do not create anything that may be used as an excuse for dishonesty.

The suspense will soon be over: The new tariff is promised for the 22nd inst.

It is to be hoped that the longest reign on record will induce the preferential trade idea to fructify.

MR. DEVANEY GETS A LOCKET.

AS THE CANADIAN GROCER has already stated, Mr. J. H. Devaney has severed his connection with the Eby, Blain Co., Ltd., to take a position as traveler with G. F. & J. Galt, of Winnipeg and Toronto.

Mr. Devaney had been with the Eby, Blain Co. for some ten years, and so his fellow employes felt that something should be done whereby they might be able to exhibit their esteem of him and to express regret at his departure from among them.

Accordingly he was informed that one or two of his friends in the firm's employ would like to see him at the Hub parlors on Saturday night. When he reached there Mr. Devaney found a score or more of persons from the warehouse present, including travelers and sample-room and office staff.

Before he could recover from his surprise Mr. W. H. Seyler stepped forward, accompanied by that inseparable smile which is always his, and, after delivering a neat and appropriate speech, presented Mr. Devaney with a handsome locket set with diamonds.

Mr. Devaney made a capital speech in reply, thanking his fellow employes for their good will, as expressed in the words of Mr. Seyler and in the valuable locket they had presented to him.

These also made speeches: Mr. Borsberry, representing the traveling staff; Mr. Robt. Ross, representing the package tea department; Messrs. S. Hustwitt and D. Casey, representing the city traveling staff, and Messrs. Douglas Eby, W. Bender, and John Stalker, representing the office staff.

TORONTO RETAIL GROCERS.

BEFORE the regular business of the Retail Grocers' Association was taken up on Monday night, the members were addressed by a delegation from the Retail Merchants' Association of Canada, the object being to enlist the co-operation of the former organization in furthering its object, namely, the removal of certain evils which afflict the retail trade of the country.

By speech and resolution the association expressed its sympathy, and several members promised to be present at the next meeting of the Retail Merchants' Association.

President J. S. Bond was in the chair and there was a fair attendance. These were among the members present: Messrs. Robt. Mills, W. J. Bell, A. G. Booth, D. W. Clark, Frank Johnson, Alf. Johnson, Donald McLean, R. Snow, R. Davies, J. Doyle, Thos. Clark, R. Van Loan, W. Stewart.

A communication was received from Lever Bros. in reply to a complaint of the association, to the effect that departmental stores were selling a particular brand of the firm's soap at six bars for 25c. The reply was to the effect that the firm only knew of one departmental store in Toronto which was so selling its soap, and that while it deprecated the fact it had no power to prevent it.

E. Sutton, secretary of the Retail Grocers' Association of London, wrote requesting the co-operation of Toronto organization in securing a reduction in the present exorbitant fees for testing weights and measures.

On motion of Mr. Robert Mills, seconded by Mr. F. Johnson, the secretary was instructed to write the secretary of the London association to the effect that the association was of opinion that steps should be taken to have the law amended whereby the payment of the fees may fall lighter upon the business interests of the country; also to ask the London association to suggest ways and means of accomplishing the desired end.

The matter of securing an amendment to the civil service law in order that civil servants may be placed on the same footing as other citizens of the Dominion in regard to the payment of their debts, was taken up and it was resolved to try and secure the co-operation of the member for Centre Toronto, Mr. W. Lount, M.P.

The following letter was received from

Mr. J. T. Middleton, M.P.P., regarding his Departmental Store Bill:

In reply to yours, which I must thank you for, I must state that unfortunately it was only about two weeks ago my Hamilton friends asked that the departmental store question should be attacked by legislation, but the laudation of the introduction precluded the possibility of my getting it far advanced, while there was not the public support that such important legislation requires. If I am permitted to bring the matter up another session I shall be glad to have your sympathy as well as that of all friends of the movement. May I suggest that an aggressive, but quiet arrangement be made to place in your City Council reliable friends of this movement. Work and win.

The president, on behalf of a special committee appointed to consider the matter, reported in favor of continuing to hold the meetings of the association in St. George's Hall, Elm street.

Mr. A. G. Booth reported on behalf of the delegation that had attended the Food Show at Hamilton. The delegation consisted, besides himself, of Messrs. J. G. Gibson, J. S. Bond, F. Johnson, A. White, F. Giles, H. P. Hodgins, A. R. Williamson and others.

"We went to Hamilton," said Mr. Booth, "were well received, had a nice badge presented to us, saw both the Food Show and the 'elephant.' (Laughter.) The show was certainly a well gotten up affair and was decidedly well worth seeing. I think the most of us got home again. Those that did not go to Hamilton missed a treat."

Secretary Hawse presented the names of the three candidates for membership. They were: E. Cork, Dovercourt road; Moyer & Son, Spadina avenue, and J. Mellhuish, Yonge and St. Joseph streets. The customary resolution constituting them members was moved by Mr. D. W. Clark and adopted.

The association adjourned at about 11.30 p.m.

AUCTION SALE OF CANNED GOODS.

A quantity of canned goods was offered at auction in Toronto on Wednesday of last week at the fruit sale conducted by Clemes Bros. and McWilliam & Everist.

Eighty-five cases of tomatoes sold at 60 to 67c.; 35 cases of corn at 47½ to 50c., and 27 cases of canned pineapple at \$2 per dozen. The tomatoes and corn were packed by Flynn Bros., of St. Catharines, and the pineapples by W. Boulter & Sons.

One hundred cases of Boulders' tomatoes were also put up, but they were withdrawn, the highest bid being 67c., or 3c. per dozen below the upset price.

WILL NOT SELL DEPARTMENT STORES.

THE Montreal Retail Grocers' Association have not let the grass grow under their feet when it was a question of fighting the unfair competition of the departmental stores. Some time ago THE CANADIAN GROCER noted that they had approached the wholesale trade regarding the matter. That they have been successful in their efforts a meeting of the association Tuesday evening clearly proved. President Vallieres presided, and, in addition to a large attendance of members of the association, there were representatives of the wholesale houses, spice men, and a large number of outside retailers present. Messrs. S. H. Ewing, James Harper, Lamoureux, Leblanc and Larue made some strong addresses on the unfair competition to which the regular trade were subjected by the departmental stores. It was pointed out that the latter were selling many staple articles away below cost. Sugar, for instance, was said to have been sold at 3c., whereas it cost retail grocers 4 3/8c. Crosse & Blackwell's pickles, which cost them \$3.25 a dozen, were being sold in the stores at 19c. a bottle, and jam put up by the same firm which cost \$2.40 a dozen was offered at the stores at 14c. a bottle.

After these and other instances had been related to the meeting, the chairman amid applause announced that all the wholesale grocers in Montreal, with one exception, all the spice men, etc., had mutually agreed to protect the regular traders from this unfair competition. As both the sugar refineries had always refused to sell to the stores, the latter would find it difficult to get that staple now that the wholesalers had decided to refuse to supply them. The spice manufacturers, manufacturers' agents, etc., had all adopted the same views and signed a document of which the following is a copy:

"We, the undersigned wholesale grocers, manufacturers and provision dealers and packers of the Dominion of Canada, and agents representing foreign houses exporting their goods, wares, etc., to Canada, do hereby pledge ourselves not to sell directly or indirectly to departmental stores in Montreal, and that we will protect to the fullest extent in our power the legitimate retail grocery trade."

If this agreement is only lived up to the retail grocery trade in Montreal can congratu-

late themselves on securing a fair measure of protection.

The association has decided to print and circulate among the grocery and allied trades, both wholesale and retail, some 2,000 copies of the agreement confirmed at Tuesday's meeting.

ECONOMY ON THE ST. LAWRENCE CANALS.

A PART of the economy which the Dominion Government proposes to practise is a reduction in the working staff on the St. Lawrence canals.

It is to be hoped that this reduction will not be made until it is settled beyond all peradventure that it will not, to the slightest extent, impair the efficiency of the staff.

Under the best conditions, canal traffic is necessarily slow; and any action on the part of the Minister of Railways and Canals which would tend to retard instead of help in the premises would be most unwise.

Economy is saving a dollar where it can be judiciously saved; it is not economy to save a dollar when one hundred and fifty cents is lost thereby.

No business man would think of dispensing with the services of a clerk did he know that by so doing his staff would be so weakened that customers could not be served promptly.

We are quite convinced that the Government has no intention of impairing the working staff on the St. Lawrence canals. Whatever reductions it proposes to make are no doubt actuated purely by a desire to practise economy.

But zeal for economy can be productive of recklessness, just as disregard for the value of money leads to its wasteful expenditure.

The Montreal Board of Trade has declared that any reduction in the working staff would "add greatly to the delay in getting vessels up and down the canals." And the Board of Trade should know, and evidently does know, what it is talking about.

That organization has no political ends to serve. Its concern is only for the commercial interests of the country. It is well, therefore, that the Hon. Mr. Blair should read, mark, learn and inwardly digest the representations the board has already made to him and those which it may in future make to him in regard to this or any other business matter.

AN UP-TO-DATE GROCER.

"You have a very clean and attractive store," said a representative of THE CANADIAN GROCER, as he shook hands with Mr. Sullivan, who does business at the corner of Brunswick and Milton streets, Montreal.

"Yes," he replied. "It pays. My aim is to keep my place clean and attractive in every way possible. It keeps us always hustling, but it draws customers. We find that ladies will pass less attractive stores and come to us on that account. Of course, we are alive in other respects. We study our business and keep up with the times by reading the best papers and thinking how to please our customers. We never complain of dull times, because we are always pushing for business. I think if many merchants would work harder and think more there would be less complaint of hard times." And Mr. Sullivan excused himself to open the door for a lady who drove up in a swell equipage.

Do not bore a customer if you would worm your way into his good graces.

A BRIGHT IDEA.

Local events can often be turned to good account by advertisers. Millman & Co., of Guelph, realize this.

The Royal Club of Guelph is to have a horse show on the 20th and 21st. In their advertisement in a local paper Millman & Co. point this out and deftly turn the attention of the reader to their own wares by adding:

If you are hunting for the most reliable grocery and provision house stop at our place—you have found it.

A cut representing two steeplechasers in the act of taking a fence increases the effectiveness of the advertisement.

GREEN FRUIT AT AUCTION.

Six carloads of lemons and four carloads of oranges were sold at Clemes Bros' auction sale last week. Two cars of fancy navels sold at \$2.80 to \$5.70, and another car of the same at \$3.30 to \$4.55. A carload of Valencia oranges changed hands at \$2.80 to \$3. Mediterranean sweets sold at \$2.70 to \$2.75, and St. Michael oranges at \$2.25 to \$2.75 per box. Three carloads of lemons sold at \$1.60 to \$1.95. Seedlings found purchasers at \$2.25 to \$2.75. The attendance was good. Another sale will be held on 21st inst.

A Trade Winner . . .

OUR

CROWN BRAND FLAVORING EXTRACTS

— are growing in favor every day.

There is reason in this. It is simply owing to the fact that we are so careful in the manufacture that our Extracts cannot be surpassed by any for purity, strength and flavor. We make a large variety. Not only the standard Lemon and Vanilla, but almost every fruit, flower and spice flavor known can be had for the asking.

The point is--It will pay you to push the sale of this line. The goods will please your customers and win trade for you.

Robert Greig & Co.

456 St. Paul Street, MONTREAL.

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MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, April 15, 1897.

GROCERIES.

It is probably many a day since the wholesale grocery trade of Toronto was as flat as it has been during the past week. The bad roads in the country have probably something to do with it, but upon the tariff is cast the chief onus by the trade. Until this is settled people appear determined to buy only what they cannot do without. Canned goods are still firm, but there is little or nothing doing in them. There has been a little speculative buying in coffees, but the market has ruled easy. China black teas are still receiving a little attention, but other kinds are, at the moment, quiet. Fruits are quiet, with the current market still ruling strong. Sugars are easier in both London and New York, and locally the demand is light and prices unchanged. Payments are just fair.

CANNED GOODS.

A packer who was on the street this week was talking higher prices on canned vegetables generally, but, although the market remains firm, there has really been no change in prices. The volume of business is much about the same as a week ago, no improvement having taken place. During the past week there has been free purchasing of futures in lobsters by the wholesale houses at prices which are from 10 to 15 per cent. higher than a year ago. We quote standard

brands as follows: Tomatoes, 75c.; corn, 55 to 75c.; peas, 75 to 80c. for ordinary; sifted select, 90 to \$1; extra sifted, \$1.25 to \$1.40; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$2 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.65 to \$2.25; salmon, "Horseshoe," \$1.50; cohoes, \$1.10 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.25 to \$2.40 for tall tins; flats, \$2.85 to \$2.90; ½-lb. flats, \$1.60 to \$1.65; Canadian canned beef, 1's, \$1.20 to \$1.30; 2's, \$2.25 to \$2.40; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

COFFEES.

There has been a little speculative buying during the past week or two, but it does not appear to have amounted to very much. A rumor to the effect that a small duty was to be placed upon coffee is the cause of the speculation. The demand has been principally for the Maracaibo and Rio growths. Jobbers quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

Some of the refineries are offering good values in fair medium syrups. Very little business, however, is transpiring. We quote:

Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

The New Orleans market is somewhat unsettled. Locally there is nothing new to report. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The sugar market is, on the whole, dull and weak. In New York on Monday, after a week of dragging trading, and which had enabled the refiners to close up old orders very well, there was a reduction made in price of ½c. on all hard grades, and for Nos. 1, 2, 3, 6, 7 and 14, while Nos. 4 and 5 were put down 3-16c., Nos. 8, 14, 15 and 16 at 1-16c. reduction, while Nos. 10, 12 and 13 remained unchanged. The refiners, too, would not take hold of raws except at a decline of 1-16c. Beet is fractionally lower in London. No change in values has taken place on the Canadian market, while business is quieter than it was, although some fair orders are still being received from the country. Local wholesalers' quotations are: Granulated—St. Lawrence and Redpath's, 4 7-16c. for single barrel lots and 4 ¾c. for 5-barrel lots; Acadia, 4 ¾c. for single barrel lots, and 4 5-16c. for 5-barrel lots; yellows, 3 ¾ to 4 ¾c. per lb.; Demerara crystals, 3 ¾c.

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in stock that is not giving him better satisfaction than any tea he has ever handled to ship it back to us and we will remit him the full amount paid for it.

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SPICES.

No material change has taken place in regard to spices. We quote: Pure Singapore black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, quoting 2½ to 3½c. for choice to fancy stock.

NUTS.

There is nothing of local interest to note, and in the primary markets the only feature is that stocks of Valencia shelled almonds in Malaga are almost exhausted. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

The market in these lines is quiet and unchanged. We quote: Rice, Standard "B," 3¼ to 3½c.; imported Japan, 5¼ to 5½c.; tapioca, 3¼ to 4½c.; sago, 3½c.

TEAS.

The market is, on the whole, quiet.

China blacks on spot, particularly low-grades, continue to receive the most attention. A few transactions have also taken place in Ceylon teas where good values were offered. Japan teas have been neglected. Holders of consignments of China teas are considering the advisability of shipping low and medium grades into the United States before May 1, when the new inspection law goes into operation. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

Strength continues to be the feature of the currant market both at home and abroad. Stocks in Greece, according to latest advices, have been reduced to 5,000 tons. We quote: Provincials, 4½ to 4¾c. in bbls.; fine Filiatras, in bbls., 4¾ to 4¾c.; do, half-bbls., 4¾ to 4¾c.; Patras, 5¼ to 5½c. in bbls., 5¼ to 5½c. in half-bbls., and 5½c. in cases; Vostizzas, cases, 6 to 8c.

Valencia raisins are dull and weak. Some fruit held on spot was offered at less

than cost but failed to secure purchasers. The market in New York is also weak. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¼ to 6c.; selected, 6¼ to 7c.; layers, 7 to 7½c.

California loose muscatel raisins continue dull, with prices nominally unchanged. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Figs are dull and featureless. We quote: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¼ to 3½c. net; natural, 4½c. in bags, and 7c. in boxes.

Advices from England report an easier feeling in Persian dates, the consumption there not being up to expectations. We quote: 5½ to 6c. for Halloween and 5 to 5¼c. for Kadrowee.

The larger sizes of California prunes are scarce and dearer, but in other sizes the feeling is rather weaker. Locally there is a slightly better demand for California prunes. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 70 to 80's, 7½c.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 12½ to 13c.; "Ruby" prunes, 7½ to 8c.; French, 4½ to 5c.

California evaporated apricots are strong

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VALENCIA ORANGES
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locally, as well as in the outside markets, and mail advices from the primary market report the export enquiries are sufficient to absorb the remaining stocks on the Coast. On the Toronto market apricots in boxes are almost, if not altogether, exhausted. We quote: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

GREEN FRUIT.

Oranges are in good demand with prices higher. The lemon market is active, and while prices locally are unchanged, an advance is reported from New York. Bananas are in good demand. A fair business is being done in pineapples. Strawberries are in good demand. The first shipment of new season's Egyptian onions are due here on Saturday. They will sell at about \$3 per bag. We quote: Oranges—Valencias, ordinary, 420's, \$4 to \$4.50 per case; large 420's, \$5.25 to \$5.75; 714's, \$4.75 to \$5.50 California navels, \$3.50 to \$4.50 per box, according to size. California Tangerines, \$2.75 per box. Lemons—Messinas, \$2 to \$2.75 per box for both 300's and 360's, and \$2.25 to \$2.50 for choice; cocoanuts, \$3.75 a sack and 60c. per doz. Onions, \$1.50 per 80 lb. bag for Danvers, and \$3.50 per bag for Egyptians. Cranberries, Jerseys, \$5 to \$7 per bbl. and \$2 per case; bananas, \$1.50 to \$2. Pineapples, 20 to 25c. each. Strawberries, \$3.25 to \$3.50 per case for pints. Cucumbers, \$1.75 per dozen.

APPLES.

A slight further improvement is to be noted in the English market. Locally the market is much as before. Local quotations are: \$1.50 to \$2 for Spies, \$1 to \$1.50 for Russets and Baldwins and \$1.25 for Ben Davis.

BUTTER AND CHEESE.

Butter—Receipts of large rolls are more liberal, but all good to choice coming forward is quickly picked up. Creamery butter is fairly plentiful and the demand for it is steady. Prices are unchanged. We quote: Dairy butter—Tubs, 12 to 14c. for good to choice; low-grade to medium, 7 to 10c.; large rolls, 13 to 14½c. for good to choice, and 7 to 10c. for low-grade to medium; pound prints, 14 to 16c. for good to choice. Creamery—Tubs, 18 to 19c.; 1-lb. blocks, 19 to 20c., according to make.

CHEESE—Although stocks of September and October makes are light, prices are a

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Samples and particulars on application.
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Correspondence invited
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We make the **Best Biscuits**

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

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little easier. New cheese is now coming forward freely and is selling at lower figures. A fair-sized lot changed hands a few days ago at 9c. Jobbers' ruling selling price, however, is 10c. October and September makes are quoted at 11 to 11½c.

COUNTRY PRODUCE.

BEANS—The market is still without improvement. Jobbers, as a rule, quote mixed at 40 to 50c. and hand-picked at 65 to 75c.

DRIED APPLES—Prices are a little easier. The demand is dull, but an improvement is looked for at the opening of navigation. Choice are quoted by wholesalers at 2 to 2½c., and fancy at 2½ to 3c.

EVAPORATED APPLES—Are still dull. Wholesale quotations are: Quarters, 2¾c.; sliced, 3c.; best brands, 4 to 5c.

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

EGGS—Supplies are none too large, and in consequence prices are firmer at from 9½ to 10c.

POULTRY—Continues scarce and firm in price. We quote: Chickens, 40 to 60c. per pair; turkeys, 11 to 12c. for bright stock; geese, 7 to 9c.; ducks, 60 to 80c.

MAPLE SYRUP AND SUGAR—Deliveries of both syrup and sugar are liberal and the demand is good. We quote: Syrup, 65 to 75c. per tin and at 70 to 75c. per Imperial gallon in five-gallon tins; sugar, 8 to 8½c. per lb.

POTATOES—The market is still dull and weak at 18 to 20c. per bag in carload lots on track; out of store jobbers quote 25 to 30c.

FISH AND OYSTERS.

The fish market remains quiet at unchanged prices. We quote: Manitoba white fish, 5½ to 6c.; ditto in kegs, \$4.50; frozen trout, 5c.; ditto in kegs, \$4.50; pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, \$4.50 to \$5

per bbl. and \$2.75 per half-bbl.; split herring, \$4.50 per bbl. and \$2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, \$1.25 per 100; haddock, 4½c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; sea herring, \$1 per 100; fresh water herring (heads off), \$2.50 per keg; smelts, 6 to 9c. Oysters are quoted at \$1.20 for standards, and \$1.50 for selects.

SALT.

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

PROVISIONS AND DRESSED HOGS.

Business continues active in all kinds of cured meats. A little stronger feeling has developed in regard to dressed hogs, some of the packers who had practically stopped cutting having again begun operations. Light hogs are quoted at \$6.25 to \$6.50, and heavy hogs at \$5.75 to \$6.

DRY SALTED MEATS—Long clear bacon, 7c. for carload lots, and 7¼ to 7½c. per lb. for ton lots and cases; backs, 8c.

SMOKED MEATS—Breakfast bacon, 11c.; rolls, 7½ to 8c.; hams, large, 22 lbs. and over, 10½ to 11c.; medium, 15 to 20 lbs., 11½c.; small hams, 11¾c.; backs, 10 to 11c.; shoulder hams, 7c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6½c.; tubs, 6¾c.; pails, 7 to 7¼c.

BARREL PORK—Canadian heavy mess, \$12.50; Canadian short-cut, \$13 to \$13.50; clear shoulder mess, \$11 to \$11.50.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts of grain are moderate. Prices are a little better than a week ago. We quote: Wheat, 74 to 75c. for white and 73 to 74c. for red, and 63 to 63½c. for goose; oats, 21 to 23c.; peas, 41 to 41½c.

FLOUR—A slight improvement in the demand is to be noted, and millers have some confidence that prices have touched the bottom. We quote in carloads on track, Toronto: Manitoba patents, \$4.70; Manitoba strong bakers', \$4.30; Ontario patents, \$4.30 to \$4.50; straight roller, \$3.85 to \$4, Toronto freights.

BREAKFAST FOODS—Business in breakfast foods is still light. We quote: Standard oatmeal and rolled oats, \$2.80 in bags and \$2.90 in bbls.; rolled wheat, \$2.50 to \$2.60 in 100-lb. bbls.; cornmeal, \$2.25 to \$2.35; split peas, \$3 to \$3.25; pot barley, \$3 to \$3.25.

PETROLEUM.

Trade remains much about the same as it has for some weeks past. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 18½c. in bulk.

HIDES, SKINS AND WOOL.

HIDES—Are unchanged with cured quoted at 8¼ to 8½c. Dealers pay 7½c. for No. 1, 6½c. for No. 2, and 5½c. for No. 3.

CALFSKINS—Market is dull at 7 to 8c. for No. 1, and 5 to 6c. for No. 2. Sheep and lambskins, \$1.10 to \$1.25.

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

MARKET NOTES.

Eggs are firmer.

The larger sizes of California prunes are a little higher.

Refined sugars are from ½ to 3-16c. lower in New York.

Choice apricots in boxes are almost exhausted in the Toronto market.

The first shipment of new season's Egyptian onions is due here on Saturday.

Local buyers of glucose are holding off till the new tariff is brought down, anticipating a modification in the present duty.

**WE ARE
PAYING
CASH
FOR**

**DRIED
APPLES**



W. B. BAYLEY & CO.
EXPORT BROKERS

46 FRONT ST. E. **Toronto**

QUEBEC MARKETS.

MONTREAL, April 15, 1897.

GROCERIES.

THE week has not developed much change in the position of staple groceries. A fair amount of business was transacted in sugar at the advance, while the speculative demand has almost exhausted the supplies of low-grade black and Japan teas in first hands. Syrups continue dull, and importers still continue backward in regard to purchasing molasses for spring delivery. Spices and coffee are much as they were, and canned goods are dull.

SUGAR.

There has been no striking change in the sugar market since last report. At the advance recently quoted the tone has been firm, and a fair amount of business transacted both at the refineries and from jobbers' hands. Cables report beet sugar somewhat easier in England for April and May, but the change has only been $\frac{3}{4}$ d. from a week ago. In New York both raw and refined continue steady. Prices here are firmly held by jobbers at $4\frac{3}{8}$ to $4\frac{1}{2}$ c. on granulated and $3\frac{1}{2}$ to $3\frac{3}{4}$ c. on yellows.

SYRUPS.

There has been no change in the syrup market. Demand has been limited and prices unchanged, at $1\frac{3}{8}$ to $1\frac{1}{8}$ c., as to quantity and quality.

MOLASSES.

Uncertainty about the tariff and contradictory advices from the Island ceter importers of molasses from doing business. Barbadoes molasses in cargo lots is offered at 17c. cost and freight, or the equivalent of 23c. per gallon laid down duty paid in Montreal, but nothing has come of the offer up to this writing. In fact, although a number of offers have been cabled to the Islands lately from Canada, no purchases of any moment are yet spoken off. On spot business is dull and prices difficult to quote, but 28 to 30c. is a wide enough range to cover all ideas.

RICE.

There has been only a small hand-to-mouth business in rice and prices are steady. We quote: Crystal Japan, \$5 to \$5.25; standard B., \$3.50; Patna, \$4.50 to \$5.25; Carolina, \$6.75 to \$7.75; choice Bermuda, \$4, and Java kinds, \$4.25.

SPICES.

Demand for spices continues moderate, being only for small lots to fill actual wants. Singapore pepper is offered at $4\frac{3}{4}$ d. and black 3d., cost and freight Montreal, but importers are not doing much at present in anything. We quote: Black pepper, 10c.; pure white, 12 to 15c.; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure mixed

spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; all-spice, 10 to 14c.; nutmegs, 35 to 75c.

COFFEE.

Coffee continues dull and much the same as it was last week. We quote: Maracai-bo, 15 to 20c.; Santos, 13 to 18c.; Rio, 13 to 16c.; Mocha, 24 to 26c., and Java, 22 to 27c.

TEAS.

There has been continued movement in tea during the past week and supplies of low-grade Japans and blacks in first hands are almost entirely absorbed. In a jobbing way also there has been a fair enquiry. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, $16\frac{1}{2}$ to 20c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

There has been no change in Valencia raisins. We quote: Ordinary off-stalk, $5\frac{1}{4}$ to $5\frac{1}{2}$ c. fine, $5\frac{3}{4}$ to 6c.; and selected, $6\frac{1}{4}$ to $6\frac{1}{2}$ c., with layers, $6\frac{3}{4}$ to 7c.

California raisins are firmly held. Stocks are light here and advices from primary markets indicate that there is very little stock remaining to come east between now and the next crop. We quote: 2-crown, $6\frac{1}{2}$ to $6\frac{3}{4}$ c.; 3-crown, 7 to $7\frac{1}{2}$ c.; 4-crown, 8 to $8\frac{1}{2}$ c.

The currant market is steady with demand light. Prices range from 4 to $4\frac{1}{2}$ c. on Provincials and Filiatras, to $5\frac{1}{2}$ to 6c. on Patras fruit.

The prune market is dull and the stock available here chiefly consists of the smaller sizes. We quote Californias at a range of 7 to 9c., according to size and quality. Very few French or Austrian prunes remain in stock. There is no change in figs or dates, the former ranging from 8 to 12c., and the latter 5 to 6c., as to quality.

NUTS.

There is only a small trade in nuts. We quote: Grenoble walnuts, 11 to 12c.; Brazils, 11c.; almonds, 10 to $10\frac{1}{2}$ c.; do shelled, 17 to 18c.; filberts, $8\frac{1}{2}$ to 9c.; peanuts, 7 to 9c.; and cocoanuts, \$3.50 to \$3.75 per 100.

CANNED GOODS.

There has been very little change in canned goods during the past week. We quote: Tomatoes, 75 to 85c.; corn, 60 to 90c.; peas, 80 to 90c.; beans, 70c. up; peaches, \$1.50 to \$1.80 for 2's; raspberries, \$1.40 to \$2; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.55

to \$1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," $\$1.37\frac{1}{2}$ to \$1.40; Lowe Inlet, \$1.30, in tall tins; cohoes \$1.05 to \$1.15; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.25; 6's, \$6.75 to \$7; 14's, \$14 to \$15; lobsters, \$8.50 to \$11 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

GREEN FRUIT.

Very little change has been shown since last week. Lemons are in fair demand, with prices steady, and the same can be said of oranges. Bananas are very plentiful, and prices are lower. Cranberries are a glut on the market. Pineapples continue steady. We quote: Valencia oranges, \$3.50 to \$4 per box; lemons, \$1.75 to \$3 per box; cranberries, \$1 to \$4 per bbl.; Malaga grapes, \$7.50 to \$8; bananas, 75c. to \$2 per bunch; pineapples, 14 to 35c. each; asparagus, \$4.50 to \$5 per dozen; California celery, \$1.25 per dozen; southern spinach, \$2.50 to \$3.

APPLES.

The apple market was dull and unchanged at \$1 to \$1.75 per bbl., and possibly these prices would be shaded.

DRIED APPLES.

There is no call either for dried or evaporated apples, the former dragging at 3c. and the latter at $3\frac{3}{4}$ c.

FISH.

The pickled fish market continues dull, with prices purely nominal. In smoked and prepared fish a small jobbing trade is passing at the following: Haddies, 5 to 6c. for Lower Province, and 6 to 7c. for Portland; Yarmouth bloaters, 75 to 85c. per box, and kippered herrings, 85c. to \$1 per box.

COUNTRY PRODUCE.

EGGS—Demand for eggs has been more active lately, but there is no change in prices, which are $9\frac{1}{2}$ to 10c.

MAPLE PRODUCTS—In maple products a fair trade was reported and prices show no change. Syrup sold at 50c. per small tin; 55 to 60c. per large tin, and at $4\frac{3}{4}$ to 5c. per lb. in wood. Sugar met with a fair sale at $6\frac{3}{4}$ to 7c. per lb.

BEANS—Business in beans was dull at 55 to 60c. in car lots, and at 65 to 70c. in a small way.

POTATOES—The market for potatoes was quiet at 35 to 40c. per bag in car lots, for choice lots.

ONIONS—Red onions are in very light supply and prices are firmer than they were, at \$2.50 per bbl. for good sound packed stock.

HOPS—Steady and unchanged at 12 to 13c. for 1896 crop, and 5 to $6\frac{1}{2}$ c. for yearlings.

TALLOW—Continues quiet at $1\frac{3}{4}$ to 3c., according to quality.

HONEY—Quiet. White clover selling at 9c. and extracted 6 to 8c.

PROVISIONS.

There has been a good demand for hams and bacon for the Easter trade, and as supplies are not large the tone of the market is firm at the recent advance. In pork and lard trade is quiet. We quote: Canadian pork, \$12 to \$13 per bbl.; pure Canadian lard, in pails, 6 to $6\frac{1}{2}$ c., and compound refined at $4\frac{1}{2}$ to 5c. per lb.; hams, 10 to $12\frac{1}{2}$ c., and bacon, $10\frac{1}{2}$ to 11c. per lb.

FLOUR, MEAL AND FEED.

The flour market has ruled unsettled and irregular, and prices are lower in some cases than a week ago. For winter wheat patents prices show a decline of 5 to 10c., per barrel with sales at \$4.25 to \$4.40. Ontario straight roller is quoted at \$3.85 to \$4, but dealers state it is almost impossible to obtain the outside figure. In regard to choice Manitoba strong bakers' outside dealers state that sales are being made at \$4.25, but millers still continue to quote \$4.40 to \$4.50, and spring patents at \$4.60 to \$4.70. Outside brands of strong bakers' are selling at \$4.

The tone of the feed market is steady and values show no change. Manitoba bran is quoted at \$12, and shorts at \$13 per ton, including bags. Ontario bran is held at \$12, and shorts at \$13 per ton in bulk.

The tone of the market for oatmeal is easier, and although there has been no actual decline in prices, dealers state that it is difficult to make sales at present figures. Rolled oats are quoted at \$2.70 to \$2.80 per barrel, and at \$1.35 to \$1.40 per bag.

BALED HAY.

There was no change in the situation of the hay market. The demand for car lots is fair and sales are being made \$9.50 to \$10 for No. 1, and at \$8.50 for No. 2 per ton, on track.

CHEESE AND BUTTER.

There was no change in the local situation of the cheese market. A few lots of fodder cheese arrived and were taken on the basis of $10\frac{1}{4}$ c., and no material change from this level is expected until business in the country opens out in earnest.

Butter exhibits an easier tendency under steadily increasing receipts of new creamery, almost 10,000 packages having been received here since the middle of last month. Offers were made to-day of creamery at $19\frac{1}{2}$ c., and 19 to $19\frac{1}{2}$ c. was the general idea to-day, although possibly a fraction more might still be obtainable for special parcels.

MONTREAL NOTES.

American buyers have almost cleaned the market up here of red onions.

The first fruit steamers have sailed from the Mediterranean for Montreal.

The supplies of low-grade Japan and black teas in first hands are almost all absorbed.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., April 15, 1897.

BUSINESS during the week has been but fair. Another item of groceries which it is thought may have a duty placed on it is fine salt. Collections are but fair. Some blame lies with the wholesale dealers, who are not sharp enough in collecting accounts and too easily agree to renewals. In cream of tartar the market is rather easier.

OIL—There is nothing new to report. Prices remain unchanged. Dealers are finding increased demand for lubricating. Many buyers, unable to wait longer to see what the change in duty will be, are buying, though in such quantities as they need for immediate use. Sale of burning oil is light. We quote: Best American burning oil, $19\frac{1}{2}$ to 20c.; Canadian, $18\frac{1}{4}$ to 19c.; prime, 16 to 17c.

SALT—There is less salt here at this time than it was expected there would be, owing to a steamer going ashore on the Nova Scotia coast bound for here with some five thousand sacks on board. The arrival, however, of another steamer from Liver-

pool with a large quantity on board (some 20,000 bags) prevents any shortage and allows all orders to be filled promptly. Quite a quantity of the latter cargo is fine salt. The importers are pleased to receive it before the tariff is brought down. A duty on factory-filled salt would not surprise, as the fine salt interest of Canada is a large one. We quote as follows: Coarse, 43 to 45c.; Liverpool factory-filled, 90c. to \$1; Canadian fine, 90c. to \$1 per bag; 5-lb. bags, in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.60 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.

CANNED GOODS—The feeling is upward, but dealers have hard work to get advanced prices. Many are holding peas and tomatoes rather than sell below their ideas. Salmon is in fair demand, and prices are not more than maintained. The presence of some cheaper grades on the market rather weakens it. Lobsters are becoming a luxury. The high prices affect the sale very much in the local market. Demand for sardines is small, and chiefly for French. The local packed are shipped west. We quote: Corn, 65 to 70c.; peas, 75 to 80c.; tomatoes, 80 to 85c.; gallon apples, \$1.75 to \$1.80; corned beef, Canadian, \$2.25 to \$2.35; American, 2-lb tins, \$2.40 to \$2.50; 1-lb tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.20; 1's, \$1.40 to \$1.50; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.75 to

You Know it is Lent

And we want you to know that we sell . . .

GOLDEN HADDIES

The most **POPULAR** canned fish put up, and for which there is a big demand during **LENTEN SEASON**. Only the **VERY BEST FISH** are used, and they are smoked and packed immediately after being caught.

Delicious, Delightful and Delicate

Put up in full pound cans

NORTHROP & CO.

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

LEONARD BROS.'

Montreal House

Are offering their usual large variety of

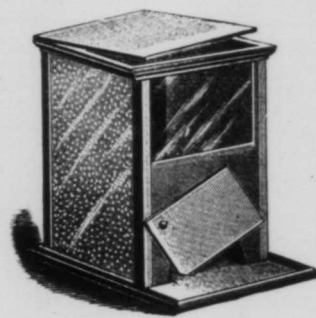
Fresh Frozen Fish

FRESH AND SALT WATER

Ask for Quotation

24 and 26 Foundling Street

MONTREAL



MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.

Manufactured by . . .

JOHN E. MARSHALL

118 Commercial St.,

Boston.

D. H. RENNOLDSON,
Agent in Montreal.



WANTED Consignments of
BUTTER, EGGS & POULTRY
Quick returns guaranteed.

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

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

World's Best

APPLES
FOR EXPORT.

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

DAWSON & CO.
32 WEST MARKET STREET
TORONTO.

Correspondence Solicited.
GEORGE McWILLIAM. FRANK EVERIST.
TELEPHONE 645.

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

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

Ham and Eggs

This is the correct thing for Easter. We can supply you with both. Send on your order early, so as to ensure a supply of "Star Brand" Hams. Also English Breakfast Bacon, Spiced Rolls and Backs. All sugar cured and the very best that can be made.

F. W. Fearman
HAMILTON

\$1.85; pineapple, \$2.25 to \$3; salmon, \$1.25 to \$1.40; lobsters, \$2.20 to \$2.25; haddies, \$1.15 to \$1.25; clams, \$5 for 4 doz; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

GREEN FRUIT—Valencia oranges have been quite scarce here this week. The arrival of the last Liverpool steamer caused quite a rush with the fruit trade. The stock arrived in splendid shape. Californias continue to have a light sale. A few California bloods have been in the city. In lemons sale is better and prices quoted higher. A few cranberries are being imported, but there is a light sale. Quite a large stock of soft goods are here. Apples have a steady sale and a good price is obtained for extra grade. Average stock sells low. First regular shipments of loose bunch bananas are being received. It is too early for large sales. Lettuce has a steady sale at 60c. per dozen. We quote: Messina lemons, \$3 to \$3.50; oranges, Valencia, \$3.50 to \$5; California oranges, \$3.55 to \$4; bananas, \$1.50 to \$2.25; apples, \$1 to \$3 per bbl.; cranberries, Cape Cod, \$3 to \$7 per bbl.; bog cranberries, native, \$3 to \$4.

DRIED FRUIT—At this season there is but a limited sale for these lines. Some 4-crown loose muscatels (California) are offered here rather lower and quality is good. They were bought at a bargain. The raisin market shows no change. Onions are now sold almost entirely by the crate. First shipments of New Bermudas are here. Evaporated apples are rather firmer; good stock is scarce, and holders feel confident of better prices. California prunes have a fair sale. Market tends firmer, particularly for the smaller sizes. We quote: Valencias, 5¼ to 6c.; California L. M. 3-crown, 7¼ to 7¾c.; London layers, \$1.75 to \$2; currants, cases, 4¼ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7¼ to 7¾c.; bulk, cleaned, 6¼ to 6½c.; prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples, 3 to 3½c.; evaporated apples, 5c.; onions, \$1.40 to \$1.50 per crate; cocoanuts, \$3.25 to \$3.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Valencias, layers, 6½ to 7c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 8¼ to 9c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

SUGAR—Market is higher and held very firm. The local price, however, works up slowly and is only about the same as that asked by the refineries. Sale is hardly as

WINE Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.
\$2.50 per case; 80c. gallon.
THE AMHERSTBURG VINTAGE CO Amherstburg, Ont.

KEEP ONLY THE BEST
For your customers. It pays in the long run.
BROCK'S BIRD SEED
Is admittedly the cleanest and best on the market.
ALL WHOLESALERS
NICHOLSON & BROCK - TORONTO

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

EASTER
ORDERS FOR
HAMS AND BACON
Are coming now. Be in time
SEND YOURS . .

The WM. RYAN CO. Ltd.
Pork Packers - Toronto

S. K. MOYER,
COMMISSION MERCHANT
Wholesale Dealer in . . .
Oysters, Finnan Haddies, Fresh and Frozen Fish, Oranges, Lemons, Almeria Grapes, Cranberries and Dates
76 COLBORNE ST.,
TORONTO, ONT.

PICNIC HAMS
Are the best value in the market today, and "MAPLE LEAF" Brand is the best in quality, cut and cure.
Write for prices.

D. GUNN, BROS. & CO.
Pork Packers
76-80 Front Street East, TORONTO

FRESH ARRIVALS

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

HUGH WALKER & SON
GUELPH, ONT.

active, though higher prices are looked for. Stocks here are large. We quote: Granulated, $4\frac{1}{4}$ to $4\frac{3}{4}$ c.; yellows, $3\frac{1}{8}$ to $3\frac{3}{4}$ c.; Paris lump, $5\frac{3}{4}$ to 6c.; powdered, $5\frac{1}{2}$ to 6c.

MOLASSES—The West India steamer, which arrived this week, brought 350 casks Barbadoes, and 90 casks St. Croix. As the quality of the Barbadoes this season is good and price very low, it will affect the demand for Porto Rico, some of which is expected shortly. Some New Orleans continues to arrive. There is a good demand, but price, now that Barbadoes is landing low, affects the sale. We quote: Barbadoes, 25 to 28c.; Porto Rico, 27 to 28c.; New Orleans, bbls., 26 to 28c.; Antigua, 24 to 26c.; syrup, 36 to 38c.

DAIRY PRODUCE.—Butter has a better demand, and good butter is scarce. There is, however, not expected to be much advance in price. Eggs keep scarce and have a steady sale. Retailers must be losing money; at least, not making any. They are trying hard to keep the price at 12c., but they find it hard to buy at that, this week eggs having sold freely by the case for a cent more. In cheese, the new which has arrived is very nice. While prices are a little below first shipments very little change is looked for. As yet dealers buy in small quantities. It is expected New Brunswick and Nova Scotia factories will start early this season, and after that there is no demand for the Ontario made. We quote: Dairy butter, 14 to 18c.; creamery, 20 to 21c.; prints, 20 to 22c.; eggs, 12 to 13c.; cheese, $11\frac{1}{2}$ to 12c.

FISH—Except in fresh gaspereaux there is little excitement. The catch of these fish has much improved and prices are lower. So far, those caught have been sold either fresh or smoked, but in a week they will begin to pickle them. Owing to a better market in Cuba, dried hake, which were very flat, have shown better value. This is, however, a market easily overstocked. Dry hake are the best dry fish we have for a hot climate. In halibut the supply is better and prices quoted lower. In smoked herring rather better prices have ruled this week, but they are still low. Dry cod and pickled herring are dull. In kippered herring the season is about over. Bloaters still have some movement, but at low figures. There are no lobsters to speak of offered. We quote: Large cod, \$3.25 to \$3.50; medium, \$2.75 to \$3; pollock, \$1.15 to \$1.25; bay herring, \$1.30 to \$1.35 per half-bbl.; smoked, new, 6 to 7c.; shad, half-bbl, \$4.50 to \$5.50; boneless, $2\frac{1}{2}$ to 8c.; bloaters, 50 to 65c. per box; Barrington, \$3.25 per bbl.; Shelburne, \$3.50 per bbl.; lobsters, 4 to 12c. each, small.

PROVISIONS—Prices continue very firm, but there is not a large sale. Some mer-

chants make the mistake of setting barrel pork and beef on end. This should never be done, except where a merchant might be retailing from a barrel. Hams and rolls we mark higher, particularly the former. Some of our local curers have been shipping quite a quantity of smoked meat to Boston. They expect to be shut out by the new American tariff. We quote: Clear pork, \$14.50 to \$15.50; mess, \$12 to \$13; plate beef, \$12 to \$13; hams, $11\frac{1}{2}$ to $12\frac{1}{2}$ c.; rolls, 8 to $8\frac{1}{2}$ c.; pure lard, $7\frac{1}{2}$ to 8c.; compound, $6\frac{1}{2}$ to 7c.

FLOUR, FEED AND MEAL—Prices in flour tend lower and buyers are offish. Oatmeal is steadier, but there has been no change during the week. Oats tend higher. Cornmeal also seems firmer and there is a large sale. During the week it has been somewhat scarce. About all used here is local ground. Beans are quiet and stocks held large. Sellers west are not pushing business. Prices are very low and recover very slowly. Middlings and bran keep high, but there is little sale here. Our dealers are just beginning to sell seed freely. They are well stocked, and bought low. The American seeds are low this year. We quote: Manitoba flour, \$5 to \$5.15; best Ontario, \$4.60 to \$4.65; medium, \$4.30 to \$4.40; oatmeal, \$3.15 to \$3.20; cornmeal, \$1.80 to \$1.85; middlings, car lots, in bulk, \$15 to \$16; bran, do, do, \$14.50 to \$15; hand-picked beans, 85 to 90c.; prime, 70 to 80c.; oats, 32 to 33c.; hay, \$11 to \$12; barley, \$3; round peas, \$1.15; split peas, \$3.10 to \$3.25; yellow eye beans, \$1.50; timothy seed, Canadian, \$2.20 to \$2.40; do. do., American, \$1.65 to \$2; clover, 9 to $9\frac{1}{2}$ c.; alsike, $8\frac{1}{2}$ to 9c.

ST. JOHN NOTES.

James Patterson received some fine fresh halibut this week.

D. W. Hoegg & Co., canners, of Fredericton, are always on the lookout for new markets. They expect this season to try Mexico.

Sussex merchants are finding business good this spring. Both W. B. McKay & Co. and S. H. White are increasing their warehouse room.

Maple sugar and syrup are now coming into the market freely. This province produces quite a quantity, but some is brought here from Quebec. The Quebec sugar is not popular.

The usual spring steamer from Antwerp arrived this week. Glass, cement and gin made up the larger part of the cargo. There were 9,500 cases glass, 1,200 bbls. cement and 1,400 cases gin.

A quantity of apples went forward to the English market via St. John last week, one

shipper sending 600 bbls. Further shipments are expected this week. The bulk of the apples go via Halifax.

A. O. Hastings, the representative in these provinces for the Lake of the Woods Milling Co., is going to the West Indies in the company's interest. While he is away his place will be taken by W. W. Hutchinson.

In a barrel of onions sold by Baird & Peters this week was found a few which in their roots had small, very small, bits of gold. It is thought the land in which they were grown must have been the bed of a stream at some former time.

The Dominion Express Co. have introduced a new idea, at least for St. John. They are establishing agencies over the city where their money orders can be bought. This is particularly appreciated by those living in the outlying parts of the city. They have also reduced the rates on amounts up to \$10.

The Exhibition Association of St. John did not succeed this year in getting a grant from the Local Government. They were told one reason of its refusal was the opposition of the city to the proposed tax on commercial travelers. It is, however, expected that there will be an exhibition, and the citizens are now subscribing to a guarantee fund.

Another regular freight steamer has been lost on her way from Liverpool to St. John. It is the steamer Assaye, about 5,000 tons, the largest steamer coming here. Beside local freight, she had a large quantity of goods for the west, including 3,000 boxes oranges. Over 150 cars of freight had already been secured for outward cargo. Another boat will be put on at once.

Fresh lobsters are quoted lower in Boston. Up till this time prices have ruled high. The quantity of lobsters shipped from Yarmouth, N. S., in 1896, to March 31, was 7,579 crates, valued at \$88,906; while till March 31, 1897, the quantity was 7,793, valued at \$94,401. It is said that Tusket River, Yarmouth, salmon sold in Boston last week as high as 85 to 90c. per pound.

CALIFORNIA LEMONS.

The Arlington Heights Fruit Co., of California, advise their Toronto agents that they have begun picking their crop of lemons and are now open for orders on both fancy and choice grades. "There is no doubt," they add, "the California lemons will soon take the place of the foreign fruit." Some of this firm's pack of lemons were recently shown in New York and sold for a fancy price at auction.

Lemon-growing is a new departure in California.

New, Large Roll Butter

PUT UP NEATLY IN HALF-BBLS.

We have

Extra Choice Hams, Bacon, ETC.

For Easter Trade. Order Promptly.

PARK, BLACKWELL & CO., Ltd.

Packers and Provision Merchants,
TORONTO

Boeckh Makes Good Brooms

Good Brooms will make more money and friends for you (especially among your women customers) than almost anything else you carry in stock. Boeckh's Brooms are great friend makers for the store. They are made on honor. "Your Money Back if you want it"—to verify our statement.

Chas. Boeckh & Sons, Mfrs. Toronto, Ont.

Montreal Branch: 1 and 3 De Bresoles St.

Brushes
Brooms
Woodenware



The Club Coffee

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

Ewing, Herron & Co.

Coffee and Spices
Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ♦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

Success in Selling

Depends upon the quality of the article sold

In Tomato Catsup

There is none better than we make. Put up in glass or wood.

Write for quotations.

T. A. LYTLE & CO.

Vinegar Manufacturers

TORONTO

RIO COFFEES

Now in store ex ss. Imperial Prince, a choice selection high grades.

WARREN BROS. & CO.

TORONTO.

DO YOU WANT **COCOANUT?**

Packages or Bulk



If so, you want the best, that's

Schepp's

THE STANDARD COCOANUT

If your wholesale grocer cannot supply you refuse a substitute and drop us a card.

Prices and samples on application.

6-8 Bay St. — TORONTO.

A Certainty

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

Excelsior Coffee

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

Todhunter, Mitchell & Co.

Coffee Importers and Roasters

TORONTO

BUY **Ivory Bar Soap**

THE BEST MADE

French Sardines

AGATHOS

With Key Opener

Genuine Sardines packed in the Purest Olive Oil.

PERKINS, INCE & Co.

TORONTO.

For the Whitest, Lightest and
Sweetest Cakes

USE

Ocean
Wave
Baking
Powder



Manufactured by the

HAMILTON COFFEE AND SPICE CO.
HAMILTON, ONT.

OUR STANDPOINT

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

Jamieson's Biscuits

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

The Manufacturer, R. E. Jamieson, Ottawa

ANY OLD THING FOR GROCERIES.

IN the region near the markets, a little north, perhaps, there are certain stores that deal wholly in the so-called "necessities of life." The fact that the goods offered are, to a very large extent, of inferior quality, is proven by the class of customers who call there, says New England Grocer.

The writer has stood in front of one of these stores and watched the people who go in.

Almost without exception they are people who are after the greatest quantity for the least money, and to whom quality is no object.

The writer stopped in front of one of these stores the other day, attracted by a sign which said: "12 lbs. Tea for \$1."

The writer asked the clerk what kind of tea it was, and he said, "Any kind."

The same reply was given with regard to coffee, which was advertised at 5 lbs. for \$1.

We have made some enquiry about the tea. Tea cannot be manufactured. Whatever the price, it must be pure tea. The question comes on the quality. The retail grocer knows that there is no tea which he could sell to his family trade which could be sold for that price. From 50 to 60c. is the popular price, and with some classes of trade 75c. is about the average. The

mystery with regard to this tea is that the poorest, dusty tea is worth more than ten cents per pound, and in all the importing and jobbing houses in Boston not enough sweepings are produced to supply the demand of these stores. And even if there was, it would be worth more money.

Where, then, does it come from? It is a practical impossibility for a tea grading below the fixed standard to get into the country.

These stores claim to purchase direct from the importers.

As for the coffee, we have made up our minds with regard to that and have no word to offer. In the coffee, however, we think we scent an old trail taken up and followed some years ago.

St. Albans, Vt., creamery butter is advertised at 20 cents per pound.

At our request, a man who knows all about butter went in and asked the price. He was given the figure.

"Is it very nice butter?" he asked.

"Yes, very nice," the clerk answered.

He asked to be shown a 5-pound tub, and tasted it.

In reporting to us, he said: "When I tasted some butter from the middle of the tub and tasted the flavor of wood, I made up my mind as to its being St. Albans creamery. Nit."

Now, as to canned goods. The canned goods sold are healthy goods. To be sure, they are not what you and I, gentle reader, would place on our tables, but they are healthful eating. They are not even "swell-heads," but any one knows that, for various natural reasons canned goods can be purchased to sell at any price.

"Five gallons Porto Rico molasses for \$1.50."

Came from New York, probably. That being the case, we do not need to enter into detailed explanations.

"Best laundry soap, 32 full-sized bars, \$1."

No brand is given, and none appears. There are hundreds of soaps of no standing on the market, and of no real value.

Without a doubt the most of the low-priced goods sold are cheap, damaged stuff—on which, even at the prices asked, there is a good profit.

We are fully aware that there are some standard goods sold at less than the regular wholesale price; but what stores lose on a few such goods they probably more than make up on the cheap stuffs, so they can well afford to offer a few good things as a bait.

But in this latter respect we fail to discover why they are doing any worse business than the large department stores in Boston.

WANTED!

We want the best grocer or wine merchant in every town in Ontario to handle exclusively

"CANESDA"

Mineral Water

"Canesda" is being used by the best families in Toronto, and the analysis as given below proves it to be a first-class mineral water. The price of this water and the attractiveness of the label, combined with the good mineral qualities of "Canesda," make it the most satisfactory table water to handle for quick and profitable results.

ANALYSIS

(Per Wine Gallon)

Sulphate of Potassa	- - -	0.767
" " Soda	- - -	0.126
Bicarbonate of Iron	- - -	0.669
" " Soda	- - -	1.925
Alumina and Silica	- - -	1.449
Chloride of Potassium	- - -	1.225
Bicarbonate of Lime	- - -	16.507
" " Magnesia	- - -	9.812
" " Potassium	- - -	0.171
Organic Matter	- - -	0.125

WRITE US AT ONCE.

Canesda Mineral Water Co.

51 Colborne St., TORONTO, ONT.

Heinz's Pickles.

Heinz's Baked Beans with Tomato Sauce saves time and labor, hence money. No dish more palatable and wholesome. Grocers note that the best demand is in warm weather, and stock up now.

Other Popular Specialties

**SWEET PICKLES
INDIA RELISH**

**TOMATO CHUTNEY
TOMATO KETCHUP**

ETC.

For sale by

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

MEDALS--

PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE
always bear this
Keystone trade-mark.



SUGAR STATISTICS.

The weekly report on raw sugar made by Willett & Gray shows: "Receipts, 70,379 tons. Meltings, 35,000 tons. Total stock in four ports, 360,333 tons, against 324,954 tons last week, and 145,076 tons last year. The six principal ports of Cuba by cable for week: Receipts, 14,020 tons; exports, 17,000 tons; stock, 66,484 tons, against 70,264 tons last week and 44,215 tons last year. Total stock in all the principal countries, 2,877,817 tons, against 2,355,258 tons at same uneven dates last year and 2,151,659 tons at the even date of April 1 last year. Afloats in the United States from all countries estimated, 90,000 tons, against 60,000 tons last year. Stocks in the United States and Cuba together of 426,817 tons, against 395,218 tons last week and 189,291 tons last year, a plus of 237,526 tons over last year. Stocks in Europe, 2,451,000 tons, against 2,504,000 tons last week, and 2,165,967 tons last year. Total stocks of Europe and America, 2,877,817 tons, against 2,899,218 tons last week and 2,355,258 tons last year at the same uneven dates. The excess of stock is now 522,559 tons, against an excess of 500,657 tons last week, and a deficiency of 6,733 tons Dec. 31, 1896. Afloats to the United States include shipments of 34,700 tons last week

from Hamburg and Bremen. Freight room has been engaged for 20,000 tons. Shipments include 6,800 tons refined."

A NEW MINERAL WATER.

A new mineral table water is being put upon the market. It is named "Canesda." Its purity and excellence have been settled beyond peradventure by analysis, and it is put up in handsomely labeled bottles. A number of the leading citizens of Toronto and Hamilton have pronounced it good and they are now using it regularly. In price it is much cheaper than most mineral waters upon the market, thus overcoming one of the chief difficulties to the general use of mineral waters by people of all classes and conditions. A company, to be known as the Canesda Mineral Water Co., is being organized, with Mr. Henry Wright, of MacLaren's Imperial Cheese Co., as president. The company is now looking for desirable agents in every town of the Dominion.

Lucas, Steele & Bristol: "Do you want a perfect baking molasses? If so, order 'Bargain' from us. It is in barrels and halves."

"Our 'Gilt Edge' marmalade in 7-lb. pails is gaining us trade every day," say Lucas, Steele & Bristol. "Quality is equal to many imported brands."

WHERE NEXT?

The Rigaud Mountain Syrup Co. had an advertisement in one issue of THE GROCER. They sold most of the output in the Northwest and British Columbia, but had not enough to fill all the orders they received. They were very much surprised at receiving an enquiry from Germany, saying they had seen the advertisement in THE CANADIAN GROCER.

Next season they may hear from more distant parts, for if Dr. Nansen reaches the Pole the first thing that will likely meet his eye will be the subscription agent waiting for his signature for THE GROCER.

Robert Greig & Co. have a stock of Buchanan's Scotch and home-made marmalade in tin and glass jars.

Robert Greig & Co.'s factory has been working nights lately to keep up with the demand for the "Crown" brand extracts. Large shipments were made last week to both eastern and western points.

"Empire" baking powder is packed in 2 and 4-dozen cases. The package is a handsome one and sells briskly. Lucas, Steele & Bristol have registered this "Empire" brand.

HINTS TO BUYERS.

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

THE EBY, BLAIN CO., LTD., report the arrival of a shipment of "Plymouth Rock" gelatine, both pink and white. They say that there is an active demand for this article.

Another direct shipment of Ceylon teas is arriving this week for the Davidson & Hay, Ltd.

Barbadoes and bright New Orleans molasses received this week by H. P. Eckardt & Co.

Several large consignments of Indian and Ceylon teas arrived this week for the Eby, Blain Co., Ltd.

Clemes Bros. have a shipment of new season's Egyptian onions due at the end of the week.

The Eby, Blain Co., Ltd., are in receipt of a shipment of Japan teas which they claim are exceptional value.

The Davidson & Hay, Ltd., report that they are showing some extra values in medium bright syrups in half-barrels.

The Eby, Blain Co., Ltd., are offering some fancy Eleme table figs in bags of about 50 lbs. at a low figure.

H. P. Eckardt & Co. are offering maple syrup in gallon cans, made in Eastern Ontario, where the best comes from.

The Davidson & Hay, Ltd., offer fancy evaporated apricots and peaches at cut figures in order to clear out stock.

D. Gunn, Bros. & Co. report the demand for their hams and breakfast bacon as unusually brisk for this time of the year.

"Oriole salmon," with handsome gilt label, quite equal to the best, we are quoting at low figures," report T. B. Escott & Co.

T. Kinnear & Co. report that they are offering "U" brand Sphinx prunes at reasonable prices; also California prunes all sizes.

The Davidson & Hay, Ltd., report a large number of orders received for "Washington" lye, as advertised in last week's GROCER.

T. B. Escott & Co. have received several large shipments of tea from India and Ceylon, which they are offering to the trade at low figures.

Bart Cottam & Co. wish to draw the attention of the trade to the reduction in the price of some of their brands of bird seed, as quoted on page 40 of this week's GROCER.

"Cottams Bird Seed," however, remains at the same price, as this brand is manufactured under six patents.

"We have still some of the great bargains in corn and peas left, and shall be able to offer them for a few days longer," write T. B. Escott & Co.

Perkins, Ince & Co. have arriving a shipment of French sardines in olive oil. It is the "Agathos" brand with key opener, and the quality is highly recommended.

An attractive package jelly in powdered form is the latest addition to the output of the factory of the Pure Gold Manufacturing Co. Their travelers show it this week for the first time. The quality is most excellent, and they anticipate a large sale.

The F. F. Dalley Co. state that they had intended to make an exhibit at the Pure Food Show held last week in Hamilton, but through the rush of business and delays in getting labels they had to forego the opportunity of showing the public the fine package goods which they put up.

T. B. Escott & Co. have just received one carload three-crown molasses in barrels and half-barrels. "This is extra quality," writes the firm, "and we are selling at low price. One car dark molasses we are offering very cheap. A carload of sal soda, bought before the recent advance, we are offering at low figures."

NO RIGHT TO ASK IT.

Customer—Say, that shirt you've got there in the show case is 50 cents, isn't it?
Merchant—Yes, sir.

"I see it's got a No. 15 neck, too. That's the size I wear. I want one just like it."

"Yes, sir. Here's one that we think is a little better at the same price."

"This doesn't suit me as well. I want one of the same kind as that one out there."

"Yes, sir. How will this style do? You notice it has a better binding around the —"

"No; that isn't what I came in to buy. I want a 50-cent shirt of the kind you're exhibiting in that show case. How many more times have I got to tell you?"

"That's no better shirt than these I'm showing you. In fact, it isn't as good. We haven't more shirts like that, anyway."

"All gone but that?"

"Yes, sir."

"All right. I'll take that one."

"Well, I guess not. That's my sample."

TO CURE SHEEPSKINS.

In curing sheepskins the skin should be laid on a smooth board, with the wool side underneath; stretch well and fasten down with tacks. All bits of fat, etc., should be

well cleaned off, and the skin well brushed over with a brush and a solution of salt and water. Dissolve 3 oz. saltpetre in 2 quarts of warm water, and brush over several times daily for about twenty-one days with this solution.

TO SHUT OUT CANADIAN BEANS.

IT is expected by all authorities on the bean market that the great increase in the duty on beans will permanently advance the market price for at least medium and pea beans in all American markets. It is stated that the only reason these grades of beans have been so low during the past several months is that the Canadian beans have been allowed by the low duty to come to this country in competition with them.

Under the old tariff law beans paid 20 per cent. ad valorem. Under the new Act they will pay 50 cents per bushel of 60 pounds, which is an approximate increase of 100 per cent. The bulk of the medium and pea beans which are imported comes from Canada. New York, Michigan and the Western States all produce large quantities of these beans, and it is estimated that the supply raised in all parts of this country is fully ample for the American demand. The Canadians, however, working under considerably less expense, have raised large quantities of both medium and pea beans, and have sent them here at a lower price than those raised in this country. The price on both grades is at present lower than it has ever been before. During the last few weeks both have sold from first hands at 82½c. per bushel. While Canada exports no marrow beans, these have also declined in this country in sympathy with the other grades.

Undoubtedly the price of beans will be considerably higher all around if the Canadian beans are excluded, as the Philadelphia bean handlers expect they will be after the new tariff goes into effect. The new rates are believed to be almost prohibitory, and they may raise the price in this country to such a point that even at a higher duty the Canadian beans can still come in here and undersell the American.—Grocery World, Philadelphia.

KEEN'S PUPPIES.

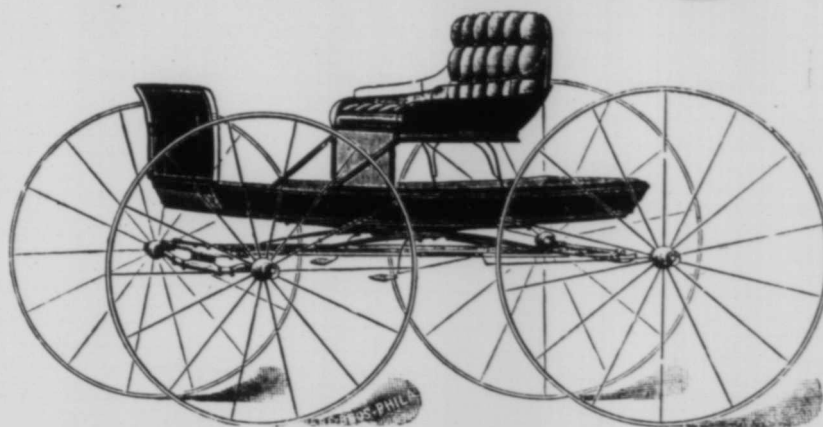
Frank Magor & Co., of 16 St. John street, Montreal, the Canadian agents for Keen's mustard, write as follows: "We recently distributed a large number of Keen's show cards throughout Canada and made special efforts to get at outlying districts through THE GROCER. Quite a few responded to our offer to forward, free of charge, copies of 'Tickets Please,' fox terrier with puppies, etc. These are now going out of print, so please apply early if any more are wanted."

A buggy almost for nothing

We have bought up a large number as shown in cut, and can sell you one with a bill of

Pure Ground Spices, Baking Powder or Coffee

at a price that gives it to you away below actual cost. You can have a delivery wagon in the same way if you prefer it. You can rely on the quality of these goods—both Spices and Wagons. We guarantee the Spices to be perfectly pure, and we give you the maker's guarantee with your vehicle.



DROP US A LINE FOR PARTICULARS

THE TORONTO COFFEE & SPICE CO. LTD.
H. H. SUYDAM, PRES. J. D. ROBERTS, VICE PRES. J. A. WATSON, SEC.

FISH BISCUITS.

THE St. John's N.F. correspondent of The Fishing Gazette writes his paper as follows: "In a previous letter mention was made of what is likely to prove a valuable industry to Newfoundland—an industry which will use up many quintals of codfish. We refer to the Sahlstrom fish biscuits. The writer had an interview with Prof. Sahlstrom yesterday, the gist of which is as follows:

"All kinds of fish can be used as raw material, but cod, haddock, flat fish, etc., are preferable. The fish can be used fresh, salt or dried; every nutritious and soluble part of the fish is utilized, which means a saving in raw material of over 30 per cent.

"Other ingredients are used in the manufacture of these biscuits which highly increase their nutritious value, and the professor claims that they contain more nutritious matter than any other food sold at the same price. Certain it is that a large percentage of phosphor is contained in them. Being perfectly dry the biscuits will stand any climate. They are free from water and are very light in weight—16 to the pound.

"A factory for manufacturing from 2,000,000 to 5,000,000 pounds of these biscuits will cost from \$12,000 to \$25,000. The professor says: 'It is my intention to try to

start a factory on a large scale in Newfoundland, but it will probably be some time before I can get any quantity on the market. I have applied for a patent for Newfoundland and intend doing the same for other countries.'

"The cost of manufacture is about 4 cents. Add 2 cents as profit to the manufacturer and 2 cents to the retailer; they can be sold to the public at the low price of 8 cents per pound. As when properly soaked they absorb from once and a half to twice their weight of water, this food will be so cheap as to be within the means of the poorest classes.

"I have mailed some samples to fish dealers in Boston and New York and to the editor of this journal, to whom, also, I have sent directions for cooking, and I think all will agree that to introduce such a food into the United States—a cheap and wholesome food—would confer a boon upon the rich and poor alike."

JAMIESON'S BISCUITS.

The Jamieson biscuits, manufactured by R. E. Jamieson, of Ottawa, are among the best values on the market. It is only a year since the goods were first introduced to the trade and now there is a demand for them all over the country.

CALIFORNIA FRUIT CROPS.

In its last issue The California Fruit Grower says regarding frost damage in California: "The weather has moderated, rain is falling and the danger from frosts has passed for the present. Our reports by wire and mail indicate considerable damage by frost in many sections of the state. At Chico, Vina and Red Bluff the apricot and almond crops are reported ruined, and some damage to peaches. In the San Joaquin Valley, below Fresno, the damage to apricots and peaches has been heavy. In the Napa and Sonoma Valleys some damage has resulted. But the state as a whole has not suffered nearly as much as the early reports indicated. The prospect for the prune crop continues good, with but little damage reported."

THE RICE CROP.

Wm. G. Hale & Co.'s circular, Saigon, March 6th, says of rice: Market of late unsettled and closed somewhat easier; supplies continue to come in freely. Demand for Java has entirely increased; that for Japan has slackened; fresh contracts made for Europe; No. 7 white, steamer milled, \$3.45 for round; No. 2 do., \$2.80. Exports of white rice, cargo Erie and Paddy, this year to March 6th, 2,006,200 pounds.

PERTINENT SHOP TALK.

A CHAIN
Is no stronger
Than its weakest link.

Theories are all right.

But facts sometimes refute them.

You may make all sorts of rules for the conduction of your business.

But one of your clerks can do more damage by breaking these rules

Than you can undo in a year.

Take the question of returning goods.

Let me give you a little instance.

There is a grocery store very near the railroad station.

I pass it twice a day.

The proprietor usually keeps his windows attractively dressed.

And frequently has something in them in the way of a tempting bargain.

Not a great while ago it was pineapple cheeses.

I went in and bought one.

Before any great amount of it had been eaten, it became entirely too lively to stand still in the cheese dish.

While I like cheese, I object to maggots.

I took that cheese back.

I suppose some of the live stock may have gotten away.

The only way to have held them would have been to put in a sealed package.

When I returned it to the clerk, I told him I would come in and see about it on my way to the train at night.

When I called at night, the clerk practically called me a liar.

He also said there was no live stock in the cheese.

He also averred that they had never before had any complaints.

I asked him if he proposed to give me a new cheese for it, and he referred me to the proprietor.

The proprietor "had never heard any complaints regarding the cheese."

Could not find any skippers in it.

And as his clerk had done, practically called me a liar.

The fact that there were holes in the bottom of the cheese where probably the worms got in, and a big hole in the top where they were probably scooped out by the ingenious young clerk after I had left, seemed to have no weight with him.

He simply intimated that I was a swindler, and, while he did not say so, implied it.

Now I go by that grocery store twice a day, but instead of calling in there and buying something three or four times a week, I go by without stopping.

He frequently has tempting bargains in his window.

But they don't tempt me.

There's another grocer next door.

It's just as handy to trade with him.

In direct contrast to this is the treatment I received from another grocer in this city.

Having bought a half dozen cans of tomatoes, I found that the first one opened was poor.

In fact, so poor that it could not be used.

Through some accident or mismanagement, the packing was not properly done, and the fruit had fermented.

On explaining this to the grocer, he immediately sent out half a dozen cans of another brand, without charge.

I told him that I would return the five unopened cans of the brand which had proved poor, and he stated that there was no need of that.

If they were poor, the grocer did not want them in his store, and I might dispose of them as I pleased.

There is quite a contrast between these two grocers, and perhaps if you guess real hard you may be able to decide correctly which one has my trade hereafter.

Let me give you another case in point.

Some time ago I bought at a store, which enjoys a national reputation, some collars.

I bought those which were recommended by the clerk.

After I had left the city I found that they were wrongly marked.

Instead of being the right size for my neck, they were too small.

Later, I endeavored to have them changed.

The clerk told me "that he could not guarantee these cheap German collars."

Now mind I did not ask for cheap German collars.

I took what he recommended to me, without asking regarding quality or price.

He recommended them and I took them.

They were marked the size that I usually wear.

When measured they were half an inch short.

But instead of trying to make it right with me, he took the high and mighty ground that it was my fault not to have bought better collars, or different ones.

I wrote to the proprietor of that establishment, stating that I had the impression that he enjoyed a reputation for fair dealing, but that this sample of fair dealing in his store was far from fair.

In return I received a letter from the

manager of his haberdashery department, stating that

"It is almost disheartening to find that, with all the safeguards with which we surround ourselves for the protection of ourselves and our customers, such a thing could happen as the one mentioned in your letter."

That is just the trouble.

No matter how fair you may wish to be to your customers.

No matter how carefully you plan.

The fact that you have one clerk who is not of the right sort will do much damage to your business.

It is sometimes a case of something even smaller than this that will drive trade from your doors.

I heard a man say not long ago that he would never buy anything in a certain store again.

Because the cash boy was so long getting his bundle and returning his change.

These two latter instances occurred in department stores.

But similar episodes could happen in any kind of a store.

Keep your temper if you would keep your trade.

Be liberal if you want a liberal trade.

Even though the customer wants the lion's share.

It's policy—sometimes—to satisfy him.

What do you think about it?—G. E. B. P., in an exchange.

DEATH OF MRS. WARREN.

Mrs. Warren, wife of Mr. W. A. Warren, of the firm of Warren Bros. & Co., died on Friday last. The news of her death was received with pain by the grocery trade, for although the deceased lady was probably known by but few of the grocers, either in Toronto or in the country, the firm which her husband is a member of is necessarily widely known on account of its extensive business connections. THE CANADIAN GROCER extends its sympathy to Mr. Warren in the great loss which he has sustained.

PERSONAL MENTION.

Mr. E. Nicholson, commission merchant and broker, Winnipeg, passed through Toronto on Saturday en route for Montreal and New York. Mr. Nicholson will stop over at Toronto on his way back.

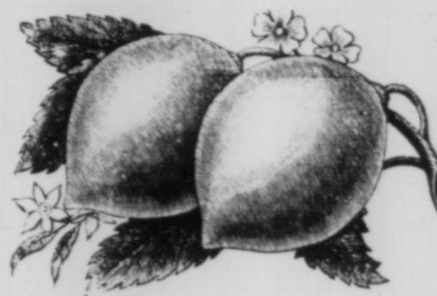
Washington lye in 5 and 10-cent sizes is for sale by Lucas, Steele & Bristol. The giving away of a ½ box with every five of 1776 powder is adding to sale of it. Retail price, 5 cents.

ROSE'S

WEST
INDIA

LIME JUICE

Is **DELICIOUS,
WHOLESOME
and REFRESHING.**



Cheaper and more wholesome than Lemons. Can be had from all first-class Grocery and Drug Houses.

Agents for Canada,

LAW, YOUNG & CO. - MONTREAL.

ONE WAY OF "HOLDING UP" TRADESMEN.

AGNES REPLIER, in a recent paper on "Enforced Charities," says that we prey upon the farmer for the benefit of the baker and help the butcher at the expense of the groceryman. - Nothing could be more true.

The man who has anything to sell is expected to give to every charity that may choose to ask. We get up a supper in aid of the poor, and the baker is asked to contribute cake, the butcher to send chickens, the groceryman tea, coffee or sugar.

If we stopped at asking it would be one thing. But we not only ask, but expect a free contribution and a liberal one, given smilingly. A refusal is resented as some sort of personal affront.

We have our own pet scheme and contribute to it perhaps a dollar. We feel virtuous about it, because perhaps we honestly cannot spare the dollar.

Having contributed what we can, we then begin to solicit from our various tradesmen. We persuade ourselves that, "having things right there in the store," it cannot be any special expense to him to give us what we ask. We fail to realize that what he has in stock is his living and perhaps all he has in the world.

We forget, too, that we are only one of a

hundred customers, each with a pet scheme to which the groceryman must smilingly contribute if he would keep his trade. There are many of his customers whom he does not dare refuse a little gift (or perhaps a large one), for he knows that so unreasonable is the purchasing public such a refusal means a mortal offence.

We all have ample opportunity to grow irritated at the manner in which the orders at the groceryman's are neglected. Nevertheless, in many ways he is a long-suffering man in the way of pecuniary losses through his customers.

Again, the thoughtless habit of devouring the goods set out for sight only is by no means an uncommon one. These people would not think of taking money they saw lying on the counter, and yet one is practically the same as the other. No one thinks of buying a few yards of muslin and then carrying off a spool of cotton which one has not paid for simply because it is exposed upon the counter.

But why not carry home cotton as well as eat prunes, apples or dates? The principle of one is no worse than that of the other. It all amounts to the same thing—taking from another his stock in trade for which we have not paid.

The above we find in The Philadelphia Call, although it has a pretty close resemblance to an article written for one of the

Harper's publications a little time ago by Thomas Wentworth Higginson. We haven't made comparison, but there is certainly a "sameness" in sentiment. In any event it is mighty good doctrine. This holding up the grocer whenever a fair is held, demanding his goods, and compelling him to waste money in worthless advertising in fair papers has been carried too far. It is time the grocer said "Hold! enough."

CURRENT POSITION.

The available stock of currants in Greece is reported to be not over 5,000 tons, and the market there is strong with an advancing tendency. Spot stocks here are estimated at about 9,000 barrels and 11,000 cases, which, according to the Hills Bros. Co., is sufficient to last for several months at the present rate of consumption.

Zucca & Co. say of currants: "The market is firmer, and if a duty of 2c. per pound becomes law not many currants will be imported hereafter to this country. Greece is too busy just now in preparing to fight her old enemy, the Turk, with arms, and the whole of Europe with diplomacy, to think of so small an affair as currants."

"Yes," say Lucas, Steele & Bristol, "our 'Circle' tea books have been much appreciated. If any buyers have been missed advise us and we will forward same."

The New
Tariff

May Affect

TEAS

WE CARRY FULL LINES

Japan	Ceylon and Package
Hyson	Assam
Congou	Pekoes

TEAS

Order now and secure for yourself all benefits of an advance.

THOS. KINNEAR & CO.

49 FRONT STREET EAST
Wholesale Grocers

TORONTO

LOSSES BY BAD DEBTS CAN BE REDUCED.

IT would seem, as credit has been a part of the commercial life of civilized man in all ages, that the system of judging and granting credits should by this time have become almost perfection, that losses from bad debts should now be confined to those debtors only involved by fire, flood or famine, writes Thos. S. Cousen in American Grocer. As a matter of fact, it is a question if losses generally by bad debts are not greater to-day than ever before; they certainly have not decreased in proportion to the decrease in the percentage of profits obtainable upon merchandise.

What, then, is the cause of these losses from bad debts?

In the writer's opinion an insufficient knowledge of the creditor's condition when the risk is taken, or too lenient course when the bill matured: in many cases both.

Almost twenty years ago when the writer was acting as manager for one of the leading mercantile agencies in a city on the Missouri River, one of the subscribers to that system was Mr. Mc., then and now the leading wholesale grocer in that section.

Making an enquiry upon a party one day Mr. Mc. said to me, "I have a first order from this man of a small amount, accompanied by the cash, but I want your report."

Lacking then the experience since gained, the writer asked what is the object of getting a report upon a man who is not asking credit? His reply was, "I always get all the information necessary to remove any and every doubt as to my knowledge of a man's actual condition, before the name goes on my books, then I mark on my ledger the terms and limit of credit I am willing to give him, and before any subsequent order is filled the ledger is consulted to see that neither have been exceeded.

When the bills of my customers mature, and if from any I receive a request for additional time, with the varied excuses usually

given, I reply, "You can have all the time you want, but if I grant the additional accommodation I must be secured now; when you bought these goods upon the terms agreed upon, we two entered into a contract. I have kept my part of it, but you, by your request for further time admit that one of two things is true, first, either you overestimated your own condition when you entered into this contract, or, second, your condition has changed for the worse; in either case I, who have fulfilled my part of the agreement, should not be asked to assume the additional risk involved by your admission of a mistake or a misfortune."

Such has been the policy of this house, from their start in a very small way about fifty years ago until the present time, with this result: they sell the best trade in their section, (it was said of them, that they could paste their price list on the back of a ten-year-old boy and have him walk through the towns and he would secure the orders,) receiving promptly the money for goods sold, they discount all bills, and are in a position to buy in the largest lots their trade justifies, hence their customers are always sure that the prices quoted by them are the market.

They are rich and prosperous, while the majority of their competitors have fallen by the wayside.

They followed correct principles of credit giving in the first place by spending all the money necessary to furnish them with reliable data upon which to base their credits.

Many houses invest liberal amounts in improved machinery for manufacturing or handling merchandise, secure high-priced salesmen, in fact equip themselves with every "up-to-date" device applicable to their business, insure fully against losses by fire, every expense being generous until the credit department is reached, but there they "cannot afford" to invest in any additional systems or methods of obtaining information, or any additional clerical help to com-

pile, analyze and gauge at its true worth the data received.

Many managers of credit departments seem to have fallen into a rut, and do not realize that other credit men, by a system of co-operation are securing the most valuable information regarding the condition of their customers by telling each other how high a line of credit has been given, how much, if any, is owing or due, terms upon which the account is sold, how payments are made, etc., and through this method of interchange they are reducing their losses.

TEA INSPECTION IN CANADA.

Editor CANADIAN GROCER,—In view of the law that has recently been made in the United States for establishing fixed standards to prevent the importation of teas below a certain quality, it appears to us that some immediate action should be taken by importers to lay before the Dominion Government at Ottawa a similar bill, which will at once prevent the shipment into the Dominion of Canada of all teas (even though they may be on bills of lading "in transit to Canada") that may have been rejected by the various inspectors appointed by the United States.

Viewing the situation that has developed through the passing of this bill in Washington from an independent standpoint, it seems to us that no time should be lost to bring about the passing of such a law at Ottawa. The effect of the United States bill referred to upon the tea trade of Canada is quite obvious and requires little comment from us. Suffice it to say that unless such steps are taken as will bring about the desired results without delay, every market in the Dominion will be flooded with rejected teas from the United States and the already over-abundant supply of inferior, and to the tea business detrimental, grades will be so materially increased as will absolutely prevent the sale and consumption of desirable teas, which at the present time can be procured at extremely low rates.

Yours, etc.,

DODWELL, CARLILL & CO.,
Foochow, China.



DO YOU
KEEP THEM?



These goods are well known to consumers and are endorsed by them as being the best in the market.
FOR SALE BY ALL LEADING WHOLESALE GROCERS.



DON'T BUY A refrigerator until you have seen the

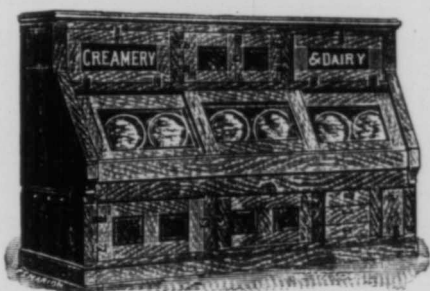
EUREKA

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

A catalogue will give you all details.

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

Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.

Send for Catalogue and Price List.

C. P. FABIEN 3167-3171 Notre Dame St.,
MONTREAL.

INSURE YOUR LIFE IN THE CONFEDERATION LIFE ASSOCIATION

The right man

to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man

to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death.

The right man

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

The right policy

is the UNCONDITIONAL ACCUMULATIVE Policy of the

CONFEDERATION LIFE ASSOCIATION

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

HEAD OFFICE--TORONTO.

J. K. MACDONALD,
Managing Director.

W. G. MACDONALD,
Actuary.

OUR . .

**"VICTORIA" BRAND
JAPAN TEA (Registered)**

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

Write for sample and price. It will pay you.

LAPORTE, MARTIN & CIE. IMPORTERS Montreal



THESE TEAS

Represent the choicest growths from the India and Ceylon gardens, carefully picked and blended. Write for samples and prices.



Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.

SOLD IN LEAD PACKETS

*Spring Picked!!!
Skillfully Blended!!
Attractively Packed!*



Agents { MONTREAL—FRANK MAGOR & Co., 16, St. John Street.
TORONTO—THOMPSON & THOMPSON, 18, Front Street East.

GILLARD & CO., LONDON, ENGLAND

MAKERS OF

Gillard's New Pickle | Gillard's New Sauce

PACKED 2 DOZEN IN CASE

Single case lots \$3.40, 5-case lots \$3.30

Single dozen lots \$1.75

Barrels of 12 dozen \$1.60

10 Gold Medals

have been awarded at the Pure Food Exhibitions held in England, giving ample proof of the great purity and delicious properties combined in these articles.

SOLD BY ALL WHOLESALE GROCERS IN CANADA.



*All
the Arguments
in the world*

will not convince a man
if he doesn't want to be convinced—

But

when a grocer finds his Tea Trade
slipping away from him he will listen to
arguments.

The most convincing argument
towards retaining and also in-
creasing your Tea Trade is

“USE **INDIA and CEYLON TEAS**”

They are...

Clean
Pure
Healthful

Economical
and
Profitable.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

WOOLSON & MURDOCK (W. A. Woolson only), grocers, Ingersoll, have assigned to D. G. Cuthbertson.

W. J. Ewing, grocer, Petrolia, has assigned.

O. Tessier, grocer, Montreal, has assigned.

A. Vaillancourt, grocer, Quebec, has assigned.

M. J. Foley, general merchant, Osceola, has assigned.

H. Biccotte, general merchant, St. Fortunat, Que., has assigned.

D. J. MacDonald, general merchant, Sydney, N. S., has assigned.

J. C. Leclerc, boot and shoe manufacturer, Quebec, has suspended.

Lauthier & Co., general merchants, St. Telesphore, Que., have assigned.

O. Tessier, grocer, Montreal, is offering to compromise at 25c. on the dollar.

E. J. Hurdie, grocer and jeweler, Glencoe, has assigned to T. B. Escott, London.

A. A. Gagnier, grocer, Montreal, is offering to compromise at 25c. on the dollar.

W. F. Harrison & Co., wholesale grocers, St. John, N.B., has suspended payment.

A. P. Gillies, general merchant, Monckland Station, is endeavoring to compromise.

A demand of assignment has been made upon H. Blanchette, general merchant, Acton and Valracine, Que.

G. Baker, general merchant, Osnabruck Centre, has assigned and a meeting of creditors will be held on 21st inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Elias Salim & Co., general merchants, Quebec, have registered dissolution.

Trudeau & Frere, grocers, St. Cunegonde, have dissolved. Nap. Trudeau continues.

Northrup & Co., wholesale grocers, St. John, N.B., have dissolved, and J. H. Northrup continues under old style.

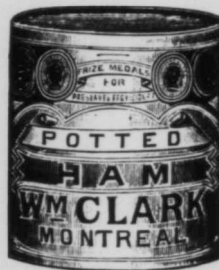
Richard Pickard & Son, general merchants, Exeter, have dissolved. R. Pickard continues under the style of the R. Pickard Co.

R. Y. Maybee, general store and grain, Vittoria, has admitted his son, E. W. Maybee, as partner under the style of R. Y. Maybee & Son.

Kinkead & Cline, wholesale and retail tobacco, Sherbrooke, have dissolved, and a new partnership has been formed by A. E. Kinkead and J. Webster.

Emery Bonneville & Co., general merchants, St. Remi, Que., have dissolved, and Emery Bonneville and P. Gagnon have formed a new partnership.

Hormisdas La Londe and Pharaide La Londe have formed a partnership in Montreal to carry on business as grocers and

**TO THE TRADE**

Try a case of

CLARK'S TOMATO SOUP

It will please your customers.

SOLD BY ALL WHOLESALERS**W. CLARK, Montreal****ENAMELLED MEASURES**

In 1/2 pt., 1 pt., 1 qt., 2 qt. and 1 gal. sizes.

GOVERNMENT STAMPED**Superior** to Measures made of Tin, Wood or Copper. Easily cleaned and will not Rust or Corrode**The McCLARY MFG. CO.****LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER.**

provision dealers under the style of La Londe & Freres.

W. Vipond, P. T. Peterson and T. A. Vipond have formed a partnership to carry on business as wholesale fruit dealers in Montreal, under the style of Vipond, Peterson & Co. Vipond & Vipond have dissolved.

SALES MADE AND PENDING.

The assets of the Tiger Tea Co., Montreal, have been sold by auction.

The grocery stock of R. Ouimet, Montreal, has been sold at 50c. on the dollar.

The stock of P. E. Begin, grocer, Levis, Que., has been sold at 60c. on the dollar.

E. St. Amour & Co., general merchants, Acton, Que., are offering stock and property for sale.

The stock, etc., of the late John McDermid, grocer, Georgetown, are advertised for sale by tender.

CHANGES.

M. McArdle, grocer, Comox, B.C., is out of business.

A. Donaldson has opened a grocery store in Montreal.

W. Gauthier, grocer, Montreal, is retiring from business.

John Pratt, baker, Chatham, has sold out to James Greer.

G. Lavoie has opened a grocery store in St. Octave, Que.

J. C. Vigneault has opened a grocery store in Montreal.

S. Anseleybrook has opened a grocery store at Burford.

Z. Trudeau is opening a grocery store in St. Henri de Montreal.

Milette & Co., general merchants, St. George de Windsor; Sarah Richard, wife of J. B. G. Millette, registered proprietress.

Alex. Mahoney has opened a general store in St. George, N.B.

B. Pepin is opening a grocery store in Montreal. So is J. A. Toupin.

Walter Middleton, grocer, Mount Lehman, has sold out to P. Alder.

R. E. Smith, general merchant, Kamloops, has sold out to John Beaton.

Frank Dowling, general store and drugs, Sydenham, has sold out to Albert Boyce.

F. Perrault is registered proprietor of the firm of Perrault & Co., grocers, Montreal.

F. Spofford, general merchant, Gordon Hill, has been succeeded by T. M. Little.

Ballantyne Bros., general merchants, Tiverton, have sold out to A. J. Campbell.

Christopher Kelly has opened a grocery store in Owen Sound. So has Robert J. Scott.

J. O. Menard has been registered proprietor of the grocery firm of Menard & Lecours, Montreal.

A. Liberman, general merchant, Yarmouth, N.S., has registered consent for his wife, Jennie A., to do business in her own name.

W. P. Brennan has opened a general store in Ste. Therese, Que. D. Cloutier, a general merchant of the same place, is selling out.

H. Blanchette, general merchant, Acton, Que., is removing from that place. Z. Cordeau, another general merchant of the same place, is removing to St. Hyacinthe.

FIRES.

C. E. Graham, teas and coffees, Toronto, has been burned out; insured.

The offices of James R. Shields & Co., brokers, etc., Toronto, have been partially damaged by fire.

DEATHS.

John Junkin, groceries and crockery, St. Catharines, is dead.

Isaac West, of I. West & Co., groceries and fruit, Toronto Junction, is dead.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

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

"NEVER TURN A WHEEL" WITHOUT IT

CAN'T YOU SELL?

PEERLESS
MACHINE 

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

The QUEEN CITY OIL CO., Ltd.

Samuel Rogers, President. Sole proprietors, Toronto, Ont.
30 Front Street East.



HELLO!!! YES,

Certainly we sell

"WHITE MOSS"
COCOANUT

Everybody is asking for it, 'tis so fresh and tender. Sells so quickly. The Ladies prefer it to any other. Try it and be convinced of its superior quality.

Manufactured ONLY by...

Canadian Coconut Co.

(J. Albert McLean, Prop.)

MONTREAL

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

COARSE
BUTTER
TABLE

SALT

{ ROCK
CHEESE
PACKER'S

VERRET, STEWART & CO. - MONTREAL, Que.

TRY A PACKAGE OF OUR "CLUB HOUSE"

A Perfect blend of the finest

INDIA and CEYLON TEAS

For which we are sole agents in America.

It will please your customers.

J. F. RAMSAY & CO.

Wholesale Importers

14 and 16 Mincing Lane

TORONTO

PUREST AND BEST

Windsor Salt

Cheese Factories

that used Windsor Special Cheese Salt last season found that it added to the selling price of their product and gave it better keeping qualities.

Creameries

using Windsor Special Butter Salt found it superior to English or American Salts.

All Orders Filled Promptly.

WINDSOR SALT CO. Ltd., Windsor, Ont.

The Question is

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

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

EDWARDSBURG
STARCH CO.
Cardinal,
Ont.

Edwardsburg Starch

BLUE.	
KEEN'S OXFORD.	
	per lb.
1 lb. packets	\$0 17
1/2 lb.	0 17
Rockitt's Square Blue, 12 lb. box	0 17
Rockitt's Square Blue, 5 box lots	0 16
CANNED GOODS.	
	per doz.
Apples, 3's	\$0 70 \$0 95
gallons	1 65 2 25
Blackberries, 2	1 40 1 70
Blueberries, 2	0 75 0 85
Beans, 2	0 65 0 95
corn, 2's	0 55 0 75
Cherries, red pitted, 2's	2 00 2 25
Plum, 2's	0 75 0 80
Sifted select	0 90 1 00
Extra sifted	1 25 1 40
Pears, Bartlett, 2's	1 65 1 75
3's	2 40
Pineapple, 2's	1 75 2 40
3's	2 50 2 60
Peaches, 2's	1 65 2 00
3's	2 50 3 00
Plum, Green Gages, 2's	1 55 1 80
Lombard	1 50 1 70
Damson Blue	1 10 1 40
Pumpkins, 3e	0 70 0 90
gallons	2 10 2 25
Raspberries, 2's	1 50 1 80
Strawberries, 2's	1 65 1 95
Succotash, 2's	1 15
Tomatoes, 3's	0 72 0 75
Water, tall	2 30 2 53
flats	2 85 2 90
kernel	1 20 1 30
Salmon, Sockeye, tails	1 35 1 50
Horshoe	1 50
flats	1 40 1 75
Cohoos	1 15 1 20
Sardines, Albert, 1/2's tins	0 13
1/2's tins	0 20 0 21
Sportsmen, 1/2's genu-	
ine French high grade, key	
opener	0 12 1/2
Sardines, Sportsmen, 1/2's	0 21
Sardines, key opener, 1/2's	0 16 0 18 1/2
1/2's	0 10 1/2 0 11
" " " " " "	0 18 1/2 0 19
Sardines, other brands 9 1/2	0 16 0 17
P. & C., 1/2's tins	0 23 0 25
1/2's	0 33 0 34
Sardines, Amer., 1/2's	0 04 1/2 0 09
Mustard, 1/2 size, cases	0 09 0 11
50 tins per 100	10 00 11 00
MARSHALL & CO., SCOTLAND.	
Fresh Herring, 1-lb.	1 10 1 15
Kipper Herring, 1-lb.	1 6 1 90

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

CANNED MEATS.

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

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

WHITE LABEL.

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

Codfish.

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

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

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

CHOCOLATES & COCOAS.

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

CADBURY'S.

Frank Magor & Co., Agents	per doz
Cocoa essence, 3 oz. packages	\$1 65
per lb.	
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42 1/2
Cocoa Nibs, 11-lb. tins	0 35

TODD HUNTER, MITCHELL & CO. S.

Chocolate—	per lb.
French, 1/4's—6 and 12 lbs.	0 30
Caracas, 1/4's—6 and 12 lbs.	0 35
Premium, 1/2's—6 and 12 lbs.	0 30
Sante, 1/4's—6 and 12 lbs.	0 26
Diamond, 1/4's—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00

Cocoa—	per lb.
Homeopathic, 1/4's, 8 and 14 lbs.	0 30
Pearl	0 25
London Pearl, 12 and 18 "	0 22
Rock	0 30
Bulk, in boxes	0 18
Royal Cocoa Essence, packages	per doz
	1 40

CHOCOLAT MENIER.

	Cases of	In 12
	10x12 lb	lb bxs
	bxs	
Vanilla—		
Yellow wrapper, p. lb.	\$ 0 34	\$ 0 36
Triple Vanilla—		
White	0 73	0 83
Unsweetened—		
Blue Premium	0 38	0 42
Cases of Less		
54 lbs than		
Pastilles—		
1/2 lb. boxes	0 19	0 20



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



Beardsley's Boneless Herring. doz 2 doz. \$1.40



ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
" 4 lb.	5 50	5 80

CANADIAN TOMATO CHUTNEE

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

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

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

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

THE "DIAMOND" OIL BLACKING



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

W. BERRY, - MANCHESTER.

Send for samples and quotations to

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

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.**

STONEWARE

QUALITY THE BEST. PRICES RIGHT. TRY US.



HART BROS. & LAZIER
 Belleville, Ont.

Send for price list. Mention GROCER.

Headquarters for

Stencil Brands

CORPORATE SEALS . . . RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS

Hamilton, Ont.

To Oblige

SMALL GROCERS

SILVER DUST

WASHING POWDER

Is put up in half-cases

If . . .

Your wholesaler is out of it write us. We can put you on the right track to make money selling washing powders.

SILVER DUST MANUFACTURING CO. Hamilton

Every up-to-date Grocer should keep
COWAN'S
 HYGIENIC COCOA
 ROYAL NAVY CHOCOLATE
 and FAMOUS BLEND COFFEE
 Send your orders to
THE COWAN CO., Ltd.
 470 King St. East, Toronto

IS THE BEST.
 ASK FOR
MOTT'S



Always the Same.
 The Best on the Market.

Have you got it in stock?

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

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

Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21 0 43
Mott's Sweet Chocolate Liquors	0 19 0 30
COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes,	1/2 lb. cake, per lb.
Royal Navy Chocolate, 12 lb. boxes,	1/2 lb. cake, per lb.
Mexican Vanilla Chocolate, 12 lb. boxes,	1/4 lb. cake, per lb.
WALTER BAKER & CO.'S.	
Chocolate—	
Premium No. 1, boxes, 12 lbs. each.	0 46
Baker's Vanilla in boxes, 12 lbs. each.	50
Caracas Sweet, in boxes, 6 lbs. each.	33
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net.	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each.	0 28
Grocers' Style, in boxes, 6 lbs. each.	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, 1/2 lb., tins.	0 50

COCOANUT.

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

COFFEE.

Green.	
Mocha	per lb. 0 27 1/2 0 30
Old Government Java	0 30 0 30
Rio	0 13 0 15
Plantation Ceylon	0 29 0 31
Porto Rico	0 24 0 28
Guatemala	0 24 0 28
Jamaica	0 18 0 22
Maracaibo	0 18 0 20
JAMES TURNER & CO.	
Mecca	0 30
Damascus	0 28
Cairo	0 25
TODD HUNTER, MITCHELL & CO.'S	
Excelsior Blend	0 34
Our Own	0 32
Jersey	0 30
Laguaya	0 27
Mocha and Java	0 32 0 35
Old Government Java	0 30 0 32 0 35
Arabian Mocha	0 32 0 35
Maracaibo	0 26 0 28
Santos	0 22 0 25
Crushed East India	0 20
EXTRACTS.	
per doz.	
Dalley's Pure Fruit Extracts, 2 1/2 oz. bottles, all flavors	\$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors	1 25

A BIG CUT . . .

in the price of Cream Soda Biscuits in tins, which will enable you to retail them with a good profit. Our Biscuits in tin boxes will keep fresh and crisp for months. This is an important matter with the grocer.

T. B. & C. Co.'s Cream Sodas are giving universal satisfaction.

Toronto Biscuit & Confectionery Co.

A. W. PORTE.

7 FRONT STREET EAST, TORONTO.

S. R. PARSONS.

Crown Brand (Robert Greig & Co.)—

1 oz. Bottle, per doz.	0 90
2 " " " "	1 50
3 " " " "	2 00
4 " " " "	3 00
8 " " " "	5 00
16 " " " "	8 00
" " Glass Stop'r "	3 50
" " " " "	7 00
Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles, gross	12 00
Ketchup, Screw Top, gross	21 00
" " S. & L. "High Grade" "	3 50
per doz	15 00
Pepper Sauce, per gross	15 00

FLUID BEEF.

JOHNSTON'S, MONTREAL.

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

FRUITS.

FOREIGN. per lb.

Currents—Provincials, bbls	0 04½	0 04¾
" " " "	0 04½	0 04¾
" Filiatras, bbls	0 04½	0 04¾
" " " "	0 04½	0 04¾
" Patras, bbls	0 05½	0 05¾
" " " "	0 05½	0 05¾
" " cases	0 05½	0 05¾
Vostizzas, cases	0 06	0 06
Blue Pearls	0 08	0 08½
Dates, Hallowee boxes (new)	0 05½	0 06

DOMESTIC.

Apples, dried, per lb.	0 02	0 03½
evaporated	0 33	0 05

FOOD. per brl.

Split Peas	3 25	\$3 50
Pat Barley	3 25	3 50
Pearl Barley, XXX, 49-lb. pkt.	2 00	

ROBINSON'S BARLEY AND GROATS.

Patent Barley, ½ lb. tins	per doz	1 25
1 lb. tins	2 25	*
Groats, ½ lb. tins	1 25	
1 lb. tins	2 25	

DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS. per doz.

Buckwheat Flour, 2½ lb. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz. in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling calves foot, 2 qt. size	1 20
Acidulated, 2 qt. size	1 50
(Sold by all wholesale grocers.)	

KEOPFF'S FAMILY GELATINE. Robert Greig & Co., Agents.

1 oz. Packages, White, per doz.	85	90
1 " " Red,	90	95

OOX S

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

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—

50 to 60 dy basis	2 15
40 dy	2 20
30 dy	2 25
20 16 and 12 dy	2 30
10 dy	2 35
8 and 9 dy	2 40
6 and 7 dy	2 55
5 dy	2 75
4 dy A P	2 75
3 dy A P	3 15
4 dy O P	2 55
3 dy O P	3 75

HORSE NAILS—Canadian, dis. 50 per cent.

HORSE SHOES—From Toronto, per keg

	3 60
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SCREWS—Wood—Flat-head iron, 80, 10 and 10 p. c. dia. Round-head iron, 75, 10 and 10 p. c. dia. Flat-head brass, 77½, 10 and 10 p. c. dia. Round-head brass, 72½, 10 and 10 p. c. dia.

WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]

1st break (25 in. and under)	1 35
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ROPE—Manilla

Sisal	0 08	0 08½
	0 06½	0 06¾

AXES—Per box

	25	9 00
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SHOT—Canadian, dis. 17½ per cent.

HINGES—Heavy T and strap

Screw, hook and strap	2 50	3 60
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WHITE LEAD—Pure Association guarantee, ground in oil. per 100 lbs.

25 lb. irons	5 15
No. 1	4 77½
No. 2	4 35
No. 3	4 02

TURPENTINE—Selected packages, per gal.

2c. extra outside points.	0 44
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LINSEED OIL—Raw, per gal

Boiled.	0 43	0 44
2c. extra outside points.	0 46	0 47

GLUE—Common per lb

	0 07½	0 08
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INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt.	\$3 35
Star Standard, 12 qt.	3 80
Milk, 14 qt.	4 75
Round-bottomed fire pail, 14 qt.	4 75
Tubs, No. 1.	13 30
" " 2.	11 40
" " 3.	9 50
Fibre Butter Tubs (30 lbs.)	3 80
Nests of 3.	2 85
Keelers No. 4.	8 00
" " 5.	7 00
" " 6.	6 00
" " 7.	5 00
Milk Pans.	2 65
Wash Basins, flat bottoms.	2 50
" " round bottoms.	2 25
Handy Dish.	2 25
Water Closet Tanks.	17 00
Dish Pan, No. 1.	7 60
" " 2.	6 20
Barrel Covers and Trays.	4 75
Railroad or Factory Pails.	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz. Frank Magor & Co., Agents.

range Marma'ad	1 50	
Ch ar Jelly Marma'ad	1 80	
Strawberry W. F. Jam.	2 00	
Raspberry " "	2 00	
Apricot " "	1 75	
Black Currant " "	1 85	
Other Jams " "	1 55	1 90
Red Currant Jelly	2 75	
(All the above in 1 lb. clear glass pots.)		

LICORICE.

YOUNG & SMYLIE'S LIST.

5-lb. boxes, wood or paper, per lb.	80 40
Fancy boxes (36 or 50 sticks) per box	1 25
Raspberry W. F. Jam.	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 Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wetley's Condensed, per gross, net \$11 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD, JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch—1 Star Glenlivet, in cases	\$8 50	\$9 00
" Ringed" 5 lb. boxes, per lb.	9 50	10 00
Old Liquor " "	15 00	15 50
Old Glenlivet, in wood, p.gal.	4 25	6 00
Watson's Irish—Old Irish	7 50	8 00
Banagher " "	9 50	10 00
" " in wood, per gal.	4 25	5 25
Geo. Sayer & Co. Cognac—1 Star, in cases	11 50	12 00
V.S.O.P. " "	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto—Ports	2 10	6 50
Wisdom & Warter—Sherrics	2 00	6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old High and	8 75	9 25
Special Liqueur, 14 years old	9 50	10 00
" " "	15 50	16 50
In wood—Fine old Scotch	4 40	5 00
Special old Scotch	5 00	

MUSTARD.

COLMAN'S OR KEEN'S.

Square Tins—D. S. F., 1 lb. tins	per lb.	\$0 40
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½ lb. tins	0 42
¼ lb. tins	0 45

ROUND TINS—

F. D., ½ lb. tins	0 25
" " ¼ lb. tins	0 27½
" " 4 lb. jars, per jar	0 75
" " 1 lb. " "	0 25
" " 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

per gross	per gross
Pony size, \$7 50	Beer Mug, 16 20
Small Med. 7 50	Tumbler, 11 50
Medium, 10 80	4 ream Jug, 21 00
Large, 12 10	Sugar Bowl, 22 30
Spoon, 13 00	Caddy, 28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb.	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz.	2 00
Dall y's Mustard, ¼ lb. tins, 4 doz. in case, per doz.	1 00
Dalley's Superfine Durham Mustard, bulk, per lb.	0 12
¼ lb. tins, 4 doz. in case, per doz.	0 65
½ lb. tins, 2 " " "	1 20
1 lb. jars, per doz.	2 40
4 lb. " "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins, per gal.	2 50
Celery Salt, 2 oz. bottles, silver tops, per doz.	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz.	1 75

RICE, ETC.

Rice—Standard "B"	per lb.	0 03¼	0 03½
Patna	0 04½	0 04¾	
Japan	0 05		
Imperial Seta	0 05½	0 06	
Extra Burmah	0 03½	0 04	
Java Extra	0 06½	0 06¾	
Genuine Carolina	0 09½	0 10	
Grand Du-c.	0 06½	0 06¾	
Sago	0 03½	0 05	
Tapioca	0 03½	0 05½	

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—No. 1 White or Blue, cartons

Canada Laundry	0 04½
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin canisters	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06½
Benson's Satins, 1-lb. cartons	0 07½
No. 1 White, blis. and kegs	0 04½
Benson's Enamel, per box	3 60

Culinary Star—W. T. Jenison & Co's Prep. Corn

Canada Pure Corn	0 06½
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Rice Starch—Edwardsburg No. 1 white, 1 lb. cart.

Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 09	0 7½
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KINGSFORD'S OSWEGO STARCH.



SILVER GLOSS—40-lb. boxes, 1 lb. pkgs. 0 08
6-lb. boxes, sliding covers (12-lb. boxes each crate) 0 08½

PURE—16-lb. boxes, OSWEGO 1 lb. boxes, 1-lb. packages 0 07½

There are reasons for it.

FOR WHAT?

For the steadily increasing sales of Brantford Starch throughout the Dominion, from Halifax in the East to Vancouver in the West.

WHAT ARE THE REASONS?

1. We look after the quality closely.
2. We put up our Starch in very attractive packages.
3. We ship promptly immediately on receipt of order.

Our sales for the month of March considerably more than doubled the sales of the corresponding month of last year.

THE BRANTFORD STARCH CO. Ltd. - BRANTFORD

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

THE BRANTFORD STARCH CO., LTD.
Laundry Starches—
 Canada Laundry, boxes of 40 lbs. 0 04 1/2
 Finest Quality White Laundry—
 3 lb. cartons, cases 36 lbs. 0 05 1/2
 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 cartons, cases 36 lbs. 0 07
 6 lb. draw-lid bx. 8 in crate, 48 lb. 0 07
 6 lb. tin enamelled cannisters, 8 in crate 48 lbs 0 07
Brantford Gloss—
 1 lb. fancy boxes, cases 36 lbs. 0 07 1/2
 Brantford Cold Water Rice Starch—
 1 lb. fancy boxes, cases 28 lbs. 0 09
Canadian Electric Starch—
 40 packages in case 3 00
Culinary Starch—Challenge Prep. Corn—
 1 lb. pkgs., boxes 40 lbs. 0 05 1/2
 No. 1 Pure Prepared Corn—
 1 lb. pkgs., boxes 40 lbs. 0 06 1/2

SUGAR. per lb.
Granulated—
 Redpath and St. Lawrence, single barrels 0 04 7-16
 Redpath and St. Lawrence, 3-barrels 0 04 3/4
 Acadia, single barrels 0 04 5-16
 Paris Lump, bbls. and 100-lb. boxes 0 05 1/2 0 25 1/2
 " in 50 lb. boxes 0 05 1/2 0 05 1/2
Extra Ground, bbls. Icing..... 0 05 1/2 0 05 1/2
Powdered, bbls 0 05 1/2 0 05 1/2
 Very bright refined 0 03 3/4 0 04 1/2
 Bright Yellow 0 00 0 03 3/4
 Dark Yellow 0 00 0 03 3/4
 Demerara 0 03 1/2 0 00

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

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

SOAP.
 Babbitt's "1776" Soap Powder \$3 50



Box Lot 4 20
 Box Lot 4 10
 Freight prepaid on 5 box lots.
BRANTFORD SOAP WORKS CO.



Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 100 in box; Twin Cake, 11 1/4 oz. each, 100 in box.
 Quotations for "Ivory Bar" and other brands of soap furnished on application.

TEAS.
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

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

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

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

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

Young Hyson— PING SUEYS.
 Half Chests, firsts 0 28 0 32
 " " seconds 0 16 0 19
 Half Boxes, firsts 0 28 0 32
 " " seconds 0 16 0 19

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

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

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

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

"KOLONA"
 Ceylon Tea, in 1-lb. and 1/2-lb. lead packets, black or mixed.
 Blue Label, retail at 30c. 0 22
 Green Label " 40c. 0 28
 Red Label " 50c. 0 35



THE E. B. EDDY CO.
 Washboards, Planet 1 60
 " XX 1 40
 " X 1 25
 " Special Globe 1 50
Matches— 5-Case Lots, Single Case
 Telegraph \$3 50 \$3 70
 Telephone 3 30 3 50
 " 1/2 gro. bxs 3 50 3 70
 Parlor 1 40 1 45
 Red Parlor 1 40 1 45
 Safety 4 00 4 20
 Flamingo 2 25 2 35
 Tiger 3 15 3 35

Orange Label, retail at 60c. 0 42
 Gold Label, " 80c. 0 58
 Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.
 British Consols, 4's; Twin Gold Bar, 8's 0 59
 Ingots, rough and ready, 8's 0 57
 Laurel, 3's 0 49
 Brier, 7's 0 47
 Index, 7's 0 44
 Honeyuckle, 8's 0 56
 Napoleon, 8's 0 50
 Victoria, 12's 0 47
 Brunette, 12's 0 44
 Prince of Wales, in caddies 0 48
 " in 40-lb. boxes 0 48

WASHING POWDER.
"SILVER DUST"
 Case 72 1-lb. cartons 5 00
 Half case 36 1-lb. " 2 50
 Case 24 3-lb. " 4 25
 Half case 12 3-lb. " 2 12
 Case 100 5-cent packages 3 50
 Half case 50 5-cent packages 1 80

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

Licorice Goods

SOME OF OUR LEADERS ARE:



Pure Calabria "Y & S" Licorice
 Acme Licorice Pellets
 Tar Licorice and Tolu Wafers
 Licorice Lozenges
 "Purity" Penny Licorice

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The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. **BEST GOODS MADE.**

Represented by

Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

**THE
Oakville Basket Co.,**

MANUFACTURERS OF



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

For sale by all Woodenware Dealers

Oakville, Ont.

"Bovril Limited"

OF LONDON, ENG.,

Having purchased the business of The Johnston Fluid Beef Co., of Montreal, are now in a position to offer all their products on the Canadian market.

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Correspondence Solicited

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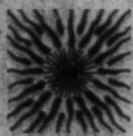
Jams,

Pickles,

Sauces,

Potted Meats,

Table Delicacies.



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THE "GENUINE"



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



HEAT WILL NOT BREAK IT.



EVERY CHIMNEY NICELY WRAPPED AND LABELLED.



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



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The Standard of Excellence

Is an enviable record for any product to attain, and as applied to Gelatines is synonymous with



KNOX'S

GELATINE

The Only Pure Gelatine Made.

It received the highest medal at the World's Fair for strength, purity and good flavor. My reputation and my capital stand back of my Gelatine, and I authorize grocers to guarantee satisfaction or money back.

MAKES 2 QUARTS JELLY

Write for Liberal Offers.

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

C. B. KNOX,

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EPPS'S COCOA

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

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

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

Special Agent, C. E. COLSON, MONTREAL

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