

THE CANADIAN GROCER

VOL. XII

TORONTO AND MONTREAL, FEBRUARY 4, 1898.

No. 5

Manufacturers
To Her Majesty
by Special Warrant
THE QUEEN

COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

ONLY GOLD MEDAL PARIS 1878
TWO GOLD MEDALS
INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862
Only Medal Dublin 1865
Only Silver Medal Paris 1875
Grand Gold Medal Moscow 1872 & 80

TO THE COURT OF HOLLAND AND THE KING OF ITALY
PURVEYORS TO THE PRINCE OF WALES
1878
CROSS OF THE LEGION OF HONOUR

Trade Mark
Bull's Head

Mushrooms

and

Toadstools

look very much alike, and are often mistaken for one another.

Other Cheese Jars look like

MacLaren's Imperial

but oh! the difference in the contents.



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

Correct Soup

cannot be made with a soup bone. We use 20 lbs. of fine Government inspected Western corn-fed lean beef to make one gallon of White Label Soup stock. No bones—nothing but clear lean fresh beef. The result is, a richer and more nourishing stock than housekeepers produce. We clarify the stock, removing grease particles and meat fibre. From this stock we produce **WHITE LABEL SOUPS** in 20 varieties, each absolutely correct.

Agents:

J. L. Watt & Scott, Toronto.
Watt, Scott & Goodacre, Montreal.
George De Forest & Sons, St. John, N.B.
Or
Armour Packing Co., Kansas City
U.S.A.

...A PERFECT SNAP

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

Our Fig Bars

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

Queen Biscuit Co.

ST. JOHN, N.B.

Only authorized manufacturers in Canada of the

Famous Boss Lunch Milk Biscuit

Each Biscuit stamped "BOSS"

Purest and Best

WINDSOR SALT

Is not surpassed by any Salt manufactured.
Try it and you will use no other.

Packages of best quality.

Prices and samples can be had of your Wholesale Grocer.

THE WINDSOR SALT CO. LIMITED . WINDSOR, Ont.

No Meddling,

No little experiments—no secret practices—absolutely no tampering with the original packages of Griffin & Skelley's "Griffin" Brand of Dried Fruits, after they leave the hands of the packers on the coast.

Carefully selected fruit, chosen for its superior quality, Seeded Raisins, French Cured Prunes, Dried Fruits of all kinds, the

"Griffin" Brand of Dried Fruits



Fry's Cocoa

"The Household Cocoa"—economical to use because of its matchless purity and strength.

"The Medal Cocoa" because of the 200 Medals and Awards it has taken.

**Easily Soluble;
Concentrated**

Bi=Carb. Soda

Of the greatest purity known to science—98 50 100 Pure Bi-Carbonate of Soda in the "Hand in Hand" Brand.

Unequalled in its powerful strength—the

**"Hand in Hand"
Brand**

Three trade winners—sold by leading Wholesalers everywhere.

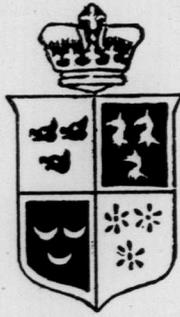
Agents:

A. P. Tippet & Co.

Montreal and Toronto.

F. H. Tippet & Co.

St. John, N.B.



PATTISONS LIMITED

Highland Distillers

LEITH

And at EDINBURGH, KEITH, BALLINDALLOCH and LONDON.

The largest shippers of Fine Whiskies from Scotland.

ESTABLISHED 1849

AT A BOUND
PATTISONS'
WHISKY
HAS COME TO THE
FRONT



ROYAL
GORDON
(10 Years Old)

PERFECTION
ROYAL
GORDON
(15 Years Old)

MORNING
DEW
(10 Years Old)

MORNING
DEW
LIQUEUR
(12 Years Old)

THE WHISKY PAR EXCELLENCE.

Acknowledged to be perfection by all impartial men. That the public appreciate a really sound and wholesome drink is proved by the enormous increase year by year in the sale of Pattisons, and lovers of a genuine Scotch brand, who have not yet made its acquaintance, should give this, the King of Whiskies, an early trial. They will be delighted with its rich, full, cream-like flavor, and absolute purity.

Established nearly half a century; always at the head of, and to-day leading, the trade in Scotland in the extent of their business, Pattisons Limited may well point to their position as a guarantee of the quality of their Whiskies.

To merchants wishing to establish a private brand, or to control one of their many registered brands, and to those who will handle their standard brands, we will give exceptional inducements in prices and terms.

Orders taken from Wholesale trade only. For further information, samples and specimen labels, address—

S. B. TOWNSEND & CO.

BOX 1125

MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA.

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



PAPER BAGS

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

The E. B. EDDY CO., Limited

HULL, CANADA.

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

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

JAPANS —AND CEYLONS



WE ARE SELLING a special range of exceptionally fine drawing Teas, to retail at 30 to 40c. --- Teas that excel in quality --- Teas that show you a handsome profit --- Teas that will advertise you with every consumer in your town and district.

A full supply of Evaporated Vegetables and Condensed Soups, especially adapted for the Prospector. All particulars on application.

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

JOHN MOUAT, Northwest Representative, WINNIPEG

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

And all Grocers' Sundries

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

Sample room

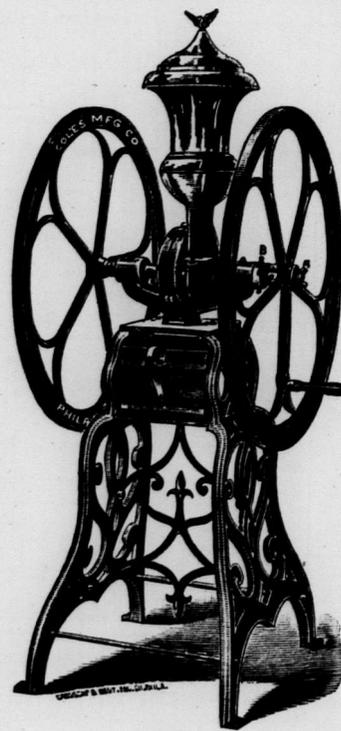
...MONTREAL, QUE.

56 and 58 Front West, TORONTO.

Sold and highly recommended by all leading grocers.



**Sovereign
Matches**



No. 218

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

Coles Manufacturing Co.
PHILADELPHIA, PENN'A.

Notice.

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

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

We Claim to have the easiest and quickest Grinders.

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

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

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

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

THE CANADIAN GROCER

Vol. XII. (Published Weekly)

TORONTO AND MONTREAL, FEBRUARY 4, 1898

(\$2.00 per Year) No. 5

TRADE WITH THE WEST INDIES.

(Concluded from last issue.)

BARBADOS.

AN English colony with a population of 189,000. Of this about 12 per cent. are white. The island has an area of 166 square miles, and an average population to the square mile of 1,100. It is the principal port of call for the English Royal Mail steamers. These steamers arrive and sail on the Monday of every alternate week, to the westward for Jamaica and Colon, eastward for England, south for Demerara, and north to St. Thomas and intermediate islands.

Bridgetown is the principal city and port on this island.

The imports (per Barbados blue-book) consist of the following: Flour imported from the United States in 1896 was 56,381 bbls.; none from Canada; the brands being principally "St. Lawrence," "Honest John," "Elm City," "West India Belle," and "Royal Duke."

Corn in 112 pound bags is sold at \$1.10 per bag; there were imported from the United States 5,878,751 lbs., and of cornmeal 38,128 lbs.

Split peas, 24,413 bbls. were imported from the United States, and 2,750 bbls. from Canada, the barrels containing 210 lbs. net.; oats in bags of 160 lbs. at \$1.90 per bag. Hay, about 200 tons were imported from the United States, and 125 tons from Canada; it is valued there at about \$20 per ton.

Biscuits, Pilot, Navy, and crackers, 28,596 lbs. were imported from the United Kingdom, 4,954,272 lbs. from the United States, and 56 lbs. from Canada.

Canned goods are principally imported from New York; boxed meats and hams from New York. "Ferris'" hams cost about 13½c. per lb., and retail at 18c. per lb. "Williams'" hams cost 7¾c. in New York; "York" English hams cost 30c. per

lb.; "York" cut hams, 21 to 24c. per lb.

Oatmeal is principally purchased in England.

Cheese imported from the United Kingdom, 18,158 lbs.; from the United States, 12,325 lbs., and from Canada 9,283 lbs.

Butter, French and Danish, in pound tins, retails at 40c. per lb. There were 21,450 lbs. imported from France, 289,000 lbs. from the United Kingdom, 6,219 lbs. from Canada, and 1,185 lbs. from the United States.

Lard, 413,193 lbs. were imported from the United States, put up in 50 lb. tin packages, also in 2, 3, and 5 lb. tin pails; retails at 12c. per lb.

Carriages are principally imported from the United States, but the majority of them are second-hand, used by cabmen.

Groceries, dry goods, and hardware are purchased principally in New York; also furniture, principally pinewood and iron bedsteads; also oils, paints, and medicine are imported principally from New York.

The exports from this island were, in 1896, as follows:

Molasses, 33,727 gallons to Canada, and 2,575 gallons to the United States; "Manjak" 571 tons to the United States, Great Britain 249 tons; sugar, "Muscovado," to Great Britain, 1,101 hhds.; United States, 43,802 hhds.; Canada, 835 hhds. Dry sugar, Great Britain, 1,592 hhds.; United States, 2,017 hhds.

The following is a statement of the principal goods imported, and duties levied on same:—

Flour, per bbl. of 196 lbs.....	\$1 00
Grain, including peas and beans,	
per 100 lbs.....	0 08
Lard, per 100 lbs.....	1 00
Butter, ".....	2 00
Cheese, ".....	2 00

Fish, dried, salted, or smoked,	
112 lbs.....	\$0 36
Indian meal, or other kinds, per	
bbl. of 196 lbs.....	0 30
Hay, per 100 lbs.....	0 06
Meat, salted or cured, per 100	
lbs.....	1 00
Cattle, each.....	1 00
Salt, per ton.....	0 72
Soap, per 100 lbs.....	0 36
Tallow, ".....	0 48
Oil, kerosene, per gallon.....	0 08

[GOODS ADMITTED FREE.]

Books, eggs, fresh fish, fresh fruit and vegetables, straw.

TRINIDAD.

This island is a British colony, with a population estimated at 245,000; of this number about one-third are East Indian coolies. Trinidad does a large export trade of general produce and merchandise (imported to Trinidad from other countries) with Venezuela.

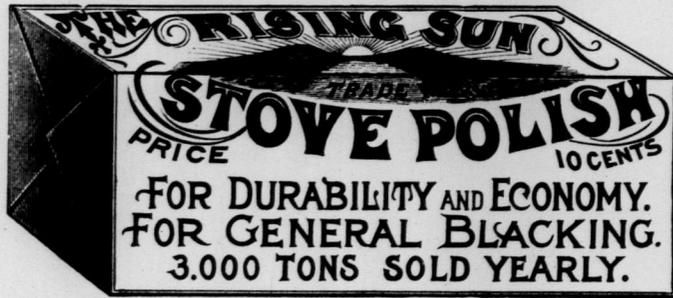
Of imports there were 153,539 bbls. flour from the United States, principally the "West Indian Belle," "St. Lawrence," and "White Light" brands. No flour was imported from Canada during 1896. The regular freight rate on flour is 30c. per bbl. (this is the only island where the merchants do not object to flat hooped barrels, but prefer round).

The importation of corn for 1896 was 25,513 bushels; oats, 102,100 bushels. All of the corn and 30,000 bushels of oats were imported from the United States, and 48,600 bushels of oats from Canada; the balance from Holland and Germany. Corn is put up in bags of 112 lbs. net; oats in bags of 160 lbs.; split peas in barrels of 210 lbs. The latter are largely Canadian split peas, imported via New York through New York commission houses.

Hay is imported in pressed bundles of from 100 to 110 lbs., principally from New York, at 30c. per 100 lbs, freight.

Canned salmon, put up in 1lb. tins, 4 doz. tins to the box, are imported from New

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

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

York. Boxed meats and smoked hams—hams weighing from 8 to 10 lbs. each, neatly covered with paper and canvas—are sold largely there packed in crates containing from 100 to 120 lbs.

Oatmeal in 1lb. tins is imported mostly from Scotland and the United States. Cornmeal, in bbls. of 212 net, is imported from the United States.

248,094 lbs. cheese, in 28 to 30lb. packages, imported, 20,927 lbs. being made in Canada, 180,337 lbs. in the United States, and the balance in small quantities from France, Germany, Holland, and Venezuela.

Butter, 678,440 lbs. were imported. Of this Canada supplied 2,128 lbs., France 467,640 lbs., and the United States 75,027 lbs. The choice butter is put up in 1 lb. tins; the cheaper butter in 33 and 66 lb. kegs.

Lard, 1,407,404 lbs., being principally imported from the United States, put up in 25lb. tin pails, 4 in a case.

Hardware is principally imported from the United States and England.

Furniture is principally imported from Europe; a small quantity of a very cheap quality being imported from the United States.

Dry goods are principally imported from England. Merchants say that English cottons are much better than United States cottons, on account of their being better filled, making the goods much stiffer. Large quantities of the staple dry goods bought in New York are summer goods purchased in the fall of the year, frequently at a discount of 50 per cent. on the actual cost.

Potatoes are principally imported from Nova Scotia, the price depending entirely upon the supply on hand. Potatoes have sold there at \$1.25 per bbl., but at times, when there is a scarcity, prices advance to \$4 and \$4.50 per bbl.

Boots and shoes, fine and fancy goods, are imported from England; rubbers of a

cheap quality are imported from the United States, and small lots from Canada.

Woodenware is used only to a small extent. Timber, white pine and spruce, from Canada; the largest quantity of the white pine comes via New York.

Whiskey, Canadian rye, is used to a very limited extent; Scotch and Irish preferred, imported in cases of about two imperial gallons. Lager beer largely used, but German brand preferred. American lagers are being sent to this island in small quantities by quick steamers, generally in good condition, pints in cases or barrels of 6 to 10 dozen preferred; duty 18c. per doz. pints, less allowance (4 per cent.) for breakage.—Ale, very limited consumption, principally Bass and Scotch ales; stout largely used, chiefly from Scotland.

Horses: there is a limited demand for good, serviceable horses, weight about 1,000 lbs., 15½ hands high, used principally for carriage horses; mules and asses are used for teaming.

The business of this island is done principally by consignment.

The following is a statement of the principal goods imported, and duties levied on same:—

Bread, all kinds, per bbl.	\$ 0 25
Boots and shoes, value \$500. . .	24 00
Butter, per lb.	0 02
Cheese, "	0 02
Corn and oats, per bushel. . . .	0 08
Flour, per bbl. of 196 lbs. . . .	0 80
Lard and its compounds, per	
100 lbs.	1 00
Meal, per bbl. of 195 lbs. . . .	0 36
Oil, petroleum, per gallon. . . .	0 30
Soap, per 100 lbs.	0 50

GOODS ADMITTED FREE.

Beans; Eggs; Fruit, fresh; Fish, all kinds; meats, all kinds; peas.

BRITISH GUIANA.

This is an English colony, with a population of about 278,328; of this 4,558 are whites, and 105,463 coolies. The imports for the year 1896 were:

Flour, 174,803 bbls., of which 173,588 bbls. were imported from the United States,

and 150 bbls. from Canada. Pillsbury's "Best XXXX," "St. Lawrence," "Knickerbocker," and "Retriever" are the principal brands, sold at from \$6.25 to \$6.40 per bbl.; freight rate 25 to 30c. per bbl. from New York. The complaint is that Canadian flour in that climate turns sour, while that from New York retains its sweetness.

Corn, 22,925 bushels were imported from the United States in bags of 112 lbs. net; oats, 410,824 lbs., 116,824 lbs. of which were imported from the United States, 107,960 lbs. from Canada (P.E.I.), and 186,000 lbs. from the United Kingdom.

Oats for this market should be very heavy, not less than 40 lbs. to the bushel, and very clean, put up in bags of 160 lbs. net.

Split peas, 112,900 bushels were imported, in barrels containing 210 lbs. net, freight from 25 to 30c. per bbl., and on corn 15c. per bag. These commodities were all imported from New York.

Hay in pressed bales of from 100 to 150 lbs., about 517 tons imported; 454 tons from the United States, and 63 tons from Canada. No demand for straw.

Biscuits, 450,384 lbs, of which 406,912 lbs. were imported from the United States. "Maddies" and "Pilot Brown" are the principal brands used, put up in bbls. of 56 to 60 lbs. net. There is also a local biscuit factory in Georgetown.

Canned lobsters are imported from Canada direct in 1 lb. tins; but canned salmon is imported only via England.

Smoked hams, 296,714 lbs. imported; of this Canada supplied 720 lbs., the United States 222,692 lbs., and England 73,247 lbs.

Canned meats in 1 lb. tins, 98,054 lbs. were imported, of which 81,537 lbs. were from the United States.

Oatmeal in bbls. containing 180 to 200 lbs., cornmeal in bbls. of 200 lbs. net; the total amount imported of these was 1,071,480 lbs., of which 960,936 lbs. came from the United States.

Of potatoes Canada supplied 30,256 bbls.

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OYM

Upside down is the position merchants find themselves in who let their stocks run out. Buy in small quantities, **but keep your stock complete**, of "Reindeer" Brand Condensed Coffees and Milk, Condensed Milk, etc.

(Established 1844) HAMILTON, ONT.

James Turner & Co.

Just in store, our first consignment of new pack Prunelles, in boxes about 25 to 27 pounds. Although we tried our best, we were unable to get any last season, owing to shortage of crops, and, as yet, we have only secured a small lot. If you have never handled these goods, drop us a card, and we will be pleased to send you sample and price.

PRUNELLES...

Lucas, Steele & Bristol - Hamilton

It sells so easily
It sells so quickly
It gives such satisfaction

Circle Tea

GROCCERS
DON'T BE WITHOUT THE

**GREAT
VALUE
IN
PACKAGE
TEA.**

CROWN BLEND Best value in the market.

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

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

of the total importation of 59,495 bbls. ;
freight by Canadian steamers 55c. per bbl. ;
selling price from \$1.50 to \$4 per bbl., ac-
cording to the supply and demand.

Cheese in boxes of 28 to 30 lbs., also in
5, 10, and 25 lb. tins, amount imported
266,284 lbs., of which 172,314 lbs. were
from the United States, 9,826 lbs. from
Canada, 42,401 from Holland, and 41,743
lbs. from England.

Butter, total importation 566,881 lbs. ;
of this 257,605 lbs. were from the United
Kingdom, 20,326 lbs. from the United
States, 276,876 lbs. from France, and 2,696
lbs. from Canada. The best butter from
Copenhagen, put up in 1 and 2 lb. tins, re-
tails for 45 and 48c. per lb.

Lard, total importation 370,805 lbs., of
which the United States supplied 369,802
lbs., Canada 96 lbs., England 907 lbs.
This is put up in 25 lb. tin pails, 4 in a
case ; "Queen," New York brand, seems
to be the favorite.

Carriages, a few victorias and doctors'
buggies with rumble, are sold. Furniture,
very little imported ; made locally with na-
tive hardwood, which withstands the ravages
of wood ants and other insects ; softwood
furniture is of no use. Oils are imported
from the United States ; paints from Eng-
land.

The exports are principally sugar, mo-
lasses, rum, charcoal, and cocoa.

The following is a statement of the prin-
cipal goods imported, and the duties levied
on same :—

Bacon and bacon hams, per lb	\$ 02
Beef, salted or pickled, per bbl. of 200 lbs.	1 00
Bread, navy biscuits, or crack- ers, per 100 lbs.	0 50
Cattle, per head	5 00
Butter, per lb.	0 02
Cheese, "	0 02
Cornmeal and oatmeal, per 100 lbs.	0 25
Fish, dried, per 112 lbs.	0 50
" pickled, per bbl. of 200 lbs.	0 25
Flour, per bbl. of 196 lbs.	1 00
Hams and sausages, per lb. . .	0 02

Hay, per 100 lbs.	\$0 10
Lard, per lb.	0 01
Oats, "	0 00 1/4
Paints, per 112 lbs.	0 25
Pork, salted or pickled, per bbl. of 200 lbs.	1 00
Soap, fancy, per lb.	0 02
Soap, common, per lb.	0 00 1/2

GOODS ADMITTED FREE.

Fruits and vegetables ; books ; salt.

PACKAGES.

In introducing Canadian goods into the
West Indies, manufacturers should be very
particular in regard to the packages in
which the goods are done up, and see that
the outside of same is neat and attractive.

There seems to be an impression in many
of these islands that Canadian flour will not
stand the climate, on account of its not being
sufficiently kiln-dried. But this may in a
measure be due to misrepresentation of com-
petitors. One reason, however, may be
that the barrels are too large, and the flour
is not compressed sufficiently in the barrel
to exclude the air, the flour being loose in
the barrel. Then the barrel should be of
hardwood. American barrels are mostly
made of oak, with round hoops ; Flat hoops
do not seem to be strong enough to hold
the packages together so that the flour will
not sift between the staves. The barrels
should be neatly branded, as the brand and
the appearance of the package has much to
do with the sale to many of the people of
these islands. The empty barrels are used
for packing sugar, fruit, etc.

Grain and hay should be put up in uniform
packages. It is a mistake to ship hay in
bundles over 100 to 125 lbs. weight. Mer-
chants say they have lost the sale of good
hay on account of it being in bundles of
from 200 to 250 lbs. The people have been
educated to buying hay by the bundle, and
do not expect it to contain more than 100 to
125 lbs.

Canned Goods.—The wooden package
containing canned goods should be of
planed lumber and neatly branded, to
compete with American goods, as the

American manufacturer pays a great deal
of attention to the neatness and strength of
his packages for this trade. The West
Indian merchant receiving a consignment
of canned goods and other merchandise in
cases desires to put them in a conspicuous
place in his store for advertisement. Par-
ticular attention should also be given to the
marking or stenciling of the packages.

Cheeses of over 28 to 30 lbs. weight
should never be shipped to those islands,
for merchants do not like them, as they
cannot find ready purchasers for larger
packages among retail trade, and the pack-
ages containing 30 lbs. are stronger and not
so likely to be damaged in transit.

Butter—There is a good market for a first-
class article, not too salt, and slightly color-
ed, put up in 1-lb. tins, hermetically sealed.
If possible, these tins should be so made
that they can be readily opened and closed,
as the better class of consumers prefer their
butter in tins of this size, it keeping better.
In most of the islands it retails at 48 cents
per lb.

Lard should be put up in 25-lb. tin pails,
with an inside cover, hermetically sealed, as
when the package is opened by the con-
sumer he removes the inside cover, uses the
outer cover to keep the lard clean and pro-
tect it from the climate until the pail is
empty. The empty pail is afterwards used
by many for a water pail.

Square wooden packages, such as those
used for canned meats, lard, etc., should
in all cases be bound on the ends with band
iron. Packages handled on steamers must
necessarily be much stronger than those
used for transporting goods by rail, as
most cases the steamers load and unload in
the harbor from and into lighters. Some-
times the weather is very rough, and these
packages have to be handled in slings by
derricks, and unless properly fastened,
they are liable to be damaged or broken.

There are many other islands in this
group with which trade could be opened.
There are also the British Islands of Gran-
ada, St. Vincent and Jamaica, a number of



No Theory.

There is no theory in our advertising talk to you from week to week. Everything we say is the concentrated essence of a practical experience in Milling for over thirty years—plain hard facts truthfully told.

Tillson's Roller Process Buckwheat Flour

is the Flour of common sense—pure Buckwheat Flour through and through. It is clean—the flavor is rich and delicate—it is the flour folks like, and ask for a second time—we prove to your satisfaction that this is so. Let YOUR customers try it—try it in your own home, if your never have.

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

FROM MANUFACTURER
TO RETAILER DIRECT.



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

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

Have we
your
Order ?

PURE GOLD MFG. CO.

Toronto

SALT

SALT

—“The Salt of the Earth”—

RICE'S PURE SALT

HAVE YOU IT ?

SOLE MAKERS

SALT

North American Chemical Co., Limited
Goderich, Ont.

SALT

PRUNES

We are headquarters for California Prunes. Our arrivals this week are: 50/60's, 60/70's, 70/80's, 80/90's, and 90/100's.

See Our 90/100's---They Are Splendid

THE DAVIDSON & HAY, Limited

Wholesale Grocers

TORONTO

French, Dutch and Spanish islands, and the Island of Hayti, all of which deal principally with New York.

To merchants and manufacturers intending to extend their business into these islands we would suggest that they give the closest attention to keeping the quality of their goods fully up to the standard of that first introduced into the market. We find in some cases goods that were successfully introduced eventually were driven out of the market by the failure on the part of the manufacturer to keep up the standard of the quality of his brand.

CATALOGUES, BOOKLETS, ETC.

In the issue of Jan. 21, appeared a notice of the handsome hanger which the Canada Milk Condensing Co., Ltd., is distributing to its friends, but the brand of the company's product was given as "Cow" instead of "Owl."

"Young man," said a merchant, "do you want employment in my establishment?"

"Certainly," was the applicant's reply.

"That's all right, then," was the rejoinder, with a sigh of relief. "I was afraid you just wanted a position."

OUTFITTING FOR THE YUKON.

At the last meeting of the Retail Merchants' Association, of Winnipeg, the question of the Yukon outfitting trade was discussed. It was felt that Winnipeg merchants were in a position to handle this business more advantageously than some other places that are bidding for it. It was pointed out at the meeting that the experience of Winnipeg merchants in furnishing outfits for the northern latitudes, during the past twenty years, enables them to understand better the requirements of people going to Yukon, than merchants can in other parts of the Dominion. It was further pointed out that the great demand for goods at certain points had resulted in an advance in price, and that goods could be purchased there at a saving of from 10 to 25 per cent. After debating the question for some time, a committee was appointed to wait on the board of trade, to solicit their co-operation in disseminating information on these points in the eastern provinces.

Acting on a suggestion of President Bole, made at the recent banquet of the retail association, the question of settling the vacant lands around Winnipeg was taken up, and it was decided to petition the Minister of the Interior to appoint a resident agent to promote settlement in this district.

For
**YUKON
SUPPLIES**

Write Us.

The committee appointed to consider a proposal to amalgamate with the Caterer's Union, reported progress. A report of the banquet committee was also presented and adopted.

WILL SUGAR PRICES BE CUT?

A New York daily paper says: "With the completion of the new refineries owned by the Arbuckle interests, the war on sugar prices may be expected. The Havemeyers having knocked the profits out of the coffee business by the development of the Woolson Spice Company, the Arbuckles are now prepared to turn the tables with an assault on Havemeyer sugar. Within two years the price of coffee has been reduced from 15 1/2 to 8 1/2 cents a pound, and the former profits of from 100 to 150 per cent. have been simply wiped out. This means to the Arbuckles a loss of about \$525,000 a year, it is said. The consumers have reaped some benefit from this, and when the cut in sugar begins they will benefit still further. In other words, the strife of competition is calculated to bring about that reduction of the price which legislation was powerless to effect. So much for the 'economic harmonies' and the self-regulating capacity of trade. The effect on the stock market will be worth watching."



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

Enameline

The Modern **STOVE POLISH**

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

CHEESE UNSETTLED.

THE export cheese market is in an unsettled state at present, and it is difficult to predict what the future may develop.

At present, business is at a standstill because buyers and sellers cannot agree upon what is the proper price to pay for the goods now carried by Canadian owners.

Indications are not wanting in this connection that there is something going on beneath the surface, the intention of which is to further depress prices.

Aside from straggling lots in weak hands there has been very little cheese forced for sale by these tactics.

The large holders, while admitting that the demand is dull, contend that there is nothing in the situation at present to make them sacrifice their cheese, which is what it would mean if they consented to accept some of the offers that are being made. Consequently, as practically all the stock controlled by Canadians and for sale on this side is in strong hands, there is strong possibility of the present stagnation being long drawn out, some of the most conservative observers not expecting any move in the market before the middle or end of February. That is, provided the market does not mend and bids approach somewhere near buyers' views of the proper price.

There have been some low-priced sales lately. For instance, Quebec fall makes sold at 7¼c. and Ontarios at 8c. in Montreal. In both cases, however, they were small lots of 200 boxes, and not owned by houses who do an export trade. The quality in each case also could not be classed as finest, and for this reason the majority of exporters attach little importance to them. In fact, holders assert that they would not be dissatisfied if even lower prices were made, because they believe that the fact would start the demand again, and that any operator who was over-confident enough to go short to a radical extent at a low price would have a "hot time" covering his sales.

It may be noted that mail advices bring many reports of these low prices, and it is a peculiar fact that a number of them are attributed to firms who cleared out their holdings some time ago, and do not at present control any cheese. As they were for all the way from 9,000 to 10,000 boxes, it is obvious that they were purely speculative. It is not learned whether they were taken up or not, but it is considered unlikely that if they were, the parties in question would close for the quantity named at 8c., which was about equivalent to the price specified.

Even admitting that the market is heavy,

it would be dangerous for any speculator to go short on finest goods at this low price.

Quite naturally, owners of cheese contend that these low offers, coupled with the large estimate of the world's visible stock, given at the first of the year, have a good deal to do with the present condition of demand from Great Britain.

There is one point that the British people are apt to mislead themselves on, and that is, the stock of cheese in Canada.

In previous seasons, stocks in this country have been greatly underestimated, but while there is some difference of opinion as to the actual figures, traders agree that they are not this year.

An estimate from a reliable authority places the stock west of Toronto at 40,000 boxes. Between Toronto and Montreal about 20,000 to 25,000 are held, and in Montreal itself 140,000, or, in other words, 225,000 to 230,000 boxes in the whole of Canada.

Of this quantity only a small proportion is held for sale on this side, the bulk being controlled by English houses, who are having it sent forward as they direct. The latter may, under certain circumstances, try and resell on this side, but there appears to be little apprehension in this respect.

Owners of cheese place a certain amount of faith, also, in the fact that grain and other provisions are on the rise, and are now quite high, whereas cheese is low, and that this, in the natural course of events, ought to encourage consumption of the latter. Quite naturally, the bears "pooh-pooh" all this, so that the future course of the market is awaited with considerable interest.

GROCERY CLERKS' ASSOCIATION.

The Toronto Grocery Clerks and Drivers' Association recently held its annual meeting and elected the following officers: President, E. W. Lee; vice-president, J. Cameron; treasurer, F. J. Ferguson; recording secretary, Arthur Donohue; corresponding secretary, W. J. Butchart; sentinel, A. Taylor; sergeant-at-arms, A. Smith.

It was decided to hold the third annual excursion on May 24, and a committee was appointed to find out a suitable town or city for the outing.

The association then adjourned till Thursday, last week, when this committee reported in favor of Guelph, Ont., as the most desirable place to visit. The fare, including railway ticket and admission to the Guelph Park, would be 85c. The report of the committee was adopted. Therefore, the association will hold its third annual excursion, on May 24, to Guelph, Ont. A concert will be held there in the evening.

THE SHIPS OF ST. JOHN.

Smile, you inland hills and rivers!
 Flush, you mountains in the dawn!
 But my roving heart is seaward
 With the ships of grey St. John.
 Fair the land lies, full of August,
 Meadow island, shingly bar,
 Open barns and breezy twilight
 Peace and the mild evening star.
 Gently now this gentlest country
 The old habitude takes on,
 But my wintry heart is outbound
 With the great ships of St. John.
 Once in your wide arms you held me,
 Till the man-child was a man,
 Canada, great nurse and mother
 Of the young sea-roving clan.
 Always your bright face above me
 Through the dreams of boyhood shone;
 Now far alien countries call me
 With the ships of grey St. John.
 Swing, you tides, up out of Fundy!
 Blow, you white fogs, in from sea!
 I was born to be your fellow;
 You were bred to pilot me.
 At the touch of your strong fingers,
 Doubt, the derelict, is gone;
 Sane and glad I clear the headland
 With the white ships of St. John.
 Loyalists, my fathers, builded
 This grey port of the grey sea.
 When the duty to ideals
 Could not let well-being be.
 When the breadth of scarlet bunting
 Puts the wreath of maple on,
 I must cheer, too—ship my moorings
 With the ships of grey St. John.
 Peerless-hearted port of heroes,
 Be a word to lift the world
 Till the many see the signal
 Of the few once more unfurled.
 Past the lighthouse, past the nunbuoy,
 Past the crimson rising sun,
 There are dreams go down the harbor
 With the tall ships of St. John.
 In the morning I am with them
 As they clear the island bar—
 Fade, till speck by speck the midday
 Has forgotten where they are.
 But I sight the vaster sea-line,
 Wilder lee-way, longer run,
 Whose discoverers return not
 With the ships of grey St. John.

—BLISS CARMAN.

AN APT ILLUSTRATION.

Too many of the "cutters" resemble the old apple woman who sold her wares at 10 per cent. below cost whenever a customer took a dozen, because she believed in quick sales and small profits, but it's a dollar to a doughnut that most of them don't know what "cost price" is. They don't properly reckon up the items of rent, insurance, store service, depreciation of fixtures, various leaks, such as losses in weighing goods, and paper and twine, and in consequence they often sell below cost while they fondly imagine that they are earning a small but sufficient profit. Still, "cutting" has its uses. It serves the very useful purpose of removing the incapables from the business.
 —Merchants' Review.

ORDERS COME IN EVERY MAIL

and why shouldn't they? When you realize that there are two hundred and seventy-five cups in each pound of 40c. **LUDELLA CEYLON TEA**—seven cups of the finest tea for one cent, it becomes apparent that good quality is the most economical and should be encouraged. A dealer has a great advantage in selling a good tea, he can put a package of Ludella before his customer feeling confident that nothing better could be supplied.

Prices to suit all—25, 40, 50 or 60c. lb.—in lead packages.

H. P. Eckardt & Co.

Wholesale
Agents

TORONTO

The question is often asked, why is it

Grand Mogul Tea

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

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

T. B. ESCOTT & CO.,

Wholesale
Grocers,

LONDON, ONT.

Canadian Dealers too Often Deceived

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

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

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

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



THE ALPHA CHEMICAL CO.

Berlin, Canada.

THE CANADIAN GROCER

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

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

CANNED TOMATOES.

THE quantity of canned tomatoes in the hands of packers is said to be only about three thousand cases, and while there is talk of higher prices ultimately, ruling figures remain much as they were before.

We hear of two lots being offered on the Toronto market this week. For the one, equal to \$1.21, Toronto, was asked, and for the other \$1.25 was wanted. These prices, however, are above the views of the wholesalers, who do not appear to be willing to pay more than \$1.10, at least, until the spring demand sets in, when a better estimate of the future of the market can be made.

At the moment there is scarcely anything doing in tomatoes. The best brands are quoted by wholesalers at \$1.25, but there are some second grade goods which are quoted as low as \$1.15.

While the position of the market is undoubtedly strong, it is worthy of note that one speculator has, during the week, been canvassing the trade with a view to getting an idea as to the future of the market.

What we have said before, we repeat: the future of the market depends upon the

demand on British Columbia and Klondyke account. If that demand is brisk, in a month or so hence, higher prices than those even now ruling will probably obtain. It is expected, of course, that the demand will be brisk, but should these expectations not be realized, a further appreciation in values is scarcely possible, for while there are but a few thousand cases in the hands of the packers, there are some held by speculators, and speculators are only too easily alarmed, as a rule.

CANADIAN MUTTON IN ENGLAND.

IN another column we publish an extract from The Canadian Gazette, London, England, in which Canada is urged to take more vigorous steps to secure a share of the British mutton trade.

Canada needs a great deal of urging in this respect. The country may not, in all respects, be as well suited for mutton raising as Australasia, but there is no question as to the excellent quality of its mutton. There is also no question as to our indolence in cultivating the British market for fresh mutton.

According to the trade returns, Great Britain, during the calendar year 1896, imported 324,257,696 lbs. of fresh mutton, valued at \$22,963,737. Exactly what Canada contributed, we do not know, but, during the fiscal year ending June 30, 1896, according to the official returns of the Dominion, we exported to Great Britain 400 pounds, valued at \$75, against \$4,297 worth to the United States, \$522 worth to the little island of St. Pierre, and \$2,555 worth to Newfoundland. In other words, the market of greatest possibilities is our smallest customer.

Although we, in 1896, only sent \$75 worth of fresh mutton to Great Britain, it was better than we did in 1895, for in that year we did not send a dollar's worth.

Canada, with her ability to raise good mutton and her proximity to the Motherland, ought, in time, to do a large export trade with Great Britain in fresh mutton.

An ice syndicate has been formed in Brazil. It will probably try to freeze out the "other fellow."

THE YUKON RAILWAY DEAL.

A RAILWAY from Glenora on the Stickeen river to Teslin lake, a distance of about 125 miles, will not only give an all-Canadian route to the Klondyke, but will make the route, of which this railway is a link, the chief avenue of travel for passengers and freight going into and returning from the now famous Eldorado—for travel, like trade, follows along the line of least resistance.

Since the announcement was made that the Dominion Government had decided to clothe Mackenzie, Mann & Co. with the authority to build and operate the road, the question has come in for a great deal of criticism.

Unfortunately a great deal of the criticism is not born of a desire to consider the question on the basis of business common sense. On the contrary, political animus is too often the motive force in the adverse criticisms, and fealty to party is too often the motive force in the favorable criticisms.

THE CANADIAN GROCER is influenced by none of these things. It cares not whether the Government of the country be in the hands of the Conservatives or in those of the Liberals. All it cares for is good government, which is business-like government, of course.

In this matter of the Yukon railway the Government is to be commended for its wisdom in the selection of its location and the comparative promptness, as the promptness of Governments goes, with which it has acted in awarding the contract for building the road.

Whatever is done in the way of building such a railway must be done quickly. The mining in the Klondyke is placer mining. And we all know that placer-mining localities flourish for a few years and then die out, those who have denuded them of gold again returning to the ordinary centres of civilization. True, the Klondyke is the richest gold-yielding district yet revealed to man; but it is a placer-mining district, none the less. Possibly it may be found to be rich in quartz mining. Some claim it will be. That, however, has yet to be demonstrated. So far, we only know it as a placer-mining district, and, consequently, as a railway is to be built, it must be built immediately.

And just as it is necessary that the rail-

way should be built promptly, just as necessary is it that it should be built with the least possible cost, for in a decade or two the causes which induced its building may no longer exist. The strip of land between the Stickeen river and Teslin lake is probably the best place that could be selected for the road under the circumstances. The distance is but 125 miles, or thereabouts, while we have it upon the authority of Mr. W. Ogilvie and other authorities, who have gone over the ground, that it is well wooded, is level, and offers no obstacles to railroad building. With this completed, a missing link will be supplied and a comparatively easy route to the Yukon provided. There will be no passes to climb, for the Stickeen river has cut a pathway through the mountains, and when the traveler steps off the boat at Glenora it is to get on a train, which he leaves at lake Teslin to continue his journey to Dawson City by water, part of which will be by steamer.

We only wish we could be as satisfied in regard to the terms upon which Mackenzie, Mann & Co. are to build the road, as we are with the site selected and the promptness of the Government in starting upon the construction of the road.

It is true there is no cash subsidy, which is a great deal to be satisfied at, but it is just questionable as to whether or not the grant of 25,600 acres of mining lands per mile of railway is not o'er liberal. With the line 125 miles long this would mean 3,750,000 acres. This land can be taken anywhere in the Klondyke district, or in any part of the Northwest Territories north of the 60th parallel and west of the Mackenzie river.

The land grant to the C.P.R., for building our great trans-continental railway, was about 8,000 acres per mile, estimated on the building of 3,000 miles of road; but in addition to this, the railway received a subsidy of over \$26,000,000. Most of us have since come to the conclusion that we were too liberal in our treatment of the C.P.R., both as to subsidies and powers granted, but while granting that, it must be remembered that there were great physical obstacles in the way of the construction of the road, while there was some doubt as to the commercial success of the enterprise. With the Yukon railway there are no physi-

cal difficulties in the way of construction, while supplies can be easily laid down.

It is true that in the gold lands the construction company may select some blanks as well as prizes. But there is little doubt that its members have already done some prospecting. They are sharp, shrewd men, and are not in the habit of buying a pig in a poke.

Some paying gold lands they are sure to secure, while the rush of people over their road into the Klondyke is certain to be large for some years to come, for there is no question regarding the richness of the country in gold.

The concession in regard to royalty is another thing which seems to be somewhat overdone. The ordinary miner will have to pay 10 per cent. on all the gold he takes out, while this company will only be taxed to the extent of 1 per cent.

Then, as to the monopoly clause of the agreement. That is a decided objection. We have too many railway monopolies in the country, and what we want is not an increase in their number, but rather a diminution.

The railway will undoubtedly be a good thing for the country, for it gives the Dominion the chief highway to her own territory in the Klondyke; but at the same time it looks as if it is also a good thing for the railway company, and rather too good a thing too.

However, the people will be inclined to forgive the Government a great deal on account of its comparative promptness in taking practical steps to secure the construction of the road.

In remembering the Stickeen river route it is to be hoped the Government will not forget all others. There is the Edmonton route for instance. It is known as the poor man's route. Those who have traversed it speak highly of it, and it is to be hoped the Government will not neglect to take such steps as may be necessary to improve its condition.

TO CULTIVATE WILD GINGER.

The ginger plant grows wild in some parts of Mexico, and its cultivation on the elevated plateaus is to be encouraged. An estimate of the value of the crop may be gleaned from the fact that one acre's yield brings in about \$300 in gold.

THE DUTY ON SUGAR.

It is understood that the sugar refiners in Canada are making strenuous efforts to persuade the Government to place an additional half cent per pound on the duty of refined sugar. What the outcome of it will be remains to be seen.

In view of the large quantity of foreign refined sugar, which have been coming into the country during the last few months, an opinion has been gaining ground that it is possible the Government might be persuaded to increase the duty, and now that the refiners are importuning the latter, fresh interest is added to the matter.

As far as can be learned, there has been a cessation of the orders for foreign granulated sugar, as importers are in a quandary as to what the Government may do during the session of Parliament which opened yesterday, an increase in the duty before their shipments arrived probably meaning a loss of profit.

What likelihood there is of the duty being increased we cannot say. One thing, however, which should not be lost sight of, is the fact that the Government has now no need of increasing the duty in order to augment the Customs revenue, the latter, during the first half of the present fiscal year, having increased nearly half a million dollars, compared with the same period in 1896-97.

SUPPLIES FOR THE KLONDYKE.

People in the United States who are preparing to go to the Klondyke are learning that it is cheaper to get their supplies in Canada, as they thus avoid paying Customs duties.

A couple of weeks ago the British Columbia papers noted that a Chicago prospector, who was bringing over 2,000 men, had placed an order with the Hudson's Bay Company at Vancouver for \$500,000 worth of supplies, while a Rochester, N.Y., man was spending \$10,000 for the same purpose in Victoria. These are two of many instances.

This week Toronto wholesale houses are in the receipt of enquiries from Buffalo and Detroit as to prices, as parties for the Klondyke are being formed in these places, which intend fitting out in the "Queen City."

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A PROFITABLE PRACTICE.

IT pays to be honest all the time. It never pays to be dishonest at any time.

There are times when the opposite would appear to be true: Business men, clerks and others, by an honest act, lose money for which they apparently never receive any other reward than that which comes of a conscience void of offence. However, a conscience void of offence is reward enough to stimulate any man to honest deeds.

But, again, we assert it always pays to be honest. The successful man in business is he who has a reputation for fair dealing; but a reputation for fair dealing is not born of one honest act. It is a series of such acts that builds up a man's good name.

One dishonest act will, however, sometimes ruin a reputation which has hitherto been promising. This fact alone should cause the greatest care to be exercised. It is hard to establish a good character, but it is easy to lose one.

As an instance of the truth of the maxim that honesty is the best policy, a case which recently came under our observation may be cited.

The Government of one of the provinces of the Dominion—it is not necessary to say which—had a most important position in its gift vacant. The position was not only important, but it was one which required a man whose honesty was unquestioned and who had the force of character to withstand any and whatsoever temptations that might be brought to bear upon him to induce him to prostitute his office. And the Government was particularly careful to secure the right kind of man, from the very fact that against the previous occupant of the office something like one hundred and fifty charges were resting.

Of course there were a good many applicants for the office; but the man who got it was not an applicant at all. He was traveling in Europe and had been for some time. And the reason he got it was because of his reputation for honesty.

His profession was one which afforded many opportunities for questionable transactions, but he consistently steered an honest course, when, in some instances, by so doing, he lost money and was seemingly unrewarded. But by hewing to the line of

honesty he eventually established a reputation for honesty, which got for him, unsolicited, a position which others were clamoring after.

It paid this particular man to be honest. It pays every man to be honest.

This killing cold weather should give life to trade.

HIGHER PRICES ON JAPAN TEA.

THAT the strong tone of the Japan tea is no fairy tale, has been unmistakably demonstrated this week by the refusal at Montreal of good sized orders, amounting in all to several thousand packages of tea.

The buyers in the case bid 12½c., at which they secured the same teas last year, but this season, importers wanted 14 to 15c. for the same grade of goods, and refused the orders.

This looks pretty strong, and holders are confident that the advance they ask will be actually established in the near future, though buyers at present are reluctant to concede it. Business is restricted as a result of this difference of opinion.

The statistical position as regards this continent is certainly strong. Advices from Japan state that up to December 21 the total shipments to Canada were 8,334,693 packages, against 9,952,971 in 1896 and 9,141,402 in 1895. Our imports of Japan tea are, therefore, 1,618,281 packages less than for the previous year.

The United States also, despite the heavy importations early in the year, falls behind this year. The total figures up to December 21 were 32,496,717 pounds, against 33,666,916 for 1896 and 38,482,826 for 1892, a decrease of 1,170,199 compared with the previous year and 5,986,109 pounds with 1895.

The detailed figures show some interesting facts. For instance, New York imported more tea direct this year, viz., 9,206,121, against 6,567,204 in 1896; but less by the Suez canal, the figures being 2,524,930 and 5,964,637 for the respective years. San Francisco increased her exports in 1897 to 4,971,636 pounds, against 4,358,373 in 1896, whereas Chicago and the west decreased theirs from 21,393,308 in 1895 and 16,540,723 in 1896 to 15,671,764 in 1897.

A QUESTION REGARDING SALT.

AN article, which had its origin in Toronto, has been going the rounds of the daily press the past week, in regard to the salt manufacturers in Western Ontario, which is erroneous in many respects.

It is true, there is an agreement among the two concerns, which control the output in Ontario, but the agreement is not of recent origin, as the article referred to would indicate. It is three years old at the least. And readers of THE CANADIAN GROCER will remember that the details of the agreement were at that time dealt with in the columns of this journal. This is error No. 1.

Then the item said: "Up to a few years ago, the only method of drying salt used in the Ontario salt wells was by evaporating in open pans. Recently, however, a western firm began using a new process by which the salt was dried by steam." This is in part true. The improved system referred to, is that which is known as the vacuum, and instead of the process being of recent origin, it has been in operation at least six years. This is error No. 2.

Next, the article goes on to say, that the firm using the vacuum or steam process cut prices when it made its advent. The grocery trade will remember this is the very opposite from the fact. This is error No. 3.

As to the advance in price. That did not take place last week. It took place the first week in December and now we are in the first week in February. This is error No. 4.

The advance, it will be remembered, was 5c. per barrel.

As to increased importations of salt, as a result of the advance in price, it is true, as far as Toronto is concerned, that there has been an increase in the importation of Liverpool salt, but those in the trade deny there has been an increase in that of the United States production. The trade returns for the Dominion for January are, of course, not yet procurable, but those for December last show the imports of salt to be \$2,434 less than in the same month in 1896.

BANKRUPT STOCK SOLD.

The stock of the Ziegler-Hinch Co., general store, of Guelph, was sold at auction on Wednesday, by Suckling & Co., to J. A. Duggan, of Stratford. It was valued at \$23,894, and brought 68c. on the dollar.



POCKET MONEY

We mean by this, that we can put you in position to realize a nice profit, if you take advantage of what we offer you to-day.

All Nice Fresh Goods, just in, but bought before the advance, which has taken place on almost every line of groceries.

150 boxes, 27¹/₂ lbs. each, of the celebrated Pinard Prunes.

Brand AA, 40's to the lb.
Brand A, 50's "
Brand B, 60's "

100 boxes, 50 lbs. each, Dufour Prunes, about 100's to the lb.

250 boxes, 25 lbs. each, Do. Do.

200 boxes - - Halloween Dates.

258 boxes - - Sultana Raisins, "extra fine."

200 boxes - - Sultana Raisins, "Lion" 4-Crowns.

100 bags - - Medium Pearl Tapioca.

100 boxes, 28 lbs. each, Shelled Almonds, "Bevan."

We Mean to Give You a Bargain

We are always happy if you give us the chance to compete when in want of any goods.

We answer all correspondence promptly, and we ship all goods quickly.

L. CHAPUT, FILS & CIE., Montreal

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HINTS TO BUYERS.

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

WARREN BROS. & CO. have received into stock a shipment of Castile soap, around each cake of which is wrapped a towel.

A lot of Sairs and Hallowee dates are being sold by H. P. Eckardt & Co.

Clemes Bros. have received a shipment of extra choice evaporated apples.

"Enameline" stove polish should be standard shelf goods for the dealer.

T. Kinnear & Co. are offering marmalade, in glass jars, at reasonable rates.

Clemes Bros. have received a choice shipment of peaches and prunes in bags.

"Ideal" matches are being put upon the market by Warren Bros. & Co., under their own brand.

You can buy a fine make, excellent draw Pekoe Ceylon tea from H. P. Eckardt & Co. at 15c. a lb.

Several lines in Ceylon and Indian tea, half-chests, are just to hand with Lucas, Steele & Bristol.

T. Kinnear & Co. report having in stock a large stock of canned lobster, in pound and half-pound tins.

A carload of medium grade syrup which is said to be showing good value, has been received by T. Kinnear & Co.

The Eby, Blain Co., Limited, have received a complete assortment of "Y & S" licorice, in boxes and fancy tins.

Rutherford, Marshall & Co. report active shipping orders for fresh roll butter, with receipts hardly equal to demand.

W. H. Gillard & Co. report special values in high and medium grade Japans and Ceylons, of which their stock is varied.

A fine imported sardine ¼'s, with key, to retail at 10c. a tin, is one of the many inducements offered by H. P. Eckardt & Co.

D. Gunn, Bros. & Co. report that receipts of new laid eggs have been much lighter during January this year than last year.

Another shipment of Roi's finest, sublime olive oil, in bottles and gallon tins, just at hand, with Frank Magor & Co., Montreal.

Dried apples being so high H. P. Eckardt & Co. find a good demand for prunes which they have in 25 and 50-lb. boxes, all sizes.

"Yes," say the Eby, Blain Co., Limited, "we received a Jubilee medal as exhibitors of 'Kolona' Ceylon tea at the late Industrial Exhibition, but as they were distributed sojely as mementos of the year and occa-

sion, they have no competitive significance, and we do not, therefore, make a business point of the matter."

Laporte, Martin & Cie. write: We are receiving a carload of fine evaporated California fruits in 1-lb. packages and 25-lb. boxes.

New season's orange marmalade orders for Southwell's are now being booked by Frank Magor & Co., Montreal, the Canadian agents.

T. Kinnear & Co. are in receipt of a shipment of cream corn, which, they report, they are selling at about the same price as ordinary goods.

The Davidson & Hay, Limited, report good sales during the past three weeks for their "Perfection" syrups, bbls., half-bbls., kegs, and pails.

"We are offering some extra values in Valencia raisins, and have quotations for f.o.s. that are sure to interest buyers," say the Eby, Blain Co., Limited.

"We are selling mat figs at old price," say Lucas, Steele & Bristol, "in spite of advance. Our white beans and evaporated apples are beautiful samples."

The Toronto Biscuit and Confectionery Co., Limited, is offering a fine sample Eastern Townships maple syrup in ¼, ½, 1, and 5 gallon tins and in bottles.

The Eby, Blain Co., Limited, have excellent values in medium syrups, and their "Delta" and "St. Elmo" brands of molasses are reported to be selling freely.

The Davidson & Hay, Limited, direct buyers' attention this week to their quotations on California prunes. They quote special prices on 99-100's; fine full-sized fruit.

"We will mail a small pocket diary, also one of Keen's fortune telling butterflies, to grocers handling Keen's mustard and Oxford blue. Apply, by post, to Frank Magor & Co., Montreal."

W. H. Gillard & Co. have recently fitted out several parties, in the matter of condensed vegetables, soups, etc., as well as in tents, boats, and so forth, who are shortly going to the Yukon gold fields to search for the yellow metal.

The Davidson & Hay, Limited, report a large enquiry for Klondyke supplies during the past 10 days. They have secured several large outfitting orders. Many enquiries for quotations come from points in Michigan and New York State, where parties are being formed.

We have bargains in Valencia raisins, fine off-stalk, selected, and 4-crown layers, write Laporte, Martin & Cie. We want to reduce stock.

The "Salada" Tea Co. report they had the greatest two weeks' business they ever

had in any previous corresponding weeks. They have now better facilities for getting out their goods, having got into the additional premises they have acquired next door to their present premises.

Laporte, Martin & Cie. are offering molasses at exceedingly low prices. They have Barbadoes, Porto Rico, and New Orleans.

Perkins, Ince & Co., a short time ago, appointed an agent of their own in Colombo, Ceylon, and, on Tuesday, they received their first direct shipment of Ceylon tea under this new arrangement. The tea comprising the shipment is most desirable, being grades which have been scarce for some time.

FISH AS BRAIN FOOD.

Some think that clam chowder does grow upon trees,

But I'll bet you a dollar it don't;
And that fish will make any sized brain that you please.

But I'll bet you a dollar it won't!
For if put to the test you will find that it fails,
As our statesmen like chickens, and oysters, and quails,

When you'd think, by their brains, they eat nothing but whales,
But I'll bet you a dollar they don't.

Others think a fish diet will sure make them bright,
But I'll bet you a dollar it don't;
That their heads will increase till their scalps are too tight,

And I'll bet you a dollar they don't!
For I've noticed fish—that's just in my line—
And observed that the mackerel when rotten do shine.

So these chaps, to be bright, must eat these all the time,
But I'll bet you a dollar they won't!

By authority, which I do not remember to have seen disputed, informs us that there are

Many men of many minds,
Many fish of many kinds,

and it would be logical to conclude that there must be a fish which is adapted to each mind.

With this in view, I would submit the following species as suitable brain food for different individuals:

Carp for the critic.
Sole for the shoemaker.
Plaice for the office-seeker.
Swordfish for the soldier.
Sawfish for the carpenter.
Whiff for the smoker.
Pipefish for the plumber.
Chub for thin persons.
Suckers for pump-makers.
Drum for commercial travelers.
Pilot-fish for sea captains.
Houndfish for hunters.
Sculpin for sculptors (no bouquets for this).
Bellows-fish for blowers.
Black bass for the basso of a minstrel troupe.
Smelts for a Limburger cheese-maker.
Doree for idiots who go to Europe in little boats.
Gudgeons for people who grumble on the cars.
Archer-fish for those who practise the "witchery."
Alewives for pretty bar maids.
Angel-fish for—we won't tell her name.
Angler for fellows who "snake" fish over their heads.
Balloon-fish for gasbags.
Bullfish for collectors.
Bullheads for—you put in his name.
Cats for sailors.
Charr for cremators.
Coachmen for liverymen.
Cod for express companies.
Ribbon-fish for the girls.
Rays for electric light men.

—Pred Mather, in Fishing Gazette.

TALKS ABOUT STOCK-TAKING.

THIS week I had a large number of conversations with retailers in various parts of Toronto in regard to stock-taking, and received, what was to me, some interesting information. One of the first places I called at was Caldwell & Hodgins', 248 King street west, which firm, in answer to the question, "Do you take stock every year?" replied with a decided affirmative, "Certainly! Why, surely, there are no grocers of any consequence who do not take stock every year." This firm is of the opinion that any dealer who does not annually take stock either has a "one-horse" business, or is "slip-shod" in his methods. Caldwell & Hodgins put stock-taking on a par with bookkeeping, counting both extra work, but work which keeps business on a proper basis, and is a practical necessity to a business of any size.

T. Guay, Queen street west, is also in the habit of taking stock regularly. He gives as his principal reason for so doing that, after he has carefully taken stock and made up his books, he knows just how he stands, and feels a fresh interest in his business. It seems to liven up each person in the store, and gives business a renewed impetus. When making up his books Mr. Guay follows a plan which should be generally adopted. There are on his books, as on those of all other merchants, the accounts of people who, for one reason or another, have stopped dealing with him. These accounts are put on a separate sheet and are marked "doubtful," and are not counted when adding up the assets.

W. S. Fry, 634 Queen west, is a thorough believer in annual stock-taking. He finds that, besides straightening up his accounts, and finding out for himself the profits of the year and his present financial worth, stock-taking frequently brings into prominence articles which have found their way to the back of shelves, or some other out-of-the-way place. These articles are, in some cases, not advisable to keep in stock, and are sold at a low price.

These three firms agree that there should be no looseness in this work, that everything should be accurately gauged. Yet, in many cases, this work can be done in such a way as to save much time. For instance, where biscuits, teas, or other articles, are kept in boxes of equal weight, it is much quicker and better to weigh an empty box, and subtract its weight from the weight of each box, full or partially filled, than to empty out and weigh the contents of each box. By thus saving time, it has been found quite possible to take stock in a large store between closing time one evening and opening time next morning.

I called on a number of other merchants

on Queen street, whose experience was much the same as that of the firms named, but one merchant has had a somewhat different experience to these. He has found that stock-taking has kept his store in a confused state for thirty days, and that wholesale firms, seeing his store in such a state, have become uneasy, and have displayed a desire to have all accounts settled as speedily as possible. On account of these facts, this dealer came to the conclusion, some time ago, that for him there would be no more stock-taking.

T. R. Morris, corner Bellwoods avenue and Arthur street, on the other hand, has not regularly taken stock, but has decided that it is beneficial to do so, and will do so in the future.

One of the firmest believers in stock-taking I encountered was J. Milton Cork, 456 College street. Mr. Cork's policy is to take stock every six months. After enlarging on the reasons for stock-taking already given, he informed me he finds by it very largely what is his net profit, how various articles are selling, and whether it is advisable to increase or decrease the selling price of these articles. It also shows where his money is invested, and gives him definite information for insurance companies.

Stock-taking is not only beneficial, but essential, to the carrying on of a successful business, and much more so for the increasing of one's trade. It means work, but the worker wins.

NEW SYSTEM BOOKKEEPING.

Mr. J. B. E. Poirier has just invented a new system of bookkeeping, which does away with pass-book, day book, ledger, and journal. The new idea is a book of bons, payable in goods at So-and-So's store.

The amount the book contains is regulated according to what each customer purchases during the month. These bons are tickets, each book containing a number of five-cent, ten, twenty-five, fifty and dollar tickets. The customer's name is stamped on each ticket.

The books are given out to the customers, and when they want goods they give these tickets for the amount purchased, instead of writing it down in the pass book. At the end of the month the amount left in the book is added, and subtracted from what the book first contained.

Every merchant knows about the amount each customer buys during the month, and can give him a book with that amount in. The next lot of books will run from one cent up to a dollar.

Mr. Poirier has tried this system, and found it to work well, having saved money thereby. Mr. Poirier is getting out a patent.

MIDDLETON BOARD OF TRADE.

AT the annual meeting of the Middleton, N.S., Board of Trade, the following officers were elected for the ensuing year: President, G. V. Gross; vice-president, J. H. Charlton; secretary, F. E. Cox.

Other members of the council—H. E. Reed, W. G. Parsons, A. J. Morrison, O. A. Rogers, J. A. Gates, F. E. Bentley, Geo. Smith, and Dr. S. N. Miller.

The board considered the establishment of a pork packing factory, and decided to offer a free site and tax exemption for 20 years to such industry. It is said that 25,000 hogs per year will be guaranteed.

It was also decided that Middleton would be a suitable place for the establishment of a canning factory, and a committee was appointed to obtain a guarantee of the products required and of a free site with tax exemption, and to solicit capital for the establishment of such a factory.

A committee was appointed to advertise Middleton as a tourists' resort.

PARAGON CHEESE.

One of the most satisfactory evidences of good taste and judgment on the part of the consumer and the grocery trade is the remarkable growth of demand for Millar's "Paragon" cheese. The "Paragon" is the first and original potted cheese put up in Canada, and though several imitators have endeavored, and partly secured a footing, the excellent quality, purity, and absolute perfection of "Paragon," is rapidly and effectively crowding competitors off the market. The handsome package adopted by the Millar Cheese Co. makes it a perfect table adornment, and the quality of the cheese is such that once used it becomes a necessity. Business is reported exceptionally good from the factory, numerous and large orders being continually received from the United States and Great Britain, as well as all parts of Canada.—Advt.

SEND AND GET ONE.

The Dominion Brewery Co., Toronto, is distributing among the trade one of the most useful souvenirs of the year. It is a vest-pocket memo booklet giving, among other information, a list of winners and records on the turf, in athletics, rowing, cycling, yachting, canoeing, cricket, curling, shooting, ten pins, lacrosse, baseball, football, quoiting, skating, bowling, etc. It also contains the game and fishing laws, rates of postage, etc. On receipt of a request on a postal card they will be glad to send one to any of our readers or their customers.



The Wife Buys—but the Husband Pays.

Whatever good-will exists towards you and your store, has for its basis the mutual satisfaction of both husband and wife. Crown Brand Extracts please a woman because of their richness, and delicacy and true, natural fruit and flower flavors. And because of their great strength

Greig's Crown Brand Flavoring Extracts

that woman's husband—he doesn't have to pay for extracts so often—a small amount of the Crown Brand goes a great ways in the household cooking. Thus—you have that good-will you're striving so hard to get. A mutual satisfaction all around, you see.

The Crown Brand Extracts are

**Pure
Rich, Strong**

Robert Greig & Co. - Montreal.

Our Stock Taking

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

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

THE BEST KNOWN BRANDS.

We are just receiving a carload of.

CALIFORNIA EVAPORATED FRUITS

of every description, in boxes 25-lbs. each, and 1-lb. cartoons.

All above Dried Fruits are offered at the very lowest possible price.

MOLASSES

How is your stock? We are now offering :

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

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

Write for Samples and Prices,
it will pay you.

LAPORTE, MARTIN & CIE.

MONTREAL

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, Feb. 3, 1898.

GROCERIES.

THERE has, perhaps, been a slight improvement in business during the past week, but, generally speaking, trade is not satisfactory, not being as brisk as it was anticipated it would be. Canned goods are quiet, although firm in price, particularly as far as canned vegetables are concerned. Teas are probably the most active line in the grocery trade, and the primary and terminal markets rule firm. There is scarcely any sugar selling. Currants are moving well, and there is a demand for both California and Bosnia prunes. A few orders on Klondyke account are being taken, and some of the houses are in correspondence with people in Buffalo and Detroit, who are organizing parties for the Klondyke and want supplies.

CANNED GOODS.

The canned goods market is materially unchanged. Wholesalers are still holding first-class brands of canned tomatoes at \$1.25 per case, with some second quality goods being held at \$1.15. Canned fruits are beginning to move. Large quantities of gallon apples have been moved lately. Some wholesale houses appear this season to be not handling canned apples at all, either gallon or 3's. In the way of canned fruit the demand at the moment is chiefly for cherries, raspberries and strawberries. There is not much doing in canned salmon.

We quote: Tomatoes, \$1.15 to \$1.25; corn, 80 to 85c.; peas, 90 to 95c. for ordinary; sifted select, \$1 to \$1.10; extra sifted, \$1.25 to \$1.40; beans, 60 to 95c.; peaches, \$2 to \$2.40 for 3's, \$1.40 to \$1.75 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.40 to \$1.70, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$1.75 to \$2.25; apples, 3's, 80 to 95c.; gallons, \$2.25 to \$2.40; salmon, "Horse-shoe," \$1.25 in 5-case lots and \$1.30 in less quantities; other red salmon, \$1.20 upwards, according to quality and brand; cohoes, 95c. to \$1; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.40 to \$2.70 for tall tins; ½-lb. flats, \$1.65 to \$1.70; Canadian canned beef, 1's, \$1.35 to \$1.40; 2's, \$2.35 to \$2.50; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16; Canadian kippered herrings, \$4.50 per case.

COFFEE.

There are still a good many green Rio coffees selling. There are some green Rio coffees being sold as low as 7 to 7½c.; but the quality is held to be poor; 8c. is about the idea for a good, even coffee of this description. The accounts of the large receipts at Rio and Santos, together with unfavorable reports from Europe, have induced a rather easy market. Jobbers quote green in bags: Rio, 8 to 12½c., according to grade; East Indian, 27 to 30c.; Santos, 12 to 18c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 13 to 17c.; Jamaica, 16 to 22c.

SYRUPS.

Both the demand and the offerings are light. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

There have been a few transactions in New Orleans molasses, but business is, on the whole, quiet. New Orleans molasses is strong, and advices from the primary market state that all offered is being taken at firm prices. We quote: New Orleans, bbls., 23 to 35c.; ditto, half-bbls., 25 to 37c.; ditto, fancy, 50 to 55c. in bbls. and half-bbls.; Barbadoes, 31 to 35c.; half-bbls., 33 to 35c.

SUGAR.

The sugar trade is still decidedly quiet. London cables are more encouraging, beet sugars having advanced fractionally. The tone of the New York market is firmer in sympathy, although not much business is being done. Locally, prices are unchanged at last week's quotations. We quote wholesale price, subject to a discount of 1 per cent., 10 days: Granulated (Redpath, St. Lawrence, Acadia), 4½c.; ditto, Dutch, in bags, 4¾c.; ditto, German of Canadian make, in bbls., 4 3-16c.; ditto, imported, in bags, 4 3-16c.; yellows, 3¾c. upwards.

NUTS.

Locally there is no feature to note. In the outside markets Jordan shelled almonds and Naples walnuts are reported easier. We quote as follows: Brazil nuts, 12½

Butter Ware

A SPECIALTY

Tubs Plates
Moulds Paper
Spades Churns

Walter Woods & Co.
HAMILTON.

DRINK :::

::: Chocolate for Breakfast

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



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

VANILLA . .

CHOCOLATES

CHOCOLAT MENIER

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

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

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

Have we not revolutionized the World's Tea Trade? Are you selling



—OR—

Are you a superannuated old foggy, too sleepy in business methods to notice the changed condition of the World's Tea Trade? or do you sit in your office and lament o'er the time when people were quite satisfied to accept anything offered?

If you are settled down into the old orthodox rut of conducting your business on these lines—"THERE'S NO HELP FOR YOU, MARK OUR WORDS."

Otherwise it will pay you to get into correspondence with us.

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

YES! NO DOUBT

you are being offered Soaps at all prices, some lower than others, but what you want is a soap that everybody knows and appreciates, and that is just what

SURPRISE SOAP

is. It is the best for Wash Day and the best for Every Day.

BRANCHES—

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

Made by

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

to 14c.; Valencia shelled almonds, 23 to 25c.; Tarragona almonds, 9 to 11c.; peanuts, 10 to 12c. for roasted and 8 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 11½ to 12c.; Marbot walnuts, 9½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 9½c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, SAGO.

There is the usual demand. Advices report the foreign rices steady as to prices. We quote: Standard "B," broken lots, 3¾c.; 1 to 5 sacks, 3¾c., and 5 sacks and over, 3¾c. per lb.; Japan, 5c.; Patna, 4¾ to 5¾c.; tapioca, 3¾ to 4½c.; sago, 3½ to 4½c.

SPICES.

A cable quotes cloves about 1½c. per lb. dearer than a week ago. The pepper market continues strong. We quote: Pure Singapore black pepper, ground, 14c in kegs, pails and boxes, and 15c. in 5-lb. cans; ditto, whole, 12c. per lb.; pure white pepper, ground, 24 to 26c. in kegs, pails and boxes, and 20 to 22c. in 5-lb. cans; ditto, whole, 20 to 22c., according to quality; pure Jamaica ginger, 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25c.; ditto, best, 28 to 30c. per lb.; allspice, 16c.; cassia, 25c. per lb. for ground and 40c. for Saigon.

TEAS.

Business is a little better than it was a week ago, although the value is still rather light. We hear of a few transactions in Congous and Young Hysons. The s.s. Cromarty, which was lost a few days ago at or near the Azores, had on board 13,000 packages of green teas, 12,000 packages of Formosa and 2,000 packages of China blacks. Ruling wholesale prices on the Toronto market are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indias and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

CURRENTS—Locally the situation is unchanged, business being good and prices firm. Cable advices estimate stocks in Greece at from 12,000 to 16,000 tons and prices there are steady. In New York, however, the market is unsettled, on account of sellers who were holding at prices above those ruling, being willing to conform to the general market. We quote: Provincials, 5¾ to 6c.; Filiatras, 6¼c. in bbls; 6¾c. in half-bbls and 6¼c. in cases. Patras, 6¾c. in bbls; 6¼c. in half-bbls.

and 6¾c. in cases. Vostizzas, 7½ to 8½c. in cases

VALENCIA RAISINS—The market in Denia is reported to be 2s. higher. Locally the market is quiet and unchanged. We quote as follows: Off-stalk, 4½ to 4¾c.; fine off-stalk, 5 to 5½c.; selected, 6 to 6½c.; layers, 6½ to 7c.

CALIFORNIA RAISINS—Business is quiet, both locally and in the primary market. Advices from New York state that prices there are being affected by the competition of seeded raisins. We quote: 3-crown, 7¼ to 7½c. per lb.; 4-crown, 8¼ to 8½c. per lb.; 1-lb. cartoons, 20c.; 2¼-lb. cartoons, 35c.

DATES—Quiet, at 5½ to 5¾c. for Hal-lowees and 5½c. for Kadrowees.

FIGS—Dull. We quote as follows: 4-crown, 10 to 11c.; 5-crown, 11 to 13c.; 7-crown, 13 to 14c.; 9-crown, 15 to 16c.; natural figs, in bags, 4½ to 5c.; mats, 3½ to 4c. per lb.

PRUNES—A fair trade is being done both in Bosnia and California prunes. We quote: "Sphinx" at 6½ to 7c.; B, 7½c.; A, 8½c.; California prunes, 40 to 50's, 10 to 10½c.; 50 to 60's, 8 to 8½c.; 60 to 70's, 7½ to 8c.; 70 to 80's, 7 to 7½c.; 80 to 90's, 6½ to 7c.; 90 to 100's, 6 to 6½c. Silver prunes (fancy), 13¼c.; egg plums,

POULTRY
BUTTER
EGGS
HONEY

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

COX'S GELATINE Always
Trustworthy.
ESTABLISHED 1725.

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

E. NICHOLSON
Successor to W. F. Henderson & Co.
**Wholesale Commission Merchants
and Brokers**

Teas, Canned Goods, Molasses, Coffees,
Dried Fruits, Syrups, Spices, Starches,
Condensed Milk, Salmon, Bags, Beans,
Canned Meats, Smoked Meats, Lard, Oat
meal, Rice, Tapioca, Sago, etc., etc.

Representing some of the leading houses in the world.
Advances made against consignments. Storage—in
Bond or Free. Wholesale Trade and Millers only
supplied.

124 Princess Street, **Winnipeg, Man.**
Correspondence Invited.

OTHER FIRMS

Are not content with copying
our package, but are using the
identical words on our labels. Im-
itation is the sincerest flattery, but
do not be deceived, as Meadow
Sweet Cheese has the largest sale of
any package cheese in England
and United States, and the sales in
Canada are growing every day.

Sold retail in 10c. packages,
and 15 and 20c. pots, allow-
ing 30 per cent. profit to the
Grocer.

Write to
Meadow Sweet Cheese Co.

P.O. 11c x 2321, Montreal
For Price List.

**Keep your FRUIT stock
well assorted**

We can give you **GOOD VALUES** in
MALAGA GRAPES
BANANAS
ORANGES
LEMONS
GRAPE FRUIT
TANGERINES

Also **OYSTERS** and **HADDIE**

CLEMES BROS. - Toronto

9 1/2 c.; golden plums, 10 1/2 c.; French prunes,
180's, 5c.

CALIFORNIA EVAPORATED FRUITS—There
is a fair demand for apicots at prices
ranging from 9 to 11c. principally. We
quote : Apricots, 9 to 9 1/2 c. per lb. in
50-lb. boxes, 9 1/2 to 16c. in 25-lb. boxes,
and 13 to 14c. in 1-lb. cartoon boxes ;
Peaches, 9 1/2 to 12 1/2 c. in 25-lb. boxes,
and 13c. per lb. in 1-lb. cartoons.

GREEN FRUITS.

The only article moving this week is Can-
adian onions. Of these four cars have been
shipped during the past week to Western
Ontario towns and cities. The cold weather
has kept the local demand for green fruits
quiet. California navels have declined 25c.

There are no Tangarines on the market
this week. We quote as follows : Almeria
grapes, \$5 to \$7.50 per keg; lemons, Messina,
\$2.75 to \$3.25 a box; cocoanuts, \$4.50 to \$5
a sack and 60c. per doz.; oranges, Valencia,
420's, ordinary, \$5 to \$5.50; 420's, large,
\$6.50 to \$7; 714's, large, \$7 to \$7.50 per
case; California navels, \$3.25 to \$3.50 per
crate; Tangarines, \$1.50 to \$2; bananas,
\$1.50 to \$2; Cape Cod cranberries, \$8 to
\$8.50 per bbl., and \$2.75 to \$3 per box;
Jersey cranberries, \$8 to \$9 per bbl.; Cana-
dian cranberries, \$5.50 to \$6 per bbl., and
\$2.50 per box; Canadian apples,
spies, fancy red, \$3.75 to \$4; others,
\$2.50 to \$3.50 per barrel and 40 to 50c.
per basket; Canadian onions, red or
yellow, in 80-lb. bags, 65 to 75c.; pickling
onions, 75c. per basket; celery, 25 to 50c. a
dozen; winter pears, 60 to 75c. per basket;
grape fruit, \$5.50 to \$6 per box.

COUNTRY PRODUCE.

EGGS—New laid eggs are coming in a
little more freely, consequently the price has
eased off somewhat. Holdings of pickled
are small, and the price has advanced 2c.
We quote : Fresh-laid, 20c.; held, fresh and
cold-stored, 18c.; pickled, 15 to 16c.

POTATOES—There is a quiet demand,
with prices easier. We quote : Carload lots
at 58 to 60c., and small lots on the market
at 65 to 70c.

DRIED APPLES—Some dealers are buying
freely on speculation. The price, on account
of a great range in quality, varies from 3 1/2
to 4 1/2 c.

EVAPORATED APPLES—There seems to
be a general movement in evaporated
apples now. The general price is about 8
to 9c., though some jobbers report sales at
9 1/2 to 10c.

BEANS—There is very little doing. Prime
beans have declined 5c. We quote prime

The Following Brands
Manufactured by

The American Tobacco Co.
OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

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

SARNIA **Water White**
Lamp Oil. . .

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

THE TRADE BUILDERS OF B.C.

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

THE MANITOBA
PRODUCE AND COMMISSION COY.
WINNIPEG, MAN.

Wholesale Dealers
PROVISIONS OF ALL KINDS
Consignment Solicited.

Don't Pay Freight on Water

CONCENTRATED GRAPE WINE
VINEGAR, best and most economical
Vinegar made. One gallon Concentrated
makes 25/27 gallons Standard Vinegar—
specially suitable for Klondike, Coast,
Lumber, Exploration, and Mining Parties.
Great saving in weight and freight.

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

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

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

Tea-Packing Machine

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

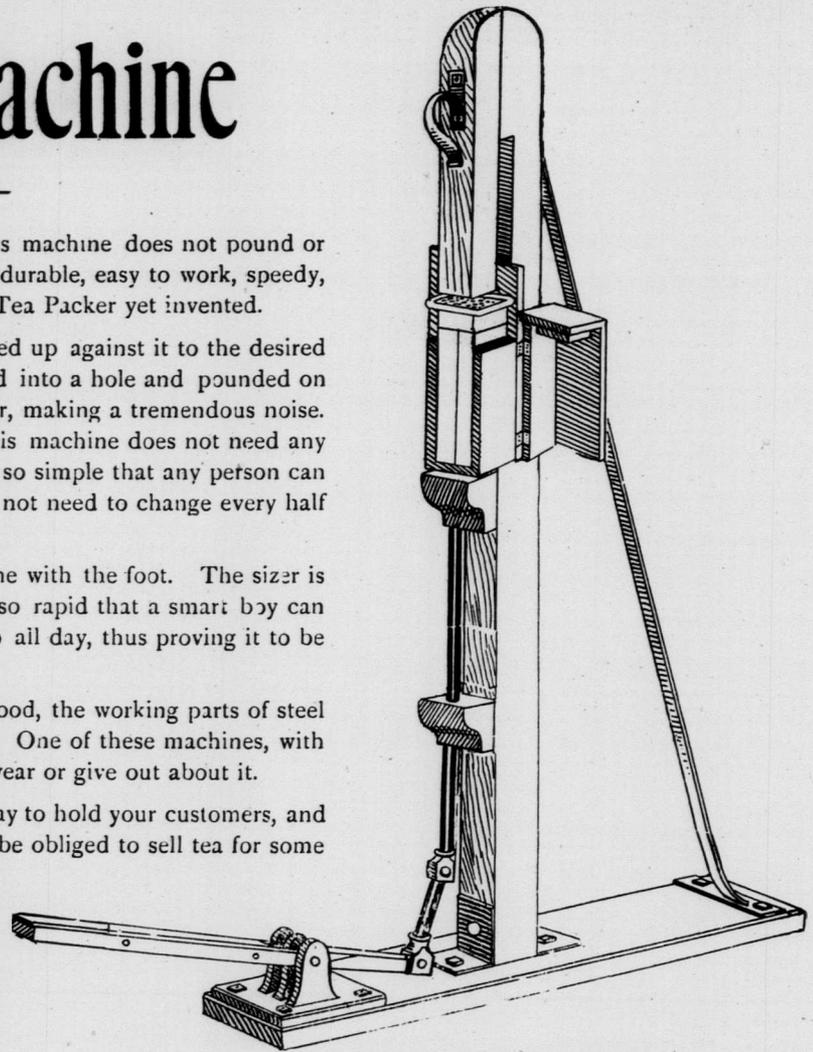
The plunger is permanent and the tea is pressed up against it to the desired size. In all other Tea Packers the tea is simply poured into a hole and pounded on the top, the same as being struck with a heavy hammer, making a tremendous noise. Our machine is almost noiseless. The simplicity of this machine does not need any description. A glance at the cut shows all the parts so simple that any person can understand it. A boy can work it all day and does not need to change every half hour, as is the case with the old-time Pounders.

There is only one lever to work. This is done with the foot. The sizer is swung around with the hand. The action is quick, so rapid that a smart boy can pack from 10 to 12 packages a minute, and keep it up all day, thus proving it to be the most speedy Tea Packer ever invented.

The frame of this machine is made of hardwood, the working parts of steel and iron, and the Tea Tubes are made of tinned steel. One of these machines, with constant use, will last a lifetime. There is nothing to wear or give out about it.

Package tea in sealed lead packages is the only way to hold your customers, and if you don't sell your own tea in this way you will soon be obliged to sell tea for some person else or lose your tea trade.

Ninety per cent. of the tea that is consumed in Great Britain is sold in lead packages, and it is the only way to preserve the flavor. All original packages of tea are put up in sealed lead or iron, and should be handed to the consumer in equally airtight packages, in quantities that may be required.



Patented in Canada, Oct. 16, 1897

The price of this machine is \$60.00, net cash. We will make draft 10 days after shipping.

Yours truly,

A. H. CANNING & CO.

57 Front Street East, Toronto, Can.

A. H. CANNING, Esq., City:

TORONTO, Jan. 20, 1898.

DEAR SIR,—We have been handed a circular of your Tea Packer, in the third paragraph of which, as we take it, you reflect on the "Ideal" Machine; and state that your Packer, being able to turn out 10 or 12 packages per minute, is the most speedy in use.

Now, we shall wager you \$100.00 that you cannot pack 10 or 12 packages a minute for five minutes in succession, with three boys working at the machine, that is, with a weigher, a wrapper and boy at the machine.

Then we shall wager that our "IDEAL" Machine, with the same number of boys, CAN turn out 10 or 12 packages per minute for five minutes. Or we shall wager you that we can turn out two packages to your one in a day's work of eight hours, or three packages for your one in a week's work. In fact, if you want competition of any kind, we are quite willing to meet you in a fair spirit, as it would be a good business move for the winner.

We would not have thought of issuing the above challenge but that the circular that you issued of your machine is certainly a reflection on our "IDEAL"; and, as we hold that the matter is not according to the strict truth, we take the liberty of sending you this letter. If you do not accept it, we shall feel at liberty to publish it well, unless you withdraw the circular at once, and acknowledge that what you state is not correct: viz., that a boy can turn out 10 or 12 packages a minute on your machine, and that it cannot be done on another.

We have no ill-feeling towards you at all, but we feel we must defend what is to us a valuable property, viz., our patent in the "Ideal."

We might say that it would please us better to devote the winnings to the Sick Children's Hospital.

We are, yours truly,

P. C. LARKIN & CO.

MESSRS. P. C. LARKIN & Co., Toronto:

TORONTO, Jan. 22, 1898.

GENTLEMEN,—Your letter of the 20th received, and, in reply, we beg to accept all your challenges.

1st. We accept your wager of \$100.00 that we cannot pack ten packages in one minute with our machine. We claim we can, and are prepared to defend the statement.

2nd. We claim YOU cannot pack FIFTY packages in five minutes with your machine, and accept your wager of \$100.00.

3rd. We accept your wager of \$100.00 that you can pack twice as many packages as we can in a day's work of eight hours.

4th. We accept your wager of \$100.00 that you can pack three times as many packages as we can in a week's work of six days, eight hours per day.

We accept your own stipulations, viz.:

One boy to weigh, one to wrap leads and one to operate the machine. The boys are not to change positions. The one that starts to operate the machine to stay at it continually during the contest.

A day's work to consist of eight hours, four consecutive hours in the forenoon and four consecutive hours in the afternoon.

Yours truly,

A. H. CANNING & CO.

ARMEDA vs. SALADA

Mr. Canning Aply Replies to Mr. Larkin.

He accepts Mr. Larkin's Challenge and Planks the Cash. Mr. Larkin Shuffies and Leaves Everything to His Own William Lawson, as Will Be Seen by His Last Letter.

TORONTO, Jan. 24, 1898.

A. H. Canning, Esq., city :

DEAR SIR,—We have your favor of the 22nd to hand, and we note you have accepted all our challenges, as per our letter to you of Jan. 20, a copy of which letter you have inserted in your advertisement in The Toronto World of the 24th inst., and which we acknowledge is quite correct.

We thank you for the acceptance, and we have placed in the hands of Mr. James Watt, secretary-treasurer of The Globe, \$400. Will you please cover it at once, when we can arrange when the contest is to begin, which we would like within the next day or two? We are,

Yours truly,

P. C. LARKIN & Co.

P.S.—We would be glad to donate the winnings to the Sick Children's Hospital, if you will agree to this.

P. C. L. & Co.

TORONTO, Jan. 26, 1898.

Messrs. P. C. Larkin & Co., city.

GENTLEMEN,—We have this day deposited a marked cheque for four hundred dollars with Mr. James Watt, secretary-treasurer of The Globe, to cover your deposit of a like amount as advised in your letter of Jan. 24, 1898.

Yours truly,

A. H. Canning & Co.

TORONTO, Jan. 26, 1898.

Messrs. A. H. Canning & Co., city :

DEAR SIR,—I beg to acknowledge your letter of the 26th.

I note you have deposited your marked cheque for \$400 with Mr. James Watt, which will cover mine. If you will let me know by telephone, when I can meet Mr. Canning, or if he could call here, I would be glad to see him at any time, and arrange particulars.

I presume there is nothing to prevent the five-minute contest from coming off practically at once, that is, to-morrow, and we might arrange then for the day's work to come off on the day following. We are ready now to commence any or all of the contests, if you can arrange it.

The week's contest we would be willing to postpone for a week or so to meet your convenience, but we are ready at any time to commence; in fact, on receipt of this would suit us as well as any time.

Yours truly,

P. C. LARKIN.

TORONTO, Jan. 26, 1898.

Messrs. A. H. Canning & Co., city :

DEAR SIR,—Referring to our conversation on the street to-day, we want nothing but what is fair, upright, honorable and decent in the settlement of this dispute, notwithstanding your remark on the street this afternoon, which, we think, was entirely uncalled for.

To commence at the first challenge, and end the last, would be the ordinary way of settling this dispute. You recognize the first challenge we issued as the first! why not commence it first?

However, to get this dispute settled, we are anxious and willing to make any sacrifice to reason. Therefore, we shall quite willingly depart from this, if the umpire whom we agree to appoint states that yours is the proper way to begin it; in fact, we shall leave everything to him.

Now, there is no reason for delay, we must get on with it at once. We are prepared to commence it to-morrow, but we think it would be only reasonable to allow you a few days. We are not willing that none of the challenges should be settled for a month, as you suggest, because this would leave the machines on a par, in

the meantime, in the eyes of the public; and we want to prove to the public, at once, that what we assert is correct.

Therefore, if you will please let us have a letter in reply to this, stating where Mr. Larkin can meet you, and what umpire you would suggest, for the settlement of this dispute, we shall leave it to him (the umpire) as to when the matter is to be decided, and everything else concerning it.

Yours truly,

P. C. LARKIN.

Re Tea Packing Dispute.

From Toronto World, Jan. 27, 1898.

Mr. A. H. Canning has at last deposited his cheque to cover that of the owners of the "Ideal" machine; and the latter now want the appointment of a disinterested person to see the dispute settled; they being willing to leave everything in the hands of the referee.

TORONTO, Jan. 27, 1898.

Messrs. P. C. Larkin & Co., city :

GENTLEMEN,—Your letters of Jan. 26 to hand this a.m., and in reply we wish to remind you of the fact that you issued the challenges, and it is our privilege and right to set the time and also to state which challenge we will meet you in first.

The first challenge we will contest is the week's work of six days, eight hours per day, and will commence the contest Monday, Feb. 14, 1898.

The second challenge we will contest is the day's work of eight hours, on Monday, Feb. 21, 1898.

The other contests we will arrange after.

We will not, under any consideration, commence the contest earlier than Feb. 14, but if this date is not convenient for you we will make a later date.

We will be pleased to meet you and a third party to complete details in connection with the first two contests to be tried.

Yours truly,

A. H. CANNING & Co.

TORONTO, Jan. 28, 1898.

Messrs. A. H. Canning & Co., city :

DEAR SIR,—We have your favor of the 27th to hand.

We note that you do not look upon this matter in what we consider a businesslike way. What we want is that you should appoint an umpire; we appoint one now, Mr. William Lawson; he, and the one you choose on, are to appoint a referee; the referee and the two umpires shall settle on everything.

As far as Feb. 14 next goes, this date would suit us, but, in all fairness, all of the contests should come off within a reasonable time. However, we place everything in the hands of the referee that shall be appointed, and he will settle on when the contests shall take place.

We think this is only a fair and upright way of doing the thing; you cannot surely expect to be a contestant and the judge as well? As to the suggestion you make, that the last challenge issued should be commenced first; well, if the referee agrees to that, we agree to it, but we repeat that the proper way is to allow everything to remain in the hands of the referee appointed by your umpire and mine. We are sure that if you have the slightest desire that the contest should come off, you will at once see the fairness of this.

Yours truly,

P. C. LARKIN.

Mr. Larkin issues the challenge, Mr. Canning names the weapons. Mr. Larkin puts his William forward and disappears. This, we presume, is the end.

beans at 75c. in 5 and 10 bag lots, with hand-picked at about 85c.

HONEY—Business continues quiet, with prices unchanged. We quote: Clover honey, 7 to 7½c.; light color, in 60-lb. tins, 6 to 6½c.; 5 and 10-lb. tins, 7 to 7½c.; buck-wheat 3 to 4c.; comb, \$1.50 to \$1.75 per dozen.

POULTRY—There is a fair supply of fresh killed bright turkeys coming forward, with steady demand. There is a great demand for chickens and ducks, the latter especially. We quote: Geese, 6½ to 7c. per lb.; chickens, dressed, 40 to 60c.; ducks, 60 to 75c.; turkeys, 9½ to 10½c. for fresh killed, bright stock.

BUTTER AND CHEESE.

BUTTER—Receipts of all kinds of butter but low grade dairy in tubs are increasing. The quality of much of the dairy butter now offered is complained of, especially the large rolls. On account of the Old Country market weakening, creamery tubs have declined 1c. per lb. We quote as follows: Dairy, large rolls, 14 to 15c.; pound prints, 14 to 15c.; tubs, best grade, 14 to 15c.; second grade, 13 to 14c.; low grade, 11 to 12c.; creamery, early make, tubs, 16 to 17c.; late make, tubs, 18 to 19c.; prints, 20 to 21c.

CHEESE—The stocks laid in by the grocers throughout the city seem to have been inadequate, so the large holders report a steady trade in small orders. The prices are easy at, from 8 to 9¼c., according to make.

PROVISIONS.

Lard continues to be the leading feature in the pork product market. There is a good, steady demand for all lines. Some dealers state that the indications for British Columbia trade are favorable, as many enquiries have been received, and a number of sales have been made.

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

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

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

YES, INDEED!

McLauchlan's

CREAM SODAS

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

J. McLauchlan & Sons

Manufacturers
Biscuits and Confectionery

Owen Sound

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

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

FISH AND OYSTERS.

The demand has been good, whitefish, trout, cod and haddock selling especially well. Sea herring are scarce, and prices for them have advanced. We quote: Oysters, \$1.25 per gal.; fresh trout, 7 to 7½c. per lb.; steak trout, 7c.; fresh steak cod, 6 to 6½c. per lb.; pickerel, 6c. per lb.; pike, 3½ to 4c. per lb.; perch, 3c. per lb.; fresh herring, 3½c. per lb.; Labrador herring, \$5.75 to \$6 per bbl. and \$3.25 per half-bbl.; split herring, \$5 per bbl. and \$2.50 per half-bbl.; sea herring, \$1.30 to \$1.35 per 100; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; fresh water herring (heads off), \$2.50 per keg; ciscoes, 75c. to \$1; Manitoba frozen whitefish, 7½c. per lb.; smelts, No. 2, 4c.; No. 1, 6c.; extras, 10c.; flounders, 5c. per lb.; haddies, 5½ to 6c. per lb.; fresh haddock, 5c. per lb.; pan frozen haddock, small, 4c.; large, 5c. per lb.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—The market is firm, an advance being noted in all grains. Red wheat has advanced 2c.; white wheat, 2½c.; goose wheat, 3c.; peas, 1c.; rye, 2c.; oats, 3½c.; barley, 5c. We quote the street market as follows: Wheat, red, 90 to 91c.; white, 80 to 92½c.; goose, 80 to 82c.; peas, 56 to 58c.; rye, 47 to 49c.; barley, 34 to 39c.; oats, 31½ to 32½c., Toronto freights. No. 1 hard wheat is quoted at \$1.04, Toronto freights.

FLOUR—The market is firm. The price of flour has not advanced in proportion to the advance in wheat, but will likely soon advance in sympathy with present prices, unless the latter declines in the meantime. We quote: Manitoba patents,

\$5.50; Manitoba strong bakers', \$5 Ontario patents, \$4.75 to \$4.85; straight roller, \$4 to \$4.20, Toronto freights.

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

HIDES, SKINS AND WOOL.

HIDES—The market is active and prices firm. Steerhides have advanced ½c. per lb. We quote: Cowhides, No. 1, 9½c.; steerhides, No. 1, 10c.; No. 2, 9c.; No. 3, 8c.

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

SHEEPSKINS—Trade is active, with prices steady. We quote at \$1.15 to \$1.25.

WOOL—There is a steady demand for pulled wools, the price quoted remaining at 20½c. for fleeces and tub-washed.

SEEDS.

Offerings of alsike are limited, with values ranging all the way from \$2 to \$5. Dealers are paying for prime to extra choice red clover, northern seed, \$3.50 to \$4, on board at point of shipment, and \$3 to \$3.50 for western seed. Timothy is moving more freely at \$1 to \$1.50 for machine threshed, and \$1.75 to \$2 for strictly choice to fancy bright unhulled flail-threshed seed.

SALT

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

PETROLEUM.

Business continues steady. We quote as follows in 1 to 10 bbl. lots, imperial gallon,

**WE ARE
PAYING
CASH
FOR**

**DRIED
APPLES**



W. B. BAYLEY & CO.
EXPORT BROKERS

46 FRONT ST. E. **Toronto**

Klondike--Yukon Supplies

CONCENTRATED SOUPS
BEEF BOUILLON CAPSULES
EXTRACTS OF BEEF
CONCENTRATED AND
EVAPORATED VEGETABLES
EVAPORATED FRUITS
CONDENSED COFFEE
COFFEE EXTRACTS
CONDENSED MILK
COCOA ESSENCE
CRYSTALLIZED EGGS
SACCHARINE
SPECIALLY PREPARED
YEAST
CONCENTRATED VINEGAR
DAMP-PROOF MATCHES
NON-EXPLOSIVE FIRE
KINDLERS

TORONTO offers unrivalled advantages as a **COMMERCIAL CENTRE** from which to outfit completely and at the least possible cost.

We are fully equipped with **SPECIAL** and **AMPLE FACILITIES** for supplying every description of portable necessities, properly packed, no matter how large the contract.

THE EBY, BLAIN CO., LIMITED

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO

Toronto: Canadian, 14c.; Sarnia water white, 15c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Pickled eggs are \$2 dearer.

California navel oranges have declined 25c.

Fancy red spies are now quoted at \$3.75 to \$4.

Tub butter, both dairy and creamery, has declined 1c. per lb.

D. Gunn, Bros. & Co., have received an order for two cars of pork product for British Columbia for through shipment to the Klondyke.

QUEBEC MARKETS.

MONTREAL, Feb. 3, 1898.

GROCERIES.

THE wholesale grocery trade has been passing through an extremely quiet week in this market. In addition to the fact that several of the large houses have been stock-taking, the severe storm of ten days ago interfered more seriously with traffic in the country districts of the province than was at first supposed, and as it has been supplemented by another, almost as severe, this week, no material improvement

in the actual distributing trade is looked for for a week or ten days. There have been few changes in values, which, as a rule, are steady, notably so in molasses and teas. In fact, commission men and importers have refused large orders for Japan teas, because prices were not high enough to suit them.

SUGAR.

There has been an easier feeling on sugar in several of the outside markets, but the fact has not affected spot prices at all. Buyers, however, are indifferent about purchasing, and the market has an unsettled tone in consequence. Jobbers also have quite ample supplies on hand for current trade, and as demand is quiet, it constitutes another influence against activity. Indeed, until stocks both in second and third hands are worked down a bit, no activity is looked for. We quote: Standard granulated, 4 5-16c.; Canadian German granulated, 4c.; Austrian and German granulated, 3 15-16c. in bags, and yellows, 3½ to 4c.

SYRUPS.

There has been no change in the syrup market, demand ruling quiet, but as stocks are in firm hands prices rule firm at 2 to 2½c.

MOLASSES.

The Barbadoes molasses market continues

strong, and holders have refused pretty high bids this week for round lots of stock, 27c. having been declined for a lot of 100 puncheons the other day. Altogether the situation is a very strong one, and it looks very much at present as though the expectations, that have been previously referred to in this column, of high prices going to be realized. In a jobbing way prices are unchanged for Barbadoes as follows: puncheons, 28c.; barrels, 30½c.; and half-barrels, 31½c. per gallon; car lots 1c. less. Porto Rico is in slow demand around 26 to 27c., according to quality.

CANNED GOODS.

Business is quiet in canned goods, but there is no alteration in the firm situation of the market for vegetables or fruit, and prices are firmly held all round. We quote as follows: Tomatoes, \$1.10 to \$1.25; corn, 90c. to \$1; peas, 90c. to \$1.15; peaches, \$1.75 to \$1.90 for 2's; raspberries, \$1.50 to \$1.90; strawberries, \$1.75 to \$2, according to brand and quality; cherries, \$2.30; apples, gallons, \$2.60 to \$2.75; 3-lb. do., \$1.10 to \$1.20; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.25; "Clover Leaf," \$1.25; Lowe Inlet, \$1.20, in tall tins; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15

Yukon Expeditions

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

WE CAN SAVE YOU MONEY

Coffees, Spices, Fruits, Canned Goods, etc.

S. H. Ewing & Sons Wholesale General Commission Merchants, 27 St. Sacramento Street, **Montreal.**

to \$2.30; lobsters, \$11 per case; French sardines, \$10.25 to \$11 for extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25 to \$4.50.

TEAS.

Actual business in tea is light, but there is no lack of enquiry, especially for Japans. In fact, if buyers and sellers could only agree on a price an active trade would result for jobbers, clearly showing that they want the supplies, but are not prepared to pay what sellers are asking. We quote: Young Hysons, 18c. for low grades, 24 to 28c. for mediums and 30 to 40c. for good to finest; China Congous, 10 to 17c. for mediums and 25 to 55c. for high grades; Japans, 13 to 17c. for mediums and 28c. for higher grades; Indians and Ceylons, 17 to 20c. for mediums and 35 to 65c. for higher grades.

SPICES.

A quiet, steady trade is doing in spices, and prices are unchanged. Black pepper, 9 to 15c.; pure white, 15 to 20c.; pure Jamaica ginger, 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, 25 to 27c.; do. best, 30c.; allspice, 14c.; and nutmegs, 50 to 90c.

COFFEE.

The coffee market is steady, and some sales of Rio and Java and Mocha have been made in a small way at rather better prices. We quote: Maracaibo, 12 to 15c.; Santos, 11½c., and Rio 10 to 12c., while Java and Mocha are held at 28 to 31c.

RICE.

There is no material change in the rice market. Advices from abroad are exceedingly strong, and in some instances indicate a short crop for the present season. We quote: Imported Japan, 4½ to 5c.; standard B rice \$3.40 to \$3.50; ditto, grade S, \$3.30 to \$3.40; Patna, \$4.75 to \$5; choice Burmah, \$4; and ditto Java, \$4.25.

DRIED FRUIT.

The currant market is still very strong abroad, but there is only a quiet trade doing here, and outside conditions have

no influence on values. We quote: Fine Vostizzas, half-cases, 6½c.; Patras, half-cases, 6¼c.; choice Filiatra, do., 6c.; fine do., half-cases, 5¾c.; Filiatra, half-cases, 5¾c.; do. half-bbls., 5½c.; do., bbls., 5¾c.; fine Provincials, half-cases, 5¾c.

Valencia raisins are unchanged as follows: Off-stalk, 4½c.; fine do., 4¾ to 5c.; selected, 5¾ to 6c., and 4-crown layers, 6 to 6¾c.

The market is quite firm in California raisins, but there is only a quiet trade passing. We quote: 6 to 6¾c. for 2-crown; 7¼ to 7¾c. for 3-crown, and 8¾ for 4-crown fruit.

Sultanas are steady at 8¾ to 9c., and loose Spanish muscatels, 6 to 7c.

Prunes are quiet and steady. We quote: Austrian, 6½ to 7c.; French, 4½ to 5½c., and Californias, 7½ to 10c., as to grade.

Figs are unchanged. We quote: Eleme, 10 lbs., 10 to 11c.; case lots, 9c.; 12-oz. boxes, 7½c.; 14-oz. boxes, 9c.; 25 bag lots, 3¼c., and bags, 3½ to 4c.

Dates are dull but steady at 5½ to 6c.

NUTS.

There is no change in nuts. We quote as follows: Grenoble walnuts, 10½ to 11c.; Marbots, 9 to 9½c.; Tarragona almonds, 8½ to 10c.; shelled almonds, 20 to 22c., and shelled walnuts, 16 to 18c.; Sicily filberts, 7 to 8½c., and pecans, 9 to 10c.

FISH.

There has been only a moderate business transacted in fresh fish, and prices generally are as last quoted. Haddock and cod are selling at 2½ to 3c., steak cod at 3½c., and herrings at \$1.40 for good and \$1.20 for medium, while tommy cods range from \$1 to \$1.20.

Pickled fish are quiet at last week's range, and we quote: Green cod, No. 1, large, \$4.25; No. 1, ordinary, \$3.25 to \$3.50; No. 2, \$2.25 to \$2.40; herrings, No. 1, N.S., \$4.25 to \$4.50 per bbl., and \$2.15 to \$2.65 per half-bbl.; Cape Breton, \$4.75

per bbl.; B.C. salmon, \$11.50 per bbl.; No. 1 trout, \$4 to \$4.25 per half-bbl., and No. 1 white fish, \$4.65 to \$5.

In smoked fish, supplies of bloaters are more ample, but prices are steady for Yarmouth and Bay at \$1 to \$1.25. Haddies are unchanged at 5½ to 6c., and smoked herrings at 10 to 11c. per box.

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

DRIED APPLES, ETC.

Dried apples rule quiet and steady at 6½ to 7c., and evaporated, 9½ to 10c.

APPLES.

Cables this week from Liverpool state that the market is barely steady and prices realized there will net about \$3 in the west. On spot, prices are steady at \$3 to \$4, as to grade.

GREEN FRUIT.

The heavy snow storms and cold weather of the past ten days have seriously interfered with the country demand for fruit. We quote as follows: Lemons easier at, \$2 to \$2.75; Jamaica oranges, \$5 to \$5.50; California, do., \$3 to \$3.50 for firsts, and \$2.25 to \$2.75 for seconds. Valencia oranges are firmer at \$5 to \$5.50, while Almeria grapes are unchanged at \$5 to \$6.50, and Cape Cod cranberries, \$7 to \$9.

COUNTRY PRODUCE.

EGGS—A fair amount of business was done in eggs in a small way, and the market was moderately active, with no change in prices to note. We quote fresh stock 23 to 25c.; Montreal limed, 14 to 15c., and western limed, 13 to 13½c. per dozen.

POULTRY—The demand for poultry was limited, and the market was quiet and steady. We quote: Fresh killed turkeys, selling at 9½ to 10c.; chickens, 7 to 7½c.; ducks, 8 to 8½c., and geese, 5 to 7c. per lb.

BEANS—There was no change in beans, selling at 80 to 90c. for primes, and at 95c. to \$1 for choice hand-picked per bushel.

Double Value

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

BART COTTAM COMPANY, LONDON, ONT.

ROYAL JUBILEE OIL

Is the Best Burning Oil in the Market.

ROYAL OIL COMPANY

SOLE MANUFACTURERS

Geo. Anderson, Manager.

Toronto

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS,

Cor. Market and Colborne Sts.,

TORONTO.

Oranges and Lemons

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

AUCTION SALES

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

McWILLIAM & EVERIST

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

MINCE MEAT

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

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

Send us your Orders for Christmas Trade now.

F. W. FEARMAN - HAMILTON

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

JUST ARRIVED FROM GERMANY

BALFOUR & CO. - Hamilton

HONEY—In honey, trade continues slow at steady prices. We quote: White clover, 12½c.; dark clover comb, 10 to 10½c., and dark at 7 to 8c.

PROVISIONS.

Owing to the near approach of the Lenten season, the demand for provisions is chiefly in small lots, to fill actual wants, at steady prices. We quote: Canadian pork, \$15 to \$16 per barrel; pure Canadian lard in pails, at 7 to 7½c., and compound refined at 5 to 5¼c. per lb.; hams, 10½ to 12c.; bacon, 10 to 12c. per lb.

DRESSED HOGS.

A fairly active trade was reported in dressed hogs, there being a good demand for small lots, and prices rule steady at \$7 for light, and at \$6.50 for heavy per 100 lbs.

SALT.

There is no change in salt. We quote: Coarse Liverpool, in 165-lb. bags, 38 to 45c., and Trepani, \$1.10 per bag of 215 lbs.

FLOUR, FEED AND MEAL.

There is no material change in the situation of the flour market. The demand was active from local and country buyers, and a large volume of business was done. We quote as follows: Winter wheat, patents, \$4.60 to \$4.85; straight rollers, \$4.40 to \$4.45; bags, \$2.12½ to \$2.15; best Manitoba strong bakers', \$4.90; second do., \$4.50, and low grades, \$2.70; Hungarian patents, \$5.30.

A fairly active trade was done in meal, and the tone of the market was firm at the recent advance. Private despatches from Ontario millers to-day reported the market stronger, and noted a further advance of 10c. per barrel for rolled oats, but no further change has taken place here. We quote: Rolled oats, \$3.60 per barrel, and \$1.75 per bag; standard meal, \$3.60 per barrel, and \$1.75 per bag.

GRAIN.

In sympathy with the sharp decline in prices at American wheat centres and the weaker advices from foreign markets, an

HUGH WALKER & SON

Wholesale Fruit and Commission Merchants

GUELPH, ONT.

KNORR'S

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

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

E. T. STURDEE

Mercantile Broker, Manufacturers' Agent,

ST. JOHN, N.B.

Etc., Etc.

Wholesale trade only.

HAMS BACON LARD

Choicest Quality

The Wm. Ryan Co. Limited

TORONTO

S. K. MOYER,

COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST.,

TORONTO, ONT.

POULTRY . . . BUTTER, EGGS

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

QUICK SALES. PROMPT RETURNS.

Prices the highest the market will afford.

D. GUNN, BROS. & CO.

Pork Packers and Commission Merchants,

TORONTO, ONT.

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



REMEMBER THE NAME

Vimbos

FLUID BEEF.

YOU WILL BE ASKED FOR THE GOODS.

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

53 St. Francois Xavier Street **MONTREAL**

easier feeling prevailed in the local market, but in the absence of any important transactions values show no material change. The demand for all lines was slow, buyers having dropped out of the market for the present, and are waiting to see what course will be followed after this break. Ontario red wheat along the line is quoted at 90c., or \$1 here in store. Peas, 63c. in store; 65 to 66c. afloat, May delivery; oats, 30 to 30½c. in store, or 33½ to 34c. afloat May, and buckwheat, 37 to 37½c. store.

The demand for feed continues good, and the market is fairly active and firm. We quote: Ontario bran, \$12; shorts, \$13 per ton in bulk. Manitoba bran, \$13.50 to \$14, and shorts, \$15 to \$16 per ton, including bags.

BALED HAY.

There was no change in hay. The demand is fair for good to choice stock, but lower grades move slow. We quote: No. 1 at \$10.50 and No. 2 at \$8 to \$8.50 per ton in car lots.

CHEESE.

The cheese business is still in statu quo, and is likely to remain so for some time, as buyers and sellers will not come together. The former demand substantial concessions, which the latter will not accede to. Trading, therefore, is extremely limited, and confined chiefly to scattered lots that can be picked up at a bargain. A carload or so of Ontario goods, it is understood, changed hands around 8c., but holders of finest want 8½c., while, for Quebec, 8¾c. is spoken of, and it is understood that one lot of 500 boxes was sold, over the cable, at 8¼c. The sum and substance of the matter appears to be that holders would have no difficulty in finding a buyer for their goods if they were willing to sacrifice them, but this they will not consent to do. The mail advices, on Saturday, were of an indifferent character from Great Britain.

BUTTER.

Butter rules quiet and steady, and there is only a small local trade doing. Finest is

selling steady in this connection at 18½c., with under grades down to 17c, while western dairy rolls range from 14 to 15c. English mail advices do not hold out much prospect of improvement in the export outlet, stating that the Danes had reduced their official quotation 10s. altogether, and that they announced their determination to cut it even lower to keep out Canadian creamery.

The exports of cheese and butter, through and local, were:

Ports.	Cheese.	Butter.
Liverpool	10,357	1,175
London	8,525	338
Bristol	8,323	1,180
Manchester	77
Total	27,215	2,770
Total same week, 1897	27,243	1,165
Total since close of navigation ..	221,283	27,084
Same period, 1897	213,684	23,656

MONTREAL NOTES.

Demand for provisions has slackened on account of the observance of Lent, but prices generally are steady.

There is a firm feeling on Japan teas and importers are refusing business because they will not accept the prices bid.

Most of the large French wholesale grocers are busy stock taking this week, and business generally is quiet.

Cables on apples do not exhibit so buoyant a tone in England. Recent account sales give figures that will net about \$3 per barrel in the west.

The extreme cold weather and heavy snow storms have seriously influenced trade in green fruit, and prices, as noted in our market reports, are generally lower.

The grocers of Montreal will regret to learn that Mr. Scanlan was defeated as alderman for St. Lawrence Ward. Mr. Eker polled 1,020 votes, Mr. Scanlan 626, and Mr. Weir 590.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., Jan. 28, 1898.

THE week, from the point of business, has been a rather quiet one. Many of our wholesale grocers have been taking stock. After this, they will be more open to buy. The particular interest of the week has been flour. Our dealers, however, have not been large buyers, they feeling that wheat is higher than it is likely to hold. There is more interest in tea, from week to week. China teas are quiet, with a firmer tendency. The chief interest is in Indias and Ceylons, in which this is the active season with buyers. Low-priced teas, of good value, are in demand, while for the medium grades there is little sale. While our market does not take many of the high-priced teas, they are found, owing to demand elsewhere, to tend to higher prices. In the spice market, values are higher. The demand at this season is, however, not large.

OIL—While there is some demand for burning oil, sales are light. Owing to keen competition, city prices are rather lower than country quotations. The travelers are giving their attention to the making of contracts for lubricating oils, in which there is a large business here. Values show no change. We quote: Best American burning oil, 18 to 19c.; Canadian water white, 16½ to 17½c.; Canadian prime, 15 to 15½c.; cod oil, 22 to 24c.

SALT—There continues to be a fair movement in Liverpool coarse. The business has changed somewhat in the last two years, being now done largely in the winter, because of the direct Liverpool steamers coming here, by which very low freights can be obtained. Formerly, it came by sailer in the spring. It is sold largely on arrival, and, to induce buyers to take it so long before they need it, very low prices are quoted ex steamer. In other grades

IN 1889
MILLAR'S ROYAL
PARAGON CHEESE



Was first placed on the Market

And at once gained public favor.

Since that time a great many unsuccessful attempts have been made to imitate it.

The majority have dropped out of existence. A few would-be imitators still vainly struggle on.

The knowing public will have nothing but "Paragon." The wise merchant offers for sale only

THE GENUINE
Millar's Royal Paragon Cheese.

MADE IN INGERSOLL, CANADA.



Pickles.

Come and see how clean the place is where Heinz's India Relish is made. Visitors always welcome.

Others of our Popular Specialties are:

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

For sale by

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

MEDALS--

PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE
always bear this
Keystone trade-mark.



there is limited sale at present. We quote: Coarse, 40 to 45c.; Liverpool factory-filled, 85c. to 95c.; Canadian fine, 90c. to \$1 per bag; 5-lb. bags in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.50 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.; rock salt, \$5 to \$6 per ton.

CANNED GOODS—There are no changes this week. The position is a firm one. Canners are either not offering, or only at full prices. Local holders, who have fair stocks, are not pushing sales, feeling stocks are good value. There is a rather better inquiry for canned meats, both because of season and a prospect of higher prices. The wholesale men each year buy more freely of Canadian goods. New lobsters are now offered by canners. Ten dollars is the price asked and obtained. Owing to the low price of Canadian peaches, but few Americans are being sold. We quote as follows: Corn, 85c. to \$1; peas, 90c. to \$1; tomatoes, \$1.10 to \$1.25; gallon apples, \$2.50 to \$65; corned beef, Canadian, \$2.35 to \$3.50; American, 2-lb. tins, \$2.50 to \$3.75; 1-lb. tins, \$1.45 to \$1.50; oysters, 2's, \$2.10 to \$2.20; 1's, \$1.40 to \$1.50; peaches, 3's, Canadian, \$2.40 to \$2.60; 2's, \$2.50 to \$1.65; American, 3's, \$2 to \$2.25; pineapple, \$2.25 to \$2.50; fruits in glass, \$2 to \$4.25; salmon, \$1.15 to \$1.20;

ditto, flats, \$1.25 to \$1.30; lobsters, \$2.50 to \$2.60; haddies, \$1.00 to \$1.10; clams, \$4.50 for 4 doz.; chowder, \$2.50 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

GREEN FRUIT—Business is light, though in apples and oranges a fair movement is reported. Valencia oranges are higher. There are a few Californias held, but sale is slow. In lemons, there is limited business; prices are low with quality good. Lemons are all bought in Boston and New York. Stock of apples light, and for best grades full prices are asked. In grapes, the few Malagas here are but fair quality and move slowly. Green lettuce is offered. A few Cape Cod cranberries are in the market, but price is high and little doing. We quote: Lemons, \$3 to \$3.50; oranges, Valencia, \$5 to \$5.50 per box; do., California, \$3 to \$4.50; do., Florida, \$4.50 to \$5; do., Dominica, \$3.25 per bbl.; apples, \$2.50 to \$4.00; bananas, \$2 to \$2.25; Malaga grapes, \$6.00 to \$7; Cape Cod cranberries, \$9.50 to \$10 per bbl.; shaddock, \$3 per bbl.; grape fruit, \$3 per bbl.; sour limes, \$1.75 per box; sweet limes, \$2.50 per box.

DRIED FRUIT—There is rather improved business, though movement is still light. Holders Valencia raisins are sellers, though prices are firmly held. In California, prices

are rather higher, but little change has yet been made here. California prunes are also higher, and movement is upward. There is a good demand. Currants are light stock, and values are moving up. There is a fair sale reported. There is a somewhat better enquiry for evaporated apples, and at shaded prices sales can be made, but it is hard to get full figures. Onions are moving upward, but there is little change as yet. Peanuts are higher. The Norfolk prices have advanced 1/2c. during the past two weeks. We quote as follows: Valencias, 5 to 5 1/2c.; California L. M., 3-crown, 6 1/2 to 6 3/4c.; London layers, \$1.40 to \$1.50; Imp. cabinets, \$1.75 to \$1.80; black baskets, \$2.25 to \$2.30; Dehesa layers, \$2.50 to \$2.75; currants, cases, 6 to 6 1/2c.; bbls., 5 3/8 to 5 3/4c.; cartoons, cleaned, 7 3/4 to 8c.; bulk, cleaned, 6 3/4 to 7c.; prunes, boxes, 4 1/2 to 10c.; dates, 5 to 5 1/2c.; dried apples, 6 to 7c.; evaporated apples, 9 1/2 to 10 1/2c.; onions, \$2.20 to \$2.25 per bbl.; coconuts, \$4 to \$4.50 per 100 lbs.; figs, 8 to 10c.; Sultana raisins, 9 to 10c.; Malaga loose muscatels, 3 crown, 6 1/2 to 6 3/4c.; 4-crown L. M. Californias, 7 1/2 to 7 3/4c.; seeded muscatels, 1-lb. cartoons, 11 to 12c.; new Valencias, layers, 5 3/4 to 6c.; citron peel, 18c.; lemon peel, 12c.; orange peel, 13c.

SUGAR—The firm feeling continues. There is quite a range in quotations. There

is only a fair business doing. No doubt, this line will have more attention after stock-taking is over. We quote: Granulated, $4\frac{3}{8}$ to $4\frac{1}{2}$ c.; yellows, $3\frac{3}{8}$ to $3\frac{7}{8}$ c.; Paris lump, $5\frac{1}{2}$ to $5\frac{3}{4}$ c.; powdered, $5\frac{1}{4}$ to $5\frac{1}{2}$ c.

MOLASSES—Stocks here are getting low, particularly Barbadoes. Market has already shown some advance, and rather higher prices are looked for. There is some enquiry for small packages. About the only thing here is a little New Orleans. In this grade it continues to be difficult to get good values. Very little syrup has been offered this season. We quote: Barbadoes, 25 to 27c.; Porto Rico, 27 to 30c.; New Orleans, bbls., 28 to 30c.; Antigua, 22 to 23c.; St. Croix, 20 to 22c.

DAIRY PRODUCE—The country storekeeper is largely to blame for the bad butter with which this market is overstocked. In the first place, he pays the same price for good and bad butter. Then much of that of which was good is spoiled by the carelessness with which it is kept. The market is dull. In cheese everything is quiet and prices easy. There is nothing to make a market. Eggs are a feature, or rather the lack of them, for they are very scarce and high, with a good demand. We quote: Dairy butter, 15 to 18c.; creamery, 18 to 20c.; prints, 20 to 22c.; cheese, $9\frac{1}{2}$ to 10c.; eggs, 23 to 24c.

FISH—The chief attention is given to frozen fish. So far it has been a quiet season. Owing to lack of stock, herring have the best demand. There were very few to hand this week. In cod and haddock there are fair receipts. Dry fish showed a larger movement and full prices are obtained. Pickled herring are rather easier, though stocks are not large. There is a good demand from the west for boneless fish. Smoked herring keep low. Smoked haddies are a good supply and find free sale. Bloaters and kippered herring are about out of the market. A few lobsters are seen. Some to hand this week were particularly good. Full prices are asked. Smelts, frozen, are higher. The shipments are not as large as usual. We quote as follows: Large cod, \$3.25 to \$3.50; medium, \$3 to \$3.25; pollock, \$1.75 to \$1.85; pickled herring, \$1.80 to \$1.90 per half-bbl.; smoked, herring $6\frac{1}{2}$ to 7c.; Canso, pickled, \$5 to \$5.25 per barrel; boneless fish, $3\frac{1}{2}$ to $4\frac{1}{2}$ c.; cod, 6 to $6\frac{1}{2}$ c.; frozen cod and haddock, 2 to $2\frac{1}{2}$ c.; herring, 75c. to 80c.; smelts, 5 to 6c. per lb.; finnan haddies, 4 to $4\frac{1}{2}$ c.; lobsters, 10 to 12c.; small 4 to 6c.

PROVISIONS—There is a somewhat better business on account of the outlook for higher prices. Much of the old clear pork which was held here has been sold. This

has very much improved the market. For mess pork there is a good demand at the higher prices. Beef, while higher, shows little sale. In lard there are fair stocks here; movement is light; prices rather higher. Some Prince Edward Island lard was offered this week quite a little below Ontario prices. We quote: Clear pork, \$14.50 to \$15; mess, \$14.00 to \$14.50; plate beef, \$13.50 to \$14.50; hams, 11 to 12c.; rolls, $9\frac{1}{2}$ to 10c.; pure lard, 8 to $8\frac{1}{2}$ c.; compound, $6\frac{1}{2}$ to 7c.

FLOUR, FEED AND MEAL—Flour has proved the feature of the week; but while a fair business has been done, our buyers were not inclined to follow the market in upward tendency, it being felt that the present price of wheat is high. Oatmeal and oats are high, with a rather quiet market. Feed continues high and scarce. Cornmeal, however, is still held at the low figure. There is a large and steady sale. Beans are in light supply, but the market is rather easier. Both barley and split peas are higher. We quote: Manitoba \$5.75 to \$5.80; best Ontario, \$5.10 to \$5.15; medium, \$4.90 to \$5.00; oatmeal, \$3.70 to \$3.80; cornmeal, \$1.90 to \$2; middlings, \$18 to \$19.00; bran, \$17.50 to \$18.00; hand-picked beans, \$1 to \$1.05; prime, 90 to 95c.; barley, \$3.20 to \$3.25; round peas, \$1.25; split peas, \$3.25 to \$3.40; yellow eye beans, \$1.75; oats, 36 to 38c.

ST. JOHN NOTES.

Connors Bros., of Black's Harbor, expect to can this season ten thousand cases of lobsters. They are getting \$10 per case.

Fresh herring are scarce at Grand Manan. A number of Grand Manan vessels have gone to Magdalen Islands and Newfoundland for fish.

Mr. Walter R. Miles, representing Peek Bros. & Winch, London, who has been on his regular yearly trip to England, arrived back this week.

W. C. Clawson, agent for Clarkson's corned beef, has had a busy week booking orders. Canadian canned meats are growing in demand here.

New Brunswick boys who go away from home usually give a good account of themselves. The first Mayor of Sandon, B.C., is E. R. Atherton, formerly of Fredericton.

With the city retail grocers, Knox's gelatine is becoming a standard line since its introduction, but a few months ago. Sales have steadily increased. C. & E. Mac-michael are the distributors for this city.

The Woodstock Board of Trade does not fall in with the idea that the date of packing should be put on canned goods, thinking it would cause a prejudice against goods, if only one year old, in the minds of the

consumer, for which there is no ground, and would interfere with trade, causing a loss to holders, which they should not be called on to bear.

The grocers' picnic committee entertained a large number of the retail grocers at an oyster supper one evening last week. It was pronounced a great success. Among the guests was the Mayor, Mr. Geo. Robertson, who for many years was one of the leading retail grocers of the city, and is now in the wholesale business.

ENAMELINE GROWING.

About February 1, J. L. Prescott & Co., the proprietors of "Enameline," the well-known stove polish, will remove their New York offices from 11 Jay street, to the Gerken building, corner of West Broadway and Chambers street, which building has become the centre of the New York jobbing grocery trade. This change became necessary on account of an enormously increasing demand for the product of this house.

The new offices of "Enameline" are being elegantly fitted up with all the latest improvements, and will be a credit to the owners of one of the most popular proprietary articles in the grocery trade of America.

One of the features of the new offices will be the export department, to meet the requirements of the constantly increasing European trade, which has, according to the firm, already reached proportions never before attained by any proprietary article in the grocery trade of the United States.

The new offices will occupy the eleventh storey of the Gerken building, where the outlook from the windows is one of the most superb in the city of mammoth office structures.

A FEATURE IN BUTTER.

A remarkable feature of the butter market in Toronto this season is that low-grade dairy butter, in tubs, had been cleared off the market before the end of January.

Generally, the commission dealers have been overloaded with this article, which has remained on their hands through the whole winter.

Mr. Park, of the Park, Blackwell Co., Limited, states that in his experience of over 30 years he never knew the market to be so free of this butter at this time of the year.

Some dealers express the opinion that butter-makers are becoming more skilful or more careful, and consequently do not produce as much "bad" butter as formerly. Others are of the belief that the increase in the number of winter creameries has had the effect of decreasing the amount of dairy made, the poor stuff specially.

Guaranteed to keep in any climate.



ALL THE TIME

There is no season of the year when the retailer cannot sell *OWL BRAND CONDENSED MILK*. It will keep in all climates, hot, cold, damp, or dry, it makes no difference. You take no risk whatever in ordering our brand, as it is sure to sell and will never ferment. Try it yourself and be convinced that there could not be a better article of its kind on the market.

The Canada Milk Condensing Co. - Antigonish, N.S.

THE DOMINION BANK

Capital (paid-up).....\$1,500,000
Reserve Fund.....1,500,000

DIRECTORS

HON. SIR FRANK SMITH President.	W. INCE. EDWARD LEADLEY. WILMOT D. MATTHEWS. A. W. AUSTIN.	W. R. BROCK.
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HEAD OFFICE TORONTO

AGENCIES

Belleville	Cobourg	Lindsay	Orillia
Brampton	Guelph	Napanee	Oshawa
Seaforth	Uxbridge	Whitby	Winnipeg

TORONTO—Dundas street, corner Queen.
" Market, corner King and Jarvis street.
" Queen street, corner Esther street.
" Sherbourne street, corner Queen.
" Spadina avenue, corner College.

Drafts on all parts of the United States, Great Britain and Europe bought and sold.

Letters of Credit issued available at all points in Europe, China and Japan.

R. D. GAMBLE, General Manager.

Golden Leaf Japan

**T
E
A
S**

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

George Foster & Sons
BRANTFORD, ONT.

Sterling Brand Pickles . .

(IN BOTTLES ONLY)

are becoming immensely popular because of their superiority.

Do You Sell Them ?

Prepared by

T. A. LYTLE & CO.

Vinegar Manufacturers, TORONTO

Evaporated

**POTATOES
ONIONS
CELERY
BEETS
CABBAGE, ETC.**

Entirely free from moisture. Natural flavor retained. Warranted to keep in any climate.

WARREN BROS. & CO.
TORONTO.

BUY

Ivory Bar Soap

THE BEST MADE

Extra Choice

**Hams Bacon
Pure Lard
Mess Pork**

PARK, BLACKWELL & CO., Limited

Pork and Beef Packers,

TORONTO

Jams

ALL KINDS

In 1-lb. Glass Gem Jars.

PERKINS, INCE & Co.

TORONTO.

Quality Equality

“**Excelsior**”

EASILY THE BEST.

Uniform Reliable
Exquisite Delicious

Supersedes all ordinary

Coffees

**Todhunter, Mitchell
& Co.**

Coffee Specialists.

Roasting by Patented Process.

MANITOBA MARKETS.

WINNIPEG, Jan. 31, 1898.

TRADER, which quieted down immediately after the holidays, is now picking up again, and business is quite brisk for this season of the year. The weather has turned colder than we have had it all winter, and business seems to be better on that account.

The Hudson Bay Co.'s stores have a very smart appearance, now that the new metallic ceilings are finished. The design is square panels and the pattern a very handsome one. Another improvement is the removal of the inside windows, thus leaving the large show windows open to the store. This arrangement gives more light and adds to the apparent size of the store. In one of these windows, your correspondent noticed a tasteful arrangement of Peak, Frean & Co.'s fancy biscuits, a line seldom, or never, seen here. There were the opera wafer, celery water, dinner wafers, wavelets, German macaroons, and about twenty other varieties, all in fancy glass boxes. Speaking of biscuits, the H. B. Co. make a great specialty of a traveler's biscuit, which is now much in demand for Klondyke trade, or, in fact, any long-distance travel where carrying is a consideration. It is composed of flour, oatmeal, shorts, vegetables and meat, and will keep for an indefinite length of time, and there is no doubt it is one of the most nutritious biscuits made, and is also very palatable.

The canned tomato situation here is decidedly peculiar. Factory prices in the east are \$1.25 per dozen, and this would mean \$3.10 per case if laid down here to-day, and yet latest lists, issued by Winnipeg houses, show a range of prices from \$2.30 to \$2.45 per case. Peas and corn are higher, but are somewhat in the same position as the tomatoes, as some wholesale houses are offering them for less than the price in the east to-day, not speaking of freight. It seems strange that Winnipeg jobbers do not take advantage of a rising market for these goods. To reduce a price is always easy enough, but here dealers seem loth to raise the price in proportion to market advances in the east. Markets have not shifted much during the week.

SUGAR—Market remains about the same as last week, with no indications of an immediate advance in price. Granulated, 5 1-16c.; yellow, bright, 4 1/4c.

EVAPORATED FRUITS.—This market is firm and steady. Apricots show no signs of decline at to-day's price of 11c. Prunes in small sizes are scarce, with every indication of higher prices. To-day's market at 4 1/2c. gives the impression that there will be a sharp advance within two weeks. The larger sizes are offered more freely, but

prices are based on the price of the small fruit. Peaches are cheap at the prices offered, and there is a very reasonable prospect of an advance proportionate with the advance in prunes. Fancy peeled, 17c.; unpeeled, 10 to 12c., according to quality. Pears are cheap, as there is never much demand for them in this market; price, 10 to 11c., according to quality. Apples are firm. Dried have advanced 1/8c. since last week, while evaporated apples are worth 11 1/2c.

DRIED FRUITS—In Valencia raisins, this market is not heavily stocked, owing to the large importations of California muscatels. Fancy Valencia layers are worth \$2.15 per box; fine off-stalk Valencias, \$1.75 to \$1.80; California muscatels, 3-crown, 6c. Currants are higher with no apparent possibility of a decline. Price 6 1/2 to 7c. according to quality and package. Figs are without change.

NUTS—Filberts, 10c.; fancy Grenoble walnuts, 13c.; almonds, fancy Tarragona, 12 1/2c.; Brazils, large size, 13c.; Peccans, 2-crown, 13c. Valencia almonds, market is bare and prices higher, being now 28c. Jordan almonds, sales are small; market firm and price advancing. No. 1, 45 to 50c.

BUTTER—Market is without change. As the season advances dealers are buying only in small quantities.

EGGS.—Market is without change. Market is largely controlled by one house, and though the weather is colder, there is no likelihood of any advance in price.

CURED MEATS—This market is still stiff with no indication of decline, though new price lists will probably be out in a few days. The following quotations apply to American meats: Extra short clear, 8 1/8c.; extra short clear, dry salt, 7 1/2c.; breakfast bellies, boneless, 11c.; backs, 10 1/2c.; hams, 11 to 11 1/2c., according to average; shoulders, 8 3/4.

FISH—In this market there is no change, and very little stock will move before Lent.

COFFEE—Rios, market dull and prices exceptionally low. Standard No. 5, 10 to 11c. Javas and Mochas remain at about the same. Fancy Preanger Java (green), 25 1/2c.; Fancy Aden Mocha (green), 25c.

TEAS—This market has very few changes. There is no question that package tea is becoming popular, and it stands to reason that, to a certain extent, it affects the sale of bulk teas, and while this is, no doubt, detrimental to the retail grocer, he is obliged to carry a certain stock of package teas.

RICE—It seems impossible for any No. 1 Crystal rice to be got into this market. The market here is perfectly bare, and it is a nice question when the next lot will be obtained. No. 2 Japan was offered last week, but sales

could not be consummated. China rice is in good demand at a higher figure. Siam, 5c.; Rangoon (B), 4 1/4c.

CEREALS.—This market is without change for the week. All stocks at present, or nearly all, are American goods. Beans are \$1.20. This seems a low price for the time of the year and there is probability of an advance.

GREEN FRUIT.—Price is unchanged and market steady. Considerable interest is being taken here in the question of prohibiting American fruit. This prohibition would be a serious thing to Manitoba as the great bulk of our soft fruits come from the American side. Ontario has never yet laid them down here in good shape, and B.C. is very little better, and beside B.C. could not meet the demand. The consumption of fruit in Manitoba is always enormous in spite of high prices.

RETAIL GROCERS TO DANCE.

The Toronto Retail Grocers' Association will hold, on Monday, Feb. 14, its annual entertainment. This year it will be a *conversazione*, and will be held in St. George's hall, Elm street. Besides cards and dancing, a good programme of music and specialties have been provided. A supper will be served during the evening. Single tickets will be 50c.; double tickets, 75c.

WANTED—CAR LOTS OATS, PEAS, Rye, Buckwheat, Timothy and Clover Seed. Write or wire, stating station, quality, grade and price your station. Terms: sight draft, B.L. attached.
Jos. Ward & Co., Exporters, Montreal.

BOOKS FOR THE RETAILER

Full of good practical hints on live subjects. Every merchant should keep himself well posted on matters concerning the welfare of his business.

The following series of pamphlets by experienced business men, deal with matters of importance to the retailer and are well worth his careful perusal.

Pitfalls of the Dry Goods Trade

Three pithy papers dealing with Credits, Honesty, Clerks, Expenses, Over-buying, Profit, Capital, etc., etc.

Buying, Selling and Handling of Teas

Three valuable articles full of ideas and suggestions for grocery men.

Causes of Failure in the Hardware Trade

and how avoided. Three comprehensive prize essays reprinted from **HARDWARE AND METAL**.

Necessary Books for a Retailer

By a practical accountant. This treatise deals with systems of bookkeeping and checking calculated to reduce mistakes and omissions, etc., etc., to a minimum. **Most useful book for any retailer.**

Any one of the above mailed for . . . **10 cents**

New Customs Tariff

Alphabetically arranged and revised and corrected from the official copy as assented to by the Governor General, June, 29, 1897, including the old Tariff by way of comparison. Also comparative rates of the Dingley and Wilson (United States) Tariffs.—**15 cents.**

Credits, Collections and their Management

a most complete and comprehensive work of great importance to any business man.—**\$1.50.**

Address

The MacLean Publishing Co. Limited
TORONTO and MONTREAL

Cassidy Crockery

China, Glass, Lamps, Fancy Goods, etc.

 **NEW GOODS** 

Our buyer having just returned from visiting the principal markets in Europe and the Continent, where he has spent the past few months picking up all the latest designs and novelties, we beg to advise our numerous customers that we are now prepared to execute all orders entrusted to us at short notice.

Import Orders a Specialty

Get our quotations before placing your orders elsewhere.

The John L. Cassidy Co.

339 and 341 St. Paul Street

Limited.

MONTREAL



ROUND BOYS IN SQUARE HOLES.

YOU cannot look into a cradle and read the secret message traced by a Divine hand, and wrapped up in that bit of clay, any more than you can see the North Star in the magnetic needle. God has loaded the needle of that young life so it will point to the star of its own destiny; and though you may pull it around by artificial advice and unnatural education, and compel it to point to the star which presides over poetry, art, law, medicine, or your own pet calling, until you have wasted years of a precious life, yet, when once free, the needle flies back to its own star.

"Rue it as he may, repent it as he often does," says Robert Waters, "the man of genius is drawn by an irresistible impulse to the occupation for which he was created. No matter by what difficulties surrounded, no matter how unpromising the prospect, the occupation is the only one which he will pursue with interest and pleasure. When his efforts fail to procure means of subsistence, and he finds himself poor and neglected, he, like Burns, often look back with a sigh and think how much better off he would be had he pursued some other occupation, but he will stick to his favorite pursuit, nevertheless."

Civilization will mark its highest tide when every man has chosen his proper

work. No man can be ideally successful until he has found his place. Like a locomotive, he is strong on the track, but weak anywhere else. "Like a boat on a river," says Emerson, "every boy runs against obstructions on every side but one. On that side all obstruction is taken away, and he sweeps serenely over a deepening channel into an indefinite sea."

Only a Dickens can write the history of "Boy Slavery"—of boys whose aspirations and longings have been silenced forever by ignorant parents; of boys persecuted as lazy, stupid, or fickle, simply because they were out of their places; of square boys forced into round holes, and oppressed because they did not fit; of boys compelled to pore over dry theological books when the voice within continually cried, "Law," "Medicine," "Science," "Art," or "Business"; of boys tortured because they were not enthusiastic in employments which they loathed, and against which every fibre of their being was uttering perpetual protest.

It is often a narrow selfishness in a father which leads him to wish his son a reproduction of himself. "You are trying to make that boy another you. One is enough," said Emerson. John Jacob Astor's father wished his son to be his successor as a butcher, but the instinct of commercial enterprise was too strong in the future merchant.

Nature never duplicates men. She breaks the pattern at every birth. The magic combination is never used but once. Frederick the Great was terribly abused because he had a passion for art and music, and did not care for military drill. His father hated the fine arts, and imprisoned the boy. He even contemplated killing his son, but his own death placed Frederick on the throne at the age of 28. This boy, who was thought good for nothing, because he loved art and music, made Prussia one of the greatest nations of Europe. — "Pushing to the Front."

NO GEM JARS THERE.

A gentleman, according to The Farmer's Sun, of Toronto, who has just returned from England, says that he did not see a single gem jar during all the time he was over there. He saw some canned apples, but this was the only kind of canned fruit that he found. He says there is any amount of preserved fruit on the market, but none prepared in the manner of that put up in sealers in this country. He says he intends going back to England for the purpose of establishing this industry there.

The Cowan Co., Limited, of Toronto, manufacturers of cocoa, chocolate, icings, etc., have just received a bronze medal, which was awarded them by the Toronto Industrial Exhibition of 1897.

CUT TOBACCOS...

These brands are pushed by all dealers who look for intrinsic value in the goods they handle.

SNUFFS. We are the largest snuff manufacturers in Canada. All the standard makes.

Jobbers in any locality will quote you prices.

Manufactured by the well-known firm

B. HOUDE & CO., Quebec, Que.

THE PORT WINE YIELD.

Feuerheed, Bros. & Co., 47 North Lane, London, E.C., write their agents in Montreal, Battersbury, Chard & Jackson, as follows, regarding the situation in port wine:

"The port wine district has produced only a small quantity this year, but the wines are of good quality. The vines showed an exceptional quantity of bloom, due to the perfectly matured young wood of last season; but cold, ungenial weather during the flowering caused considerable damage, and only a small proportion of the grapes were set. All that remained, however, matured to perfection during an exceptionally fine warm summer, whilst the gathering season was equally well favored.

"We estimate the product at somewhat less than 30,000 pipes.

"The prospects of the Douro district are improving year by year, many of the finest vineyards are replanted and bear the appearance as of old, whilst the large plantations on new soil afford additional proof of

the future port wine production being fully assured.

"Formerly it was estimated that the Douro district was capable of producing 100,000 pipes per year, and, even now, we think we are not far out in assessing it at 80,000 pipes.

"In the other Portuguese districts a moderate quantity of wine was made, sufficient for the home consumption of Portugal, but scarcely enough for the manufacture of wine spirit at moderate prices.

STATISTICS OF THE LAST TEN YEARS.

	Estimated Production. Pipes.	Exportation to all Countries. Pipes.
1887.....	50,000	71,511
1888.....	66,000	85,329
1889.....	52,000	85,211
1890.....	56,000	84,652
1891.....	54,000	89,569
1892.....	60,000	114,653
1893.....	36,000	93,329
1894.....	48,000	82,062
1895.....	60,000	91,129
1896.....	40,000	104,098
1897.....	30,000

MORNING DEW

Virginia Flake Cut.

CHAMPAIGN

Virginia Cut Plug.

GOLDEN LEAF

Virginia Cut Plug.

HUDSON (For Smoking
or Chewing.)

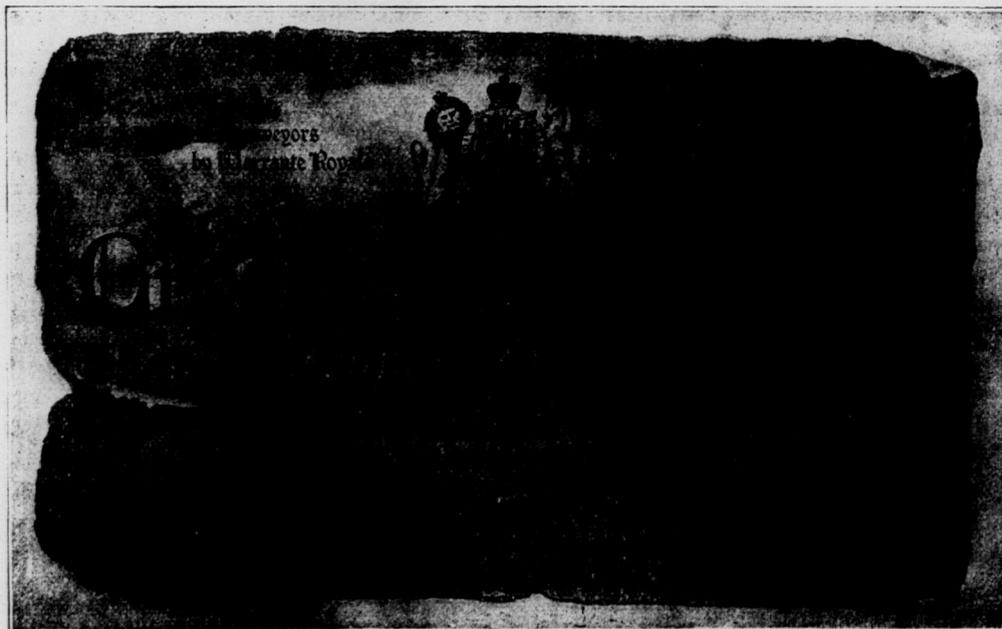
Kentucky Curly Cut.

"The exportation of any particular year does not, of course, correspond to the estimated Douro production, since the wines are not shipped in the year of their growth.

"The aggregate exportation exceeds the total estimated Douro production considerably, as the former includes all wines shipped from Oporto, and of these a large quantity are the products of other districts, sent, for the most part, to Brazil."

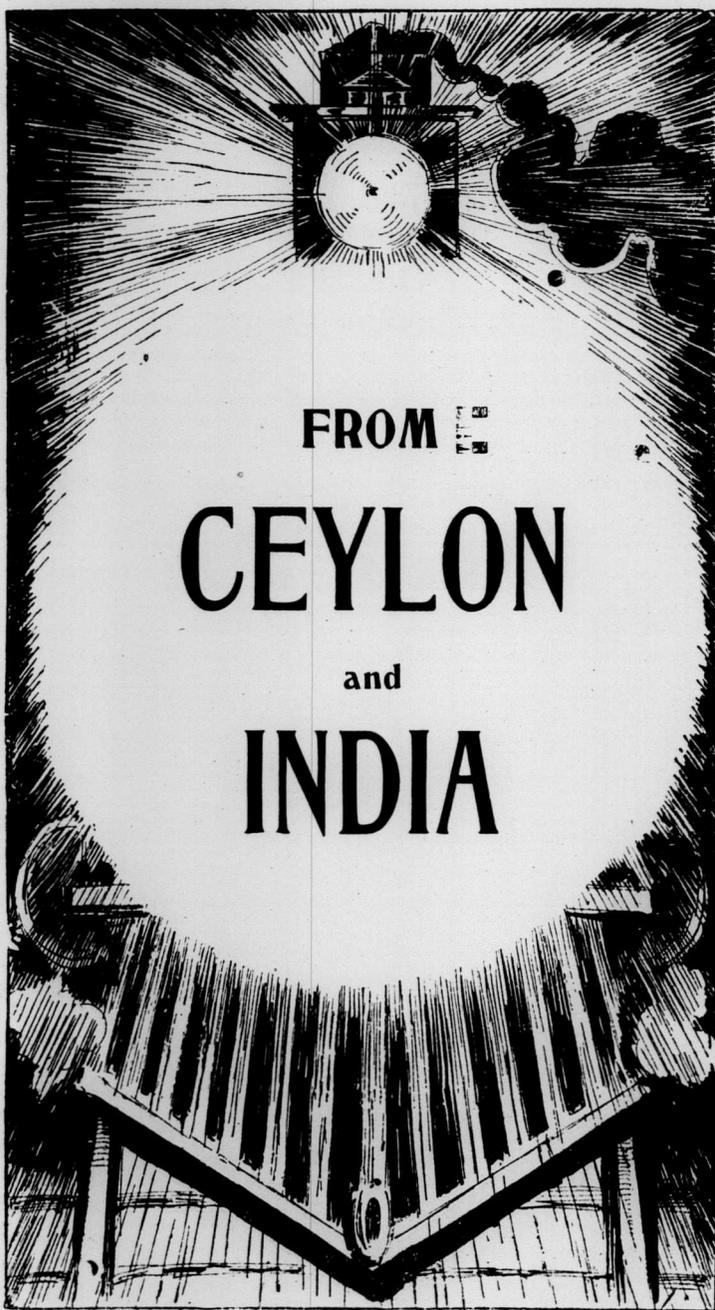
THE PROOF OF THE PUDDING.

The E. B. Eddy Co., Limited, write: "We have the pleasure to say that, after according to the ladies the palm of being the most careful newspaper readers, and the best judges of a good thing, as evidenced by the requests we have had from thousands of them throughout Canada for a copy of the calendar we are to issue soon, the readers of your trade journals have been the most numerous applicants for our calendars, thus showing the wide-spread and well-read effect of an advertisement in each of your trade papers."



C. E. Colson

Montreal



Rushing to the Front!

—Nothing can stop the advance and growth of the Ceylon and
—India tea business—These teas are pure, clean, invigorating,
—please the consumer, and are as popular as they are economical.

**Use
Only**

Ceylon and India Teas

SENKE AND THE MERCHANTS' DINNER.

DID I not possess the ocular proof of a fan and a few souvenirs, I could believe the fete which I saw to have been but a midsummer's night's dream. A club of the great merchants of the city, wishing to do honor to two Tokio officials, devised a dinner, or geisha party, and included their American friends. The evening was one of the heaviest, hottest, and sultriest of the Kiota summer, and, after the sun sank in a bed of mist, swarmed with myriads of mosquitoes. Later, the full moon poured down a flood of silvery light that seemed to quiver with heat, yet, appalled in our uncomfortable regulation costume, we found our way through the lanes to the dark gateways of Nishi Otani's long approach. The broad, stone path lay marble-white in the moonlight between rows of gigantic trees, the tall stone lanterns looked like ghostly sentries, and fire-flies floated through the still, hot darkness. At the foot of the avenue a line of red lanterns hung glowing and motionless in mid-air, like so many strange fruits on the black branches. When we passed into the open, moonlighted court of the Gion temple and under its giant torii, we were received at a wide doorway by the master of the feast and the whole tea-house staff.

All the screens of the upper floor had been taken out, and three sides of the room were open to the night. We were conducted to seats at one end, the company gravely dropped upon the cushions ranged along either side, and the master of ceremonies, a great silk merchant and manufacturer, made a formal speech of welcome, and begged us to accept the poor repast they were about to offer. Every one bowed three times, a proper response was made, we all bowed again, and a file of nesans in dark silk gowns brought in tiny cups of tea. Then followed 10 of the most famous maiko of Kioto, dazzling beauties, who advanced noiselessly, two by two, in exquisite kimonos of painted crape and obis of woven sunshine, and with coronals of silver hair-pins on their heads. As they drew near, all gliding with the same slow grace, they knelt and sat before us the ozens, or low lacquer tables, holding cups, bowls, chopsticks and napkins.

The maiko advanced in a broad line, two of them bearing in a large tray on which lay a magnificent carp, still breathing, and with his scales shining as if just drawn from the water. The master of ceremonies advanced, and, receiving the tray from the maiko, set it on the mats and turned it slowly around for all to behold. As the maiko retired all leaned forward to watch the noble carp, as it lay quivering on its bed of moss and

cresses, with a background of greenery like a true Japanese garden. The custom of serving the living fish at a feast is a survival of a traditional usage that foreigners seldom witness. Morsels of the fish were presently lifted from its back and passed to the company. To us the performance was a kind of cannibalism possessing a horrible fascination, but the epicures uttered sounds expressive of appreciation as they lingered over the delicious morsels. A sudden jar or turning of the tray made the carp writhe, and left upon us a sense of guilty consent and connivance which lasted for days. Rice and eels were next served, another soup, more fowl, and then, with sponge cake, fruits and additional cups of tea, the feast concluded.

At midnight, when a monastery bell was softly booming from the mountain slopes, we began our adieus. Nearly 140 bows were to be made by each of us, for, after bowing three or four times, and saying "sayonara" to each of our hosts, we had to bid adieu to the lovely maikos, and acknowledge the salutations of the tea-house attendants. When we sat down at the doorway to have our shoes put on, we were dizzy enough to be grateful for the fanning that the tea-house girls bestowed upon us. A chorus of sayonaras accompanied us as we followed the coolies with their long lanterns out through the torii and into the black shadows of the temple grounds.

THE HALIFAX-JAMAICA CABLE.

The Canadian Pacific telegraph, by means of its new direct cable between between Halifax and Jamaica, which is now ready for business, has reduced the cost of sending a message from \$1.19 per word to 48c. per word. Heretofore there has been endless delay by the old route via New York, to Florida, over the Western Union lines, and from there over the International Ocean Cable Co.'s lines to Cuba, and on to Jamaica. Press and market reports will now go direct from Canada. The more rapid communication, with cheaper rates, should do a good deal towards increasing trade between Canada and the West India Islands.

PURE FOOD CONGRESS.

A call has been issued for a national pure food congress to meet in Washington, March 2, for the purpose of considering, agreeing upon and recommending legislation to "check the growing evil of adulteration in food, drink and drugs."

The apportionment of delegates is made so as to embrace, as far as possible, every interest involved in the production, manufacture and sale of food, drug and liquor products in proportion to the numbers engaged therein, and embraces the scientific and health departments, as well as those who have charge of local laws in the various states and territories.

CONCERNING RETAILERS.

Earle & Creighton, general storekeepers, Creemore, have dissolved. The new firm is Earle & McKinnon, who have just moved into the fine new Lenora block, the large double stores of which have been fitted up expressly for them.

C. F. Pequegnot, who has been doing a general business in Sandwich, Ont., for the past 25 years, under the style of Pequegnot & Co., has taken his son as partner. The firm will be hereafter C. F. Pequegnot & Son.

The firm of Timmins & Hutchison, general merchants, Alliston, have dissolved. Mr. Hutchison continues, under the style of Hutchison & Co.

Mr. Fred. Hartley, general store, New Durham, has succeeded J. M. Belfrey as manager of the Patron store, Everett.

H. Gilbert, general storekeeper, Mansfield, has, during the past season, enlarged his store two-thirds, and has now one of the largest country stores in his district. It will be filled with staple goods. Mr. Gilbert reports business good.

PERSONAL MENTION.

C. E. Colson, is due here this week, having sailed on the Teutonic from Liverpool last week.

Mr. W. M. Kilgour, book-keeper at the warehouse of T. Kinnear & Co., who, for 15 years have been employed with the firm, was on Saturday presented with a gold-headed cane and address by the employees, on the occasion of his leaving the employ of the company.

HOW TO SELL, THAT'S THE QUESTION.

The following clever parody was incorporated in a talk on credits by a Syracuse business man:

To sell or not to sell?
That is the question.
Whether it is better to sell the goods
And take the risk of doubtful payment,
Or to make sure of what is in possession,
And, by declining, hold them.
To sell; to ship, perchance to lose—
Aye, there's the rub?
For when the goods are gone,
What charm can win them back
From slippery debtors?
What of assignments, what of relatives,
What of uncles, aunts and mothers-in-law;
What claims for borrowed money?
What of exemptions, bills of sale, and the
 compromise
That coolly offers a shilling a pound;
And of lawyers' fees
That eat up even this poor pittance?
Yet sell we must,
And some we'll trust
But we skip the wust,
Or we'd surely bust.

AMONG THE RETAILERS.

Keep a neat delivery cart.
 It is no wonder some dealers find it almost impossible to secure and keep customers from the wealthier neighborhoods. Their store may be neat and clean, their stock the best on the market and at an easy margin, yet it seems that such customers will not deal with them. They call in frequently and get a bottle of pickles or a jar of marmalade, yet they persist in carrying it home themselves. The cause in many such cases will be found in the delivery rig used by these dealers. Most people desire to "keep up appearances," and when a grocer sends an order to a house in a cheap, second-hand rig, drawn by a cheaper, forty-second horse, it is not surprising that no more delivery orders come from that house. But when the delivery is sent in a neat, up-to-date rig, with a horse well fed and well groomed, it is natural the preference should be given the dealer sending goods in such a rig, even though the price be a cent or two higher. Cheapness that carries its marks with it, does not pay.

THE RAMBLER.

THE CURRANT SITUATION.

Mail advices from Patras, dated January 15, state that the shipments of currants from Greece, to all parts, from the beginning of the season to that date aggregated 87,391 tons, as compared with 110,850 tons for the corresponding period of a year ago. Of this quantity England took this year 48,438 tons, as against 43,201 last year; the United States 9,532 tons, against 10,877 tons; Canada, 1,438 tons, against 1,220 tons; Germany 20,009 tons, against 20,585 tons. The greatest disparity in the shipments are in those to Russia and France. The statement furnished shows no exports from Greece to Russia this season so far, while last year that country took to the middle of January 21,553 tons. France this season has imported but 680 tons against 3,349 tons last year.

Cable advices from Patras give the estimates of stocks of currants remaining in the country at from 12,000 to 16,000 tons.

GROGERS FRATERNIZE.

The grocers of St. John were given a supper by the grocers' picnic committee of that city on Thursday of last week.

The chairman of the evening was Ald. McPherson, the vice-chairman F. S. Bonnell, and the principal guests, Mayor Robertson, Ald. Tuft, and James Moulson.

Mayor Robertson, who is a grocer himself, complimented the grocers of St. John on the improvements made in the grocery

business during recent years, and on their standard as a class of men. He counselled the organization of a grocers' association, and that every business man of St. John should push the interest of that city as a winter port.

Ald. Tuft made a stirring speech emphasizing the loyalty of the grocers and other citizens of St. John, and the greatness of the British Empire.

James Moulson and Scott E. Morrell also delivered interesting speeches. The usual toasts were proposed and responded to most heartily. It is intended, if possible, to make the picnic and the supper annual affairs.

"If there be anything in the world I hate," said the proud plutocrat, "it is being patronized." "There's nothing I like better," said his acquaintance, who keeps the corner grocery.—Detroit Free Press.



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

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

A COCOA MAN'S WILL.

A recent Boston despatch says: "There was a great celebration in the suburban town of Milton to-night, when a cheque for \$100 on the local bank was given to each of about 425 working people, beneficiaries under the will of the late Henry L. Pierce. Mr. Pierce was identified for many years with the Walter Baker Chocolate Company, and the recipients of the cheques are those who were employed by this company at the time of his death.

"The celebration to-night took place at one of the mills, where a banquet was given, after which W. L. Putnam, executor of the will, gave out the cheques. The bank has provided itself with about \$50,000 in new bills to meet cheques if presented to-morrow, but as many of the beneficiaries are fairly well to do, it is not probable there will be an immediate rush for the money. A special legatee is Nathaniel Humphrey, who received \$2,000 to-night. He is 80 years old, and was an employee of the mills long before Mr. Pierce went there."



DEWAR'S FAMOUS SCOTCH

can be had from
Geo. J. Foy
R. H. Howard & Co.
Perkins, Ince & Co.
Adams & Burns

and all... first-class houses

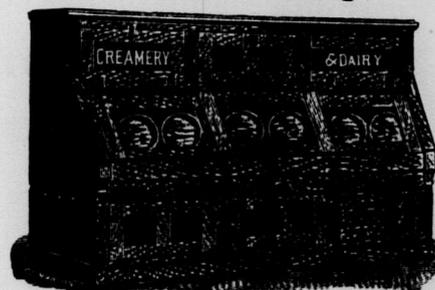
THE MODERN GROCER



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

Knowles, Ham & Nott Co., Limited
 BRANTFORD

Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.

This celebrated Refrigerator took Prize and Diploma at Montreal and Ottawa Exhibitions, 1897. Send for Catalogue and Price List.
C. P. FABIEN 3167-3171 Notre Dame St. MONTREAL.

Yucan Oil Blacking

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



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

SEIZURES OF TOBACCO.

THAT smuggling is carried on extensively along the international boundary line is a well-known fact to the Customs and Inland Revenue officers. This is particularly so in the district between Gretna and Morden, where coal oil, tobaccos, apples, and other goods bearing heavy duties are brought over in wagon loads and sold throughout the Mennonite reserve. One official said yesterday that fully 30 per cent. of the tobacco used in the Mennonite reserve was smuggled. Cans of tobacco are purchased in the United States at the rate of three for a dollar, which is 6c. less per can than the duty imposed by the Inland Revenue Department, so that the temptation to smuggle is strong. Last Sunday one of the officers went down from the city and seized several cans of tobacco, which were not stamped in accordance with the Inland Revenue Act. Two seizures were made Sunday and one on Monday morning, but by noon couriers were dispatched all over the district and the inhabitants had been warned by neighbors and messengers of the danger, so that further investigation was useless. The three men accused of misdemeanor was summoned to state their case. Two voluntarily paid fines of \$50 apiece.

One case was in the village of Summerfeld, where a man was accused of unlawfully having in his possession tobacco not put up in packages and stamped in accordance with the Inland Revenue Act. Another case was for unlawfully selling tobacco not put up in packages and stamped in accordance with the Act. Both acknowledged having brought over the tobacco from the United States without having paid the duty. The third case was at Rosenheim village, where the accused had manufactured tobacco in his possession not stamped. He was brought before two justices of the peace at Rosenfeld and \$50 penalty imposed. The law provides that the penalty for these offences must not exceed \$500 and not less than \$50, so those tried this week got off with light fines.—Free Press, Winnipeg, Jan. 28.

A CLERK A MENDER OF WATCHES.

THE CANADIAN GROCER is in receipt of a letter which reads as follows :

"I want to find a position as clerk with some country merchant. I can repair watches, clocks, and jewellery, and this ability would come in handy in some places remote from large centres, and my eyes are not good enough to work at it all the time. If you will interest yourself in mine and your customers' interests, I will bestow a present therefor of considerable value. I am a single man, 36, and a small salary would content me."

THE VALUE OF ADVERTISING.

During Christmas week one of our merchants, says The Orillia Packet, received direct evidence of the indirect value of advertising. He had for several years past made a practice of holding Christmas sales, and advertising them pretty extensively. This year, however, he did not do so. But a gentleman who had come to town from the north walked in one day and said : "You hold special Christmas sales, don't you?" "Well, we have," replied the merchant. "Where did you hear of it, may I ask?" "Oh, I don't know about this year," said the visitor, "but for the last two years I have noticed that you have advertised special reductions at Christmas. I did not want what you were advertising then, but I do now." And the merchant made a good sale. "Now, that is a case," said the delighted advertiser to a Packet reporter, "where I have direct proof that my advertising, though it did not bring me this customer at the time, made such an impression that when he did want something in my line, though it was a year after, he came to me. And for one case of the kind that I hear of I calculate that there must be many who never mention where they have learned of my business. This is in addition to the direct and immediate returns from the advertising, which were very satisfactory."



WINN & HOLLAND
MONTREAL
SOLE AGENTS
FOR CANADA

**PUREST THAT
CAN BE MADE**

BRUNNER, MOND & Co.'S

Bicarbonate of Soda

Soda Crystals

Concentrated Sal Soda

Caustic Soda

Bleaching Powder

Pure Alkali

**BEST IN
THE MARKET**

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



How Pleasant

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

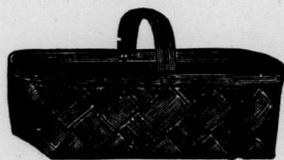
"WHITE MOSS" COCOANUT
it was SO delicious; we will use no other in future."

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

CANADIAN COCOANUT CO.
Montreal

THE Oakville Basket Co.

MANUFACTURERS OF

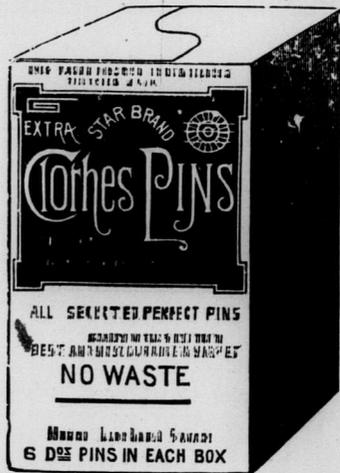


- 1, 2, 3 bushel grain and root baskets.
- 1, 2, 3 satchel lunch baskets.
- 1, 2, 3 clothes baskets.
- 1, 2, 3, 4 market baskets.
- Butcher and Crockery baskets.
- Fruit package of all descriptions.

For sale by all Woodenware Dealers.

OAKVILLE, ONT.

PACKAGE Clothes Pins



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

White Beans Dried Apples

Quarters. In small or car lots.

(5) **A. BEATTIE & CO. - St. Mary's**

For Sale Grocery Store

About \$2,000 worth of stock, with or without Fixtures; rent, \$35 per month; on principal street; business, \$500 per week, strictly cash. Good chance for live man.

(5) **Apply, Box G, CANADIAN GROCER**

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

BROCK'S BIRD SEED



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

NICHOLSON & BROCK - TORONTO

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

SALT

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

VERRET, STEWART & CO., Montreal - Quebec.

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



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

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE creditors of Morin Guillaume, general merchant, Notre Dame du Lac, Que., are trying to effect a compromise.

Jas. Lavasseur, general merchant, Bic, Que., has assigned.

M. Gaglietti, grocer, Kamloops, B.C., has assigned to K. K. Peisser.

W. H. May, grocer, Port Stanley, Ont., has assigned to Edgar E. Smith.

J. L. Langlois, general merchant, Amqui, Que., is offering 10c. on the dollar.

Charles D. Meikle, grocer, Richmond, Que., is offering 60c. on the dollar.

McRae & Co., general merchants, Elva, Man., have been granted an extension.

Otto Wile, general merchant, Bridgewater, N.S., is offering 40c. on the dollar.

Hector Normandin, grocer and liquor dealer, Montreal, is offering 25c. on the dollar.

Assignment has been demanded of J. E. Roy, general merchant, Riviere Blanche, Que.

W. H. Hackett, general merchant, St. Johns, Nfld, has compromised at 50c. on the dollar.

Sparling & Messer, grocers and confectioners, Morden, Man., have assigned to H. S. Lemon.

PARTNERSHIPS FORMED AND DISSOLVED.

Hutchinson Bros. have bought out Thos. Hardy, grocer, Armstrong, B.C.

Jaslow & Weber, bakers, Montreal, have dissolved, J. L. Weber continuing.

Shillington & Cameron, general merchants, Lauder, Man., contemplate dissolving.

Renauld & Co. have commenced business as general merchants in St. Ephrem de Tring.

Mrs. A. C. Higgins, general merchant, Allenford, has been succeeded by Stewart & Burr.

McDonald & McEachern have registered copartnership as general merchants in Souris, P.E.I.

Chas. Burrill & Co., grocers, etc., Weymouth Bridge, N.S., have dissolved partnership, Chas. Burrill continuing.

Aaron G. Clough and Leon L. Clough have registered as proprietors of the firm, Clough Bros., Stanstead, Que.

C. F. Pequenot, general merchant, Sandwich, Ont., has admitted his son as partner under the style of C. F. Pequenot & Son.

SALES MADE AND PENDING.

G. Martel, grocer, Montreal, has sold out.

P. H. Charron, grocer, Hull, Que., has sold out.

The stock of L. G. Thouin, grocer, Montreal, has been sold.

THEY GO TOGETHER

GOOD GOODS
AND
GOOD CUSTOMERS



CLARK'S MEATS
AND
SATISFACTION

CLARK'S MEATS

CANNOT FAIL TO PLEASE

ORANGE MARMALADE

Have you tried Upton's
Gilt Edge Brand ?

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

THOS. UPTON & CO., Hamilton

What a pleasure it is to have your Customers satisfied.

MONSOON
INDO-CEYLON TEA

is guaranteed to please, or we give back your money. Monsoon shows a good profit, and is meeting with a larger sale each week. • Put up in 20, 30 and 50 pound cases.

The stock of D. J. Evans, grocer, Richmond, Que., has been sold.

M. Blanchard, grocer, Morden, Man., has sold out to J. Freeborn.

A. McKerracher, general merchant, Northwood, Ont., has sold out.

The assets of M. L. Landry & Co., grocers, Montreal, are to be sold.

The assets of Joseph Desautel, grocer, Montreal, are to be sold on Feb. 8.

Chas. S. Fennell has succeeded E. Elliott, general merchant, Thomasburg, Ont.

C. A. Crecine has bought out E. W. Pike, general merchant, Desboro, Ont.

The stock of Rochon & Co., grocers, Ottawa, has been sold at 75c. on the dollar.

George H. Webber has registered as proprietor of the Webber Tea Co., Montreal.

Salmon & Walker, general merchants, Thorndale, Ont., have sold out to C. H. Lee.

W. B. Davey has bought out G. W. Averill, general merchant, Grand Forks, B.C.

R. J. Hopper & Co., general merchants, Rapid City, Man., have sold out to Le Page Bros.

W. R. Doherty, general merchant, Yarmouth Centre, Ont., has sold out to H. Allen.

The Colonial Canning Co., New Westminster, B.C., is advertising its business for sale.

Hall Bros., general merchants, Valdez Island, B.C., are advertising their business for sale.

L. Weber, general merchant, Hawkesville, Ont., has been succeeded by George Wetlauffer.

The stock of Louis Komiensky, general merchant, Digby, N.S., is advertised for sale by tender.

The stock of John E. Crowe, general merchant, Springhill, N.S., is advertised for sale by tender.

A. Dulmage, general merchant, Lakelet and Gorrie, Ont., is advertising his Gorrie business for sale.

The stock of A. Cinq-mars & Co., general merchants, Cedar Hill, has been sold at 65 1/2c. on the dollar.

The factory, plant, etc., of the estate of the Burford Canning Co., Limited., is advertised for sale by tender.

Louis S. Corisse, sr., general merchant and contractor, Ottawa, has sold his general store to John Dagenais.

CHANGES.

Georgiana Mathieu, wife of Alfred Normand, has registered as proprietress of the

FIGS

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

PRUNES keep bright and plump.

CURRENTS actually gain.

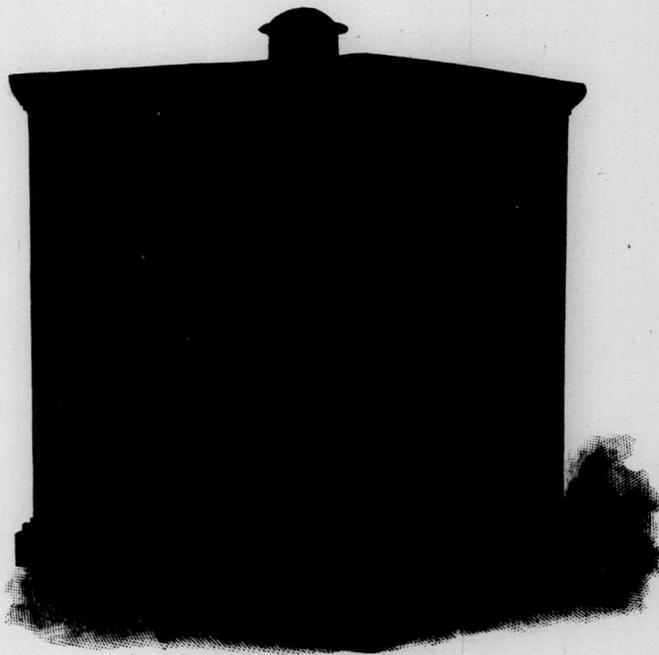
ALL DRIED FRUIT keeps fresh and full weight.

You save the cost in one season.

We have **PRAESERVO** Bread Cases Cheese Cases

WRITE US FOR

Catalogue and Prices.



THE CHEESE CASE.

ARTHUR P. TIPPET & CO. - MONTREAL.

firm A. Normand & Co., tobacconists and cigar dealers, Montreal.

Joseph Marcotte has started business as grocer in Montreal.

Julien Turbid has commenced business as general merchant in Quebec.

Wm. Bentcliff is opening out in business as a grocer in Springhill, N.S.

G. H. Matthews is starting business as confectioner in Westmount, Que.

Wilfrid Burr, general merchant, Bloomfield, Ont., is giving up his business.

George Herdt has registered as proprietor of the firm Herdt & Co., grain merchants, Montreal.

Simpson & Black, general merchants and fish dealers, Carbonear, Nfld., have closed down their business.

Gedeon Pomerleau is about commencing business as a general merchant in St. Ephrem de Tring, Que.

H. N. Turcotte, general merchant, is removing from St. Ephrem de Tring, Que., to Broughton Station, Que.

FIRES.

The stock of Victor Boileau, grocer, St. Henri de Montreal, has been partially damaged by fire; insured.

DEATHS.

James Goodfellow, of Goodfellow & Co., general merchants, St. John's. Nfld., is dead.

POSSIBILITIES FOR CANADIAN MUTTON.

A REVIEW of the dead meat trade during the past year suggests several considerations worthy of note from a Canadian standpoint. Despite some adverse circumstances, the volume of trade continues to grow, the increase in 1896 being substantially 10 per cent. The supplies of American chilled beef were considerably heavier than in the previous year, whatever may be the facts as to the shrinkage of the United States herds. The point to notice above all others is, however, as Dr. Fream observes in the Times, that though the resources of the Empire are not capable of furnishing a supply of beef sufficient for the needs of the United Kingdom, there can be no doubt that the supplies of mutton now drawn from the Continent, South America, and the United States could be replaced by shipments from Canada, New Zealand, and Australia. At the present time the colonies supply us with nearly 60 per cent. of the mutton imported, and they could probably supply the remaining 40 per cent. without seriously depleting their flocks. If, however, Canada is to make the most of her opportunities in the chilled meat trade, she must see to it that she profits to the fullest possible extent by the experience of her competitors. Thus, Australian traders are

taking effectual steps to cope with the problem of damaged cargoes. In this matter Australia has suffered seriously, but a remedy will, it is thought, be found by arranging with the shipowners for the appointment by the Underwriters' Association of inspectors to see that all necessary precautions are taken before the shipment of the meat, and that the refrigeration appliances on board are in all senses satisfactory. Is there not a hint for Canada here?—Canadian Gazette, London, Eng.

A PICKLE FIRM'S LIBERALITY.

One of the most noted resorts on the Atlantic seaboard is Atlantic City, New Jersey. A pleasant feature of the season there consists in promenading on piers extending out into the ocean, and listening to the music, accompanied by the ever-booming waves. The only detriment to the pleasure of these piers as promenades has been that visitors have had to pay for using them. The H. J. Heinz Co., pickle manufacturers, Pittsburgh, Pa., has secured possession of a pier extending 1,000 feet into the ocean. This pier will be open to the public, and an orchestra will perform day and night. Visitors to this pier will also be enabled to view the World's Fair exhibit of the H. J. Heinz Co.



Facts are Stubborn Things

IT IS A FACT THAT

KEEN'S MUSTARD

has over 150 years splendid reputation.

IT IS A FACT THAT

KEEN'S MUSTARD

has the call where Best Mustard is required.

IT IS A FACT THAT

KEEN'S MUSTARD

is unrivalled for excellence of flavor.

CURRENT MARKET QUOTATIONS

Feb. 3, 1898.
This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit.
Goods in large lots and for prompt pay are generally obtainable at lower prices.
All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports as a matter of news, whether manufacturers request it or not.

BAKING POWDER.
PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2 1/2 lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4 oz. cans, 4 and 6 doz. in case.....	1 25
10 cent can.....	0 90

Cook's Friend—

Size 1, in 2 and 4 doz. boxes.....	\$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	80
" 12, in 6 ".....	70
" 3, in 4 ".....	45

oat tins, 3 doz. in case..... 3 00
oz. tins, 3 "..... 2 40
oz. tins, 4 "..... 1 10
lb. tins, 1/2 "..... 14 00

Diamond— W. H. GILLARD & CO.

1 lb. tins, 2 doz. in case.....	per doz. 1 20
1/2 lb. tins, 3 ".....	90
1/4 lb. tins, 4 ".....	60

MAPLE LEAF BAKING POWDER.

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

THE F. F. DALLEY CO.

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

BLACKING.

P. G. FRENCH BLACKING. per gross

1/4 No. 4.....	\$4 00
1/4 No. 6.....	4 50
1/4 No. 8.....	7 25
1/4 No. 10.....	8 25

THE F. F. DALLEY CO.

English Army Blacking, 1/4 gross cases.....	\$9 00
No. 2 Spanish ".....	3 60
No. 3 ".....	4 50

per doz.

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

BERRY'S ENGLISH BLACKING.

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

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

THE ALP & A CHEMICAL CO.

Shoe Dressing— in 1/4 gross cases. Per Gross

French Oil in 3-doz. cases.....	\$ 22 00
Reliable Shoe Dressing.....	9 00
Ecliptic Combination tan.....	12 00
Moody's Ox Blood.....	12 00
" Chocolate.....	12 00
Alpha Chemical Co. French Castor Oil.....	9 00
Alpha Chemical Co. Refined Sweet Oil.....	9 00
Alpha Chemical Co. Turpentine.....	7 80
Moody's Non-Corrosive Inks.....	4 50

Shoe Blacking— in 1/4 gross cases.

Reliable French Blacking, No. 5.....	9 00
" No. 2.....	4 50
United Service Blacking No. 4.....	8 00
United Service Blacking No. 1 1/2.....	4 25
Patent Leather Polish No. 1 1/2.....	9 00
Waterproof Dubbin No. 4.....	9 00

per gross

Alpha Metal Polish No. 2.....	9 00
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Patent Stove Polish—

Sunlight Lead Bar.....	4 25
Sunlight Liquid, 1/2 gross cases.....	10 80
Moody's Black Lead.....	25
Reliable Stove Pipe Varnish, 1/4 gross cases.....	5 60
" 6-oz. bottles.....	5 00

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

Stove Polish—

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

STOVE POLISH.

RISING SUN STOVE POLISH
 For durability and for cheapness this preparation is truly unrivalled.

Per gross

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

Starch

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

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

THE F. F. DALLEY CO. Per gross



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

Fnameline.



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

BIRD SEEDS

BART. COTTAM & CO.

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

THE F. F. DALLEY CO.

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

NICHOLSON & BROCK.

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

CORN BROOMS

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

BLUE.

KEEN'S OXFORD. per lb.

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

CANNED GOODS. per doz.

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

" " 1/4's tins. 0 20 0 21
Sportsmen, 1/4's genuine French high grade, key opener. 0 12 1/2
Sardines, Sportsmen, 1/2's. 0 21
Sardines, key opener, 1/2's. 0 16 0 18 1/2
" " " 1/4's. 0 10 1/2 0 11
" " " 1/2's. 0 18 1/2 0 19
Sardines, other brands 9 1/4 11 0 16 3 17
" P. & U., 1/4's tins. 0 23 0 25
" " " 1/2's. 0 33 0 34
Sardines, Amer., 1/4's. 0 04 0 05 1/2
" " " 1/2's. 0 09 0 11
Mustard, 1/4 size, cases
50 tins, per 100. 10 00 11 00
Fruit in glass jars.
Haddies.
Kipperd Herring.

CANNED MEATS.

(CANADIAN.)

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

ARMOUR PACKING CO.—HELMET BRAND

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

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

WHITE LABEL.

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

CHEWING GUM.

ADAMS & SONS CO. per box

Tutti Frutti, 36 5c. bars. \$1 20
" (in cream pitcher) 36 5c. bars 1 20
" (in sugar bowl) 36 5c. bars 1 25
" (in glass jar) 115 5c. pkgs. 3 75
Pepsin Tutti Frutti (in glass jar) 115 5c. packages. 3 75
Pepsin Tutti Frutti, 23 5c. packages. 0 75
Round Pepsin, 30 5c. packages. 1 00
Cash Register, 390 5c. bars and pkgs. 15 00
Cash Box, 160 5c. bars. 6 00
Tutti Frutti Show Case, 180 5c. bars and packages. 6 00
Variety Gum (with book in each box) 150 1c. pieces. 1 00
Banner Gum (English or French wrappers) 115 1c. pieces. 0 75
Flirtation Gum (English or French wrappers) 115 1c. pieces. 1 20
Mexican Fruit, 36 5c. bars. 0 90
Sappota, 150 1c. pieces. 0 75
Orange Sappota, 150 1c. pieces. 0 75
Black Jack, 115 1c. pieces. 0 75
Red Rose, 115 1c. pieces. 0 75
Magic Trick, (English or French wrappers) 115 1c. pieces. 0 75

CHOCOLATES & COCOAS.

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

ECKITT'S Blue and Black Lead

(ALWAYS GIVE YOUR CUSTOMERS SATISFACTION)

12
9 00
6 00
8 00
7 80
ING. LD.
Per gross
\$ 8 50
4 50
10 00
5 00

A Popular Starch.

All laundresses agree on this one point, that in order to obtain the best results, a **high-class starch is indispensable.** Celluloid has long been recognized as the **Laundresses' reliable friend,** whose verdict in its favor has been so unanimous that it has won for itself, as a **cold-water starch,** a reputation which is world-wide.

THE BRANTFORD STARCH CO., Limited, Selling Agents, **BRANTFORD, ONT.**

Brantford Gloss—		
1 lb. fancy boxes, cases 36 lbs.	0 07½	
Brantford Cold Water Rice Starch—		
1 lb. fancy boxes, cases 28 lbs.	0 09	
Canadian Electric Starch—		
40 packages in case	3 00	
Culinary Starch—Challenge Prep. Corn—		
1 lb. pkgs., boxes 40 lbs.	0 05	
No. 1 Pure Prepared Corn—		
1 lb. pkgs., boxes 40 lbs.	0 06	
SUGAR.		
Granulated (Redpath, St.		per lb.
Lawrence, Acadia)	0 04½	
German (Canadian) bbls.	0 04 3 16	
(imported) bags	0 04 3 16	
Dutch, bags	0 04½	
Paris Lump, bbls. and 100-lb.		
boxes	0 05½	
" in 50 lb. boxes	0 05	
Extra Ground Icing, bbls.	0 05½	
Powdered, bbls.	0 05	
Cream	0 04 1 10	
Extra Bright	0 04	
Bright coffee	0 03 15 16	
Light Yellow	0 03	
Medium Light Yellow	0 03 15 16	
Yellow	0 03	
Demerara	3 50	3 75

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

SOAP.



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

BRANTFORD SOAP WORKS CO.



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

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

TEAS.

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

"SALADA" CEYLON.



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

Terms, 30 days net.

RAM LAL'S (lead packages)



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

"KOLONA"



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

Terms, 3 per cent. off 30 days.

CROWN BRAND.

(Ceylon in lead packages)

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

TOBACCO AND CIGARS.

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

WOODENWARE.

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

THE E. B. EDDY CO.

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

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

BRYANT & MAY.

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



LICORICE...

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

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Established 1845.

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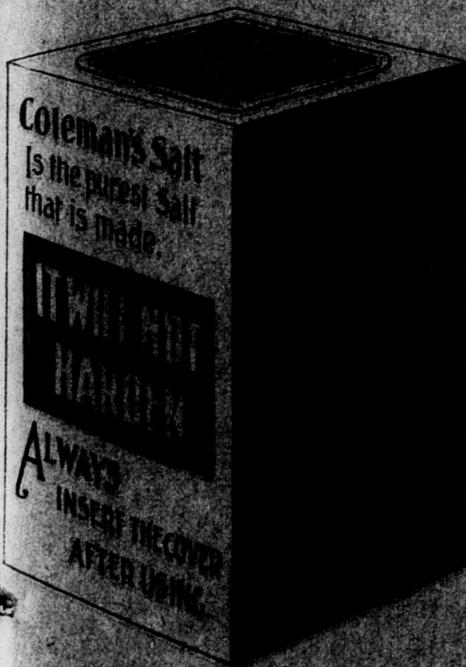


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J. H. WETHEY

Manufacturer St. Catharines, Ont.

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The 5-lb. carton, of which we give an engraving, is the best package in the market. Printed in three colors, red, black and yellow, with a tin cover, it combines an attractiveness for shelf display, together with a suitable, durable package, that will make it a ready seller. Specially adapted for first-class town or city trade.

We have all kinds, Fine, Coarse or Land Salt in barrels, sacks and bulk. Unequaled shipping facilities. Prompt shipment guaranteed.

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White Granite Plates

Three Sizes, (6-inch, 7-inch and 8-inch) that

Can be Retailed
for 5 Cents Each

Particulars Gladly Given.

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Send me your name and address on a postal card for full particulars.

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Alfred D. Hossack, Vancouver, B.C.
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OUTSIDE WRAPPER

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