

**PAGES
MISSING**

PUBLISHED
EVERY
FRIDAY

CIRCULATES
IN EVERY
PROVINCE

THE
CANADIAN GROCER
AND
GENERAL
STOREKEEPER

**COLMAN'S
MUSTARD**



BEST ON EARTH

PEEK, FREAN & CO.

NOW MANUFACTURE

Over 25 Varieties of Wafers.

PLAIN, SWEET, SAVOURY.

Among those recently added are:

CHERRY WAFERS

IN SEVERAL
FLAVORINGS

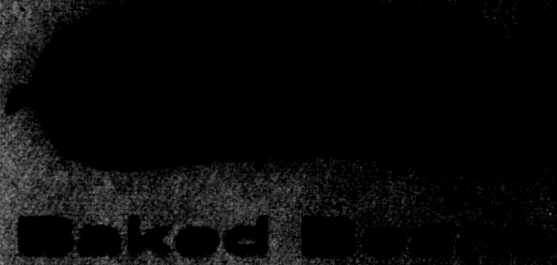


FLORENCE WAFERS

VENICE WAFERS

CHAS. GYDE, Sole Representative, MONTREAL.

<p>Corn Brooms</p>	<p>BROOMS</p>
<p>"GEM" "WIRE" "SNOW" "CORKER" "HEARTH" "LA BELLE" "BARBERS" "TRAVELLER"</p>	<p>"Rose" "Pansy" "Thistle" "Maple Leaf" "Shamrock" "Daisy" "Tulip" and "Good Luck"</p>
<p>STANDARD BRANDS</p>	
<p>Wood, Bone, Nickel, Silver and Plush Handles. Large Variety. Low Prices.</p>	<p>Always reliable and as represented.</p>
<p>WHISKS</p>	<p>Corn Whisks</p>
<p>The H. A. Nelson & Sons Co., Limited 59 to 63 St. Peter Street MONTREAL Toronto Sample Room: 48 and 50 Front St. West</p>	



Baked Beans
with Tomato Sauce

combine the nutritious properties of beans and tomatoes, with just enough select pork to give it a delicious flavor.

Sold by
Canadian Agents
H. P. Eckardt & Co., Hudson, Bloor & Spadina
Toronto.

Ask your Grocer for either of these Brands and TAKE NO OTHER.

These brands are reliable—pure, and do not cake.

TABLE SALT DAIRY

The Trade are becoming alive to the fact that it is useless keeping Salt that cannot be relied upon.

Our SALT is unexcelled.

R. & J. RANSFORD,
OLIVIER, ONT.

Be abreast of the times and keep Salt that will sell!

The public want a good thing and will get it.



A GROCER'S REPUTATION

depends on the class of goods which he sells. If your customers are not satisfied, they leave you and go where they can get satisfaction. That's because your goods are not right. It's not enough to have **some** of your goods right—you must have them **all** right.



Lazenby's Goods

are the standard of excellence. You can **always** recommend them and feel sure that your customers will be satisfied.

**PICKLES,
SOUP SQUARES,
TABLE JELLIES, Etc.**



Thistle Brand

Finnan Haddies and Kippered Herrings are prepared with the choicest fish and are packed with the greatest care and most scrupulous cleanliness.



Bi-Carbonate of Soda

is one of the little things that so much depends on. People who use this brand **once** will prefer it to any other. **It's the best and purest.**

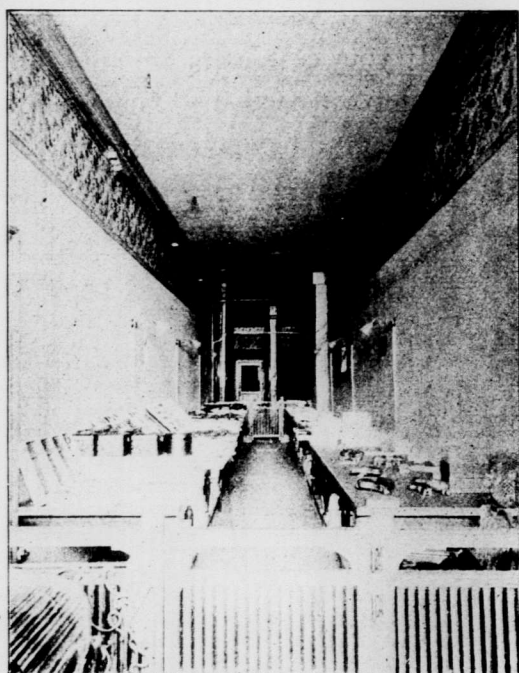
Your Wholesaler keeps these brands—order them.

A. P. Tippet & Co., General Agents, Montreal.

DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.



Luxfer Prisms successfully lighting a store 100 feet long.



Ordinary glass made the store unrentable without artificial light.

A visit to our test rooms will furnish ample proof that these contrast pictures underestimate rather than exaggerate the lighting results of Luxfer Prisms. Write for our blank form and obtain an estimate of cost.

THE LUXFER PRISM CO., Limited

98-100 KING STREET WEST,

TORONTO

Specified
by
Architects.
Approved
by
Owners.
Appreciated
by
Tenants.

Form
Your
Own
Opinion.

**She
Found
You
Out!**

That woman who asked you for Tillson's Pan-Dried Rolled Oats, found out afterwards that you had substituted another brand, and now she's trading across the street; but, that is not all that happened—she told five friends of hers, and, good gracious, how your trade has fallen off since!

It pays to treat a woman "on the square" and give her just what she asks for.

The Tillson Co'y, Limited,
Tilsonburg, Ont.

Is He Fair?

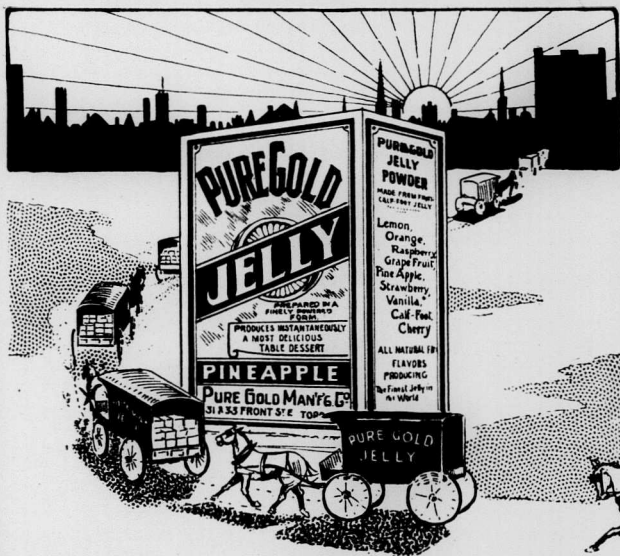
If your wholesaler tries to evade the question when you ask him about Payne's Cigars he is not fair to your business interests. Other brands certainly pay him a larger profit, and you know what that means!

The more money he makes the poorer the quality must be. Think of your own interests, please—don't let the wholesaler pull the wool over your eyes. If you can't reach your wholesaler handily, write to me about terms and prices on

Payne's Cigars.

J. Bruce Payne, Mfr.,
Granby, Quebec.

IN HALF A MILLION HOMES



Pays the grocer a good profit
and sells like hot cakes.

PURE GOLD MAN'G CO. LIMITED
31 AND 33 FRONT ST. EAST
TORONTO. CANADA



A Disputed Account

He can't solve it.

The above cut fairly well represents a position in which a merchant is too often placed trying to do a credit business by his present methods. This merchant has hunted for an hour to find a difference in an account of 15 cents.

The Standard Account System

won't put you in such an unpleasant position. Neither will it permit many other things that annoy merchants.

It won't permit you to make errors in transcribing the items.

It won't give your customers a chance to dispute the accounts.

It won't allow merchants to charge goods to Charles Brown, Sr., when they should have been charged to Charles Brown, Jr.

It won't permit customers to get into debt for more than \$50 when they should have never been trusted for more than \$20.

It won't keep a merchant constantly worried because his books are not posted.

It won't allow him, when pay day comes, to lose \$50 or \$100 because his accounts are not ready for settlement.

It won't allow him to lose money by rewriting items when it is so unnecessary.

If you don't want to be annoyed as shown above — then write us and let us send you the remedy that will prevent such losses.

The Beverly McDonald Co.

PICTON, ONT.



MADE IN CANADA.

No absurd claims
are made for

"Sterling" Brand Pickles.

Their pre-eminence in
public favor, and popularity
as a salable article with the
best grocers in the Dominion,
are due to actual merit.

T. A. LYTTLE & CO.

124-128 Richmond St. W., TORONTO, CAN.

The . . .

Watson, Foster Co.

LIMITED

Manufacturers of every grade of
Wall Papers

❁ ❁ ❁ MONTREAL



IT MUST BE DONE

“1900”

should be the “record-breaker” financial year of every Wall Paper Dealer in Canada. It will be an easy task to accomplish if you select your papers from our extensive collection of Popular Patterns.

There is a “knack” in the elegance of our designs and the harmonious effect of our modern, fashionable colorings that cannot be equalled and is the envy of the trade.

Our travelers are again on the road for the last trip of the season. Dealers who have not yet bought, or wish to increase their previous orders, will please drop us a line, and we will cheerfully send a traveler or a special set of samples containing all the best sellers of the season.

Years,
Years!
Years!!

What else does Time prove if not intrinsic merit? New things come and go, but Jonas' Flavoring Extracts pursue the even tenor of their way year in, year out—up, up, up, go sales from year to year. *For thirty years the favorite.*

Rich, pure, strong—no coloring, no adulteration. Tried and not found wanting for years, years, years! Thirty years, think of that! *Over quarter of a century of satisfaction.*

"For 30 Years the Favorite."

Jonas'
Flavoring Extracts.

Henri Jonas & Co., Mfrs ,
Montreal.

RAISINS RAISINS RAISINS

—FINEST GOODS ON THE MARKET.—

Grustan's Finest Selected, 7, 14, and 28-lb. boxes.
 Roger's Finest Selected, 28-lb. boxes.
 Roger's 4-Crown Ondara Layer Selected, 28-lb boxes
 Trenor's Blue Eagle 4-Crown Selected Layers, 28-lb. boxes.

These latter are specially fine goods.

W. H. GILLARD & CO., Wholesale Grocers, **Hamilton, Ont.**



LICORICE..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, all sizes; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 to box. Write for illustrated catalogue.

Our latest novelties: Corrugated Y. & S. Stick Licorice, packed 80 sticks in wood box; Manhattan Wafers, in Pliable Licorice, 2½-lb. boxes.

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.

Essence of Coffee

You want
the best.

Order



Rose & Laflamme

Agents

MONTREAL.



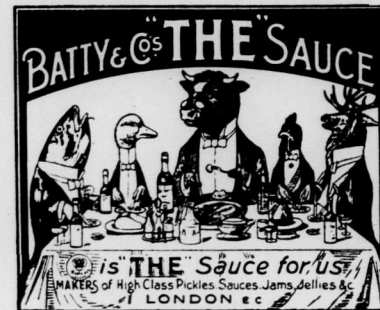
Batty & Co.

ESTABLISHED 1824.

LONDON.



OLIVES
AND
PURE
OLIVE
OILS.



INDIAN
CURRIES
AND
CHUTNIES.

Makers of High-class

PICKLES
OF
ALL KINDS.



SAUCES
OF
ALL KINDS.

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

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NO. 5

THE CLERK WHO READS.

By William H. Maher.

UNDER the more favorable conditions that prevail to-day boys are not compelled to commence a life of work at so early an age as were the boys of a generation ago, and so have more years of school behind them.

Whether our present-day system of education is an improvement upon that taught forty years ago in the little red schoolhouse is a debatable question. In my own business experience I find that the graduate of to-day has a little knowledge of a great many things, but is not strongly grounded in the common rules that are so absolutely necessary to be well learned and thoroughly understood if he would succeed in a business career.

For instance: A boy of eighteen, during the last year of his course in the high school, applied for a position in a bank, where he heard a vacancy existed. To test his knowledge of arithmetic he was given an ordinary example in reduction under cubic measure, but was utterly unable to do it. He was then tested in duodecimals, but he had to give that up. And, failing in a third trial, he confessed that it was so long since he had studied arithmetic he had forgotten all the rules.

IMPORTANCE OF A GOOD FOUNDATION.

The boy of forty years ago was not permitted to forget his rules. Such education as he got was not an end, but a means, and the work in mental and higher arithmetic was so drilled into him and made of such great importance, that when he began the battle of life, even at a tender age, he was provided with a foundation upon which he could build with confidence.

Yet the boy of to-day and we boys of a generation ago are alike in this: in having ample opportunities for self-education. He who considers that his days for education are ended when he passes out of school has already doomed himself to failure; what little he has learned will soon fly from him.

The great mass of boys count their release from school, at any age, as the end of their slavery, and thenceforward open a book only for relaxation and amusement. One boy in a thousand, leaving school to begin work, says to himself: "I will have to compete by and by with men who have had a college education; I must do all I can to fit myself for the battle." So he goes on with his study, aiming for a definite

and distinct purpose, and as the years roll on he finds that the college of books has made him an educated man, abundantly able to meet all competition in his own chosen line.

HE WHO READS RULES.

I know a man who quite early in life adopted for his motto this legend: "He who reads, rules." He probably found it in the back part of his dictionary, but it seemed to him as if the practical wisdom of all the ages was speaking to him through these words, and he made them his guiding star. He was taken out of the village school when but twelve years old, but to work in a shop, and such education as he had was confined to the Three R's, and was quite limited even in them.

Beginning to read without guide or plan, he continued in that rut for some years, but gradually he began to choose between the wheat and chaff of literature, until his reading was along lines that naturally led to an interest in what was helpful and solid, and formed a superstructure upon which to build better things.

At twenty-one he had worked his way out of the factory and was a successful salesman in a large wholesale store, with a salary far exceeding his earlier dreams. No small part of his success was due to the fact that he was, in the broad sense, an educated man, with a fund of knowledge that was practical because it had been well digested. The city library had been his college, and the greatest minds of all ages had been his teachers.

The same day that he went into the factory a schoolmate of the same age went to work in another shop. The two had been in the same classes, were of equal ability, and of about the same standing. The shop boy's family was in better standing than that of the factory lad, and in a position to bring influence to push him upward, so that his future was much brighter than that of the other boy.

But his idea was that when one had worked all day he should devote his evenings to recreation, and reading or study did not come under this head. A day came when a higher position was open to him if he was competent to fill it, but after a trial he had to confess that he was not equal to the demands; he settled down into a common workman, and is working at a tinner's bench to-day.

Little things lead to advancement. They seem so trivial that they make no impression at the time, but when one looks back in after years he sees that his steps were turned by some trifling thing, just as a little pebble at the right

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH
IN **CAKES** **WELL KNOWN AND RELIABLE.** **DURABLE AND ECONOMICAL**
3000 TONS SOLD YEARLY

SUN PASTE
STOVE POLISH
IN **TINS** **GUARANTEED TO THE TRADE**
DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

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

spot decides the course of a river. A prosperous merchant told me of an incident, seemingly insignificant, that made him what he is.

ADVANCEMENT IN ARITHMETIC.

The house he worked for received a direct importation of a large invoice of goods from England. The invoice was made out in pounds, shillings and pence. It contained more than twenty classes of goods, each being subject to a different rate of duty; freight on some was charged by space and on others by weight. A New York house had paid the duty and freight charges, and had drawn for the amount in a lump sum, and the question was, what was the actual cost in dollars and cents of each item laid down in the store in a western city.

I am aware that I have used considerable space in giving a proposition which will strike most readers as being very simple, but it so happened that neither of the two principals, nor any one then in the store, could figure out the costs and then prove he was right. My friend was making a trip for the house, and the matter was left until his return. He was shown the invoice and draft, and asked if he could make a bill, in American money, showing the cost of each item. He had kept up his arithmetic, and was able to do what was wanted of him. He said that was the turning point with him in that store, and from that day his advancement was rapid.

One of the best salesmen I ever met always carried a book with him, and utilized in study (for his books were solid—Darwin, Huxley, Spencer) the hours he had to wait after his day's work was done, or when a train was late. He was a pleasant man to meet by reason of his intelligence, and was far more successful in making friends for himself and his house than were scores of salesmen who spent money upon their customers in order to be popular. I was quite prepared to receive last New Year's an announcement from his house that he had been taken into the firm.

A dry goods dealer who does a business of a million dollars a year, and watches every detail himself, said to me, as he pointed to a bright young man of twenty: "There is my future manager; he is the only one of all that crowd who cares to read our trade paper, or who wants to know where things come from and how they're made. He spends half his evenings in the city library, and can tell you about the manufacture of every item in his department."

HIS TRADE PAPER.

I was in a hardware store the other day, and noticed several up-to-date innovations that were somewhat out of keeping with my previous knowledge of the proprietor. "How did you happen to think of that?" I asked, pointing to an attractive showcard.

"Oh," said he, laughing, "I didn't think of it at all; that's one of George's hobbies."

"That is an excellent hobby," I said; "where did George get the idea?"

"Oh, he got it out of his trade paper. Nothing would do but I must get that paper, and now it's George's Bible; he looks up all the new ideas, and I let him go ahead."

"Well, they are good ideas; you find they help trade, don't you?"

"Yes, that's so; they're all right; George is a good boy."

I thought as I walked away that George would be a partner there before many years. A clerk who studies his trade paper, and avails himself of every hint to gain business will not be a clerk forever.

A traveling salesman was telling me of his experience with a clerk who reads. He said: "I had just taken Mr. B.'s order for a nice line of my goods, and good quantities of each size, when his clerk came in. Mr. B. said: 'Tom, I am getting a line of —; see if this is your idea of quantities.' I opened my book and showed Tom the order as I had written it down. He suggested one change, which his employer at once ordered to have made, and then Tom asked what the discount was. I said sixty per cent. He left us without a word, and went to the desk, turned over some papers for a minute or two, and then brought a trade journal to Mr. B. They looked over it together, and Mr. B. said to me: 'See here, these goods are quoted at sixty-and-five per cent. discount; if you can't give me the bottom price I don't want them.' I had to come down as gracefully as I could, for I wanted the order."

"I fancied that I could also hear Mr. B. saying to his clerk: 'That's right, Tom; post yourself up as to prices, and keep a sharp lookout for the extra five per cent.'"

WINNOWING THE WHEAT FROM THE CHAFF

But there are clerks who read too much, because they read that which does them harm. The blood-and-thunder novel far outsells the brainy, healthful story. And young clerks seem to be strangely attracted to the poorer work. One will find well-thumbed books of the dime-novel standard in the desk of the shipping clerk, on the private box of the packer, and even in the office man's drawer. The stories are unreal in every respect, and they do harm in giving false pictures of life, and in destroying the reader's taste for better and helpful books. They are not bad in the sense that they lead to crime or uphold dishonesty, but they are bad in making their readers dissatisfied with honest, plodding work, and with the slow progress that is part of their lives.

The clerk who desires to read intelligently can make no mistake in commencing with books that concern the branch of trade in which he is most interested. If a public library is not at his command, he will find such books advertised in his trade paper, and he can better afford to go without some extra bit of clothing than to miss buying the best of these books.

As a young man stands at the bookstall and takes in his hand a volume upon business by a successful business man, let him say to himself: "If this man were to say to me that if I would call upon him for fifteen or twenty evenings, at my own convenience, he would tell me all the steps that led to his success in life, how gladly I would accept the invitation, and how fortunate I would consider myself to be! But in this volume he does that very thing—gives me the ripe results of his experience and observation; permits me to study it at my leisure and to refer to it in the future as often as and whenever I wish." In this light he would quickly start his own little library of text-books upon business, and greet with pleasure every new book, providing only that it was the outgrowth of experience.

I am wholly convinced that such a reader and student would find the investment an excellent one in its effect upon his business career, but it would pay far better in the growth of his character, the broadening of his tastes, and the pleasure of associating with the world's best thinkers. In this aspect alone it would give return a million fold.

But my object in writing this is to show that it will pay in dollars and cents: a clerk is measured by his intelligence, and now, as in every year since the world began, Knowledge is Power.—Saturday Evening Post.

...PATE DE FOIE DE COCHON...

In offering the above delicacy
we offer you the

Pick of the Pork.

Packed in cases of 12
dozen each.

Jellied Tongue and Brawn

Packed same way.

ARE ALSO FOR SALE BY...

LUCAS, STEELE & BRISTOL,

WHOLESALE
GROCERS

Hamilton.

SALT DRY AND PICKLED FISH

at money-making prices for the buyer.

Barrels, No. 1 Prime Labrador Herrings
Half-Barrels, No. 1 Prime Labrador Herrings
Half-Barrels, No. 1 Prime Herrings
Pails, each 20 lbs., No. 1 Prime Labrador Herrings
Half-Barrels, Choice Salt-Water Salmon
Pails, each 20 lbs., Choice Salt-Water Salmon
Half-Barrels, No. 2 Fat Mackerel
Pails, each 20 lbs., No. 2 Fat Mackerel
Cases, each 100 lbs., Choicest Boned and Skinned Cod
Quintals, Hard Dry Cod (the old-fashioned kind).

James Turner & Co., Hamilton.

Grand Mogul Flavoring Extract

"IS PURE EXTRACT."

10c. BOTTLE IS DOUBLE THE STRENGTH OF THE ORDINARY 10c. BOTTLE.

25c. BOTTLE IS A MARVEL OF EXQUISITE FLAVOUR.

Over **38 per cent. profit** on the 25c. bottle.

Over **40 per cent. profit** on the 10c. bottle.

These goods are trade-winners. Keep up with the procession and sell what the people want.

MANUFACTURERS AND
WHOLESALE GROCERS.

T. B. ESCOTT & CO.
LONDON, ONT.

DRIED FRUITS....

RAISINS—Select and Fine
Off-Stalk.

CALIFORNIA—3 and 4 Crown.

SULTANAS—Good and Fine.

PRUNES—California and Austria.

AT LOWEST PRICES.

THOS. KINNEAR & CO., 49 Front Street East, **Toronto.**

THE GROCER WAS HOT.

IF there is one thing that is certain to make a man "hot under the collar," it is for him to see people who owe him money spend it in some foolish or frivolous manner, says *The Providence Telegram*. The other evening it was our fortune to be an eye witness to the antics of an angry grocer, whose ire was not without reason. While talking to the grocer, a man and his wife passed down the sidewalk. They were accompanied by their daughter, a young girl of about 16. The entire party was well dressed, a little extravagantly so, and they seemed to be hurrying toward the theatre.

"Look at that family!" exclaimed the grocer. "So how that woman is dressed. My wife has no such clothes. I suppose they are going to the theatre and will sit in the best seats there. The other day I went into a jeweler's to have a crystal put on my old silver watch, and, would you believe it, that girl going there came in and asked to look at the diamond rings. She told the young man that waited on her that papa intended buying her a ring for a Christmas gift, and she wasn't going to be satisfied unless it held a diamond. Well, that man

owes me upwards of \$50 for groceries, and I have lost all hope that he will ever pay me. He gets good wages and regular pay, and with his innate dishonesty and his wife's extravagance such people as I must suffer. I work from early morning until late at night, and such d—d dead beats as that fellow get all I can earn."

When the grocer stopped to catch his breath, the writer took occasion to remark: "What you say surprises me. I know that man well. I had no idea he was a swindler. He has steady work and is well paid, and, besides, he is said to be a strict church attendant." These words had no mollifying effect on the grocer. They didn't soothe him even a mite. He only waxed the warmer. He grew red in the face and he began: "Yes; yes; that's it. He holds his head up high. He belongs to the church and prays and sings hymns. He thinks so often of his duty to God that he hasn't time to think of his duty to his fellow men."

WHAT A GROCER CAN DO.

Every grocer cannot become a multi-millionaire, but every grocer can add to the sum of human happiness by keeping good goods in a clean, bright store with

neat and courteous attendants, and the increase of the general happiness is of more importance than the making of a millionaire, says *New York Merchants' Review*. The competent grocer is also a more valuable member of the community than some of the multi-millionaires.

A FUNNY TRADE CIRCULAR.

A writer in an English paper says: I think the following the funniest trade circular I ever saw:

To our friends across the sea we send greeting. As the years roll by we are drawn nearer and nearer together by Christian Blood and Money Ties, and may this ever be. We are located in a section that grows a pig that, for leanness and quality, comes nearer to your home grown and Canadian pigs than any that can be raised in any part of the States. We are now putting up a class of light fancy English and Irish meats that, for delicacy of cure and extreme mildness, cannot be furnished by any other packing company in the Great West. Your wants can always be supplied by our friends and sole agents, Messrs.—and

May all your days be pleasantness,
And all your paths be peace.

Yours truly,

THE ——— PACKING COMPANY.

When the American business man turns out prose idylls like this, no wonder he beats us in our (as well as other) markets.—*London Critic*.



YOU OUGHT TO KNOW

by this time that all other Potted Cheese ever offered to you has been a failure (even spurious imitations of our Jars).

MacLaren's Imperial Cheese

Has always been a pleasure to handle and a certain seller all the year round. Your experience will, no doubt, guide you in future.

— TEAS —

Japans, Young Hysons, Indians and Ceylons

AT LOWEST PRICES.

THE DAVIDSON & HAY, LIMITED

36 YONGE STREET,

TORONTO.

"IF I COULD ONLY GET OUT OF THIS TOWN."

"IF I could only get out of this town," said a grocer to me last week, "I believe I could do better." It might be said that the grocer who said this does business in a town of about 4,000 and can hardly make both ends meet.

If I had a dollar for every time I have heard a grocer say this I'd never work again. I'd be rich, for if there is one remark I've heard more than another, it is this remark that blames one's failures on the town one lives in.

"If I could only get out of this town. the people here don't want good goods; they want trash. There's no room here for a good store."

And so on, and so on, and so on.

Brethren, you're all wrong. I don't believe there's a civilized town on the face of God's green earth that somebody can't make a big business success in. It only needs a man to do it who will fit himself to the town.

I wish I could get a dollar for every line I could write about that "fitting himself to the town." I believe I could write 1,000 pages on it.

It's the whole secret of business—accommodating yourself to circumstances.

Can you see John Wannamaker's finish if he went to a little factory town and opened

a store exclusively for the sale of diamonds? Can you see the mill hands forming in line to buy his goods? And yet John Wannamaker is a successful merchant.

Can you see the finish of Jim Old Shirt, who attempts to conduct the sort of a store his name implies in Back Bay, Boston, the home of the rich and exclusive?

Both of these men, if they attempted to run such misfit stores, would fail. They wouldn't even get to the point of knowing they were in business.

Few grocers who fail, or whose stores aren't as profitable as they ought to be, blame it on themselves. No, the most of them will say, "I ought never to have opened a store in this town. The people are no good here; they don't appreciate a decent store."

And sometimes, so saying, they move away. They will open up in another town, and will likely find the same conditions there. Gradually they will go down and down, until they land in the poor-house or die in self defence.

The trouble with all these complainers is the same. They are endeavoring to force on the general public the sort of store they think the general public ought to have. Very often the general public's idea about a store are just the opposite to yours or mine.

The idea is to give 'em the sort of stuff they want. That is, if you want to stay in business.

Several weeks ago I was talking with an

experienced grocer over these very things. "It's all very well to talk that way," he said, "but if the time ever comes when I will have to sell trash, I'll shut up shop before I'll do it."

He would be foolish. Who are we to say that the public choice is wrong? Who are we to say that the public should eat what we think they ought to have, instead of what they want? Do I believe a man should sell adulterated goods before he goes out of business? Yes, I believe I do. If the public prefers cheapness to quality, it's their own business. They're eating it; I'm not. My store is not a school. It is a depot which is supposed to supply people with the sort of goods they want.

Lots of grocers are to-day struggling along with half the business they ought to have, simply because their stores don't fit their neighborhoods. They are either too good or too poor. If their stores are too good, they are trying to sell goods that are too good; goods that cost too much money for the pocketbooks of the people. If their stores are too poor, they aren't selling goods good enough—their goods are not the best. It ought to be an easy thing for a practiced business man to tell this, but hundreds and hundreds of them can't; at least they have never done it.

If I were one of these fellows who call themselves business experts, who attempt to locate leaks in other men's business, the very first question I would ask, after sizing up the store, would be:

"What sort of people are you trying to sell to?"—The Stroller, in Grocery World.

ORANGES and SUGAR—

THAT IS ALL.

But it makes that most delicious of marmalades—**UPTON'S.**

Of course, the oranges are the very finest, and the sugar, pure granulated.

There is positively nothing else used in its manufacture.



FORWARD!



We have just finished taking stock. It is very *Large, Well Assorted* and *Well Bought*; *No Old Stock*.

Please ask for our *Samples* and prices, we do not fear *Competition*.

With 1900, we begin *The 58th Year of the Establishment of Our Firm* Whose motto has always been

FORWARD.

L. CHAPUT, FILS & CIE

Wholesale Grocers and Tea Merchants.

— MONTREAL.

FISH

Prime Georgian Bay, Fall Caught
SALMON TROUT, WHITEFISH,
LAKE HERRING, Heads Off.

Kegs, 100 lbs. Every Package Guaranteed.
 Closest Prices, F.O.B. Midland. ORDER NOW.

THE **EBY, BLAIN CO., LIMITED**

WHOLESALE GROCERS, MANUFACTURERS
 IMPORTERS OF TEAS.

TORONTO.

**WISE WHOLESALERS.**

Editor CANADIAN GROCER,—I notice in this week's issue of your valuable paper, the action of the wholesale grocers in Vancouver in regard to trading stamps, premiums, and discounts on cash sales. In reference to this I think they are to be highly commended for this step towards the stoppage of one of the most unbusinesslike and demoralizing systems which some of our Ontario merchants have seen fit to countenance.

Our wholesalers would benefit business immeasurably by taking steps in the same direction, even if the matter will remedy itself in time, at the expense of these foolish ones.

W. W. SNEATH.

Midland, Ont., January 27.

BADLY PACKED APPLES.

Editor CANADIAN GROCER,—Your article on "Poor Packing of Apples" induced me to give you an example of how the sale in Great Britain is thereby affected. Ten years ago I sent a barrel to a friend and had the same experience as your correspondent. From that day I sent no more. Had they arrived in good condition I should have sent three or four barrels annually to friends, and probably induced friends to do ditto. Multiply my case by hundreds, or thousands, and you see what it means.

Two or three years ago I attended the annual meeting of the Canadian horticulturists. Fruit growers there contended the production ought to be stopped as they had already outrun the demands of the market! Poor fellows, little do they know of the illimitable market there is for good apples, and the very small market there always will

be, in Great Britain at anyrate, for what we shall call a loosely packed barrel. No one wants to send rotten fruit to a friend.

CANADIAN.

Kingston, January 29.

TRADE CHAT.

DUCK & HUTTON, grocers, Windsor, Ont., assigned last week to Robert Pinchin. It is thought that the assets will almost cover the liabilities, and that the firm will be able to pay off all the creditors.

A good way to "keep limburger cheese" is to chain it up; if it is especially violent, use two chains.

The Hespeler, Ont., Retail Merchants' Association have granted \$5 towards the National Patriotic Fund.

The Paisley, Ont., Pork Packing Co. has bought the old Northern Hotel property at Paisley for a factory.

Fishermen in Northern Ontario have asked the Ontario Government to establish fish hatcheries on the northern shore of Lake Superior.

A. G. Marmion, grocer, Parliament street, Toronto, has sold out his business to T. W. Musson, who took possession on January 23.

Adam Monroe, brother of Daniel Monroe, grocer, Hamilton, Ont., has returned from Chicago, where he lost both legs through a railway accident last fall.

The Woodstock, Ont., Sentinel-Review says that frequent complaints have been heard lately in Woodstock of the scarcity of the best quality of eating apples. That class of food cannot be had at any price, the packers having sent it all to the Old Country market.

William Purdy, James Lawson, A. Dunlop, Elton Allan and Samuel Jamieson, Montreal, are seeking incorporation under the style of The Canadian Food Supply Co., Montreal, to preserve and can fruits, vegetables and meats. Their capital stock is placed at \$50,000.

HINTS TO BUYERS.

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.

A SPECIAL discount to quantity buyers of paper bags is given by The Eby, Blain Co., Limited.

H. P. Eckardt & Co. have Baker's cocoa $\frac{1}{4}$ lb. tins in stock.

Green Ceylon teas are for sale by Lucas, Steele & Bristol.

T. H. Smith & Co. say they already have a strong inquiry for maple syrup.

Lucas, Steele & Bristol have in stock English bathbrick, wrapped, also powdered.

"Empire" baking powder is put up by Lucas, Steele & Bristol in 1, $\frac{1}{2}$ and $\frac{1}{4}$ -lb. tins.

T. Kinnear & Co. are in receipt of a shipment of "Red Cross" brand pork and beans and pig's feet.

The Eby, Blain Co., Limited, have accepted the distributing agency for Tetley's teas in this market.

Choice genuine No. 1 mackerel, in kits and half-barrels, may be secured from Lucas, Steele & Bristol.

Buyers of prunes will do well to communicate with H. P. Eckardt & Co., who are offering a full range at low prices.

Every grocer should have an assortment of the new goods mentioned in Lucas, Steele & Bristol's ad. this week.

"Red Cross" pork and beans, 1's and 3's, both plain and in tomato sauce, are to be had from H. P. Eckardt & Co.

A car of new crop choice and fancy open kettle New Orleans molasses is quoted at close prices by The Eby, Blain Co., Limited.

The honey season is nearly over, and those who have any on hand should ship to T. H. Smith & Co., 70 Colborne street, Toronto. They report that they have a good market for honey.

T. Kinnear & Co. are putting a ground coffee on the market in 1-lb. tins. The brand is "Imperial French Coffee," and the package is a more than usually attractive one. The price allows the retailer a good profit.



He Dreamed It!

This fellow is just like that merchant who tries to do business with old pound and ounce scales; for when he wakens up he'll be disappointed. The Money-Weight System is not a dream.

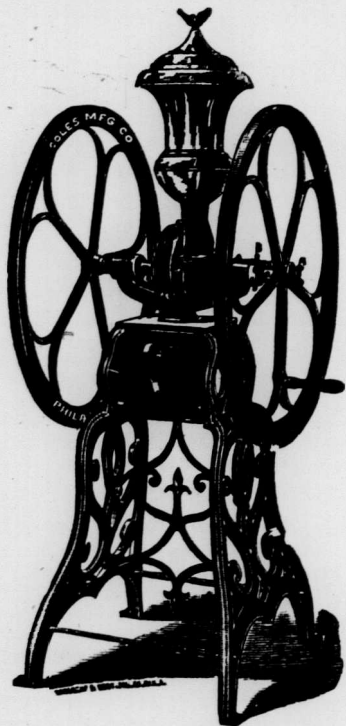
You will find money in your store if you use our System Scales. Remember our scales are sold on easy monthly payments.

The **Computing Scale Co.,**

DAYTON, OHIO, U.S.A.

OR . . .

Money-Weight Scale Co., No. 47 State St., Chicago, Ill.
Money-Weight Scale Co., No. 142 Chambers St., New York, N.Y.
James A. Hossack, Dist. Agent, No. 1662 Notre Dame St., Montreal, Que., Canada.
L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto, Canada.



The Canadian Grocers Know

a good mill when it is presented to them.

They have taken up the . . .

COLES COFFEE MILL

Because it saves them dollars in money and pounds of energy when they grind coffee. It works easily, grinds evenly, and is recommended earnestly.

Agents: **TODHUNTER, MITCHELL & CO., Toronto.**
DEARBORN & CO., St. John, N. B.
FORBES BROS., Montreal.

Coles Manufacturing Co.
PHILADELPHIA, PENN'A.

Rowntree's

High-Class Confectionery.

Rowntree & Co., Limited, of York, England, desire to call the special attention of the Canadian trade to their well-known

Gum Pastilles and Jujubes.

The perfection of confectionery art of world-wide fame for purity and delicacy of make. Rowntree & Co., Limited, are the largest manufacturers of Gum Confectionery in the world, the large Yorkshire Factories employing over 1,500 hands.

Chocolate Creams of all varieties.

Rowntree's
ELECT COCOA

A delicious, highly-nourishing, and thoroughly digestible Cocoa, so economical in use that 120 breakfast cups can be filled from a 1-lb. tin.

Agents for Canada are:

For Manitoba, Northwest Territories and British Columbia:
THE HUDSON'S BAY CO., Winnipeg.

And for Quebec, Ontario and the Maritime Provinces:
Mr. CHAS. GYDE, 20 St. Francois Xavier St. Montreal.



President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

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

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BUSINESS MEN ON THE TECHNICAL BOARD.

INSTEAD of being compelled to importune the city council for permission to send representatives to the Technical School Board of Toronto, the Board of Trade and the Manufacturers' Association should have been importuned by the city council to send representatives.

If there are any organizations that should be the first to be considered as best fitted to advise and counsel such an institution as the Technical School, it is certainly the Manufacturers' Association and the Board of Trade.

But, instead of this being recognized, these organizations appear to be considered by some of those in authority at the city hall as factors incompatible and foreign to technical school boards; a sort of evil genius as it were, whose approaches, and especially those of the Board of Trade, for representation should be met by insulting epithets.

But, of course, this all comes of a preponderance of professional, and an insufficiency of the business element at the city hall.

It is true, as noted elsewhere, that a special committee has at last reported in favor of allowing the Manufacturers' Associa-

tion two representatives and the Board of Trade one at the Technical Board, but this has only been conceded after those deputed to ask for representation had been subjected to humiliation and insult.

CREDITS AND COLLECTIONS.

DURING the course of his address before the convention of The National Association of Retail Grocers of the United States, held in Cleveland, President Scherer made the following reference to credits and collections:

Credit, the root of so many evils, the rock on which many a commercial enterprise founders, is a feature of our business system which is of the greatest importance. We cannot do business without credit, for credit is the largest factor in the development of this country and the maintenance of our commercial enterprises. If we must have credit it is essential to have the most improved system. The present law in many States is simply a premium on roguery and dishonesty which enables the dead beat to live on the industry of others. It would be a commendable result if this convention would stimulate a movement on the part of the retail merchants' associations to use the power and influence they possess to urge upon the lawmakers of the different States the passage of an amendment to the present existing garnishee or exemption laws, in order to make it possible to collect from the unscrupulous debtor.

These remarks, while intended for the United States, are just as applicable to Canada.

EARLY CLOSING.

The Retail Merchants' Associations of Hespeler and Preston have presented to the councils of both towns petitions for early-closing by-laws under provision of the Ontario Provincial Act. The petitions, in both cases, were largely signed.

This should prove a suitable season for merchants, in towns where late shopping is still in vogue, to get together and secure relief from the long hours which this practice makes necessary for both merchants and clerks.

Merchants in towns where it is the rule to close at 6, 7 or even 8 o'clock state that their enjoyment of life is much greater than when their business lasted from early morning until late at night, and that they have not noticed any decrease in the total volume of their business because of reduction in the hours of service.

In fact, it is found by many merchants that early closing effects a saving, instead of a loss, through the removal of the expenses which the two, three or four extra hours necessarily involve.

NO INDIAN AND CEYLON TEA REJECTED.

AN interesting report has just been issued by the Treasury Department at Washington regarding tea of all kinds passed and rejected at the leading ports of the United States during the six months ending December 31, 1899.

As a result of the inspection at New York 25,059,309 lb. were passed and 128,610 rejected; at Chicago, 13,894,620 lb. were passed and 6,889 lb. rejected; at San Francisco, 9,058,336 lb. were passed and 66,718 lb. rejected; at Port Townsend, 892,076 lb. were passed and 24,638 lb. rejected; at Portland, Oregon, 571,460 lb. were passed and 15,354 rejected; at St. Paul, 3,439,842 lb. were passed and 5,598 lb. rejected; at Boston, 872,297 lb. were passed and none rejected; at Philadelphia, 166,895 lb. were passed and 2 3/4 lb. rejected; at Baltimore, 45,009 lb. were passed and none rejected. New Orleans reports having passed 1,000 lb. of black tea.

This means a total of 54,000,874 lb. admitted and 247,809 lb. rejected during the six months.

One of the most interesting features of the report is the fact that, although 3,111,288 lb. of Indian and Ceylon teas, all told, were inspected at the various ports, not one pound was rejected.

The quantity of Indian and Ceylon tea inspected and passed during the six months at the ports enumerated was as follows:

	Pounds.
New York.....	2,322,067
Chicago.....	419,468
San Francisco.....	116,840
Boston.....	249,323
Portland, Oregon.....	3,590
Total.....	3,111,288

In its issue of March 31, 1899, THE CANADIAN GROCER printed an article dealing with the inspection of tea for the 12 months ending December 31, 1898, and it was there shown that of the 3,000,651 lb. of Indian and Ceylon tea inspected not one pound was rejected.

It will be noticed that the quantity of Indian and Ceylon tea inspected and admitted to the United States during the last six months of 1899 was greater by over 110,000 lb. than that inspected and admitted during the 12 months of 1898.

He who tries to kill time usually succeeds in killing his possibility of success in life.

CANADA'S IMPORTS OF GROCERIES IN 1899.

BELOW will be found a table giving the imports of staple groceries into Canada during the calendar year 1899, with a comparison for 1898.

The figures are compiled from the monthly returns, and, consequently, only values can be given. For the same reason it is not possible to furnish fuller details. The following are the dutiable imports:

DUTIABLE IMPORTS.		
	1899.	1898.
Fish and products of.....	\$ 573,782	\$ 441,921
Rice.....	392,654	369,098
Fruits and nuts, dried.....	1,472,552	1,169,556
" oranges and lemons.....	799,808	723,710
" all other.....	511,807	361,944
Pickles, sauces, capers, all kinds.....	220,485	164,451
Provisions—Lard, meats, fresh and salt.....	1,399,299	1,349,316
Provisions—Butter and cheese.....	210,377	83,103
Soap, all kinds.....	449,898	345,736
Spices.....	221,198	206,031
Molasses and syrups.....	942,504	670,706
Sugar.....	7,254,749	5,710,885
Tobacco and cigars.....	348,471	226,112
FREE IMPORTS.		
Coffee.....	516,249	373,744
Fruits—Bananas, olives, pine-apples, etc.....	600,519	511,855
Salt.....	276,134	300,062
Tea.....	3,298,550	3,123,121

The figures given above are, on the whole, favorable, showing as they do an expansion of the import trade, which, in turn, is a reflection of the commercial activity of the country.

In only one line in the different ones enumerated above is there a decrease shown. That is in salt undutiable. Free salt, it will doubtless be remembered, is that which is imported from the United Kingdom or any British possession, or imported for the use of the sea or gulf fisheries. Fine salt and salt in bags, barrels and other packages, when not for the fisheries is dutiable at 5 to 7½c. per 100 lb.

The increase in the importation of sugar is perhaps the most important matter in the above table. The increase is over 27 per cent., and is, no doubt, due to the importation of foreign refined sugars, chiefly from the United States. As, however, the figures include raw as well as refined sugar, it is not possible to determine the extent to which this is so. We have to wait for the returns for the fiscal year before this can be done.

As those in the trade are well aware, the importation of United States refined sugar into Canada during the past year has assumed such proportions, notwithstanding the fact that the members of the Wholesale Grocers' Guild do not handle it, that the

refineries have felt anything but comfortable. It is generally understood that another attempt will be made at the coming session of Parliament to induce the Government to readjust the tariff to counteract the effects of the rebate which the refineries in the United States secure when they export their manufactured product.

Taking percentage of increase, the largest is in butter and cheese, the gain compared with the previous year being over 153 per cent. But the butter and cheese imports do not amount to a great deal. Canada is, of course, an exporter and not an importer of these products.

Pickles and sauces again show an increase, this time of 34 per cent.

The increase in dried fruits and nuts is nearly 26 per cent., but, as the value of these is higher than in 1898, it is not possible to determine how much of this is due to increase in quantity imported. Much the same may be said of oranges and other fruits enumerated.

ALMERIA GRAPES SCARCE.

Demand experienced for Almeria grapes from Western buyers in Montreal lately has developed the fact that no surplus supply is available, all that is carried in stock being required for local consumption. The result has been that dealers at Western points had to seek other sources of supply or do without, while incidentally the price in Montreal jumped \$2 per keg and the fruit is now held at \$7 to \$9 Montreal with the possibility of a still further rise, as stocks are very light

UNSANITARY HOTELS.

A number of commercial travelers have taken advantage of the invitation of Hon. J. R. Stratton, Provincial Secretary for Ontario, to register specific complaints regarding the unsanitary condition of hotels in the Province.

These complaints, we are told by the daily papers, are subsequently handed over to the license commissioners and the inspector of the district for investigation.

Although there is now a probability that many unsanitary hotels will be put into better condition, the commercial travelers

should not relax their vigilance. Where improvements are not properly made they should not cease to make complaints until they are. Government officials are not always the most energetic men in carrying out reforms.

ANOTHER RISE IN SUGAR.

THERE was another advance of 5c. per 100 lb. in the price of Canadian refined sugar this week. This was in response to the strength abroad in the raw market, and the rise in the refined article at New York, where refiners on Monday also put up their price five points. Relatively, however, the Canadian market has not risen to the same level as that in New York.

Since the first of the year the latter market has stiffened 25c. per 100 lb. on the refined, whereas the advance on the Canadian article in the same period has been only 15c.

This is due to the fact that American refined is still being offered in Canada below what it is selling at in New York, and our refiners have to keep their price down to meet the competition.

The result is that consumers in Canada are securing their supplies for less money than are those in the United States.

Whether this condition will continue depends largely on the sugar trust in New York and the independent refiners.

If the recent course of the raw market is any criterion, prices will have to go still higher. Since Thursday, beet has advanced 2¼d. in London, from 9s. 7½d. to 9s. 9¾d., and, at this writing, prices are fully maintained. Cane has been firm also, with little offering, at 11s. 3d. for Java, and 10s. 6d. for fair refining.

Advices by mail make it clear that the statistical position lends itself to an advance, especially in France, where the surplus stocks for some time have been heaviest. Supplies are now only 2,566,955 tons, against 2,523,516 tons last year, though it had been expected that they would show a gradual increase. America, too, has continued to buy beetroot, a little too freely we fancy for those who sold beetroot against French crystals and granulated a short time back, and they have doubtless not yet covered it.

REVERTING TO HORSE AND WAGON FREIGHTAGE.

It is about 65 years since the first locomotive railway was seen in Canada, and nearly 50 years since it made its appearance in Ontario. Since then the railways have multiplied until there are steel highways in the country aggregating 17,000 miles. This is about equal to two-thirds the distance round the world. Of this we are naturally proud.

But, while the steam railway lines are expanding and the electric railways multiplying, a new competitor—or rather an old one resurrected—has arisen to compete with the railways between Toronto and Hamilton.

It is our old friend the horse and wagon, long ago thought to be dead and buried as a freight carrier along a highway paralleled by railways, and two at that.

The system was inaugurated a few weeks ago by two manufacturing firms—one in Toronto, and the other in Hamilton.

What induced them to do so was the high freight rates. Hamilton is 40 miles from Toronto, and Chicago is 500 miles from the latter city, but the freight for the 500 miles is as low or lower than for the 40 miles.

So far only two wagons are on the service and each carries about five tons of freight per trip. One day is occupied in making the journey, and the cost is \$15 to \$16 for every five tons less than if conveyed by the railways at the rates now ruling.

The railways appear to be almost as much alarmed at the innovation as were the old horse and wagon freighters at the appearance of the iron horse. It is, perhaps, not altogether fear of the two wagons, but fear that other firms will follow the example of the two firms in question.

Incidentally, the matter illustrates the burdens that shippers are compelled to pay on short hauls, and emphasizes the necessity of the appointment of a permanent railway commission.

IN SHIPPING POULTRY.

The average retail buyer of turkeys, chickens and other poultry is so careful about the appearance and condition of his purchases that frequent reminders about the method of preparing birds for market are not out of place. This week, there was noticed, in a commission dealer's warehouse, a lot of turkeys, which were not only

frozen dark, but their bodies, legs, wings and necks were pressed out of their natural shape, and in some places the skin was torn, making them very unattractive, to say the least.

The result was that, while a bright-looking bird of good shape was worth 10 to 10½c. per lb., these birds would have to be sold for what could be gotten for them, possibly 7 or 7½c.

The cause of the poor condition of these birds was not their keeping, for they had been kept in cold storage, but in the method of killing and preparing them. Turkeys and fowl should always be killed after a starvation of 24 hours; they should be dry-plucked, and, before being chilled, their bodies, etc., should be left smooth and natural, so when frozen they would look as attractive as possible.

EARLY CLOSING IN TORONTO.

SINCE the meeting of the legislative committee of the Toronto Council, two weeks ago, which was reported in last week's CANADIAN GROCER, nothing has yet been done by the city council with regard to the early-closing by-law, which was suspended early in January.

Meanwhile, the opponents of the by law are endeavoring to organize, so as to secure sufficient strength to make their influence of weight when the matter is brought up for consideration.

On Friday evening last, a meeting of those opposed to the by-law was called. This was attended by one lady and twenty gentlemen. Two of these, however, were not grocers, and nine others were in favor of the by-law.

After a long and lengthy discussion those in favor of the by-law retired, and the remaining ten organized to secure signatures to a petition for the repeal of the by-law.

It is not impossible that in the face of such strong opposition that a compromise may be accepted by the advocates of the by-law. The chairman of the legislative committee, which meets to day, informed a member of the executive of the Retail Grocers' Association, that the members of the committee had practically agreed to recommend to the city council the amendment of the by-law,

making 8 p.m. the year around the hour of closing instead of 7 p.m. in the winter and 8 p.m. in the summer months. This would be accepted by the advocates of the by-law as a great improvement over past conditions, when there were no regulations regarding the closing of grocery and butcher shops.

DISTRIBUTION OF THE SALMON PACK.

THERE have recently been some interesting developments on the Coast in regard to the canned salmon industry.

Chief among them is the announcement that a combination in which 68 canneries are concerned has been consummated.

Another advice is to the effect that stocks on the Coast have been entirely cleaned up.

We have not yet figures giving the total disposition of the pack, but we know that the nine vessels composing the salmon fleet which have sailed from British Columbian ports carried 516,857 cases to Great Britain. Then, the Canadian Pacific Railway is credited with carrying 25,000 cases destined for the same country, making the total for Great Britain 541,857 cases. According to an authority on the Coast, the quantity shipped to points in Canada since the season opened is 40,000 cases. This accounts for 581,857 cases. As the total pack of sockeye salmon was 679,600 cases, there are yet 97,743 cases not accounted for in the calculations we have made. Most of them have probably gone to Australia, New Zealand, Hong Kong and other countries.

He who has a "big head" has a hard time pushing his way through the world.

THE CHEAPNESS OF SULTANAS.

Sultana raisins are relatively cheap these days.

The wholesale houses are getting 7½ to 8c. for selected Valencia raisins, while Sultanas have been sold as low as 8c. per lb., and 8½c. per lb. is a common figure.

There have been quite a few good sales of Sultana raisins during the past week or two.

GLASS GEM JARS 50c. DEARER.

Glass gem jars advanced 50c. per gross on Thursday. As this advance was anticipated the wholesale houses have been doing a large trade in this particular line lately.

WE'RE NO PROPHETS.

Yet we
venture to
prophecy
that

SALADA
CEYLON GREEN TEA
SALADA

will in
four years
displace all
Japan teas.

Are you selling it? If not, why not?

Toronto. Montreal. Boston. Buffalo. Pittsburgh. Cleveland. Detroit.

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Drop a Post Card, if you wish it, and we will send you a copy of the latest issue of **Hardware and Metal**, the leading authority on these trades. Address:

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The "**BOSS**"
**WASHING
MACHINE**

Still Leads.

If you have not tried the "BOSS"
do so now.

Walter Woods & Co.
HAMILTON.

CANADA'S CANNED FISH

Sardines, all grades
Oval Kipperd Herring
Oval Kipperd Haddies
Scallops
Clams
Clam Chowder

Every Tin Guaranteed.

Order from your wholesale grocer.

JOHN SEALY, St. John, N.B.

Refrigerators

BUY
EUREKA

it is the best.

WHY ?

1st. Because it is built on scientific principles, having insulated walls it is easy on Ice.

2nd. Because the system of circulation of air is perfect.

3rd. Because it is well built.

Further information can be obtained in catalogue which is free.

Address,

Eureka
Refrigerator Co.

This cut represents No. 13.

54 Noble St., Toronto

HORSE HAIR.

Have you any? We buy it.

GEO. ROSSITER & SONS

10-14 Page Avenue TORONTO



**HORSE-SHOE
SALMON**

Is packed ONLY from the finest

Fraser River Sockeye Salmon.

For twenty years the leading
brand on the Canadian Market.

It pays to buy the best.

For Sale by all Wholesale Grocers
throughout the Dominion.

FIFTY-EIGHT YEARS AGO



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J. D. CARR, founder of the firm
was appointed, by special warrant,

CARR & CO., LIMITED

BISCUIT MAKER TO H.M. THE QUEEN

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CAFE AU LAIT
WINDSOR WAFERS
BUFFET WAFERS
DERBY

FINGER CREAMS
GINGER FLAKES
CRACKNEL
LEMON CREAM
ROYAL, ETC.

MARKETS AND MARKET NOTES.

GROCERY QUOTATIONS BY WIRE.

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

ONTARIO MARKETS.

February 1, 1900.

GROCERIES.

SOME difference of opinion exists among the wholesale men this week as to the volume of business compared with a week ago. But one thing is certain, business is not at the moment active. Not much else, however, is at this time of the year to be expected, and especially during this, the last week in the month. At the same time trade cannot be termed dull; quiet is what it really is. The chief feature of the market is the advance of 5c. per 100 lb. in the price of all grades of refined sugars. The demand for sugars is, if anything, also a little better. There is no change in the situation regarding canned goods, the demand still being practically nil. Syrups and molasses are, on the whole, meeting with a fair demand. The demand for teas is only moderate, but prices keep steady. In coffees, both the demand and prices are strong. The feature in foreign dried fruits is the cabled advance of 3d. per cwt. in currants. As far as the demand is concerned, prunes are the most wanted in the dried fruit line. Shipments of tapioca are near at hand, and slightly lower quotations are expected. Letter orders have been fairly numerous the past week.

CANNED GOODS.

There has been no material change in the situation during the past week. The demand for all kinds of canned vegetables is almost nil. The price of tomatoes to the retail trade rules at 90 to 95c. per dozen, although the range of quotations is from 90c. to \$1. There is also a difference of 10c. in the range of prices on corn, quotations being \$1 to \$1.10; \$1.05 is about the ruling price. Peas are from 75c. per dozen up. Only an occasional case or so of canned fruits is going out. Canned salmon is quiet, but the advices from the Coast, stating that the proposed combination has been formed and that stocks on the Coast have been cleaned out, will probably impart increased strength to the market.

COFFEES.

Prices locally are being maintained at last week's advance. As far as can be gathered, there are no green Rio coffees offered here under 8½c., and even at that price the lower grades are being rapidly used up. At the time of writing No. 7 Rio is worth 8½c. per lb. in New York.

SUGARS.

The feature of the market is an advance of 5c. per 100 lb. in all grades of refined sugar. This advance is in sympathy with the conditions existing outside, raw sugars being higher both in Europe and America. The refineries in New York have been freely paying an advance of 1-16c. per lb. The demand, locally, is not brisk, but it is a little better than it was, some larger lots having been ordered.

SYRUPS AND MOLASSES.

Although some houses report a fairly good movement, the demand does not appear to be, generally speaking, as good as it was. There appears to have been a

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

little better demand for molasses the past week.

SPICES.

There is not much doing, but the outside markets, according to cable reports, are firm.

RICE AND TAPIOCA.

Rice is quiet and prices steady and unchanged. The ruling price of tapioca is 5c. per lb., but when the shipments near at hand are here 4¼ to 4½c. is likely to be about the idea.

TEAS.

As far as the situation locally is concerned, there is very little that is worthy of interest to note. There is no tendency on the part of importers to anticipate their wants. Wholesalers are experiencing a light sorting-up demand from the retailers, and a fair package tea trade is to be noted. The outside markets rule firm on medium and low-grade teas, and steady on the finer grades.

FOREIGN DRIED FRUITS.

CURRANTS—A cable advice, received in Toronto on Monday, noted an advance of 3d. per cwt. on currants in Greece, with the

market firm and tending upwards. Locally, the demand is light and prices unchanged.

VALENCIA RAISINS—The market is quiet and steady. One wholesale house on the street made an effort to purchase selected fruit from its confreres, but 7c. was wanted for second quality fruit.

SULTANA RAISINS—Some good-sized lots have been sold during the week, but the purchasers were principally biscuit and confectionery manufacturers. Prices range from 8½c. upwards.

PRUNES—The representatives of shipping houses report that business for importation could be done in Bosnia prunes, were it not for the high prices which rule. There is still a good demand on retail account for Californian prunes.

CALIFORNIAN RAISINS—According to advices received by E. Fielding, Toronto, the quantity of raisins available for shipment from the Coast is about 300 cars. Of this amount there is practically no standards. "Raisins will be considerably higher in the near future" add the advices "and jobbers will be compelled to depend on Eastern stocks to supply the demand. Eastern stocks are light."

GREEN FRUITS.

The fruit selling just now is the orange, the favorite of which is the Californian navel, which is offering liberally at 25c. lower than last week. Valencias are moving well at steady prices, and Jamaicas are in fair demand in boxes at a decline of 25c. Both Messina and Verdill lemons are 25c. cheaper. Bananas, cranberries and Almeria grapes are in but moderate demand, the cold weather taking all activity out of the market. Winter apples are moving steadily. The market shows an improving tone, choice eating apples being 25c. higher. Cooking varieties are quoted from \$2 to \$2.50, while choice red spies and other fancy eating varieties range as high as \$3 per bbl.

COUNTRY PRODUCE.

EGGS—Though there is a slightly improved offering of new-laid eggs, the demand for strictly fresh stock is so much greater than the supply, that all offering is readily absorbed, as high as 25c. being paid for guaranteed stock. There is a fair movement of limed at about 15c. Held is steady at 15 to 16½c. It is considered that the market will be well cleared of pickled before fresh eggs are offering in abundance.

NO SOAP AHEAD OF . . .

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BOTH FOR THE GROCER AND THE CONSUMER.

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VANCOUVER: 430 Cordova St.
ST. JOHN'S, NEWFOUNDLAND.

Manufactured by

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

POTATOES—The cold weather has materially strengthened the situation, and stock now arriving, if in good condition, is worth an advance of 5c. For cars on track 43 to 45c. per bag is asked, and 50 to 55c. for small lots out of store.

BEANS—The market continues to strengthen, and is now firm at prices 5 to 10c. above those of last week. Hand-picked are now \$1.65 to \$1.75, and prime, \$1.45 to \$1.50.

DRIED AND EVAPORATED APPLES—The export demand for evaporated apples has so fallen that it is not likely much more export business will be done this season. If it is done, a drop in price will be necessary. The markets here are, however, well cleaned up, and the jobbing price is steady at 8 to 8½c. Dried apples continue in fair demand outside at 5¾ to 6c., though nothing but fancy stock will bring the latter figure.

POULTRY—There is a better demand for all poultry, and as offerings have not increased, prices are firmer. Geese are 1c., and turkeys ½c. per lb. higher. We quote: Turkeys, bright, fresh-killed, 9½ to 10½c.; frozen stock, 7 to 9c.; chickens, 30 to 55c., and ducks, 40 to 60c.

HONEY—There is a growing feeling that quotations may have to come down, as the high price is limiting the consumption to an extent likely to cause a surplus at the end of the season. Comb is quoted at \$1.90 to \$2.10 per doz., and bulk at 9 to 9½c. for clover, and 6 to 7c. for buckwheat, but a good buyer could purchase at closer figures.

VEGETABLES—The weather is too severe for the convenient handling of vegetables, hence there is little doing. Prices are

firmer throughout. We quote as follows: Rhubarb, \$1.25 per doz. bunches; green onions, 15 to 25c. per doz.; radishes, 60 to 75c. per doz.; spinach, 40 to 50c. per bush.; lettuce, 20 to 40c. per doz.; cabbage, 60 to 75c. per doz.; red cabbage, 50 to 75c. per doz.; cauliflowers, 40 to 60c. per doz.; celery, 75c. to \$1 per doz.; parsley, 15 to 20c. per doz.; onions, 40 to 60c. per bush.; green beans, 30 to 50c. per basket; squash, \$2 to \$2.50 per doz.; vegetable marrow, 40 to 60c. per doz.

BUTTER AND CHEESE.

BUTTER—The home demand is so brisk that prices are away above an export basis, and offerings are so well cleaned up that an advance of 1 to 2c. is noted for dairy rolls and tubs. Creamery is firm at steady prices. We quote: Dairy, large rolls, 19 to 21c.; prints, 19 to 20c.; tubs, 19 to 20c.; creamery, tubs and boxes, 22½c.; prints and squares, 23 to 24c.

CHEESE—The market is firm, and, while quantities can still be bought for 12c., small lots and single cheese are generally firm at 12½c.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Wheat keeps steady at 65c. for both red and white, at outside points. The deliveries on the Toronto street market have been very light, on account of the severe weather. We quote: Wheat, white and red, 67 to 69c.; goose, 69 to 70c.; peas, 60c.; oats, 30 to 31c.; barley, 43½ to 44c.; rye, 53c. No. 1 hard Manitoba wheat is firm at 77c. Toronto and west.

FLOUR—A good local trade is doing. We quote: Manitoba patents, \$3.80; Manitoba strong bakers', \$3.50; Ontario patents,

\$3.55 to \$3.65; straight roller, \$3.35, Toronto freights.

BREAKFAST FOODS—There is a good export demand, but the demand for home consumption has fallen off somewhat. Oatmeal and rolled oats are 10c. cheaper in both bags and barrels. We quote: Standard oatmeal and rolled oats, \$3.40 in bags and \$3.50 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$4; pot barley, \$4.

HIDES, SKINS AND WOOL.

HIDES—A decline of ¼ to ½c. this week makes a total reduction of ¾ to 1c. in three weeks in the price of cured hides. There is no other change. We quote: Cow-hides, No. 1, 9½c.; No. 2, 8½c.; No. 3, 7½c. Steer hides are worth ½c. more. Cured hides are quoted at 9¾c.

SKINS—A firm feeling is manifested, though no change is reported. We quote as follows: No. 1 veal, 8-lb. and up, 11c. per lb.; No. 2, 9c.; dekins, from 40 to 45c.; culls, 20 to 25c. Sheep and lambskins are selling at \$1.10 to \$1.15.

WOOL—While an easy feeling is reported, prices are steady at 19 to 20c. for combing fleece, and clothing wool, and 12½c. for unwashed.

SEEDS.

Little business is doing. Red clover is steady at \$5 to \$5.75, and alsike at \$4 to \$4.60 at outside points. Timothy is firm at \$1 to \$1.25 aboard cars outside for good to choice machine-threshed, and \$1.50 to \$2 for bright, unhulled, flail-threshed seed.

MARKET NOTES.

Californian navels and Jamaica oranges in boxes are 25c. cheaper. Verdilli and Messina lemons show the same decline.

Corona
Figs and Dates

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

Cost retailer 7½c. and sell at 10c. No scraping goods out of bags or mats; no dust and dirt nor loss of weight, time and custom, but

CHOICE GOODS THAT SELL AT SIGHT.

Half size sample mailed on receipt of 5c in stamps; or, to meet numerous requests, we will on receipt of value (\$3.60) ship and prepay freight on 2 caddies to any part of Ontario. State name of your wholesaler in ordering. Assorted caddies (24 cakes each Figs and Dates) make a fine display, and are having a large sale.

W. B. BAYLEY & CO., Ontario Agents, 59-63 Front St. East, TORONTO

“The Reason Why”

Ceylon and India Green Tea

Announcements are given such a friendly 

is owing to an ever-present recollection of the “solemn fact” that hitherto a “pure” article in this character of Tea was an impossibility to obtain.

This statement is unquestionably unassailable:— Every pound of Ceylon and India Green Tea is absolutely pure to a leaf. It is without one particle of coloring, admixture, or facing. The color in infusion is light, the flavor similar to Japan, only fully one half stronger, therefore economical in use.

Then there's valuable avoidance of handling Teas that their pleasing and satisfying qualities are only by “chance” (and remote at that). Ceylon and India Green Teas are **“sure”** to please

The “Salada” Tea Co. are pushing the sale of these British-grown Green Teas with a vigor, and reporting the greatest encouragement received, especially in competition with Japans—

with the Lenten season trade is expected to increase, as syrups will be wanted to make up for the scarcity of molasses. Prices are unchanged at $1\frac{3}{4}$ to $2\frac{1}{4}$ c. per lb., as to quality.

MOLASSES.

This staple is unaltered from the situation of a week ago. Supplies in both first and second hands are limited, in consequence the tone of the market is very firm, and full prices are demanded for all grades. There has been some demand and sales of choice Barbadoes have taken place at 43c.; Porto Rico at 40 to 41c., and Antigua at 35c.

DRIED FRUITS.

The Valencia raisin market is quiet and firm. We quote: 7 to $7\frac{1}{2}$ c. for off-stalk; 8 to $8\frac{1}{2}$ c. for fine, and selected and layers $\frac{1}{2}$ c. advance on these prices.

Currants show no change and the market is quiet. We quote: $4\frac{1}{2}$ c. for bbls.; $5\frac{3}{8}$ c. for half-bbls.; $4\frac{3}{4}$ c. for half-cases, and $4\frac{7}{8}$ c. for quarter-cases.

Californian prunes are firm at 6 to $10\frac{1}{2}$ c., according to size, with a good inquiry both for them and for Bosnias at 6c.

Dates rule quiet and steady at $5\frac{1}{4}$ to $5\frac{3}{4}$ c., and Malaga figs, in mats, are unchanged at $4\frac{1}{2}$ c.

NUTS.

There is little to report in connection with these.

CANNED GOODS.

The firm tone in canned goods is maintained on all staple lines, and a fair volume of trade is noted. The stock on spot in first hands is steadily decreasing, and the impression prevails that higher prices will be the rule on several leading lines before the new crop comes in. Tomatoes are selling at 90c., corn at \$1.05, and 1-gallon apples at \$2.10 to \$2.15 per dozen, these figures, of course, being for round lots.

RICE.

There is only a quiet business to report in rice, but the market has a very firm undertone, and prices are stiff, on the basis of \$3.30 to \$3.40 for standard B.

SPICES.

There has been a fair demand for spices. Round lots of cloves have sold at 8c. c.i.f. here, and some round lots of black Singapore pepper at $12\frac{1}{2}$ c. c.i.f. here. Cables on pepper state that the market is strong and advancing, and quote black Singapore at 12.90 to 13c. for February April sail shipment. Pimento is firmly held, and tapioca also. We quote: Nutmegs, 35 to 60c. per lb., as to size; mace, 45 to 50c. per lb., as to quality, and pimento, $8\frac{3}{4}$ c.

COFFEES.

A fair inquiry has been experienced for coffee from jobbers, and round lots of Maracaibo have sold at $10\frac{1}{2}$ to 11c.

Jamaica coffee has also been asked for, sales of medium being noted at $9\frac{1}{2}$ c. These figures were, of course, for 25 and 50 bag lots in the bean unroasted.

TEAS.

A quiet but steady inquiry has been experienced for teas, but there have been no striking features. Indian and Ceylons have sold at 16 to $16\frac{1}{2}$ c., and packings of good liquor have realized 14 to 16c., while Japans, from fair to good medium, have furnished sales ranging from 13 to $13\frac{1}{2}$ c. China greens sold between 14 and 16c.

FISH.

With continued cold weather there has been an increased demand for fish during the past week. Advices from the Atlantic coast report a scarcity of all lines, and dealers here state that this will tend to increase the demand. Stocks on spot, however, are ample for the coming month, and the Lenten season is late this year as it does not open until February 28. Prices generally are firm, and higher prices are anticipated. In a jobbing way prices are quoted: No. 1 Nova Scotian herring, \$5.25 to \$5.50 per bbl.; \$2.75 per half bbl.; Labrador salmon, \$13 per bbl.; B.C. salmon, \$13; No. 2 mackerel, \$15.50; No. 1 green cod, \$5; No. 2 green cod, \$3.75 to \$4; No. 1 green haddock, \$3.85 to \$4. Dried codfish \$4.75 per 112 lb.; dressed or skinless cod, \$4.50 and boneless codfish, $5\frac{1}{2}$ to 6c. per lb.; haddies, 6c. per lb.; bloaters, 90c. to \$1 per box; smoked herring, medium, 12c.; Lock Fyne herring, \$1.05 per keg. Fresh fish—Haddock and cod, 3 to $3\frac{1}{2}$ c.; steak cod, 4c.; white fish $7\frac{1}{2}$ c.; dore and pickerel, 6c.; pike, $4\frac{1}{2}$ c.; salmon, 10c.; halibut, 10c.; fresh herrings, \$1.60 to \$1.75 per 100; smelts, 5 to 6c. per lb., and tommycods, \$1.25 to \$1.50 per bbl.

GREEN FRUITS.

There has been little change in this market, and the market is dull and featureless. Apples are unchanged at \$2 to \$3.50 per bbl. as to grade. Almeria grapes are scarce and firm at \$7 to \$9 per keg. There has been a very good demand for oranges during the week; both Californian and Jamaican oranges are lower, which is owing to the easier feeling in the primary markets. We quote prices here as follows: Valencias 420's, \$4.25 to \$4.50; 714's, \$5.50; Californian navels, \$3.25 to \$3.50, and budded \$2.25 to \$2.50; Jamaicas, \$5 to \$5.50 per bbl. There has been no change in the lemon market to note; the demand is very limited, while prices remain unchanged at \$2.50 to \$2.75 per box. Cranberries are scarce at \$9 per bbl. for prime fruit, but frozen stock can be bought cheaper. There is a limited demand for Californian celery at \$5.50 to \$6 per crate. Golden dates are

commanding $4\frac{1}{2}$ to 5c. per lb., and Malaga figs in matting, $4\frac{1}{2}$ c. per lb.

COUNTRY PRODUCE.

EGGS—There is a much better tone to the market, and prices have an upward tendency, but no actual advance has taken place yet. The demand to-day was fair, and a moderate business was done. We quote: Strictly fresh, 25c.; Montreal limed, 16 to 18c.; Western limed, 14 to 15c.; cold storage, 13 to 15c., and Western limed culls, 11 to 12c. per dozen.

POULTRY—There was a good inquiry for fresh-killed poultry, and all such stock offered met with a ready sale at outside prices. Other grades of stock move slow. We quote: Turkeys, good to choice, $9\frac{1}{2}$ to 10c.; common, 8 to $8\frac{1}{2}$ c.; chickens, choice, 8 to 9c.; common, $5\frac{1}{2}$ to 6c.; ducks, 7 to 8c., and fowl, 5 to 6c. per lb.

BEANS—The tone of the market for beans is firm, but business is quiet. We quote: Choice hand-picked pea beans, \$1.75, and choice primes \$1.65.

MAPLE PRODUCT—There is no change in the maple product market, the demand being slow. Choice syrup is quoted at 70 to 75c. per gal., wine measure, and large tins at 90c. to \$1; pure sugar at $10\frac{1}{2}$ to 11c., and common at 8 to 10c. per lb.

HONEY—Business in honey was slow. White clover, in comb, is quoted at 13 to 14c.; white extracted, in large tins, at 9c.; in small tins, at $9\frac{1}{2}$ to 10c., and buckwheat extracted at 7 to 8c.

POTATOES—A quiet, steady business is reported in potatoes. We quote: Car lots on track, $42\frac{1}{2}$ to 45c. per bag, and small quantities at 5 to 10c. per bag advance, according to the size of the lot.

ASHES—The demand for ashes is slow, but prices rule firm. We quote: First pots, \$4.60 to \$4.65; seconds, \$4.35, and pearls, \$5.50 per 100 lb.

DRESSED HOGS—There was a fair demand for small lots, and the tone of the market is firm at \$5.50 to \$5.75 for light weights, and at \$5 to \$5.25 for heavy, per 100 lb.

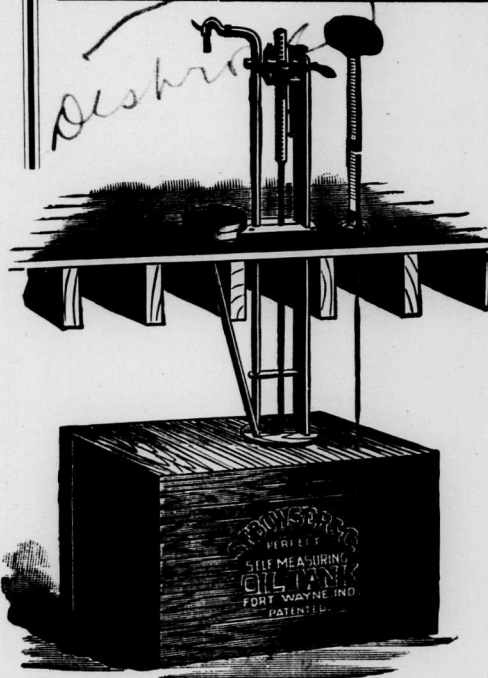
PROVISIONS.

The tone of the market for pork, if anything, is easier, and it is reported that packers in some cases are shading present prices 50c. per barrel for round lots. In other lines the feeling is steady, and trade, on the whole, is quiet. We quote as follows: Canadian short cut mess pork, \$14 to \$14.50; short cut back, \$13.50 to \$14, and heavy long cut mess, \$13.50 to \$14 per barrel. Pure Canadian lard in pails, $7\frac{3}{4}$ to $7\frac{1}{2}$ c. per lb.; and compound refined, 6 to $6\frac{1}{2}$ c. per lb. Hams 10 to $11\frac{1}{2}$ c., and bacon 11 to $11\frac{1}{2}$ c. per lb.

FLOUR AND GRAIN.

FLOUR—A fair amount of business was reported in Manitoba grades of flour on

DIMES OR DOLLARS



CELLAR OUTFIT.

Which shall it be? We mean THE PROFIT from your Oil trade. Your profit comes in

DIMES

If you take care of them they soon mount up to

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But if you let the dimes seep out through the staves of leaky oil barrels and waste out of "sloppy," "smelly" measures, the dollars go with them. This is inevitable.

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TANKS OF GALVANIZED STEEL. Pumps all Metal. Valves all BRASS. Everything Fully Warranted. TELL us what your needs are. LET US TELL YOU THE COST. A Postal Card will do.

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PRATTS POULTRY FOOD



26 oz. package, retails for 30c., 24 in a case.

Pratts Poultry Food

Cures all Poultry Diseases

Makes Hens Lay Rapidly and at all Seasons.

Pratts Animal Regulator

Makes Horses Healthy,
Makes the Dairy Pay,
Cures Hog Cholera, etc.



21 oz. package, retails for 20c., 24 in a case.

PRICE, \$4.80 PER CASE. FREIGHT ALLOWED ON 2 CASES.

QUICK SALES AT THIS SEASON OF THE YEAR.

ROBERT GREIG, Toronto.

PRUNES....

CALIFORNIA SANTA CRUZ

(Santa Clara Valley)

20/30's to 90/100's. A CAR JUST RECEIVED.

PERKINS, INCE & CO.,

TORONTO.

both local and country account, but dealers in Ontario brands state that sales are slow even at the low prices ruling. We quote as follows: Winter patents, \$3.50 to \$3.75; straight rollers, \$3.25 to \$3.35; in bags, \$1.55 to \$1.60; Manitoba patents, \$3.80 to \$4, and strong bakers', \$3.50 to \$3.65.

GRAIN—The grain market was firm in sympathy with the advance at primary points. There was a good demand for most lines over the cable, and a fair amount of business was done. A sale of 10,000 bush. of No. 1 hard Manitoba wheat was made at 65 3/4c. afloat Fort William, and it was offered at 70c. afloat May. In Ontario No. 1 spring wheat, some trade was done at points east of Toronto at 67c., which is an advance of 1c. per bush. Oats west sold at 26c.; east at 27c.; peas west at 60c.; east at 61c. On spot car lots of No. 3 oats sold at 29 1/2c., and 30c. was asked for No. 2 ex store.

OATMEAL—There was no change in the market for rolled oats. Business was quiet at \$3.50 per bbl., and \$1.70 per bag.

FEED—The demand for feed was steady

and prices rule firm. We quote as follows: Manitoba bran, in bags, \$15; shorts, \$16 to \$17; mouille, \$18 to \$24; Ontario bran in bulk, \$15 to \$15.50, and shorts, \$17 per ton.

HAY — In baled hay there was nothing new to note. The demand is only fair and the tone is easy. We quote: No. 1, \$9.50 to \$10; No. 2, \$8.50 to \$9, and clover, \$7 to \$7.50 per ton, in carload lots.

CHEESE AND BUTTER.

CHEESE — The market was quiet and unchanged. The movement of goods forward steadily continues, and the small stocks here cannot hold out much longer. We quote the same range, 11 3/4 to 12c. The Liverpool cable was unchanged, 57s. for white, and 59s. for colored.

BUTTER—There is a steady demand on local account and with small supplies values rule steady to firm. In fact, 22c. is readily obtainable for good-sized lots of finest creamery and selections have sold considerably higher. Despite this, however, stock has been sold down to 21 1/2c., as regards quality. Supplies of Western dairy are

almost nil and prices are very firm at 19 to 19 1/2c.

MONTREAL NOTES.

Almeria grapes have advanced \$2 per keg on the week.

There has been an advance of 5c. per 100 lb. in refined sugar.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

St. JOHN, N.B., February 1, 1900.

THE business of taking stock and squaring up the year's business continues, to a very large extent, to occupy the attention of the wholesale grocery trade. Business is quiet and payments are inclined to be slow. Lumber operations are being carried on extensively this winter throughout this Province and Nova Scotia, and the lack of snow is much felt. Steamers from England are, as a rule, overdue, which causes delay in the receiving of English goods, which are further delayed owing to many English houses being rushed with orders from the

**COFFEES ARE UP, BUT WE ARE MAKING
NO CHANGE IN OUR STANDARD
GRADES OF MOCHA COFFEES.**



**S. H. EWING & SONS, Montreal
96 KING STREET.**

War Office. In markets, the continued advance in beans has been a surprise to the trade. Prices are generally firm, except, perhaps, flour. Cream of tartar is tending rather higher.

OIL—There is rather better demand than usual at this season of the year for burning oil, as the high prices ruling have kept stocks down, dealers buying largely from hand to mouth. A tank steamer was unloaded this week by The Imperial Oil Co. In paint oils demand is beginning. Market is rather firm, but prices are held rather below what it would cost to replace the goods. In lubricating oil, forward orders are being taken. Prices are high and firm.

SALT—In Liverpool coarse, stock now here is quite large, but holders do not seem anxious to sell, or, at least, will not cut prices. A large quantity is due to arrive, as several of the direct English freight boats are overdue. Demand is but fair. In fine salt, there is no change. Besides Canadian, fair quantities of English factory-filled are held here. We quote as follows: Liverpool coarse, 50 to 55c. English factory - filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20 to 22c. each; 10-lb. wood boxes, 12 to 14c. each;

cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt 60c. per 100 lb.

CANNED GOODS—Demand is light. Meats are the firm feature, and tend higher. The very high prices of American will still further curtail the already small imports. In canned lobsters the sale, owing to the very high prices, is very small. There is very little demand even at prices at which they could not now be replaced. Half-pounds are coming into more general use. Oysters are having somewhat better sale. Prices keep very high, and some 8 oz. cans are being imported to take the place of the regular 10-oz. size. Soups are growing in favor in this market, particularly the condensed grade. They are chiefly imported American goods. Pineapples continue scarce and high. In vegetables, the demand has been quiet during the week; prices unchanged and very firmly held. There is no change in fruit.

GREEN FRUITS—Business is quiet. The chief movement is in Valencia oranges, which are firmly held at rather higher figures. Other grades sell slowly, though Jamaicas have fair sale. Some fine navels were received this week, but move slowly. Apples are dull; fair prices rule for best stock, but there is wide range in quality. Lemons, while low, do not seem to improve in

demand. Cape Cod cranberries, while rather firmer, are not high. They have limited sale. In Malaga grapes sale is light and stock but fair as a general rule. In bananas, imports at this season are small.

DRIED FRUITS—There is little doing. Loose muscatels are scarce. Malaga fruit was the only stock imported here. Valencia layers are quite plentiful, but holders are inclined to keep prices up as the general stock is not large, and stocks at other points are reported short. Seeded raisins have a fair sale. A mixed car of Californian seeded raisins and prunes is due. Prunes are showing an improved demand. Small sizes are not freely offered. The larger sizes could be bought quite low, but dealers want a prune to sell low. In dates, stocks are light. Prices in England show a further advance. Currants show no change. There is a fair demand for cleaned stock. Figs are dull. In evaporated apples, fair stocks are here. There is but a limited sale, and the market is easy. Dried are scarce, but there is no particular demand. Onions show little change. Some lately bought to arrive were bought below what buyers expected they would have to pay. In nuts, stocks are light. Peanuts have shown a fair sale during the week, at rather higher prices.

PRODUCE—Eggs show little life. While

1899

NEW SEASON TEAS.

1899

Direct Importations from CEYLON, INDIA and JAPAN.

*QUALITY the highest in Strength and Flavor.
Samples sent on application.*

We are also Agents for the leading Package Tea of the present age—

ARMEDA TEA

**BLACK
BLACK AND GREEN MIXED
JAPAN**

In 1 or ½-lb. Sealed Packages,

Retail Price—

25c., 30c., 40c., 50c. and 60c. per lb.

The demand for ARMEDA TEA is increasing rapidly. Why? **ARMEDA TEA HAS THE FLAVOR.**

Remember we also sell Macdonald's Tobaccos—Prince of Wales, 8s or 16s, costs 63c. per lb., and Briar, 8s, costs 61c. per lb.

57 Front St. E., Toronto.

A. H. CANNING & CO.

The Following Brands
Manufactured by
The American Tobacco Co.
OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses
CUT TOBACCO

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

THE RUBLEE FRUIT CO.
LIMITED.
IMPORTERS OF FOREIGN AND DOMESTIC
GREEN AND DRIED FRUITS, NUTS, Etc
151 Bannatyne St., 12th St.,
WINNIPEG, MAN. BRANDON, MAN.

**If you Want to Learn Anything
About Advertising.**
If you are a business man and get or want
to get business by any kind of advertising,
and want to know how to advertise and
make money for if you are an employe and
expect to go into business for yourself, or
if you want to get into a new and profit-
able profession—we furnish the founda-
tion—the accumulated knowledge on the
subject. Investigation costs you nothing.
Invaluable information will be sent Free.
Address Advertising World Publicity Club, Columbus, O.



We make a specialty of handling

Domestic Fruit

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

FRUIT AUCTION SALES

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

McWILLIAM & EVERIST

Wholesale Commission Merchants.

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

COWAN'S

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

THE COWAN CO., LIMITED, TORONTO

Toronto Salt Works

TORONTO, ONT.

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

THE
SIRDAR'S
REGISTERED

MOCHA

Makes the most delicious cup of coffee obtainable.
Any Person selling or putting up Imitations
lay themselves open to Prosecution.
For Sale in 1 and 2 lb. tins by all Wholesale Grocers.
ACME MILLS, 126 & 128 QUEEN STREET, MONTREAL

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

How are you fixed for . . .

BASKETS?

Are you in need of any of the
following kinds :

GRAIN AND ROOT BASKETS
CLOTHES BASKETS
FRUIT BASKETS
AND BUTCHER BASKETS?

If so, we can supply you.

THE . . .
OAKVILLE BASKET CO.,
Oakville, Ont.,

Clark's Sliced Smoked Beef

A Tasty Breakfast,
A Pleasing Luncheon,
An Addition to Dinner,
A Supper? Well

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Limited, London, N.W., Eng.

THE MANITOBA
Produce & Commission Co.
Limited
WINNIPEG, MANITOBA.
WHOLESALE DEALERS IN
Butter, Eggs, Cheese, Fruits, Cured Meats
PICKLED, DRY AND SMOKED FISH
Consignments and Correspondence Solicited.
BRANCHES AT:
Vancouver, Victoria, Nelson, Rossland, B.C.



The Best Criterion of the Merit of DEWAR'S WHISKY

is the ever increasing demand. The high Standard of Quality which first brought the Whisky into prominence is rigidly maintained, and every bottle **CORKED** in Dewar's Distilleries is a guarantee that you get the "BEST" in "SCOTCH."

Ogilvie's Hungarian

Ogilvie's Glenora....

All BAKERS and GROCERS handling this Flour exclusively are making money.

Superior Quality
Always Good

receipts are light, the supply is slow. Fresh stock is beginning to arrive. In butter, prices are firmly held. Stocks are light, and best quality is in demand. Little creamery is moving in a general way. Cheese, which is quite a light stock, has been moved up in price, and higher prices are likely to rule.

SUGAR—There is nothing new. Some American, which was consigned to this market, tended to check the advance, causing somewhat of a reaction and settling back in refinery prices. There is but a limited movement.

MOLASSES—Movement is light. Best stock is held at quite high figures. Stocks of all grades are light, but still seem equal to demand. Porto Rico and New Orleans are about all that is offered, and in both there is a wide range in quality.

FISH—There is but little business reported. Demand is chiefly for fresh fish. Arrivals are light, and weather is against the handling of frozen stock. This is particularly noticed in the northern parts of the Province in regard to smelts. In frozen herring, receipts have been very light this year. Pickled herring have fair movement at very firm figures. In smoked, the tendency is towards still higher prices, but figures cannot yet be called high, though better values rule than for some time. Dry fish is a fair stock. No change in prices. Finnan haddies, which are so largely shipped west, keep at even figures. Bloaters and kippers are a light business. We quote as follows: Large and medium dry cod, \$3.70 to \$3.80; small, \$2.50 to \$2.60; pickled shad, \$4.50 to \$5, as to quality; haddies, 5 to 5½c. per lb.; smoked herring, 8 to 9c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$2.35 to \$2.45 per 100; pickled herring, \$1.75 to \$2.15 per half bbl.; bloaters, 60c.; kippers, \$1; smelts, 5c; Shelburne, \$4.50 to \$4.75; frozen herring, 75 to 90c. per 100; frozen cod, 2½c.

PROVISIONS—There is no change to report. Sales are reported dull. In barreled goods, prices are moving slowly up, but the local market is little affected. Lard is firmly held. Wholesale grocers are doing very little in smoked meats.

FLOUR—There was a tendency to firmer figures in flour, but the market is back to old prices, while it is generally thought that higher prices must rule. Sales are hard to make. Local sales are light. Oatmeal and oats show no change. Cornmeal, while a fair sale, is somewhat lower. Feed, if anything, is easier, being more freely offered. Beans are higher and firmly held. Prices have gone much higher than was expected. Hay is tending higher, already showing quite an advance. We quote: Manitoba flour, \$4.40 to \$4.60; best Ontario, \$3.80 to \$4.00; medium, \$3.60 to \$3.75; oatmeal, \$3.80 to \$3.90; cornmeal, \$2.15 to \$2.25; middlings, \$2.1 to \$2.2; oats, 38 to 40c.; hand-picked beans, \$1.70 to \$1.75; prime, \$1.65 to \$1.70; yellow-eye beans, \$2 to \$2.15; split peas, \$3.90 to \$4.00; round, \$3.25 to \$3.40; pot barley, \$3.75 to \$3.85; hay, \$8 to \$9.50; timothy seed, American, \$1.50.

ST. JOHN NOTES.

A cargo of hay for South Africa cleared from here this week.

Hall & Fairweather have received a further shipment of New Orleans molasses.

Yellow-eye beans are popular here. Gilbert, Bent & Son have a large consignment to hand.

The T. C. Colwell Co., candy manufacturers, have lately added several new and improved machines to their plant.

A. O. Hastings, representative of The Lake of the Woods Milling Co., has been appointed agent for The Goldie Milling Co.

THE BEST APPLES ON TOP.

A deputation from the Ontario Fruit Growers' Association, consisting of Mr. S. Woolverton, secretary of the association; Mr. W. M. Orr, and others, waited on the Hon. John Dryden, Minister of Agriculture, on Tuesday, with reference to proposed legislation in the interests of the fruit growers. They desire to have legislation passed at the next session of the Legislature which will better regulate the packing and transportation of fruit, especially apples, exported to Great Britain. They are anxious to prevent all exporters of apples from Ontario putting the best apples on top of the barrel, etc., thereby creating a prejudice in England against Ontario apples.

PURE BUCKWHEAT FLOUR.

There is not a more healthy food than pure buckwheat flour, and grocers might bring this fact a little more frequently before their customers than they do. It is also important than in laying in a supply they should secure it from those manufacturers on the purity of whose goods they can depend. In this issue the Tillson Company, Limited, of Tilsonburg, Ont., is advertising buckwheat flour, and inviting the trade to test it as to purity and cleanliness.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATION WANTED.

FIRST-CLASS SALESMAN WHO IS ALSO competent bookkeeper (31) desires immediate employment; fifteen years' experience in two first-class houses—Groceries, Wines and Liquors. Can furnish best references. Would go as salesman, manager, traveler or bookkeeper. Address "Salesman," 394 Rideau street, Ottawa. (5)

FOR SALE.

GROCERY AND CONFECTIONERY BUSINESS for sale; stock about \$750; owner going out of business; good chance; write quick. Address, THE CANADIAN GROCER, Toronto. (5)

AGENCIES WANTED.

WANTED.—AGENCIES FOR ANY LINE of goods, for British Columbia, by young man thoroughly experienced in retail trade; best of references. intends starting for coast about March 1st. Address, "Agency," care THE CANADIAN GROCER, Toronto. (9)

THE MERCHANTS MERCANTILE CO.

260 ST. JAMES ST., MONTREAL.

Mercantile Reports and Collections.

Our method of furnishing commercial reports to our subscribers gives prompt and reliable information to date. Every modern facility for the collection of claims. Tel. Main 1885.

WANTED!

TEA AND COFFEE SALESMEN.

A Tea and Coffee House starting a branch in Canada require an experienced and successful tea and coffee salesman in each section of the Dominion. Applicants must state age, length of time in the trade, present employment, remuneration expected, and territory best known; must furnish undoubted references and be able to control trade. Address, in confidence, "Tea," care of this journal. (5)

YARDLEY'S LIST...

Genuine
Y Transparent
Soap

Cold Cream
and Oatmeal
Fine Oatmeal Soap

Savon
Violettes de Parme

Canadian Agency:

"Safety Soap"

This applies to, and might well be stamped upon, every cake of

YARDLEY'S SOAP

It's safe for the user, first of all; therefore, safe for the dealer. It is as pure as a soap can be, free from all injurious substances; better soap isn't made in the world.

A good line to push during rough weather is **OATMEAL SOAP**. It is specially prepared for sensitive skins.

GREIG MANUFACTURING CO., - MONTREAL.

SELL THE VERY BEST

TIGER STOVE POLISH



This Stove Polish is the best made or sold in Canada.
It is giving universal satisfaction, where sold, to both merchant and consumer.

Sold by **THE F. F. DALLEY CO., Limited**
OF HAMILTON.

Put up in two sizes—
5c. and 10c. boxes.

COFFEE

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba and B.C.
Green—				
Mocha	24	23	25	30
Old Government Java	27	22	30	30
Rio	10	8½	12	13
Santos		9	13	
Plantation Ceylon	29	26	30	31
Porto Rico		22	25	24
Guatemala		22	25	24
Jamaica	18	15	20	18
Maracaibo	13	13	16	15

NUTS

Brazil		13	8½	9
Valencia shelled almonds	28	30	25	30
Farragona almonds			14	13
Formegetta almonds			13	
Jordan almonds		35	40	
Peanuts (roasted)	6½	9½	9	10
" (green)	5½	8	7	9
Cocoanuts, per sack	3 00		3 75	4 00
" per doz.		60	60	70
Grenoble walnuts	14	14½	14	9
Marbot walnuts	10½	11	10½	11
Bordeaux walnuts			9	9
Sicily filberts			10	9
Naples filberts			10	11
Pecans			10	11
Shelled Walnuts		23	25	

SODA

Bi-carb, standard, 112-lb. keg	2 25	2 50	2 00	2 25	1 85	2 00
Sai soda, per bbl.	70	75	80	90	85	90
Sai Soda, per keg	95	1 00		1 00	95	1 00
Granulated Sai Soda, per lb.				1		

SPICES

Pepper, black, ground, in kegs, pails, boxes	13	15		16	14	15
" in 5-lb. cans	14	17	14	16	15	16
" whole	11	12		14	12	13
Pepper, white, ground, in kegs, pails, boxes	20	23	18	24	24	26
" " 5-lb. cans	20	23	20	26	20	22
" " whole	19	25	19	25	20	22
Ginger, Jamaica	19	25	22	25	20	25
Cloves, whole	12	30	14	36	18	20
Pure mixed spice	25	30	25	30	25	30
Cassia	20	40	20	40	18	20
Cream tartar, French		25	24	25	20	22
" " best		28	25	30	25	30
Allspice	18	17	18	18	16	18

WOODENWARE

Pails, No. 1, 2-hoop			1 90		1 90	
" " 3-hoop			2 05		2 05	
" " half, grained			1 75		1 75	
" " quarter, jam and covers			1 20		1 45	
" " candy, and covers			2 70		3 20	
Tubs, No. 0				11 00		11 00
" " 1				9 00		9 00
" " 2				8 00		8 00
" " 3				7 00		7 00

PETROLEUM

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba and B.C.
Canadian	12		12	
Sarnia water white	12	13	18	20
Sarnia prime white			16½	20½
American water white	17	17½	19½	21
Pratt's Astral	18	19	20	21½

TEAS

Black—						
Congou—Half-chests Kalsow, Moning, Paking	18	60	12	60	11	40
Caddies Paking, Kalsow	17	40	18	50	15	40
Indian—Darjeelings	35	55	35	55	30	50
Assam Pekoes	20	40	20	40	18	40
Pekoe Souchong	18	25	18	25	17	24
Ceylon—Broken Pekoes	85	42	85	42	34	40
Pekoes	20	30	20	30	20	30
Pekoe Souchong	17½	40	17	35	17	35
China Greens—						
Gunpowder—Cases, extra first	42	50	42	50		
Half-chests, ordinary firsts	22	28	22	28		
Young Hyson—Cases, sifted extra firsts	42	50	42	50		
Cases, small leaf, firsts	35	40	35	40		
Half-chests, ordinary firsts	22	28	22	28		
Half-chests, seconds	17	19	17	19		
" thirds	15	17	15	17		
" common	13	14	13	14		
Pingsueys—						
Young Hyson—½-chests, firsts	28	32	28	32	30	40
" seconds	18	19	18	19		
Half-boxes, firsts	28	32	28	32		
" seconds	16	19	16	19		
Japan—						
½-chests, finest May pickings	38	40	38	40		
Choice	32	36	32	36		
Finest	28	30	28	30		
Fine	25	27	25	27		
Good Medium	22	24	22	24		
Medium	19	20	19	20		
Good common	16	18	16	18		
Common	13	15	13½	15		
Nagasaki, ½-chests Pekoe	16	22	16	22		
" " Oolong	14	15	14	15		
" " Gunpowder	16	19	16	19		
" " Siftings	7½	11	7½	11		

RICE, SAGO, TAPIOCA, MACARONI

Rice—Standard B.	3 30	3 40	3½	3½	3 25	3 40
Patna, per lb.			4½	5	5	6
Japan			5½	6	5	6
Imperial Seeta			4½	5½	5	6
Extra Burmah			4½	4½	4	5
Java, extra			6	6½	6	7
Sago	3½	4½	4	4½	5	6
Tapioca	3½	4½			5	6
Macaroni, dom'ic, per lb., bulk					7½	
" " imp'd, 1-lb. pkg., French					9	10
" " Italian					11	12½

THE **J. L. CASSIDY CO.,** LIMITED

339, 341 ST. PAUL STREET, MONTREAL.


We offer the following advantages to buyers:

- 1st—Quality of Ware.**
- 2nd—Variety to select from.**
- 3rd—Our prices are reasonable.**

The names of the manufacturers whose stock we have now on hand, and to arrive, are well known as being in the front rank, viz.:

J. & G. Meakin for Semi-Porcelain, White Granite, Printed and Enamelled ware.
 A. Meakin's White Granite. Wedgewood for Printed Dinner ware.
 Haviland's China—a specialty in Hotel Goods.
 Meakin's Rolled Edge Semi-Porcelain, and Haviland's Rolled Edge White China.

Please send in your orders if our travellers do not call in time.

A RATTLING 

GOOD BARGAIN

I HAVE ...

**30 Bags of
Pimento**

(ALLSPICE)

ABOUT 165 LBS. EACH.

You can have 1 Bag at 9c., less 3 per cent. 30 days.

You can have 5 Bags at 8¼c. net, spot cash.

No question as to quality. **It is guaranteed A1.**

Don't forget that I have one of the best assorted stocks of Teas, Coffees and Spices—well bought and for sale at right prices.

ASK FOR SAMPLES.

E. D. MARCEAU,

296 St. Paul St., **Montreal**

TRADE IN OTHER COUNTRIES THAN OUR OWN.

ADVICES from Bermuda are to the effect that shipments of onions will begin earlier this year than usual. The first shipments of stock from new seed are expected by the middle of February, and free receipts are looked for by March 1. The first arrivals last year were on March 18. —New York Journal of Commerce.

Baltimore advices report a very dull and an easier market for canned small fruits. Strawberries are offering at 70c. for standards, blackberries at 72½c., gooseberries at 85c., red cherries at 70c., and white at 90c. to \$1.

CANNED FRUIT IN CALIFORNIA.

Mail advices from San Francisco state that the supply of canned apricots and pears in first hands is good, but other varieties of canned fruit are scarce. No straight lots of cherries or plums are obtainable. Owing to the prospect of an abundant fruit crop this year as a result of liberal rains preparations are being made for a largely increased pack. A number of good-sized blocks of 1900 pack fruits have been sold subject to prices to be named hereafter.

BELVEDERE RAISINS.

Among the cargo of the Pocohontas, which arrived Monday, were 206 barrels of raisins. These are understood to be Belvedere raisins, from the island of Pantellaria, near Sicily, and the importation is reported to be the first of its kind at this port within ten years. — N. Y. Journal of Commerce, January 26.

DEMERARA SUGAR CROP.

Wieting & Richter in their circular dated Demerara, January 4, say: "The crop has turned out about 20 per cent. short. Several estates were unable to close their crops for want of water and will finish this month. The cane to be reaped first six months this year has suffered very much and must either be sacrificed or worked up and given time."

TEAS IN NEW YORK.

The feature of the week was the auction sale. The offerings were moderately large, but, as the bidding was fairly spirited, satisfactory prices were obtained, particularly for green teas. The tendency of the distributing business was towards improvement. Dealers, as a rule, reported a gradual broadening of the demand from the small trade for lines; prices were well maintained. The market for invoices has been steady,

with no transactions of importance reported. —New York Journal of Commerce, January 27.

EXPORTS OF CALIFORNIAN DRIED FRUITS.

Direct exports of dried fruits from California to Europe for the season to December 31, 1899, were as follows: Prunes, 22,244,405 lb.; apricots, 3,314,559 lb.; pears, 699,519 lb.; and peaches, 346,752 lb. for the entire season of 1898-99 the direct exports from the Coast to Europe were: Prunes, 5,981,600 lb.; apricots, 1,543,353 lb.; pears, 352,285 lb.; and peaches, 144,259 lb.



This is R. Muat, Toronto, the representative of The H. J. Heinz Co. who has built up such a large business for that firm in Ontario, New Brunswick and Nova Scotia. "The Heinz people have succeeded," he says, "because they are putting up a first-class article."

BUTTER AND CHEESE NOTES.

The cheese-box factory of Samuel Bickell, Belleville, Ont., was destroyed by fire on Sunday. The fire, which is thought to have been of incendiary origin, caused a loss of over \$2,500.

The Excelsior Cheese Factory, Woodhouse, Ont., made \$20,000 worth of cheese during last season.

Farmers in the neighborhood of Markdale, Ont., met there last week to reorganize their cheese association. The opinion was expressed, by those who had been patrons of both butter and cheese factories, that cheese-making is the more profitable of the two.

The auditors' statement at the annual meeting of The Marron Beaver Cheese and Butter Co. showed the following statistics of the last summer's production: Received for

cheese, \$14,569.54; average weight of milk to pound of cheese, 10.85 lb.; average price per lb. of cheese, 9.97c.

MANITOBA MARKETS.

WINNIPEG, January 29, 1900.

BUSINESS has been steady all week with fair volume. The weather for the last few days has been somewhat colder, terminating in a slight blizzard on Saturday morning. The bye-election during the week, although it was an unusually quiet one, had some effect on trade.

The Elevator Commission has been sitting in Winnipeg most of the week, and a tremendous quantity of evidence has been taken. Whether it will be of much practical use when it is sifted down, is a question. A great deal of the evidence put in by the farmers is of an indefinite and unsatisfactory character, judging from the reports of those who have attended as more or less disinterested spectators.

WHEAT—Things have been very quiet at country points all week, the deliveries being very light. Prices paid have ranged from 46 to 48c., according to freight rates. The market here is improved in tone, and there has been an advance of 2½c. per bush. over last week. The market began to advance about Thursday, and continued pretty steady for the balance of the week, closing at 65c. at Fort William on Saturday. The tone of the market is distinctly better than it was last week.

PAPER—The advance in the price of all manila papers is causing some anxiety here, as all the stocks carried are very light—in fact, are unusually so, for the time of the year. The advance runs from ½ to 1c. per lb. The lack of snow has prevented the getting out of wood for pulping purposes, and the demand from the Old Country for news paper is causing the mills in Canada to turn their attention almost exclusively to the manufacture of that class of paper. The opinion here seems to be that the higher price and scarcity of supply may continue for some months, at least.

SOAP—An advance, and a pretty sharp one, on this article is promised for February 1, especially on all lines of imported castile.

DRIED AND EVAPORATED FRUITS—The market has been quiet all week, with little or no change. Denia fine off stalk raisins are scarce and hard to obtain at reasonable figures, layers being given the preference at the prices offered. In Californian raisins, the market is high, with little doing. Evaporated fruits show no change, and the market is dull. Dried apples are, if anything, a shade easier, but evaporated are unchanged.

CANNED GOODS—Tomatoes, peas and corn are offering more freely, but, as it is

Coffees Flavoring Extracts Spices Baking Powder

Not the Lowest-Priced.

Anyone can reduce quality. *We* aim at the *Best Value*, goods that will go the farthest, give the best and true flavor, and be the cheapest in the end to use.

Your customers can get low-priced goods at any store. *Draw and retain* their trade with *quality*, and remember that you can always get *that* from

HAMILTON COFFEE AND SPICE CO.

25 and 27 MacNab St., HAMILTON.

LIMITED.

McLAREN'S INVINCIBLE EXTRACTS
OCEAN WAVE BAKING POWDER

FULL-FLAVORED PURE SPICES
FINE COFFEES

now all rail freight and there are still some stocks in Winnipeg, there is little or nothing doing.

CEREALS—Beans are stiff at \$2 straight for the best grades. Split peas have also advanced slightly, and are quoted at \$2.25. Granulated oatmeal is quoted at \$2.10 and rolled oats at from \$1.65 to \$1.70. Pot and pearl barley are without change.

COFFEE—The advance noted last week is maintained, but there is very little doing.

FISH—The market is well supplied with salt and cured fish of all kinds, and also large quantities of frozen fish. There is not much doing however, nor will there be until the Lenten season opens.

FLOUR—The market has been fair for business this week, but no change in price is to be recorded.

BUTTER—Small lots of choice fresh dairy continue to arrive, and command fancy prices, for immediate consumption. Lower grades, however, are very slow. It is understood that the Manitoba Produce Company's fire is likely to make some difference to held stocks. There is no creamery, either Eastern or local, offering.

CHEESE—There is practically nothing doing in this line. The small quantities on hand are held at 13 and 13½c.

CURED MEATS—This market is fairly active with no change in price. There is

no present indication that the market here will advance in sympathy with the advance in American meats. On the other hand, dealers report that American firms hold firmly for the quotations asked.

GREEN FRUITS—The supply of staple lines is abundant, and prices remain pretty much the same. In such lines as oranges, lemons and bananas, the trade is steady and satisfactory. Apples continue to vex the soul of dealer and housewife alike, and there is not much likelihood of improvement. The quality of the cranberries on the market this winter is unusually good. Retail houses continue to bring in by express small lots of tomatoes, cucumbers, radishes, cress and the like. The supply of both local and imported lettuce has been good all winter.

"Have you any nice light bread?" asked a prospective customer in a bake-shop. "Yes'm," replied the new boy, "we have some nice pound loaves that weigh only 10 ounces."—Chicago Daily News.

T. W. Scott has purchased from Alex. Elder the lot on Queen street, Blyth, on which stood Mr. Scott's grocery store that was destroyed by fire three weeks ago. The price paid was \$550. Mr. Scott will erect a brick store in the spring that will in every way be up-to-date.

PERSONAL MENTION.

T. H. Smith & Co. have engaged Mr. R. Cowling as city traveler. Bob is a hustler.

Mayor Horace Wilson, of Winnipeg, was in Toronto last week. In business pursuits Mr. Wilson is a manufacturer and commission agent.

Mr. S. A. Brubacher, retail grocer, Berlin, is in Toronto this week "picking up bargains," as he termed it. Mr. Brubacher is a cash grocer. "I cannot," he explained, "afford to be anything else. Cash is the only proper basis to do a retail grocery business upon."

John Sloan, grocer, Galt, Ont., intends removing to larger and better premises next week.

The Brackman & Kerr Milling Co., Victoria, have started the erection of an addition which they hope to occupy next March.

A storage rate of 2c. per 100 lb. on flour for export at Montreal has been issued by the C.P.R. The rate will remain in force until May 15 next.

During the year just closed the output of The Kootenay Cigar Co., Victoria, was some 600,000 cigars. In 1900 the firm figure on producing an aggregate considerably in excess of these figures.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

MORRISON BROS., general merchants, Boissevain, Man., have assigned in trust to C. H. Newton.

Louis Huot, grocer, Quebec, is offering 35c. on the dollar.

Duck & Hutton, grocers, Windsor, Ont., have assigned to R. Pinchin.

G. E. Legare, general merchant, Lyster, Que., is offering 60c. on the dollar.

Pollock & Co., general merchants, Stirton, Ont., have obtained an extension.

A. Boudreau, general merchant, Wenderover, Ont., has assigned to J. G. Hay.

W. W. Melburn, general merchant, Tamworth, Ont., is offering 50c. on the dollar.

L. G. Froment, general merchant, Joliette, Que., is offering 25c. on the dollar.

James McComb, general merchant, Parry Sound, Ont., has assigned to J. R. Johnstone.

Wm. Hudson, general merchant, etc., Richibucto, N.B., is offering 40c. on the dollar.

Isaac G. Phelan, general merchant, Springhill, N.S., is offering 25c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Duck & Hutton, grocers, Windsor, Ont., are about dissolving.

Meisner & Killer, manufacturers soda water, Windsor, have dissolved.

Napoleon Gervais and J. T. Gervais have registered as partners under the style of Gervais & Fils, confectioners, Montreal.

Thomas E. and James E. Kingsland have registered as partners under the style of T. E. Kingsland & Co., grocers, etc., Montreal.

J. H. Todd & Son, wholesale grocers, etc., Victoria, have admitted John L. and

Albert E. Todd, under the style of J. H. Todd & Sons.

SALES MADE AND PENDING.

The assets of David Smeall, grocer, Montreal, have been sold.

The stock of A. Bussiere, grocer, Quebec, has been sold at 54c. on the dollar.

The sale of A. Tessier's business in St. Casimir, Que., has been postponed.

The stock of N. Tessier & Co., grocers, Quebec, has been sold at 50c. on the dollar.

The stock of Armand Riopel, general merchant, L'Epiphanie, Que., is to be sold at auction.

John Marshall, provisioner and grocer, St. John's, Newfoundland, has sold his stock at auction.

The assets of J. A. Thibault & Co., provisioners, Montreal, are to be sold on February 6.

The business of G. R. Fraser & Co, general merchants, Springhill, N.S., is to be sold by tender.

Miss O. Winters, general merchant, L'Original, Ont., has sold her stock at 63½c. on the dollar.

The stock of Samuel Danis, general merchant, Danistown, Ont., has been sold under chattel mortgage.

The stock, etc., of the estate of W. A. Gay, grocer, etc., Guelph, Ont., is advertised for sale by the assignee.

Wm. Mailer, general merchant, Bridgetown and Lawrencetown, N.S., is advertising the latter business for sale.

The stock of the estate of Parthemia Sussex, general merchant, Bothwell, Ont., has been sold at 55½c. on the dollar.

CHANGES.

Mrs. Ford, grocer, Amherstburg, Ont., has sold out to Thos. Hickey.

James Ballantyne, grocer, Brussels, Ont., has sold out to Hannah Ballantyne.

Layman & Wigle, general merchants,

Merlin, Ont., have sold out to Widdis & Neal, of Kingsville, who are removing to Merlin.

Paul McNally & Co. have opened a general store at Campbell's Bay, Que.

Frank Roop, grocer, Middleton, N.S., is about opening a branch at Lawrencetown, N.S.

George F. Dean, general merchant, Kingsmill, Ont., has sold out to F. Waggoner.

Duncan Bros., general merchants, Oil City, Ont., have been succeeded by Alex. Duncan.

L. A. Donalsin, general merchant, Belmont, N.S., has been succeeded by Mrs. J. M. Gunn.

C. McClaskey, manufacturer of confectionery, Sydney, N.S., has removed to North Sydney, N.S.

Beatty, Mills & Co., wholesale tea and coffee dealers, etc., Winnipeg, have been succeeded by Mills & Hicks.

Agnes C. MacFarlane has registered as proprietress of John C. MacFarlane & Co., commission merchants, Montreal.

FIRES.

Barnes & Syer, grocers, etc., Gainsboro', N.W.T., have been burned out; insured.

The stock of N. Poulin, grocer, Quebec, has been somewhat damaged by water; insured.

The canning factory of Cowan & Cossaboom, general store, etc., Rossway, N.S., has been burned; loss estimated at \$2,500; insurance, \$1,200.

DEATHS.

John Lynch, general merchant, Shubenacadie, N.S., is dead.

Maurice Hannan, general merchant, Danville, Que., is dead.

James Murray, commission dealer, St. John's, Nfld., is dead.

**OUR
"SAY-SO"**

What it Means.

Every progressive grocer holds the confidence of his customers because they believe that he takes every precaution to protect them against **IMPURE FOODS.**

We ask you to put us to the same test, that we are building business on the same foundation.

OUR PURE BUCKWHEAT FLOUR

has our "Say-so" behind it. We invite your test as to its purity and cleanliness.

THE TILLSON CO'Y, Limited,

TILSONBURG, ONT.

**PURE
BUCKWHEAT
FLOUR.**

A BALLAD OF THE RANKS.

(Adapted from A. Conan Doyle.)

Who carries the Gun?
 A lad from over the Tweed.
 What's he got in his bag?
 Eddy's Matches of which we read.
 Then let him go, for well we know
 He comes of a soldier breed.
 So drink together to rock and heather,
 Out where the red deer run,
 And stand aside for Scotland's pride,
 The lad that carries the gun.

Chorus.—For the colonel rides before,
 The major's on the flank,
 The captains and the adjutants
 Are in the foremost rank.
 But, when it's "Action front!"
 And fighting's to be done,
 'Baccy and pipe and Eddy's Matches
 They for the moment shun.
 Come one, come all, you stand or fall
 By the man who holds the gun.



Who carries the gun?
 A lad from a Yorkshire dale.
 He's provided with Eddy's Flamer Match
 That won't go out in a gale.
 Then let him go, for well we know
 The heart that never will fail.
 Here's to the fire of Lancashire,
 And here's to her soldier son;
 For the hard-bit North has sent him forth,
 The lad that carries the gun.

Who carries the gun?
 A lad from a Midland shire.
 What kind of matches does he use?
 Eddy's when he wants sure fire.
 Then let him go, for well we know
 He comes of an English sire.
 Here's a glass to a Midland lass,
 And each can choose the one,
 But east and west we claim the best
 For the lad that carries the gun.

Who carries the gun?
 A lad from the hills of Wales.
 He too uses Eddy's Matches
 The kind that never falls.
 Then let him go, for well we know
 That Taffy is hard as nails.
 There are several ll's in the place he dwells,
 And of w's more than one,
 With a "Lan" and "Pen," but it breeds good men,
 And it's they who carry the gun.

Who carries the gun?
 A lad from the Windy West,
 His kit includes a box of Eddy's
 They're known to be the best.
 We'll let him go, for well we know
 That he is one of the best.
 There's Bristol rough and Gloucester tough,
 And Devon yields to none,
 Or you may get in Somerset
 A lad to carry the gun.



Teas "fragrant", "delicious", "perfect" and "best" are now as plentiful as gold mines, but customers only smile and say - "Give us Blue Ribbon Beylon" - Blue Ribbon Tea Co. - 42 Scott St. Toronto.

DIGBY'S FISH LAST YEAR.

LAST year was a good one for Digby, N.S., fishing interests, according to a despatch to The St. John, N.B., Sun. The catch was somewhat smaller than the year previous, the falling off being largely attributed to the ravages of dogfish about the shore, but the prices have ruled considerably higher than usual, and as a result the net amount of business has made the year a very profitable one. The fishing fleet of the town numbers 21 vessels, and the export for the year is about 25,000 quintals of dry fish and 500,000 lb. of finnan haddies. About 6,000 quintals of cod are still on hand, a comparatively small balance, but now to be disposed of only at the low market price, \$2.50 per quintal. A quantity of the best fish brought \$4.20 in the early part of the season, but the greater portion was sold at \$3.50. These were good prices, and served to more than balance the decrease in the catch.

DIGBY'S HADDIE BUSINESS

is now one of the most profitable industries of the county. The 500,000 lb. handled from this port were sold at an average of 4c. per lb., and were marketed, after curing, chiefly in Ontario. A large business is now done with Winnipeg, and, from there, a jobbing trade with the Pacific Coast. One of the local firms experimented last fall with the Chicago market, and the results were fairly good, but western Canada will always remain the chief market for Nova Scotia haddies. Digby has made a

name for itself on the strength of its finnan haddies, and the demand is always active. It is good, clean, quick trade, and the local wholesalers find it one of the most satisfactory sources of their revenue. The Digby Neck firms export about one-eighth as many haddies as the town. The total fisheries of Digby county roll up an annual average that hovers around the

750,000 MARK.

The business controlled from Digby town totals about \$120,000, and \$30,000 are invested in vessels, boats and fishing gear. The total fisheries of Freeport, on Long Island, are about \$140,000 per year. The bulk of Digby Neck fish are now going to the Annapolis steam drier for curing, the results being more satisfactory for general marketing than the old-style outdoor process.

DISTRIBUTION OF SAMPLES OF SEED GRAIN.

Under instruction of the Hon. Minister of Agriculture another distribution of sample packages of the best and most productive sorts of cereals, etc., is now being made from the Central Experimental Farm, Ottawa. The distribution will consist, as heretofore, of samples of oats, spring wheat, barley, field peas, Indian corn and potatoes. Each sample will weigh 3 lb. The packages will be sent free to applicants, through the mail. The object in view is the improvement of the character and quality of the

grain, etc., grown in Canada, an effort widely appreciated.

These samples will be sent only to those who apply personally, lists of names from societies or individuals cannot be considered. Only one sample of one sort can be sent to each applicant, hence if an individual receives a sample of oats he cannot also receive one of wheat or barley. Applications should be addressed to the Director of Experimental Farms, Ottawa, and may be sent at any time before March 15, after which date the list will be closed. Letters may be sent to the Experimental Farm free of postage.

CANADIAN PRODUCTS WANTED.

The following were among the inquiries relating to Canadian trade received at the office of the High Commissioner for Canada in London during the week ending January 12:

1. A West of England firm make inquiry respecting the export of tallow and grease from the Dominion, and ask for the names of shipping houses.
2. Inquiry is made for the names of importers of gauge glasses and glass tubes of every description for the Canadian market.
3. The sole agencies in France for leading manufacturers and exporters who desire to be represented in that country, are desired by a gentleman who offers good references.

The names and addresses of the firms making the above inquiries can be supplied on application to the editor of THE CANADIAN GROCER.

Crosse & Blackwell, Limited

PICKLES, SAUCES, MALT VINEGAR
JAMS and CONDIMENTS

KIPPERED HERRINGS ⁱⁿ Tomato or Shrimp Sauce.

C. E. COLSON & SON,

MONTREAL.

BUY ENGLISH PRODUCTS AND SUPPORT THE MOTHER COUNTRY.

BRUNNER, MOND & CO., L'T'D

NORTHWICH, ENGLAND.

Crescent



Brand

ENGLISH BICARBONATE OF SODA

SPECIALLY REFINED AND
RECRYSTALIZED.

WHY PAY EXORBITANT PRICES FOR SODA
IN PACKETS WHEN "BRUNNER, MOND'S"
SODA IN DRUMS IS THE **PUREST**
AND SO MUCH **CHEAPER?**

CONCENTRATED SAL SODA

(SESQUI-CARBONATE)

THE BEST AND MOST CONVENIENT FORM
OF WASHING SODA. DOES NOT CHANGE
ITS COMPOSITION WITH TIME OR HEAT.
IT IS ALWAYS EQUALLY GOOD TO USE.
DOES NOT INJURE THE MOST DELICATE
FABRIC OR THE MOST DELICATE SKIN.
1-LB. DOES THE WORK OF **2-LBS.** OF
ORDINARY SAL SODA. AN ELEGANT PREP-
ARATION, IT SHOULD BE STOCKED BY
EVERY UP-TO-DATE GROCER AND CHEMIST

SODA CRYSTALS.

(SAL SODA)

FINEST QUALITY. LUMP OR CRUSHED, AS DESIRED.
IN DRUMS, BARRELS AND BAGS.

WINN & HOLLAND, MONTREAL, SOLE AGENTS FOR CANADA.

SHE WANTED VINEGAR.

THERE was once a small girl who was so very small that she could not say "Vinegar," says an exchange. She maintained that the word should be pronounced "vigginer," and though she tried to master her inclinations, out of consideration for her mother's prayers and entreaties, she was entirely unable to do so. This was distressing in some ways, for, as the grocery store was near and there were no streets to cross in going there, she was frequently sent to the grocer on errands; but, of course, if the mother wanted vinegar she could not send the small girl after it, no matter whether it was washing day, or baking day or sweeping day or what. One day it was baking day, and the small girl's mother was particularly busy, and wanted vinegar particularly badly, so she determined to try the small girl. "Now, Mary," she said, "you see that mammy is very busy and you must be a good little girl and try to say 'vinegar' for once in your life, or else I shall think that you are not trying, and that you do not want to be good. Take this pitcher and run to the grocer's and get a quart of vinegar. Now, I'll say it over with you, and you can repeat it all the way there, so then you will be sure to have it right. Now—vinegar, vinegar, vinegar."

"Vigginer, vigginer, vigginer," said the small girl.

So then her mother told her to try again, and at length the small girl found herself saying "vinegar, vinegar, vinegar," quite correct and pleasant, and she hurriedly took the pitcher from her mother and ran out the door, saying it over and over all the time, so that she might reach the grocery store before she could get out of the way of it.

"Vinegar, vinegar, vinegar," went all very well for the first four houses, but when the small girl had said vinegar exactly 417 times the word changed back again, and do what she would or do what she might, she could say nothing but "vigginer, vigginer, vigginer," although she knew she was doing wrong. She kept on in the hope that the word would change itself again before she reached the grocer's, but it did not, and she found herself in the presence of the groceryman before she knew it.

"Well, little Mary," he said, "what do you want?"

"Vigginer" was running through little Mary's head like the noise that a train makes when it goes through a covered bridge. She knew, though, that there was no use in saying it out loud, so she said: "You guess."

"Well," said the groceryman, much pleased, for he was a kindly man and had children of his own, bless their dear little

hearts, "let me see if I can guess. There's the pitcher. It must be molasses."

"No," said little Mary, and she shook her small head so vigorously that her pigtailed switched back and forth in a horizontal plane.

"Cider, then," said the groceryman.

"No," said little Mary, and she switched her pigtailed again.

"Milk," said the groceryman.

"No," said little Mary, and this time there were tears in her poor little eyes when the pigtailed switched. Then she brightened up. "What is it those pickles are in?" she said, pointing to the barrel.

"Brine," said the grocer.

"No," said little Mary.

"Vinegar," said the grocer.

"Well," said little Mary, "I'll have a quart of that."

So she went home, and her mother was much pleased.

COLOMBO TEA SALES.

Ceylon Times, Dec. 20: Below are the figures of the weekly sales of tea in Colombo from January 5, 1899, to yesterday (December 19) when the sales closed for the year. Not only do the totals, especially the quantity sold, show an advance on those of last year; but the average price ruled higher throughout the year—except for the opening sale—the difference in some months being as great as 6c., and in some weeks 8c. We trust to see in 1900 a third of the total output offered locally; and that this is a reasonable hope, the following figures disclose:

	Offered.	Sold.	
1898.....	36,175,644	27,197,810	
1899.....	38,955,959	31,277,642	
The yearly totals of tea sold in the auction room for the past ten years have been as follows, which, compared with the offerings, show about a quarter of the whole export instead of a third:			
1890.....	5,961,902	1895.....	19,668,116
1891.....	9,599,024	1896.....	25,412,624
1892.....	11,425,251	1897.....	26,512,099
1893.....	14,246,430	1898.....	27,197,810
1894.....	15,788,343	1899.....	31,277,642

CHARACTER OF GREEN CEYLONS.

"In color the green Ceylons are a dark olive, the natural color of all green teas not artificially colored," explained a well-known teaman. "The color of the Ceylon green greatly resembles the basket-fired Japan, but the leaf is much smaller and finer. The color of the tea when drawn is exactly the same as the very finest Japan tea, and in flavor it closely resembles it. It is quite apparent that if the Ceylon greens are drawn for an hour the liquor does not get dark in color as poor Japans do. It is also quite evident that not much more than half the quantity of dry tea must be used to make a certain quantity of liquor."

SMOKING

TOBACCO

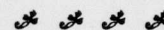


POPULARITY is the proof of merit, and no brand of tobacco has ever achieved popularity so quickly as

EMPIRE

-- IN --

5, 10, AND 15 CENT PLUGS.



EMPIRE costs you only 36 cents, and pays a good profit.

EMPIRE is well advertised.

EMPIRE is selling well in almost every store from Halifax to Dawson City.

EMPIRE is a big plug for little money.



Made by the

EMPIRE
TOBACCO
CO., Limited

Granby, Que.



A.D. 1742-1900

These figures give the first start of

Keen's Mustard

up to the present day.

A mustard with 158 years' reputation must be

GOOD MUSTARD.

Current Market Quotations for Proprietary Articles

Feb. 1, 1900.
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports as a matter of news, whether manufacturers request it or not.

BAKING POWDER.

3 oz. cans, 4 and 6 doz. in case	88
4 oz. cans, 4 and 6 doz. in case	95
6 oz. cans, 2 and 4 doz. in case	140
8 oz. cans, 2 and 4 doz. in case	180
12 oz. cans, 2 and 4 doz. in case	270
16 oz. cans, 2 and 4 doz. in case	360
2 1/2 lb. cans, 1 and 2 doz. in case	900
4 lb. cans, 1 doz. in case	1440
5 lb. cans, 1 doz. in case	1800
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	\$ 2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	70
" 12, in 6 "	45
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 "	2 40
oz. tins, 4 "	1 10
lb. tins, 1/2 "	14 00
Diamond—	
1 lb. tins, 2 doz. in case	per doz 2 00
1/2 lb. tins, 3 "	1 25
1/4 lb. tins, 4 "	0 75
THE F. F. DALLEY CO.	
Silver Cream, 1/4 lb. tins, 4 to 6 doz. cases	\$0 75
Silver Cream, 1/2 lb. tins	1 25
1 lb. tins, 2 to 4 doz. cases	2 00
Kitchen Queen, 1/2 lb. tins	0 55
1/4 lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
1/2 lb. jellies	1 25
1 lb. jellies	2 25
1/2 lb. Crown sealers	2 25
JERSEY CREAM BAKING POWDER.	
1/2 size, 5 doz. in case	40

1/2 size, 4 doz. in case	75
1/4 " 3 " "	1 25
1 " 2 " "	2 25
OCEAN WAVE BAKING POWDER.	
per doz	
No. 10, 5-ounce Cans, round or square, 4 doz. in case	\$0 75
1/2-lb. Cans, round only 3 doz. in case	1 20
14-oz. Cans, round only 2 doz. in case	1 50
16-oz. Cans, round only 2 doz. in case	2 00
3-lb. Cans, round only, 1/2 and 1 doz. cases	5 75
5-lb. Cans, round only, 1/2 and 1 doz. cases	9 00

BLACKING	
P. G. FRENCH BLACKING	
per gross	
No. 4, 1/2 gra. bxs.	\$4 00
" 6, 1/2 " "	4 00
" 8, 1/2 " "	7 50
" 10, 1/2 " "	8 25
" 10, Jet Enamel.	8 25

CARR & SONS.	per gross
No. 2—1/4 gross boxes	2 70
No. 4—1/4 gross boxes	5 75
No. 5—1/4 gross boxes	8 00
THE F. F. DALLEY CO.	
English Army Blacking, 1/4 gross cases	\$9 00
No. 2 Spanish " " "	3 60
No. 3 " " "	4 50

per doz	
No. 5 Spanish Blacking 1/4 gross cases	7 20
No. 10 " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00
New York Dressing, 1 doz. cases	0 75
Spanish Satin Gloss,	1 00
Crescent Ladies' Dressing, 1 doz. cases	1 75
Spanish Glycerine Oil Dressing	2 00
Imperial Shoe & Leather Dressing, all colors	1 25
Combination Dressing	75

SHOE POLISH.	
HENRI JONAS & Co.	Per gross.
Jonas' " " "	\$9 00
Froments " " "	7 50
Military dressing " " "	24 00

BIRD SEEDS	
THE F. F. DALLEY CO.	
Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases	0 06 1/2

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

BLACK LEAD.	
Reckitt's, per box	1 15
Box contains either 1 gro., 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro. 4 oz.	

CORN BROOMS	
BOECKH BROS & COMPANY	doz. net
Bamboo Handles, A, 4 strings	.....
" " B, 4 strings	.....
" " C, 3 strings	.....
" " D, 3 strings	.....
" " E, 3 strings	.....
" " F, 3 strings	.....
" " G, 3 strings	.....
" " I, 3 strings	.....

BISCUITS.	
PEEK, FREAN & CO.	
Metropolitan mixed	40 lb. tins 10c
Flourace Wafers	8 lb. tins 36c
Venice Wafers	8 lb. tins 36c
Flourace Wafers	Small tins \$3.70 per doz
CARR & CO., LIMITED.	
Frank Magor & Co., Agents.	
Cafe Noir	0 15
Ensign	0 12 1/2
Metropolitan mixed	0 09
Special price list of Fancy Tins for Xmas trade and other lines on application.	

CANNED GOODS.	
MUSHROOMS.	
HENRI JONAS & Co.	
Mushrooms, Rionel	\$14 75
" 1st choice Duthell	17 50
" 1st choice Lenoir	18 50
extra Lenoir	20 00
Per case, 100 tins.	

FRENCH PEAS—DELORY'S.	
HENRI JONAS & Co.	
Moyen's No. 2	\$9 00
No. 1	10 50
1/2 Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00

FRENCH SARDINES.	
HENRI JONAS & Co.	
1/4 Trefavennes	\$9 00
1/4 Rolland	9 50
1/4 Delory	10 50
1/4 Club Alpines	11 50

CHOCOLATES & COCOAS.	
Epps's cocoa, case of 14 lbs., per lb.	0 35
Smaller quantities	0 37 1/2

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

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

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

FRY'S.	
Chocolate—	per lb.
Caraccas, 1/4's, 6-lb. boxes	0 42
Vanilla, 1/4's	0 42
" Gold Medal " Sweet, 1/4's, 6 lb. bxs.	0 29
Pure, unsweetened, 1/2's, 6 lb. bxs.	0 42
Fry's "Diamond," 1/4's, 14 lb. bxs.	0 24
Fry's "Monogram," 1/4's, 14 lb. bxs.	0 24

Cocoa—	
Concentrated, 1/4's, 1 doz. in box	40
" 1/2's	4 50
" 1 lbs.	8 25
Homeopathic, 1/4's, 14 lb. boxes	.....
1/2 lbs. 12 lb. boxes	.....

JOHN P. MOTT & CO'S.	
R. S. McIndoe Agent, Toronto.	
Mott's Broma	per lb. 0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (1/4's)	0 32
Mott's Breakfast Cocoa (in tins)	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caraccas Chocolate	0 40

"Daisy Fruit"

is a great seller. It is a good Fruit Biscuit at a low price. You should have a barrel at least. Samples and prices on application.

THE HOME CAKE CO.
QUELPH, ONT.

THE BEST

WASHBOARDS
CLOTHES PINS
PAILS and
TUBS

are manufactured by
THE WM CANE & SONS MFG. CO.,
Limited
NEWMARKET, ONT.

Selling Agents
BOECKH BROS. & COMPANY
Toronto, Ont.

DON'T PAY FREIGHT ON WATER

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

Agents—
W. H. SEYLER & CO.
118 King St. East, **TORONTO**
Agents for HEINRICH FRANCK SOHNE & CO.
German Chicory, Coffee, Extracts and Essences
LUDWIGSBURG, GERMANY. FLUSHING, N.Y.

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Cow Brand Baking Soda

You will be found out if you attempt to sell bulk soda for "Cow Brand," as housekeepers once using cannot be mistaken about its quality, and besides the package is an ornament to your shelves, and affords a fair profit.

JOHN DWIGHT & CO.,
TORONTO, MONTREAL,

VICTORIA, B.C., HALIFAX, ST. JOHN, N.B., ST. JOHN'S, Newfoundland, QUEBEC.

WHEAT MARROW

SATISFYING FULLY, RECUPERATING QUICKLY,
DIGESTING EASILY.

The best properties of Choice Winter Wheat are given in this article. Every grocer should keep it. You can recommend it to your customers and the first package will insure their buying it from you regularly.

Manufactured by

THE EXPRESS ROLLER MILLS

WM. MACK, Proprietor.

CORNWALL, ONT.

MONSOON

INDO-CEYLON TEA.

The sort of people you want to attract to your store are the ones who know a good article when they use it.

The only way to do this is to recommend good articles. If this course is persisted in for a year or two you will have the best trade in your line.

You cannot recommend a tea which will please as well as Monsoon.

THE MONSOON TEA CO.

Toronto and Montreal.

MONSOON

INDO-CEYLON TEA.



THE BEST CHEESE OF ITS KIND IS Millar's Paragon Cheese.

Experience, ability, honesty and the superior ingredients used in the making of this well-known cheese make it so.

IT PAYS TO PUSH MILLAR'S CHEESE.
Examine the profit.

The T. D. MILLAR PARAGON CHEESE CO., Limited,
INGERSOLL, ONTARIO.

THE F. F. DALLEY CO.

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



Gloriola Soap, per gross 12 00
Straw Hat Polish, per gross 10 20

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	per lb.
No. 1 White or Blue, 4-lb. cartons	0 05 1/4
No. 2 " " " 3-lb.	0 05 1/4
Canada Laundry	0 04 1/4
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin canisters	0 07
Edwardsburg Silver Gloss, 1-lb. pkg.	0 06
Benson's Silver Gloss, large crystals	0 07 1/2
Benson's Satin, 1-lb. cartons	0 04 1/2
No. 1 White, bbls. and kegs.	3 00
Benson's Enamel, per box	3 00

Culinary Starch—
Benson & Co.'s Prep. Corn..... 0 06
Canada Pure Corn..... 0 04 1/2

Rice Starch—
Edwardsburg No. 1 white, 1-lb. cart. 0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps..... 0 07 1/2

THE F. F. DALLEY CO.

Boston—Laundry, 40 pkgs. to box, per package	0 07 1/2
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Culinary—Toledo Corn Starch, 40 pkgs. to box, 6 1/2c per package.



KINGSFORD'S OSWEGO STARCH.

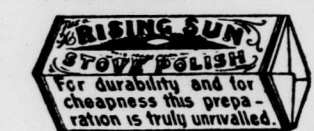


(40-lb. boxes, 1-lb. pkgs., 6-lb. boxes, sliding covers) (12-lb. boxes each crate)	0 08
PURE—40-lb. boxes 1-lb. pack	0 07
48-lb. " 16 3-lb. boxes.	0 07
For puddings, custards, etc.	
OSWEGO 40-lb. boxes, 1-lb. CORN STARCH } packages.....	0 07 1/2
ONTARIO 38-lb. to 45-lb. boxes, STARCH } 6 bundles.....	0 06
STARCH IN } Silver Gloss.....	0 07 1/2
BARRELS } Pure.....	0 06 1/2

STOVE POLISH.



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



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



Tiger Stove Polish, 1/2 gross boxes, large per gross, \$9.00; small, per gross, \$4.80.
Stovepipe Varnish, 4 oz. bottles..... 0 80
" 6 oz. bottles..... 1 25
Boston Brunswick Black, 8 oz. bot's. 1 75

TEAS.

SALADA CEYLON.

Brown Label, 1's.....	0 20	0 25
" 1/2's.....	0 21	0 26
Green Label, 1s and 1/2's.....	0 22	0 30
Blue Label, 1s, 1/2, 1/4 and 1/8's.....	0 30	0 40
Red Label, 1s and 1/2's.....	0 36	0 50
Gold Label, 1/2's.....	0 44	0 60



Ceylon Tea, in 1 and 1/2 lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	0 19
" 1/2-lb., " " " ".....	0 20
Blue Label, retail at 30c.....	0 22
Green Label " 40c.....	0 28
Red Label " 50c.....	0 35
Orange Label, retail at 60c.....	0 42
Gold Label, " 80c.....	0 55

CROWN BRAND.

Wholesale	Retail
Red Label, 1-lb. and 1/2's.....	0 35 0 50
Blue Label, 1-lb. and 1/2's.....	0 58 0 40
Green Label, 1-lb.....	0 18 0 25
Green Label, 1/2's.....	0 19 0 25
Japan, 1's.....	0 19 0 25



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



LUDELLA CEYLON, 1's AND 1/2'S PKGS.

Blue Label, 1's.....	0 18 1/2	0 25
Blue Label, 1/2's.....	0 19	0 25
Orange Label, 1's and 1/2's.....	0 21	0 30
Brown Label, 1's and 1/2's.....	0 28	0 40
Brown Label, 1/2's.....	0 30	0 40
Green Label, 1's and 1/2's.....	0 35	0 50
Red Label, 1/2's.....	0 40	0 60

TOBACCO'S

EMPIRE TOBACCO CO.

Smoking—Empire, 3's, 4 1/2 and 9's.....	0 36
Royal Oak, 2 x 3, Solace, 8s.....	0 52
Something Good, 7s.....	0 53
Louise, 2 x 3, 14s.....	0 54
Chewing Currency 13 1/2 oz. bars, 8s.....	0 39
Patriot, 2 x 6, Navy 5s.....	0 41
Old Fox, Narrow 12s.....	0 44
Free Trade, 8s.....	0 44
Snowshoe, 10 1/2 oz. bars, 8s.....	0 44
Snowshoe, pound bars, 6s.....	0 44

WOODENWARE

THE E. B. EDDY CO. per doz

Washboards, X.....	1 70
" XX.....	1 90
" Waverly.....	2 10
" Planet.....	2 00
" Special Globe.....	2 10
" Solid Back Globe.....	2 20
" Electric Duplex.....	3 00

Matches—

5-Case	Single
Telegraph.....	\$3 70 \$3 90
Telephone.....	3 55 3 75
Tiger.....	3 45 3 65
Telephone (1/2-gross).....	3 70 3 90
Empire, (slide box).....	2 50 2 60
Safety, Capital.....	3 00 3 10
Parlor, Eagle, 200's.....	1 50 1 60
" 100's.....	1 70 1 80
" Victoria.....	2 75 2 85
" Little Comet.....	2 00 2 10
Flamers.....	2 60 2 70
" (wax stems).....	3 70 3 80

BOECKH BROS. & COMPANY. Per doz

Washboards, Leader Globe.....	1 65
" Improved Globe.....	1 70
" Standard Globe.....	1 80
" Solid Back Globe.....	1 90
" Jubilee (perforated).....	2 45
" Crown.....	1 50
F.o.b. Toronto.	
Matches, Kodak, per case (10 gross in case).....	3 50

JONAS FRENCH MUSTARDS.

HENRI JONAS & CO.

Per gross.	
Pony size.....	\$7 50
Imperial, medium.....	9 00
Imperial, large.....	12 00
Tumblers.....	42 00
Mugs.....	13 20
Pint jars.....	18 00
Quart jars.....	24 00

MINCE MEAT.

Wethery's Condensed, per gross, net \$10 80
per case of 3 doz., net..... 2 70

ORANGE MARMALADE.

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	\$1 00
7-lb. pails, 6 pails in crate, per lb.	0 07 1/2
Silver Pan, 1-lb. fancy glass jars, 2 doz. in case, per doz.	1 30

PICKLES---STEPHENS'

A. P. TIPPET & CO., AGENTS.

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

SARDINES.

DOMESTIC.

J. Sutton Clark, St. George, N.B. R. B.
Noble, agent, 190 Board of Trade, Toronto.

1/2's, in finest oil.....	\$3 50
1/2's, in mustard.....	5 00
1/2's, in mustard.....	3 50

SODA—COW BRAND

DWIGHT'S

Case of 1 lbs. (containing 60 pkgs.) per box, \$3.00.	
Case of 1/2 lbs. (containing 120 pkgs.), per box, \$3.00.	
Case of 1/4 lbs. and 1/8 lbs. (containing 30 1-lb. and 60 1/2 lb packages) per box, \$3.00.	
Case of 5c. pkgs (containing 96 pkgs), per box, \$3.00.	

SOAP



1 box and less than 5 boxes and upward, 4 00
Freight prepaid on 5 box lots.

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FRUIT JARS

Early orders
ensure good quality
and low prices.

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**Gowans, Kent
& Co.**

**TORONTO and
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YOU ARE TRUSTED

An immense amount of trust is placed in the grocer and his suggestions as to the best article to use. BUT let the grocer once betray that trust and recommend an inferior article, which he knows is not standard—he

LOSES TRADE.

YOU NEED NEVER FEAR

anything but good results by suggesting the use of

WETHEY'S MINCE MEAT

IT ALWAYS PLEASES
THE HARDEST TO PLEASE.

J. H. WETHEY

Sole Manufacturer St. Catharines, Ont.

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Sold Wholesale by the Proprietors, Worcester;
Crosse & Blackwell, Limited, London;
and Export Oilmen generally.
RETAIL EVERYWHERE.

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CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

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