

THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, MARCH 5, 1897.

No. 10

SELL ONLY THE BEST!

In Competition with the World we have received the

HIGHEST AWARDS MADE.

These
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...our claim that

COLMAN'S

— MUSTARD

IS THE BEST IN THE WORLD.

Kippered Herrings

The recognized leading Brand in all
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Fresh Herrings
Herrings in Tomato Sauce
Herrings in Shrimp Sauce
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Herrings a-la-Sardine
Preserved Bloaters, etc.

SALT HERRINGS IN KEGS. "CROWN" BRAND.

All Selected Fish from the famed
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For Sale by all Leading Grocers.

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Ox Tongues



No housekeeper has the facilities for producing such an exquisitely flavored meat as our Canned Ox Tongue (Helmet Brand with Yellow Label.) And no competitor, either, has mastered the secret, as we have, of securing the delicious juices which make the Ox Tongue famous. We want the trade of the wide-awake grocer, who knows a good article, and who buys it for the purpose of leading his competitors. Ask your jobbers for the Helmet Brand Yellow Label Ox Tongue.

Manufacturers' Agents:

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J. L. WATT & SCOTT
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**Armour
Packing
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Batty's



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

ALL WHOLESALERS
HAVE THEM.

. . . EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

. . . Montreal

is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.

McLAREN'S



The Best Grocers Make
a point of Keeping it al-
ways in Stock.

DON'T FORGET

That in selling Silver
Dust Washing Powder
you

MAKE MORE MONEY

than by selling any
other. It gives the
greatest satisfaction.
Don't wait for the
spring rush. Order
now.

The Silver Dust Mfg. Co.
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Crete Pride of Asia Tea

Does not produce

It is grown in

CEYLON

Packed in iron chests of 100-lbs. each.

We will advertise it among your customers and do all we can to win back from the pedlar and department store your legitimate Tea trade. If any tea in the world will do it, **Pride of Asia** is the tea.

WRITE FOR A CHEST.

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

Wholesale Grocers.

Standard Goods THE Best to Handle

**FOR
PURITY**

This brand is
always reliable.



**FOR
STRENGTH**

Highest test
98.7 pure.

"NEW PROCESS" SODA, FINEST ON THE MARKET.

Lazenby's Jelly Tablets

These are **ABSOLUTELY PURE** and
made with Choicest Flavorings only.

THEY STAND AT THE HEAD as the Finest Quality made.

FLAVORS

LEMON,
ORANGE,
CHERRY,

PUNCH,
COGNAC,
RASPBERRY,

VANILLA,
CHAMPAGNE,
MADEIRA,

CALVES' FOOT,
STRAWBERRY,
PINE APPLE.

BOXES CONTAIN: 2-doz. 1/2-pint, 1-doz. pint, or 1-doz. quart packets.



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F. H. TIPPET & CO.
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The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

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

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

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

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

CRESCENT BRAND



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

MANUFACTURERS OF

BICARBONATE of SODA

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

SODA CRYSTALS

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

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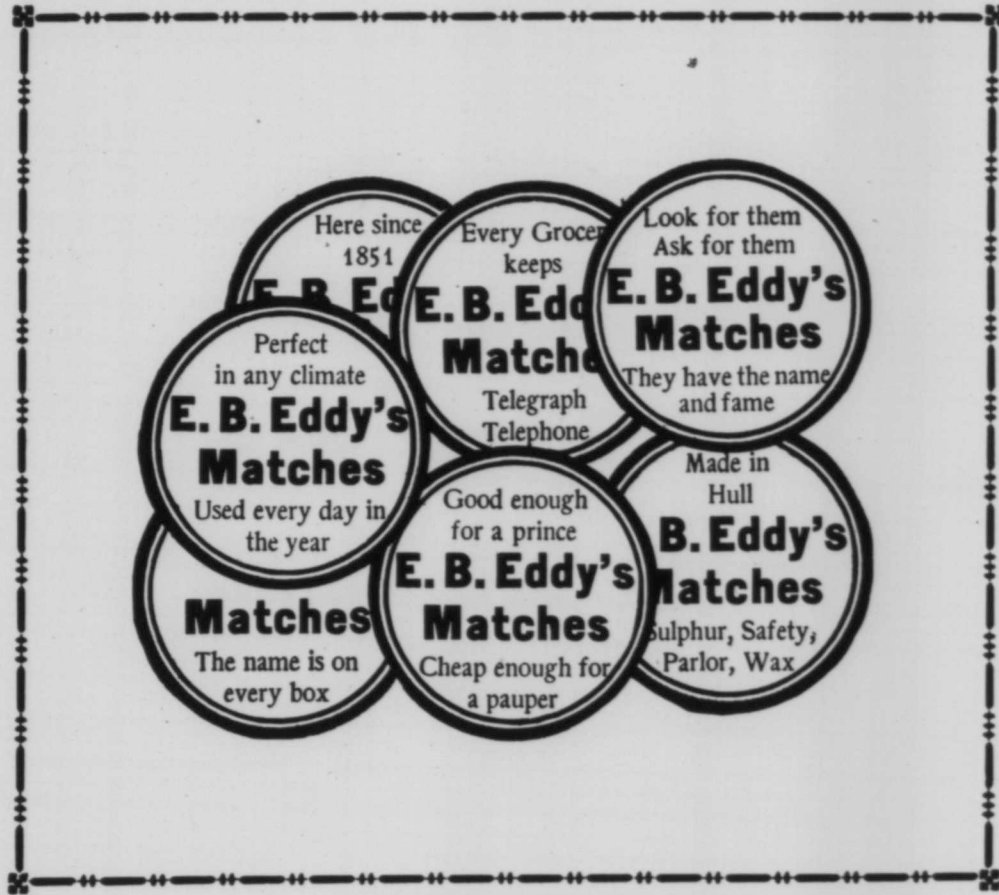
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Are not in it for making money

You can make a hit every time by carrying a stock of

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In it you have a sure money maker, not so with speculating in
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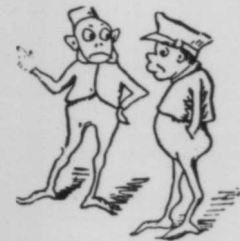
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Choice Pickings. Rare Liquor. Handsome Style.

Exceptional values in medium and high-grade teas that cannot be matched on to-day's market.

TO RETAIL AT 25 CENTS.

We offer some real bargains. Wide-awake grocers, rounding up stocks in anticipation of a duty, will do well to write for samples and quotations.



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Lean Sweet Tender

"Rose Brand" Bacon is made from young hogs. The tough back fat is stripped from every piece. It is very sweet and tender and is Sugar Cured. Consumers pay a little more for it, readily, because it is worth it. It competes in quality—not in price. It is made to sell to particular people. It is not possible to put up a Bacon that is more delicious in any respect than "Rose Brand" Bacon.

"Rose Brand" Bacon

"Rose Brand" Hams, Bacon, Lard

THE GEO. MATTHEWS CO. LTD.
OTTAWA AND PETERBOROUGH



The Best Cook...

in Canada cannot prepare better mince meat than mine. It is always pure, sweet and fresh, and is unequalled for making mince pies and patties, plum pudding, and cake. There are still a few people who have not tried it. If you can get them to take a package once you have their custom for all time.

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

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

THE CANADIAN GROCER

Vol. XI. (Published Weekly)

MONTREAL AND TORONTO, MARCH 5, 1897

(\$2.00 per Year) No. 10

COFFEE PLANTING IN BRITISH CENTRAL AFRICA.

By H. D. Herd, in Chambers's Journal.

ALTHOUGH by the latest arrangement between the British South Africa Co. and the Foreign Office with regard to these territories in 1894 the area over which the British protectorate immediately extends has been considerably lessened, there still remains under the direct administration of Her Majesty's Commissioner a country equal in extent to the area of Great Britain.

This country extends from Lake Nyasa on the north to a point on the Shire River near its confluence with the Zambesi on the south; but the district to which our attention is more particularly directed is that tableland lying between the Shire on the west and the borders of the protectorate on the east, and perhaps best known as the Shire Highlands.

Here is the latest home of coffee; and seeing that the country has now passed through its little fever of wars with the Arab slave-traders on its borders, and peace seems to have come to stay, we think that the present position of its staple industry and its future prospects merit a wider publicity in the interests of those to whose enterprise and hardihood the country owes what prosperity it has.

The history of coffee in Nyasaland dates back only to the year 1878, when three small coffee plants from the Edinburgh Botanical Gardens were taken out by Mr. Duncan, then gardener to the Church of Scotland Mission at Blantyre, and planted in the mission garden there. This was done at the energetic representations of Mr. John Buchanan. In the year 1880 the sole survivor of the three plants brought out by Mr. Duncan bore a crop of about 1,000 beans. From the distribution of the seed, three years later, may be dated the beginning of coffee planting on an extensive scale; but in 1881 the first serious attempt to put coffee on the home market, and to gauge its value as

a commercial product in competition with other coffees, was made by the late Mr. John Buchanan, of the firm of Buchanan Bros., whose name is so honorably connected not only with the commercial but the political development of the Shire Highlands.

A sample of the first crop was sent home for valuation, and was quoted in the London market at 85s. per cwt.

From this time onward the unsettled state of the country made the future of coffee very uncertain, till in 1889 the declaration of a protectorate restored confidence and gave a great impetus to the industry. Messrs. Buchanan Brothers opened up large plantations at Zomba, Michiru, and elsewhere, while the African Lakes Company's coffee at Mandala continued to do well. Mr. Brown, of Ceylon experience, settled in the Mlanje district, which had been strongly represented by the late Rev. Robert Cleland as exceptionally well suited for coffee; and Mr. Duncan, having now left the mission, opened up a plantation near Blantyre.

From this point, so rapid has been the progress made, that the late Mr. John Buchanan wrote in *The Central African Planter* for October, 1895, that no less than 100 plantations had been opened up under the respective interests in the country, and that these plantations represented an area of 6,000 acres under cultivation. The local revenue rose from nothing to £20,000 per annum in five years.

The services of Mr. Buchanan were recognised by the Government, and he received a C.M.G. in 1890. Much to the regret of everyone, he died on his way home for a holiday on March 9 of last year.

Mr. E. C. A. Sharrer is now the largest owner of estates in the protectorate, amounting to about 365,000 acres, of which only about 900 acres are under coffee. It has been suggested that planters should also

turn their attention to cotton-growing. Tobacco and tea have both been introduced.

So extraordinary has the development been during the last few years that since 1889 the quantity of coffee exported has increased in an almost geometrical progression. The exact figures have been:

	Tons parchment.
1889.....	5
1890.....	—
1891.....	10
1892.....	—
1893.....	42½
1894.....	74
1895.....	146
1896.....	(estimated) 350

The year 1897 is looked forward to as likely to prove a record year, chiefly because a very large number of plantations come into bearing for the first time in that year; some planters being so sanguine as to put the yield at 1,200 tons "parchment"—as the raw coffee is called before the membrane covering the seeds is removed.

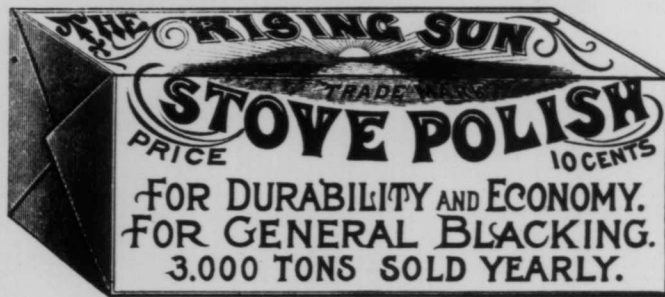
The varying degrees of success attained have been due to many different causes, arising mostly from inexperience in trying to reconcile the approved methods of coffee cultivation in Ceylon and India with the conditions of the new country; and partly also from local difficulties, as, for instance, the labor question, which were unforeseen, and could only be resolved as they presented themselves.

In the early days there was an abundance of local Yao labor, but the supply was irregular and unreliable. Constitutionally indolent, the natives in the immediate neighborhood of the plantations were soon satiated with calico and other barter goods; and in the wet season, just when labor in the plantations was most needed, there was none to be had, as the villagers had betaken themselves to the hoeing of their own gardens. The necessity for a reliable labor supply being evident, an attempt was made to bring down Atonga labor from the west of Lake Nyara, which was entirely successful, the newcomers readily engaging to work on the plantations for several months at a

THE RISING SUN STOVE POLISH

AND

THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

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

time, and this at the most important period of the year, the wet season.

A further step in advance was made by inducing the Angoni, an offshoot of the Zulus, and long the scourge and terror of Shire Highlands, to accept work in the dry season on the plantations; and now, instead of coming down in their thousands to devastate the country, they lay aside the shield and spear, and handle the hoe with equal skill. Only last year another large field of labor supply was opened by the subjugation of some disaffected chiefs on the north-eastern slopes of Mlanje. The Walolo, occupying a vast tract of hilly country to the east of Lake Shirwa, had for some little time been venturing down in small companies to work for the Europeans, but by the timely action of Sir Harry Johnston, Her Majesty's commissioner, against these chiefs, the whole Walolo country has now become accessible to European influence. It is evident that there is every prospect of an abundant labor supply, and in this respect the outlook is very bright.

The chief drawbacks to coffee planting have hitherto been the labor question mentioned above, and the inadequate and expensive means of transport. The Shire is navigable for the present flotilla of steamers plying upon it as far as Chiromo, three days distant overland from the coffee district. For a very few weeks during the rainy season it is possible to reach Katunga, a point about 28 miles from Blantyre. From the plantations to either of these points the coffee crop is carried in bags on the shoulders of coolies. The risk, inconvenience and expense attached to this mode of transport have been greatly felt, but even this difficulty is about to be met by the construction of a narrow gauge railway line which will run from Chiromo to Blantyre, passing through or near many of the largest plantations.

It is to be hoped that, acting in conjunction with the Portuguese Government, the promoters of this scheme may be able very shortly to extend the line all the way to the coast at Chinde.

The reckless mode of agriculture followed by the natives, by which they clear large tracts of forest land on which to make their gardens, is becoming so serious a question that the expediency of legislation in the matter has been considered. It is well known that deforestation is followed by a decreased rainfall, which reacts not only on the coffee crops, but on the health of the European. And where such wholesale clearing has taken place, land which might otherwise have been good for coffee is rendered temporarily useless for want of shade.

Efforts are being made to lessen the various circumstances disadvantageous to coffee by better systems of irrigation, planting of shade trees, and manuring. As showing the enterprise which is so prominent a characteristic of those Central Africa pioneers, it might be stated that during the past year a Chamber of Commerce and Agriculture has been formed, which promises to do much good in securing authoritative and unanimous action on the part of the planters in questions affecting their interests. But perhaps, above all, The Central African Planter, started last year and so ably conducted by Mr. R. S. Hyde, F.R.S.G.S., in the planting interests, is an unequivocal sign of a very bright and prosperous future for coffee in Nyasaland.

By the foresight and discretion of Her Majesty's commissioner, who has given the industry much encouragement and consideration, the danger of introducing the leaf disease so common in Ceylon and India has been averted. No seed is allowed to be introduced into the country, even though sterilised, and although some inconvenience has undoubtedly thereby arisen, the risk justified the stringent measure.

The eyes of Ceylon planters have been for some time turned to Nyasaland, and in 1895 was formed the "Nyasaland Coffee Co., Ltd.," with a capital of 300,000 rupees. The quality of the coffee has been highly spoken of by the London coffee brokers, and

it holds its own with the best Ceylon and Mocha coffees.

The late Mr. John Buchanan estimated that to bring a plantation of, say, two hundred acres into bearing in the third year would require an expenditure of two thousand to two thousand five hundred pounds (sterling). And he cautioned planters against allowing the trees to bear too heavily in the maiden crop, as there is a danger of the plant being thereby weakened.

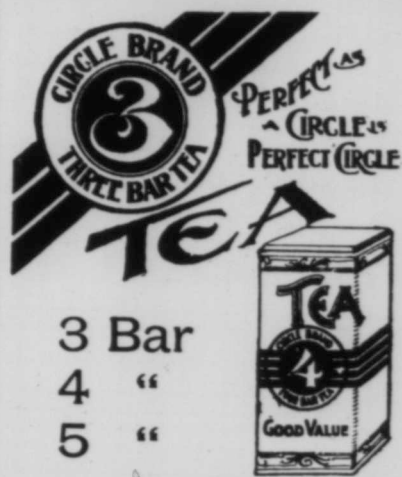
Other estimates put the expenditure at not more than ten pounds per acre, or a little over three pounds per acre per annum for three years and thereafter a large profit. The price of Nyasaland coffee as quoted in the London market for late years has averaged one hundred shillings per hundredweight, but it has reached as high as one hundred and twelve shillings.

Under varying conditions the average yield per acre is somewhat uncertain, but competent judges put it at from three to four hundredweight per acre. Some maiden crops have yielded eight hundredweights—but not without injury to the plants.

Taking four hundredweight as the average, on a plantation of 200 acres this is equal to 40 tons, with a selling price in London of 4,000 pounds. From this, of course, must be deducted freights, which will not be less than 11 pounds per ton from the plantation to the market.

In the report on the protectorate by Commissioner Sir Harry Johnston, issued in August last, there is a valuable appendix devoted to the coffee industry, with a map of the Southern Shire Highlands devoted to coffee-planting. We learn from it that a survey for the proposed railway connecting Blantyre with Chiromo has been made, that the native population in the Lower Shire district since the suppression of the slave-trade has increased from 1,000 in 1891 to 14,385 in 1896, and that if malarial fever could in some way be eliminated, British Central Africa would be

Phenomenal



Success ..

Lent is Coming!

To supply the wants of the season we offer :

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|--------------------------------------|------------------------------------|
| Pure Boneless Fish 1-lb. bricks | Labrador Herring, half-barrels |
| Pure Cod Steak 1 or 2-lb. bricks | No. 1 Split N. S. Herring, barrels |
| Medium Scaled Herring (Choice Goods) | Loch Fyne Herring, Kegs |
| Beardsley's Smoked Boneless Herring | Trout, Whitefish |
| Labrador Herring, barrels | Lake Huron Herring |
| | Mackerel, 20-lb. kits |
| | Mackerel, 5-lb. pails |

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Jams and Jellies

I have them now ready for prompt shipment at the following prices f.o.b. Kingsville, Ont.:—
 Raspberry, Peach, Apricot, Plum and Crabapple Jam, in 7 and 14 lb. pails, 7c. per lb. in any quantity.
 Raspberry, Strawberry, Currant, Peach, Lemon and Apple Jelly, refined and sweetened, in 7 and 14 lb. pails, 5c. per lb. in any quantity.
 Raw Apple Jelly, pure and unsweetened, 4c. per lb., in 7 and 14 lb. pails.

SPECIAL PRICE IN
TON AND CAR LOTS

R. J. GRAHAM, BELLEVILLE, ONT.

**SPECIAL
BARGAINS** }

TEAS! TEAS! TEAS!

Crown Brand, in packages 1's and ½'s.

Tetley's Teas, in packages 1's and ½'s.

**FULL . . .
LINES . . .** }

CEYLON, ASSAM and JAPANS

SEE OUR TRAVELLERS OR WRITE FOR SAMPLES BEFORE YOU BUY.

THOS. KINNEAR & CO.

WHOLESALE GROCERS

TORONTO

an earthly paradise. The chief bane of British Central Africa according to the Commissioner is that "accursed sprit whiskey." The exports have doubled during 1895-96, and not a little of this increase is due to ivory and coffee. Sir Harry Johnston entertains great hopes of the development of the negro of Central Africa. At Zomba there is one European head-printer; all the other printers are natives, who have been either locally trained at the missions or by the head-printer. The commissioner has also an encouraging report regarding mission work in British Central Africa, and special mention is made of the work of Dr. Laws and others at Bandawe, concluding "that it has only to tell the plain truth and nothing but the truth to secure sympathy and support."

Three species of liliaceous plants, of easy propagation, promise to yield fibre worth nearly £40 a ton. India-rubber is another product which it is hoped may be largely developed, as the demand for it at present almost exceeds the supply. We are told that "given abundance of cheap native labor, and the financial security of the protectorate is established." The European comes here with his capital, which he is ready to employ to almost an unlimited extent if he can get in return black men who will, for a wage, work with their hands, as he cannot do himself in a tropical sun. It only needs a sufficiency of native labor to make this country relatively healthy and amazingly rich. The cultivation of coffee would be a hundred times more extensive than it is if there were an adequate labor supply. For unskilled labor three shillings a month, with or without food, is paid, and proportionately less for women and children. Skilled native laborers—carpenters, masons, brickmakers, etc.—receive wages of from four shillings a month to £40 a year. There seems to be every reason to believe, in accordance with the opinion of the oldest and most experienced planters, that the prospects of success in this industry are very hopeful. Considerable areas of land suit-

able for coffee are yet to be had, the price varying from five shillings to twenty shillings per acre, and no doubt as the country is better known, and more capital is introduced, the difficulties which have kept back and hampered its development will rapidly disappear, and British Central Africa will yet become, if not the most extensive, perhaps the most successful coffee-growing country in the world.

SUGAR SITUATION.

THE European markets are certainly giving surprises in the course of their frequent changes from weakness to strength and vice versa. A strong market all over Europe early in the week, no doubt stimulated by considerable purchases for America, has been followed later by decided weakness and decline in both raws and refined. Cable advices say this is partly owing to the cessation of buying for America, but the more likely reason is because of the large increase of Cuban crop receipts from week to week as the season progresses, as was indicated by us last week. The Cuba crop, or its absence, always exerts a powerful influence upon Europe, and the sudden change from expectation of an insignificant small crop to a small one seems more than Europe can stand. Also, as regards refined the parity between raw beet sugar and the refined product has for some time been greater than the usual average to which it is now settling back. This affords a good opportunity for importers to secure some cheap sugars, as our own markets are entirely unaffected in this instance by the conditions abroad, which may prove only temporary.

The visible sugar production of the Island continues to increase as General Weyler opens up the sugar districts to privilege of grinding. Planters move rapidly to take advantage of the opportunity while it lasts and the visible is now up to that of last year, when a crop of 231,180 tons was made. There still remain several districts where no sugar is yet being made where about 100,000 tons were made last season, but the pre-

sent outlook is so much improved that we must raise our estimate of Cuba crop to 200,000 tons, and it may eventually reach nearly to last year's limit. This is quite a change from former expectations and will decrease by so much the amount to be withdrawn from elsewhere for our supplies.

This is the reason why prices in Europe are lower and it should also tend to lessen the sowings for the next beet crop. Three thousand seven hundred tons of Cuba sugar are now afloat for the United States.

Fifty-six centrals are now grinding against 44 last week, and receipts were 11,845 tons; visible production of entire Island to date is 37,116 tons, against 36,232 tons to same time last year.—Willett & Gray's Statistical.

A CASE OF DISCOUNTS.

We have always been a steadfast believer in the value of discounts, even to the smallest dealer, but our conviction took an enthusiastic turn a few days ago when one of the largest retail grocers in Philadelphia, who scrupulously discounts his bills, told us what his discounts aggregated in one year. The business of this retailer is very large, probably the largest retail business in Philadelphia, and his discounts in one year aggregated \$11,000! Now let us see what this means. It means that this retailer, if he sold everything in his store at actual cost, depending for his profits upon his discounts alone, would still be making a handsome sum. \$11,000 a year is not to be despised by anybody. But it means more than this. It means that this retailer could have cut the price of his goods to a point where his aggregated losses for the year would have been \$5,000, and still he would have cleared \$6,000 a year, also a sum not to be despised.

Thus do the possibilities of discounting one's bills suggest themselves. If we were a retail merchant without sufficient money to discount every bill, we would borrow it, even on mortgage if necessary, rather than lose this valuable source of revenue and profit.—Grocery World.

BROOMS

**ROSE,
THISTLE
PANSY**

Freight paid on 5-doz. lots.

MATCHES

**SOVEREIGN
MATCHES**

Freight paid on 5-case lots.

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

SPECIAL
LIQUEUR HIGHLAND WHISKY

Cockburn & Co.

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

Try—
**COCKBURN'S
SCOTCH
WHISKY**

Nothing Finer in the Market

Cockburn & Co this year attain their centenary, the firm having been founded in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are

J. & R. McLEA, Montreal

AGENTS FOR
THE DOMINION



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

To Port Arthur, Fort William,

and all Railway Points East, in Ontario

FREIGHT PREPAID on 5-case lots

"REINDEER BRAND"

CONDENSED GOODS

WINNIPEG CITY TRAVELERS.

THE third annual "At Home" of the Winnipeg City Travelers' Association was held at the Manitoba, Winnipeg, on Feb. 23, when about 300 guests were present. The following 1897 officers of the association were present, and, together with the committee, are responsible for the complete success of the entertainment: Hon. president, John Mouat; president, D. M. Horne; vice-president, A. E. Scott; treasurer, W. R. Watson; secretary, John Horne; committee, Messrs. J. H. Dickie, H. G. Spurgeon, R. J. Galna, D. B. McRae and R. J. Douglas. A. Pratt was chairman of the Reception Committee, and E. Tugwell, chairman of the Entertainment Committee, and to the latter gentleman is due the thanks of those present for his indefatigable efforts for their comfort and enjoyment. No more suitable place than the Manitoba could be chosen for a gathering of this description, with its capacious concert and dancing hall, its reception and dressing rooms, and the hundred and one comforts to all participants. With the accustomed Winnipeg punctuality the first part, a ballad concert, under the direction of Mr. Crosby Hopps, was commenced about three-quarters of an hour after the advertised time, and the following programme was creditably proceeded with and satisfactorily concluded: Quartette, "An Old Love Song," Misses Pridham, Anderson and Messrs. Hopps and Crick; song, "I Fear No Foe," Mr. A. Crick; song, "Swiss Echoes," Miss Pridham (encore), "The Sweetest Story Ever Told"; song, "Thoughts and Fears," Miss K. Anderson; song, "See the Merry Wine," Mr. Crosby Hopps; comic song, Mr. F. A. Shaw; "Waltz Song," Miss Pridham; song, "Friar of Orders Grey," Mr. A. Crick; song (encored), "Good Company," Mr. Crosby Hopps; song, "Serenade," Miss Katie Anderson (encored); quartette, "A Garden," Misses Pridham and Anderson and Messrs. Hopps and Crick. Miss McGregor and Mrs. I. Pitblado presided at the piano and aided in no small measure to the success of the programme.

Where all did so well it would be invidious to single out any performer, but an exception must be made in this as Miss Pridham certainly excelled herself. Possessing a good voice of high range, she used it to every advantage, and, judging by the vociferous encores, completely captivated her hearers.

The room was then cleared and the rest of the evening was devoted to the worship of the god "Terpsichore" and the following programme of the dances was given in the order named, to excellent music supplied by the Evans' orchestra: 1, Drum-

mers' grand march and Circassian circle; 2, waltz; 3, schottische; 4, Jersey; 5, lancers; 6, waltz; 7, polka; 8, waltz; 9, Highland schottische; 10, rye waltz; 11, two-step; 12, lancers; 13, waltz; 14, polka; 15, comas; 16, lancers; 17, (extra) schottische; 18, (extra) lancers; 19, waltz, "Home, Sweet Home."

Hon. Hugh John Macdonald, M.P.; Hon. J. D. Cameron, Attorney General; Hon. Mr. Mickle, M.P.P.; Hon. Speaker Young; Hon. W. M. Crosby, M.P.P.; Major Mulvey, M.P.P., were among the notables present.

At midnight an adjournment was made for supper, in which the chef of the hotel surpassed himself. Everything that the eye could look for or the inner man wish for were there, and with a good staff of waiters, everything was well attended to.

Each of the members of the committee wore a distinctive bow of colored ribbon, and in this way the guests were enabled to single out those from whom to get the information they required. The fact that the majority of the people stayed until 3 o'clock to dance the last dance was proof conclusive that they had a royal time, and were loth to leave so long as there was any music to dance to.

A CHATHAM BUSINESS MAN.

MR. F. A. GONNE, one of Chatham's successful business men, opened out in his new and commodious premises last week under gratifying circumstances. Having been in business there six years, he has, by careful management, improved his opportunities. Frank is one of the youngest, if not the youngest, mercantile men of the "Maple City," and has succeeded in building up an extensive and paying trade, due entirely to his thorough knowledge of the grocery business, his appreciation of the wants and requirements of his numerous customers, and his uniform courtesy and urbane manner. True, he has had a good training, having served his apprenticeship behind the counter and "on the road" as traveling salesman for one of the leading western wholesale grocery firms. Being possessed of a good education, endowed with executive ability, energetic and plucky, accomodating and strictly honorable, he has won the success which he so richly deserves. His new store is a marvel of neatness and taste, and is inviting. The arrangement of goods are displayed to the best advantage, and cleanliness and sweetness permeate the entire premises, winning the admiration and exclamation of praise of every person who enters his magnificent new quarters. The store has a frontage of 22 feet and a depth of 90 feet, first-class

cellars and modern appointments. The large plate glass window gives ample play for the art of window dressing, and herein lies one of Mr. Gonne's traits—tastefulness. The opening window display was purely "tropical" in its make up; fruits of all kinds, flowers and rich palms, and, to say the least, was effective, commanding the attention and approbation of every passer by. With increased facilities for handling his growing trade, Mr. Gonne will rapidly take his place among the foremost business men of Chatham.

RAMBLER.

SUPPLY ANYTHING.

A New York paper says that one of the large stores in London has lately exhibited a degree of enterprise which surpasses similar establishments here in New York. It seems easy enough now to buy everything in these places, but the London establishments have surpassed New York in one respect. In addition to supplying clothing of all kinds, cigars, edibles, and almost every conceivable object, the most enterprising of these places offers musical artists, and their names are followed by the figures at which their services can be obtained just as the groceries and tobacco are followed by quotations of prices. In this list Ben Davies, the well-known English tenor, is quoted at a price equal to about \$260.50 and Johannes Wolff, the 'cellist, is to be had for about \$78.75. There is a bargain on the list in the shape of some duettists who are marked down to \$26.50 while the cheapest thing on the list is a trio at \$21.50. It is said to be as easy to order a musicale at this establishment as it is to buy a barrel of flour or a bicycle.

SEEKING INCORPORATION.

The William Paterson & Son Co., Ltd., is applying for a charter from the Dominion Government. The purposes for which incorporation is sought are for carrying on the business of manufacturing, purchasing and dealing in grocers' and confectioners' supplies. The business is to be carried on throughout the Dominion of Canada. The chief place of business is to be Brantford. The proposed capital stock is \$125,000, divided into 1,250 shares of \$100 each. The names of the applicants are as follow: Wm. Paterson, manufacturer; Wm. Ferrier Paterson, manufacturer; Lucy Clive Paterson, married woman; Helen Young Paterson, married woman, and Charles Gordon Paterson, student, all of Brantford. Wm. Paterson, Wm. Ferrier Paterson and Chas. Gordon Paterson are to be the first or provisional directors of the company.

CHEAP

Our travellers
will show
you Samples.

DEMERARA SUGAR

Also two exceptional values in

**Japan, Gunpowder and
Japan Pekoe**

The DAVIDSON & HAY, Ltd.

WHOLESALE GROCERS, - - - TORONTO.

Telephones 399 and 1399.

GETTING WHAT YOU GIVE.

The other day my attention was drawn to the peculiar action of a farmer's team at the central market. The team had started a few steps without orders, which movement called a loud yell from the farmer. The team were blocked from going further by another sled, and instead of attempting to move backward or forward, they began alternately to stand on their hind legs.

There is a screw loose in the family government on that farm, thought I, which guess proved true when the farmer ran to the team, caught them by the bits and began mauling them on their noses with his fist. This, of course, served to quiet the team, to bring them to their sober second thoughts, to make them tractable, docile and altogether valuable and well-broken.

I am no horse tamer, but I have driven some horse flesh in my day and generation. And this I am free to say: You can get out of a horse, scrub or thoroughbred, all you

put into him. If you are a chump, so will your horse be. If you are a devil, so will your horse be. If you are a gentleman and a scholar, so will your horse be.

The general principle underlying this specific case is also true: You can get out of your business results commensurate with what you put into it. If you are dull so will your business be. If you are bright, so will your business be. If your balance is right, so will that of your ledger be.

Moreover, you can get out of the world about what you put into it. Carry sunshine with you and the world will be sunny where you are. Wrap yourself in a thunder cloud and you will sour all the milk of human kindness in your neighborhood. Be a clean, decent, honest man, and you will be surprised to find how full your town is of the same sort of folks. Be a moral leper and your world will be a leper colony.

Do you think that it does not pay to squander good works on a selfish and un-

appreciative world? Yes, it does. The world crucified its Saviour, but His life impressed a handful of appreciative people, and that is what makes this world fit to live in to-day. Don't worry about the world's appreciation. Be a righteous man a while, see how good it feels, and you will keep at it for the sheer love of it, whatever the world says. The world will take a hitch upward if you live right.—Deacon, in Furniture News.

Lady—I heard you had a fire here, and are selling goods at a bargain.

Grocer—That's right, ma'am. Look at those fine hams for 15c. a pound, only slightly damaged by smoke.

Customer—You have a sign in your window, "A suit of clothes made while you wait." Do you really do that?

Tailor—Yes, sir. You leave your order with a deposit, and then wait till the garments are finished—Tit-Bits.



Strength.

We preserve the strength of the natural Oat flavor in its fullness in Pan-dried Rolled Oats. We sacrifice nothing that will conflict with the consumers' sense of taste. Taste governs sales to day more and better than it ever did. Your customers won't continue to buy Rolled Oats that have nothing but their looks in their favor.

Pan-dried Rolled Oats

are sold in

bulk of course because they are sold on honor. There is not the least little thing to cover up about them. The first sale makes a steady customer. Flavor counts.

The Tillson Company Ltd.

Tilsonburg, Ont.

From Manufacturer to
Retailer Direct.



California Choice Evaporated Fruits

. . In 25-lb. boxes . .

Apricots	11c.
Peaches	7
Pears	8
Pink Nectarines	8

“ESPERANZA”

New Orleans Molasses, in barrels, 27½c.

Hudon, Hebert & Cie.

MONTREAL.

SPECIAL VALUE

in **Tea**

"Lion" blend, Black and Green mixed,
in Iron Chests. Splendid value, price

11c.

SEND FOR SAMPLE CHEST.
WILL MAKE YOU MONEY.

Fish
of all kinds for the
LENTEN SEASON

AT
Special Prices

We are free sellers in groceries.—What are your wishes?

The EBY, BLAIN COMPANY Ltd.

Wholesale Importing and Manufacturing Grocers

TORONTO - CANADA

SELLING TO DEPARTMENTAL STORES.

THE Montreal Wholesale Grocers' Association held a lengthy session last Thursday. The principal business was the conference between the wholesale men and President S. D. Vallieres, Jno. Scanlan, J. O. Levesque, Jno. Johnson and J. P. Dixon, who were a deputation from the Retail Grocers' Association, in regard to the sale of goods to the departmental stores.

As is generally known, the retailers object to the wholesale grocers supplying the department stores with groceries. Their chief argument is that it is detrimental to the retail traders, who are the wholesalers' chief customers and should therefore be considered.

The wholesalers promised to give the matter their consideration, but gave no definite promises either way.

THE CANADIAN GROCER learns that the individual wholesalers are morally in favor of the retailers, but consider it a difficult problem to solve. As a matter of fact only a few members of the Wholesale Guild do sell to the department stores, the majority not doing so.

The trouble is that their chief source of

supply is wholesale dealers outside of the association. Unless the retailers can induce these outsiders not to sell to the big stores the members of the guild individually do not consider that they should refuse business which would only go to these outsiders. At present the manufacturers, for instance, of sugar and rice, and some canners, refuse to sell to the department establishments, so that if the outside grocers could be induced to fall into line their supplies would be shut off to a large extent.

Another matter that the gathering discussed was the imposition of a separate tax for each department run by the same firm, and it was also promised consideration. Many consider, however, that such a tax would be very difficult of application and could be easily evaded.

NEW ORLEANS MOLASSES.

New Orleans advices state that the receipts there of molasses are small and the market quite steady; while one of the largest planters in the State said he had just opened his seed cane banks to begin his spring planting and found the seed had rotted fully 25 per cent.; his plant acreage will be reduced accordingly.

A DURABLE WHITEWASH.

A good durable whitewash is made as follows: Take half a bushel of freshly-burned lime, slake it with boiling water; cover it during the process, to keep in the steam. Strain the liquid through a fine sieve, and add to it seven pounds of salt, previously dissolved in warm water, three pounds of ground rice boiled to a thin paste and stirred in boiling hot, half a pound of powdered Spanish whiting, one pound of clean glue, which has been previously dissolved by soaking it well and then hanging it over a slow fire in a small kettle, within a large one filled with water. Add five gallons of hot water to the mixture, stir it well, and let it stand a few days covered from dirt. It must be put on quite hot. For this purpose it can be kept in a kettle on a portable furnace. About one pint of this mixture will cover a square yard.—Popular Science News.

A GOOD SUGGESTION.

The Toronto Retail Grocers' Association held a smoking concert recently. Fully 200 were present, and a thoroughly enjoyable time was spent. What a chance these smokers are for some cigar manufacturer to advertise a brand by giving free boxes of them for the members' enjoyment.—N.Y. Commercial Enquirer.



A FEW SPECIALS

California Ruby Prunes 70/80, 80/90.

do. Apricots, Peaches, Plums, Nectarines.

Buyers of Prunes and Fruits of all kinds can get what they want here—both in price and quality.

Large size Bosnia Prunes, 70/75 fruit, at 3¾c.

Send along orders or enquiries. We are open for business.

Good Liquoring Japan Dust at 7½ and 8c.

H. P. ECKARDT & CO., WHOLESALE GROCERS, TORONTO.



HERE'S A SNAP

Choice Family
Natural Figs

At a price that it will pay the keen buyer to investigate.

28-LB. BOXES

W. H. GILLARD & CO. Wholesalers Only Hamilton



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

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Trade Newspaper Publishers

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MONTREAL: Board of Trade Building. Telephone 1255.

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WHAT THE C. P. R. SHOULD PAY.

A CRIMONIOUS has become the debate among the press of the country as to whether the Government or the Canadian Pacific Company shall construct the proposed line of railway through the Crow's Nest Pass. It is a pity that the subject cannot be discussed from a business instead of from a partisan standpoint, as it now evidently is to some extent.

The building of the Crow's Nest Pass Railway is essentially a business undertaking, and public interests demand that it shall be so considered.

Every public man, every newspaper, has the right to express his or its opinion as to how and by whom the road shall be built. But no one has the right to discuss it in the interests of party.

What is best for the country is the spirit that should actuate every public man, every newspaper, in the discussion of this important question. This is the patriotic way, this is the businesslike way.

Beyond all peradventure there is much to be said against the building of the road by the C.P.R. That corporation has now a monopoly of the freight and passenger traffic to the Coast. And monopolies are not good things for Canada or any other country.

THE CANADIAN GROCER, under ordinary circumstances, is in favor of Government ownership as well as Government control of railways. But in the matter of the construction of the Crow's Nest Pass Railway the circumstances are not ordinary. They are extraordinary.

Consequently we are compelled to cut our garment according to our cloth.

A railway through the Crow's Nest Pass would undoubtedly be a great advantage to the people of the Kootenay country, even if it were but a purely local affair. But as such it could scarcely be made a paying concern. To be made a profitable venture it must tap through lines which will bring it into contact with the outside world.

Business men throughout the country demand this. The Kootenay country is as much a part of Canada as Ontario or Quebec is. And the merchants in the commercial centres of the Dominion from Victoria to Halifax are within their rights when they demand that they shall be given railway facilities in order that they may do business in an important part of the country which is now practically monopolized by manufacturers and merchants in the United States.

Now supposing the road were built by the Government, what then? As far as local rates are concerned we might with every reason expect at least fair freight and passenger rates. But how about the through rates? There is where the rub comes in.

The fact of the matter is, there is no other feasible alternative but the C.P.R. It can open or close the gate to the outside world just as it sees fit. The Government could not help itself. In the agreement which the country made with the C.P.R. it was stipulated that there should be no Governmental control of rates until such time as the road was paying its shareholders a dividend exceeding 10 per cent. And that stipulation is as unalterable as the laws of the Medes and Persians, unless the second party to the agreement proposes to revoke it.

The business men of this country do not care who builds the road as long as just and equitable rates are ensured. The reason so many are opposed to the C.P.R. undertaking the road is that they fear the desideratum would not be secured through that medium.

Now, THE CANADIAN GROCER is persuaded that it is possible, by making a bargain with the C.P.R. for the construction of the road, to secure conditions more favorable to the people of this country than is possible by any other way.

Suppose, for instance, the road was built by the Government, what have we to go to the C.P.R. with? Practically nothing. We could offer reciprocity in running arrange-

ments, but what is there in that for the C.P.R.? It already has a route through to the Coast. And what could it be expected to concede to a competitor, for such, to all intents and purposes, an independent railway through the Crow's Nest Pass would be.

We maintain that under such conditions the people of Canada, through the Government, would have a weak case with which to approach the railway.

People cannot expect much generosity from an enemy when that enemy is occupying a position which it knows to be impregnable.

It on the other hand the Government goes to the C.P.R. with a proposition for it to build the road, it has collateral which would make it the stronger instead of the weaker party in a negotiation of this character.

This road must be built at some time and by somebody. If not by the C.P.R., then by the Government in all probability. And if not by the C.P.R. it will necessarily be by a competitor. That the latter should not exist is obviously worth something to the big transcontinental line. That is one species of collateral for the Government. But the greatest is the franchise. That is beyond all question.

Now then, with this collateral as a fulcrum on which the Government might rest its lever, it must be obvious to every fair-minded man that it is possible to produce much better results for both the people of Canada as well as those residing within the Kootenay country.

Canada wants the elimination, or at least the modification, of the clause in the C.P.R. agreement which prevents the Government having a voice in the control of the rates until they exceed 10 per cent. Cannot one or the other of these be secured as part of the payment which the C.P.R. will give in return for the franchise in question?

There must be some such concession by Van Horne's company. The Government of Canada must have a voice in regard to freight rates on the whole system as well as the Crow's Nest Pass line, or at least something of equal value.

This is the pivotal point which must decide the question as to whether or not the proposed line shall be constructed by the Canadian Pacific Company.

To allow that company to build the road

and to have a free hand in the matter of freights would be little short of criminal.

We believe it would be better for the people of Kootenay country, better for the people of Canada, better for the Dominion Treasury, that the Crow's Nest Pass Railway should be built by the C.P.R. But it would be worse, and not better, unless Government control is conceded as the price which that corporation is willing to pay for the privilege of constructing and owning the proposed route.

THE POSITION OF CURRANTS.

THE permanency of the present strength in the currant market is being daily more assured.

Stocks in Greece and the islands three weeks ago were only about 20,000 tons, or about one-third what they were a year ago, while the requirements of the consuming markets between now and August next will be something like 40,000 tons, thus establishing a deficiency of 50 per cent.

The principal stocks in Greece consist of Pyrgos and Calamata. Of Patras there is none of the present season's crop to offer, and stocks of good average Amalias and Provincials are restricted.

Up to Feb. 8 shipments of currants to the various consuming countries, compared with last year, were as follows:

	Tons.	against	Tons in 1896.
London	26,953		28,896
Liverpool.....	20,772	"	17,983
Outports.....	7,638	"	6,171
United States.....	11,142	"	10,561
Canada.....	1,220	"	1,446
Marseilles.....	1,111	"	10,146
North of France.....	3,136	"	10,492
North of Europe.....	22,601	"	16,891
Trieste.....	3,086	"	2,873
Australia.....	2,427	"	1,646
Russia.....	21,553	"	9,773
	121,039	"	116,878

No shipments, it appears, are being made to the English market from Greece, the Greeks having refused to ship in spite of the good prices being offered.

"Had such a state of things existed ten or fifteen years ago," remarks The Produce Markets' Review, London, "the price of Provincial currants would have been nearer 25s. than 15s., even under the present duty of 2s., as against 7s. which was then ruling."

Another feature of the situation pointed out by this same journal is the comparatively cheaper price ruling on currants compared with Sultana raisins, which are the chief competitor of that commodity.

IT IS TIME TO WAKE UP.

THERE are scores of manufacturers and merchants who never amount to much, because they lack the enterprise necessary to push their wares.

Many of them have a good article, but instead of acquainting the world of the fact, they say nothing, evidently expecting buyers will be so hungry for it that they will seek till they find.

A great many Canadians are peculiarly remiss in this respect. An incident which induced these remarks will serve as an illustration. A gentleman desired a certain article. He made enquiries at the leading houses handling it, but in every instance nothing but a United States product was shown him. As the price was higher than he felt called upon to pay, he did not purchase. He then made enquiries as to whether or not this particular article was made in Canada, and eventually he ascertained that there was one factory in a Western Ontario city that did so, but no one in Toronto seemed to be able to give any information as to price or otherwise. This article, too, it should be mentioned, is a staple one.

Acting upon the little information he could glean, the gentleman in question wrote to the manufacturer, and in return received a catalogue which astonished him. It showed that this factory turned out a beautiful and complete line of goods of the character desired. And yet the fact was not apparently known among the trade.

If you make or have a good thing in stock, push it. Advertise it. Let at least your own country know it.

Do not put your light under a bushel. People have neither the time nor the inclination to skirmish the country over for articles which its producers hide beneath their apathy. There are so many enterprising men knocking at their door seeking their custom that there is no necessity for them to do so.

The tortoise, it will be remembered, beat the hare. And very often inferior goods which are energetically pushed sell in much larger quantities than first-class goods, which, instead of being pushed, are practically left to themselves to get upon the market as best they can.

Canadians possess in an eminent degree

the ability to manufacture and produce, but too many of them are deficient in ability and enterprise to acquaint the world of the fact.

It is time to wake up.

The new alien labor law in the United States is a coreless as well as a Corliss instrument.

SPURIOUS TEA LAW PASSES.

THE bill having for its object the prevention of the importation of spurious teas, outlined in a recent issue of THE CANADIAN GROCER, has received the endorsement of both branches of the United States Congress, and now only awaits the signature of President Cleveland in order to become law.

The most striking feature of the new bill compared with the law which now obtains is the establishment of a uniform system of inspection. Owing to the absence of this necessary condition in the present law teas rejected at one port were frequently shipped to Canada and reimported at some other port where the inspector's views were not the same as the one at the other port.

The new bill meets this difficulty by providing for sample standards with which importations may be compared and tested. These tests are to be made in various ways, including analyses when necessary, and all appeals are to be sent to a board of three of the general appraisers.

The Secretary of the Treasury is to appoint seven inspectors of tea at a compensation of \$50 each per annum, each of whom shall be an expert, who shall fix and establish uniform standards of purity, quality and fitness for consumption of all kinds of teas imported into the United States. Samples of these standards are to be deposited in the Custom houses at New York, Chicago and San Francisco, and such other ports as he may determine. With these samples all importations are to be compared.

The bill provides for the enforcement of its provisions by excluding teas not coming up to the standard, and for the destruction of such teas as are reimported after having been once rejected.

It is expected that the president will sign the bill, and when he has done so the Board of Experts will be promptly appointed and the necessary samples will be obtained.

CANADA'S FOREIGN TRADE.

THE Trade and Navigation Returns for the fiscal year ending June 30th, 1896, have at last been issued.

They show that during the year there was a gratifying expansion of the country's foreign trade.

The aggregate trade was \$239,025,360 against \$224,420,485 in 1895, or an increase of about 6½ per cent.

The percentage of increase is about equally shared by both imports and exports, the imports being \$118,011,508 against \$110,781,682 in 1895, and the exports \$121,013,852 against \$113,638,803, or a gain of about 7¼ and 7 per cent. respectively.

But the greatest interest is wrapped around the exports. They have established a record, being the largest in the 29 years of the country's history. Compared with 1886 they are 42 per cent. larger, with 1876, 51 per cent. larger and with 1868, the first year after Confederation, 112 per cent. larger, not a bad showing after all. The aggregate trade (imports and exports) is about 26½ per cent. larger than it was in 1886, 31 per cent larger than in 1876 and 31½ per cent. than in 1868.

Based on exports and imports, our largest aggregate trade was with the United States. Next, of course, was Great Britain. But Great Britain was by far the greatest purchaser of our products, the exports of the Dominion to that country being \$66,690,288, against \$44,448,410 taken by the United States. Compared with the previous year, this is a gain of about 8.19 per cent. with the former country and 7.30 per cent. with the latter.

It is the imports from the United States which swell our aggregate trade with that country to the proportions it now is. Our purchases from the United States last year reached the total of \$58,574,024, an increase of 7 per cent. over the previous year, and the largest on record. Our imports from Great Britain were \$32,979,742. This is \$25,594,282 less than from the United States, or over 43 per cent.

These are some of the chief imports for home consumption allied to the grocery trade, together with a comparison of the year 1895 :

	1896.	1895.
Almonds, shelled	\$28,138	\$26,360
Almonds, not shelled	35,133	30,950

Anchovies in various packages.	56,920	57,945
Apples, dried	8,667	3,630
Apples green	52,134	46,554
Arrowroot and tapioca	31,383	32,908
Bacon, hams, shoulders, etc. . .	135,870	85,871
Bananas	489,812	470,957
Beef extracts, etc.	28,270	29,458
Biscuits	40,868	28,597
Blueing	18,591	16,481
Brazil nuts, not shelled	4,050	4,822
Broom corn	109,969	118,744
Brooms	1,646	1,121
Butter	49,101	44,592
Candles	30,341	34,884
Candy, confectionery, etc.	75,782	70,340
Castile soap	28,302	18,542
Catsups and sauces	38,655	35,331
Cheese	17,567	22,183
Chicory, roasted	4,512	7,720
Cocoa	136,779	131,819
Cigars	214,122	210,456
Cigarettes	10,297	13,249
Coal oil	596,450	414,427
Canned meats and canned poultry and game	97,563	119,909
Coffee, green, n.e.s.	17,190	20,804
" extract of, n.e.s.	3,445	2,985
" roasted or ground, not imported direct	27,167	15,548
" roasted or ground and imitations	1,885	1,591
" condensed	366	351
" green, imported direct	629,218	574,023
Cornmeal	116,700	63,320
Cornstarch, etc.	56,240	56,549
Cream tartar, in crystals	113,250	97,770
Currants, dried	129,474	111,944
Cranberries	32,286	9,979
Dates	26,166	30,745
Eggs	36,031	14,925
Figs	57,517	54,107
Fish and produce of	386,942	398,383
Fish, from Newfoundland	587,256	624,207
Fruits, in air-tight cans and other packages	39,812	30,412
Glucose or grape sugar	41,507	51,609
Honey	3,567	1,343
Jellies, jams and preserves, n.e.s. .	37,785	27,258
Liquorice, paste	98,996	88,430
" in rolls and sticks	23,080	23,917
Macaroni and vermicelli	14,335	13,608
Mace and nutmegs	32,208	32,367
Melons	11,598	9,854
Milk, condensed	25,497	11,448
Molasses	820,879	743,425
Mustard, ground	64,868	65,414
Mustard, French liquid	1,977	705
Oatmeal	10,258	961
Oranges, lemons, limes	652,150	793,908
Pecans, not shelled and shelled peanuts	13,333	16,148
Pickles	68,569	65,001
Pineapples	52,471	62,456
Pork, barrelled	191,244	208,809
Potatoes	28,745	42,816
Potatoes, sweet, and yams	9,920	10,691
Provisions	663,263	658,486
Prunes	91,016	75,232
Raisins	320,760	353,631
Rice	122,192	98,849
Rice, uncleaned	108,477	199,620
Soda	315,710	336,058
Salt	24,550	29,881
Salt from G. B. and B. possessions or for use of fisheries	338,888	332,711
Saltpetre	55,628	32,282
Shoe blacking and shoemakers' ink	35,649	40,003
Soap, all kinds	246,070	206,618
Spices	154,391	162,707

Starch, including farina, corn starch, etc.	56,240	56,549
Sugar, above 16 D.S.	97,745	289,093
" not above 16 D.S.	4,730,766	648,610
" (free)		6,703,359
Tea, black, dutiable	20,585	31,390
" green and Japan, dutiable ..	16,292	29,937
" black, imported direct. . .	1,712,640	1,571,785
" green and Japan, imported direct	1,502,616	1,481,913
Vegetables, in cans or packages	30,285	37,359
Vinegar	10,199	8,649
Walnuts, not shelled	46,611	37,791
Woodenware, such as pails, tubs, etc.	13,034	12,701

The chief exports, the produce of Canada, appertaining to the grocery and allied trades, together with a comparison for 1895, were as follows :

	1896.	1895.
Apples, dried	\$ 47,975	\$ 250,320
Apples, green	1,416,470	1,821,463
Bacon	3,802,135	3,546,107
Beans	258,446	425,283
Biscuits and bread	19,208	16,423
Butter	1,052,089	697,476
Cheese	13,956,571	14,253,002
Cigars and cigarettes	18,582	33,692
Clover seed	396,075	767,806
Coal oil	2,836	3,031
Canned corn	500	
Eggs	807,086	807,990
Fish	10,280,952	9,483,497
Flour (wheat)	718,433	839,112
Fruits (canned or preserved)	86,755	109,122
Grain and products of	8,097,308	8,766,259
Hams	579,833	260,602
Indian meal	4,392	3,092
Lard	12,872	104,130
Liquors	386,016	341,597
Maple sugar	51,499	9,040
Matches and splints	195,836	172,153
Meats, all kinds	5,372,190	4,705,343
Meats, canned	819,388	319,702
Oatmeal	364,655	276,310
Peas (whole)	1,131,187	1,622,919
" (split)	168,304	107,740
Pork	64,916	32,436
Potatoes	227,606	527,379
Rice meal	17,891	7,885
Salt	767	1,136
Soap	17,925	4,541
Starch	413	166
Salmon (canned)	2,536,755	2,009,413
" (fresh)	222,420	124,615
" (pickled)	42,686	40,810
Tallow	738	907
Tobacco	73,270	84,968
Vegetables (canned or preserved)	2,707	13,862
Whiskey	374,013	325,972
Wines	1,207	3,591

While we are quarrelling as to who shall build the Crow's Nest Pass Railway the Americans are stealing our trade.

THE FIG POSITION.

Concerning the position of figs, the Hills Bros.' Co. say in their last circular: "The demand for both layers and bags continues to improve. The total shipments to this port are fully 5,000 cases less than last season. Considering this fact, the market is remarkably low, and some improvement in values is almost certain to take place in the near future."

When You Want a Man's Trade

. . . . You tell him so.

Trade is only secured by asking for it. We realize this.

We want your trade. We emphasize this fact every week in THE GROCER.

Especially do we want your trade in **Flavoring Extracts**. These form but a very small proportion of your general stock, but it is just by being particular about the "little things" that trade is extended.

We say, honestly, that you cannot get better extracts than our **CROWN FLAVORS**. We want YOU to realize this. Don't take our word altogether for it. Prove it by sending for a sample lot. If our claim is not borne out by the goods ask for your money back. You will have it as fast as the mail (or telegraph, if you prefer) can carry it. Is anything fairer?

ROBERT GREIG & CO.

MONTREAL

LORIMER'S WORCESTERSHIRE SAUCE

The finest article of its kind for less money than anything on the market.

IT'S A GREAT SELLER

ROBERT GREIG & CO. Sole Agents for Canada **MONTREAL**

We are Agents

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MACONCHIE BROS.
LONDON, ENG.

Their name the world over is famous for excellence in...

Jams, Marmalade, Fruits, Pates, Camp Pies, Potted Meats, Bloater Paste, Pickles, Sauces, Vinegars, Fresh Herrings, Kippered Herrings, Findon Haddocks, Herrings in Shrimp Sauce.

The best is not too good for your customers—these goods are the best, not the highest priced.

ROBT. GREIG & CO.
MONTREAL.

Import Agents for :::
MACONCHIE BROS. for Prov. of Quebec and Ontario.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, March 4, 1897.

GROCERIES.

BUSINESS continues in much about the same condition as a week ago. If anything, it is not as good. Sugar has taken an easier turn in London and New York, and this has naturally left its influence on the local market, although prices are without change. Tea is still receiving the most attention, but the demand is not as active as it was. Currants are quoted higher locally and the primary market keeps strong. Canned tomatoes and peas are in fair request for this time of the year and there is a fair demand. Local wholesalers' prices are higher on "Horseshoe" salmon. Spices are still firm.

CANNED GOODS.

The situation continues strong in tomatoes and peas, and for peas alone some houses will not accept less than 75c. The demand for these is improving a little. Corn is weak. A demand for raspberries, strawberries and plums is beginning to pick up. "Horseshoe" salmon is getting reduced, and dealers are advancing their prices in consequence. Cheap salmon is in good demand, and the very low-priced stock appears to be pretty well cleaned up. We quote standard brands as follows: Tomatoes, 70 to 75c.; corn, 50 to 75c.; peas, 70 to 75c. for ordinary; sifted select, 80 to 95c.; extra sifted, \$1.15 to \$1.30; beans, 65 to 95c.;

peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.70 to \$1.90; cherries, \$2 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.65 to \$2.25; salmon, "Horseshoe," \$1.50 to \$1.55; cohoes, \$1.15 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.25 to \$2.40 for tall tins; flats, \$2.85 to \$2.90; ½-lb. flats, \$1.60 to \$1.65; Canadian canned beef, 1's, \$1.20 to \$1.30; 2's, \$2.25 to \$2.40; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

COFFEES.

The primary markets are, as a rule, quiet and lacking in life. Locally there is a fair demand for Rio coffee at quotations. We quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

Some nice medium and dark syrups are offering, but the "street" is well supplied and they do not attract buyers. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

The situation remains much as before, the market still being lacking in interesting features. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels,

25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

Those who a couple of weeks ago were building their hopes on an improvement in the sugar market were doomed to disappointment. This week the turn has been anything but satisfactory. Europe started the weak turn on account of increased supplies of Cuban sugar, and New York follows. Beets are decidedly weak at the moment in London, and on Tuesday the price was the lowest in twelve months and within 2¼d. of the lowest point in their history. Since a week ago beet has declined 4½d. in London and cane 3d. On Monday all grades of refined sugar except the lowest grades declined ¼c. in New York. The two lowest grades declined 1-16c. In Canada prices are unchanged, but business is dull. Granulated is now quoted at 4 3-16 to 4 ¼c. for 5 barrels and over, and at 4 ¼ to 4 5-16c. for less than 5 barrels; 3½c. per lb. upwards for yellows.

SPICES.

Mail advices under date of London, Feb. 20, state that Singapore pepper, pimento and cassia are particularly strong, with nutmegs 1d. dearer. Mace is stiffer in price. Owing to a decreased production in Singapore pepper it is thought that the demand will overtake the supply. Cloves are easier. We quote: Pure Singapore black pepper, 10 to

BUTTER TUBS

Best White Spruce

We are booking orders for Spring delivery, at special rates.

Write us

WALTER WOODS & CO.
HAMILTON

Brooms, Brushes, Paper, Twines

Grocers' Sundries

OTHER FIRMS

Are not content with copying our package, but are using the identical words on our labels. Imitation 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, allowing 30 per cent. profit to the Grocer.

Write to

Meadow Sweet Cheese Co.

P.O. Box 2321, Montreal
For Price List.

Teas Come and Teas Go

BUT...

"SALADA"

CEYLON TEA

goes on increasing in popularity with the grocer, and with the consumer. Because it is the finest of all Teas, and it is guaranteed to give you better satisfaction than any other, or you can return it.

SALADA TEA CO.

25 Front St. East - - TORONTO
15 Niagara St. - - - BUFFALO
318 St. Paul St. - - - MONTREAL



It is useless . . . to attack Surprise Soap



Scores of attempts have been made to "down" it, but it knocks out all comers. Its quality, its ready sale, and the satisfaction it gives to every user, keep it ahead of all others.

BRANCHES—

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

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, quoting $2\frac{1}{2}$ to $3\frac{1}{2}$ c. for choice to fancy stock.

NUTS.

The condition of the market for nuts is still uninteresting. We quote: Brazil nuts, 11 to $12\frac{1}{2}$ c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, $9\frac{1}{2}$ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, $12\frac{1}{2}$ c.; Marbot walnuts, $9\frac{1}{2}$ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and $10\frac{1}{2}$ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to $12\frac{1}{2}$ c.

RICE, TAPIOCA, ETC.

The demand is moderate for the lines enumerated below. We quote: Rice, Standard "B," $3\frac{1}{4}$ to $3\frac{1}{2}$ c.; imported Japan, $5\frac{1}{4}$ to $5\frac{3}{4}$ c.; tapioca, $3\frac{1}{4}$ to $4\frac{1}{2}$ c.; sago, $3\frac{1}{2}$ c.

TEAS.

The London market keeps firm on Indian and Ceylon teas, and some improvement is to be noted on the New York market. Locally there is a gradual falling off in the demand. Mail advices from London under date of Feb. 19 state that auctions of In-

dian tea were beginning to be on a smaller scale, and "last of the season" invoices were being catalogued freely. The same advices say in regard to Ceylon tea that the demand was steady, all grades being taken freely by the trade. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

Local wholesalers have this week marked up their figures on currants. There does not appear to have been any further change in prices in the primary market, but values still rule strong. The local demand is fair for the season. We quote: Provincials, $4\frac{3}{8}$ to $4\frac{1}{2}$ c. in bbls.; fine Filiatras, in bbls., $4\frac{1}{2}$ to $4\frac{3}{4}$ c.; do., half-bbls., $4\frac{1}{2}$ to $4\frac{3}{4}$ c.; Patras, 5 to $5\frac{1}{4}$ c. in bbls., $5\frac{1}{8}$ to $5\frac{1}{4}$ c. in half-bbls., and $5\frac{1}{8}$ to $5\frac{1}{2}$ c. in cases; Vostizzas, cases, 6 to 8c.

Valencia raisins are quiet and unchanged. We quote: Off-stalk, 5 to $5\frac{1}{4}$ c.; fine off-stalk, $5\frac{3}{4}$ to 6c.; selected, $6\frac{3}{4}$ to 7c.; layers, 7 to $7\frac{1}{2}$ c.

California loose muscatel raisins are

dull. We quote: 3-crown, $7\frac{1}{2}$ c.; 4-crown, 8 to $8\frac{1}{2}$ c.

Malaga raisins are quiet. We quote: Dehesa clusters, \$3 to \$4; Non Plus Ultra, \$5 to \$5.50; Imperial bunches, \$4.50 to \$5; Imperial Russian clusters, \$4.50 to \$5.

Figs continue dull. Wholesale quotations are: 10 oz., $7\frac{1}{2}$ c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, $3\frac{3}{4}$ to $4\frac{1}{2}$ c.; natural, $4\frac{1}{2}$ c. in bags, and 7c. in boxes.

Dates continue quiet. We quote: $5\frac{1}{2}$ to 6c. for Hallowee and 5 to $5\frac{1}{4}$ c. for Kadrowee.

Holders of California prunes on the Coast report that the market there is stronger than in the East, and that they are unable to buy at the figures which are quoted in the latter part of the country. Bosnia prunes continue dear, with business light. We quote: Bosnias, U's (110 to 113 half kilo), 6 to $6\frac{1}{2}$ c.; C's (85 to 90 half kilo), 7 to $7\frac{1}{2}$ c. per lb. California, 90 to 100's, $6\frac{1}{2}$ c. per lb.; 60 to 70's, $7\frac{1}{2}$ to 8c.; 50 to 60's, 8 to $8\frac{1}{2}$ c.; 40 to 50's, $9\frac{1}{2}$ to $10\frac{1}{2}$ c.; 30 to 40's, $11\frac{1}{2}$ to $12\frac{1}{2}$ c.

The demand for California evaporated fruits continues to improve, although but slightly. We quote: Peaches, 7 to $10\frac{1}{2}$ c. per lb., according to quality; apric-

BUTTER, EGGS & POULTRY

Quick Sales and Prompt Returns

Graham, McLean & Co.

Produce Commission Merchants

77 Golborne St. TORONTO.

VINEGARS

Made under Government Supervision. Absolutely pure.

**BADGEROW
SCOTT & CO.**

79 and 81
JARVIS ST.
TORONTO.

WANTED

A First-Class Agency for

TEAS

Ceylons, Indians, China Blacks, Japans.

From direct importers and shippers.

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E. NICHOLSON

124 Princess Street, Winnipeg.

Successor to W. F. Henderson & Co.

Wholesale Commission Merchants

ESTABLISHED 1882

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16, 18 and 20 FRANCIS STREET

TORONTO

PORK PACKER, Etc., Etc.

Importer and dealer in best brands of

English Sheeps' Casings

AND

American Hogs' Casings

MANUFACTURER OF

BOLOGNAS, ETC., ETC.

Kettle-rendered Lard of best quality.

..Preservatives and Seasonings a specialty..

BITTER ORANGES

For Marmalade.

LEMONS

For "La Grippe"

CLEMES BROS., - Toronto

51 Front Street East.

cots, 6 1/2 to 15c.; pears, 5 1/2 to 10 1/2c.; egg plums, 5 1/2 to 11c.; silver prunes, 8 1/2 to 13 1/2c.

GREEN FRUIT.

Valencia oranges are quoted about 50c. per box higher by local wholesalers. The demand for oranges is fair, and with warmer weather the trade naturally look for an improvement. The demand for lemons is moderate and prices are unchanged. Bananas are not much wanted. A further advance is to be noted in onions. We quote: Oranges—Valencias, ordinary, 420's, \$4 to \$4.50 per case; large 420's, \$5.50 to \$6; 714's, \$4 to \$4.50 per case. California navels, \$3.50 to \$4. Lemons—Messinas, \$2.25 to \$2.50 per box for fancy, and \$1.75 to \$2 for choice; cocoanuts, \$3.75 a sack and 60c. per doz.; apples, 75c. per bbl. for greenings and Baldwins, and \$1.25 to \$1.50 for Spies; onions, \$1.50 per 80 lb. bag for Danvers; cranberries, Cape Cod, \$5 to \$7 per bbl. and \$2.50 per case; Canadian cranberries, \$4 to \$5 per bbl.; bananas, \$1.25 to \$1.75.

BUTTER AND CHEESE.

BUTTER—The condition of the market is worse rather than better as far as dairy butter is concerned. Bad butter appears to be coming upon the market in larger quantities than ever, while really choice is scarce and wanted. Creamery butter is in good demand. There was a little firmer feeling as to price, but it has eased off a little during the last few days. We quote: Dairy butter—Tubs, 11 to 12c. for good to choice; low-grade to medium, 7 to 8c.; pails and crocks, 11 to 12c.; large rolls, 12 to 13c. for good to choice, and 8 to 9c. for low-grade to medium; pound prints, 13 to 14c. Creamery—Tubs, 19 to 20c.; 1-lb. blocks, 20 to 21c., according to make.

CHEESE—The British market is a little lower, on account of heavy shipments, but locally the conditions are much as before. The idea as to price for late makes is 11 1/2 to 12c. We hear of one bid of 11 3/4c. for 100 boxes of fine cheese being refused.

COUNTRY PRODUCE.

BEANS—The market is still dull. Ordinary mixed lots are quoted by wholesalers at 40 to 50c. per bushel, and choice hand-picked at 75 to 80c.

DRIED APPLES—In the absence of demand the market is weak. Choice are quoted by wholesalers at 2 1/4 to 2 1/2c., and fancy at 3 to 3 1/2c.

EVAPORATED APPLES—Are in much the same condition as dried apples. Wholesale

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.

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Wholesale Fruit Importers and Commission Merchants.

Consignments
Solicited.

140 Princess St.
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General Commission Merchants

13 St. John St., MONTREAL

We beg to notify the Wholesale Grocery Trade that we have to offer best values in

**Rio, Santos, Maracaibo
and Mocha Coffees**

also have on hand full lines of

**Japan, Congou, Indian, Ceylon
and Gunpowder Teas**

Samples and particulars on application.
Wholesale supplied only.

"SHIPPERS ATTENTION"

Reference—Bradstreet's.

Our specialty is BUTTER, EGGS, FOWL for the next three months, and our facilities for its disposal are unexcelled. FOWL—Always dry pick, and NEVER DRAW. Anything you may have to sell in our line we will be pleased to handle on consignment, when your interests will be guarded.

Established 1892.

Rutherford, Marshall & Co.

General Produce and
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62 FRONT ST. EAST

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JAPAN MOUNT ROYAL JAVA
RICE
MILLS BRAND
PATNA BURMAH
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G.F. & J. GALT

PACKERS
OF THE

BLUE RIBBON TEAS

42 SCOTT ST. TORONTO. CELEBRATED

We make the **Best Biscuits**

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

Jas. McLauchlan & Sons

*Biscuit
Manufacturers*

Owen Sound.

quotations are: Quarters, 2¾c.; sliced, 3c.; best brands, 4c.

EGGS—The demand is being fairly well maintained, and prices are much the same as a week ago. Receipts are fairly liberal. The idea as to price for fresh eggs is 14c., and for pickled 10c.

POULTRY—The supply is still light, with prices steady. We quote: Chickens, 30 to 50c. per pair; turkeys, 9 to 10c. for bright stock; geese, 6 to 7c.; ducks, 50 to 70c.

POTATOES—Continue dull at 21 to 23c. in carload lots on track; out of store, 30c. is the idea.

MAPLE SYRUP—The demand is fair for the season at 75c. per gallon.

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

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts are moderate and prices much about the same as a week ago. We quote: Wheat, 76 to 77c. for white and 74 to 75c. for red, and 63 to 64c. for goose; oats, 21 to 22c.; peas, 40 to 41c.

FLOUR—Trade is quiet and prices remain much as before. We quote in carloads on track, Toronto: Manitoba patents, \$5.05; Manitoba strong bakers', \$4.65; Ontario patents, \$4.40 to \$4.75; straight roller, \$3.85 to \$4, Toronto freights.

BREAKFAST FOODS—Business is dull and prices lower. We quote: Standard oatmeal and rolled oats, \$2.60 in bags and \$2.70 in bbls.; rolled wheat, \$2.50 to \$2.60 in 100-lb. bbls.; cornmeal, \$2.25 to \$2.50; split peas, \$3 to \$3.25; pot barley, \$3 to \$3.25.

FISH AND OYSTERS.

Business is not yet appreciably feeling the Lenten season. The demand is light and prices much the same as a week ago. We quote: White fish, 6c.; ditto in kegs, \$4.50; trout, 5½c.; ditto in kegs, \$4.50; pickerel, 6c. per lb.; haddies,

6c. per lb.; Labrador herring, \$4.50 to \$5 per bbl. and \$2.25 to \$2.50 per half-bbl.; split herring, \$4.50 per bbl. and \$2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, \$1.25 per 100; haddock, 5c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; sea herring, \$1 per 100; fresh water herring (heads off), \$2.50 per keg; smelts, 6 to 9c. Oysters are quoted at \$1.25 for standards, and \$1.65 for New York counts.

PROVISIONS AND DRESSED HOGS.

There is a firmer feeling in provisions in sympathy with the higher values ruling on hogs. The demand is fairly good, and rather better than was expected. Dressed hogs are quoted at \$6 for light weights of 100 to 150 pounds, and heavy hogs at \$5. Small hogs are scarce and in brisk demand.

DRY SALTED MEATS—Long clear bacon, 5¼ to 5½c. for carload lots, and 5¾ to 6c. for small lots; backs, 7 to 7½c.

SMOKED MEATS—Breakfast bacon, 10c.; rolls, 7c.; hams, large, 22 lbs. and over, 9 to 9½c.; medium, 15 to 20 lbs., 10c.; small hams, 10½c.; backs, 9½c.; shoulder hams, 6½c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6c.; tubs, 6¼c.; pails, 6½c.

BARREL PORK—Canadian heavy mess, \$12; Canadian short-cut, \$12 to \$12.50; clear shoulder mess, \$10.

SALT.

There is not a great deal doing. We quote at Toronto: In carload lots, \$1 per bbl. and 60c. per sack; in less than carload lots, \$1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

SEEDS.

Buyers and sellers are apart and quotations are nominal. Alsike is quoted at \$3 to \$4 per bushel f.o.b. at outside points for

good to choice; timothy, \$1.25 to \$1.40 at outside points for machine threshed, and bright unhulled at \$1.75 to \$2; red clover, \$4.40 to \$4.80 for prime to choice.

PETROLEUM.

Business continues fair and prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 18½c. in bulk.

HIDES, SKINS AND WOOL.

HIDES—Continue firm, with cured quoted at 7¾ to 8c. Dealers pay 7c. for No. 1, 6c. for No. 2, and 5c. for No. 3.

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

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

MARKET NOTES.

The price of glucose has been advanced 4c. per lb.

Sugars are lower in both London and New York.

Wholesalers are quoting "Horseshoe" salmon higher at \$1.50 to \$1.55.

Advices from New York report the current market there advancing with ¼c. per lb. more asked for currants in bond.

The new Fraser River fish is opening very well indeed, and although the pack of tails was very short and the price in consequence high, buyers will be compensated by receiving exceptionally fine quality of fish.—Produce Markets' Review, London.

Speculators and others are looking over the tea market for low-grades, those at about 8 to 10c. in value, with impression that their production will fall off if the bill becomes a law, and which seems probable, to restrict the importation of spurious and adulterated qualities. They are offering firm prices, but find sellers with more confident views.—N. Y. Journal of Commerce.

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PAYING
CASH
FOR**

**DRIED
APPLES**



W. B. BAYLEY & CO.
EXPORT BROKERS

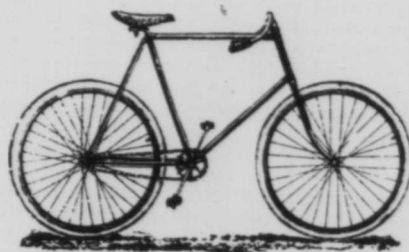
46 FRONT ST. E. **Toronto**

Spices and Bicycles

WE ARE AT IT AGAIN !!!

LAST YEAR

we sold hundreds of our customers a Bicycle with a bill of Pure Ground Spices, and all were delighted.



THIS YEAR

we can sell you a better Wheel than ever in the same manner.

Goods and Wheel Guaranteed.

WRITE US A POSTAL FOR FULL PARTICULARS.

THE TORONTO COFFEE & SPICE CO. LTD.

H. H. SUYDAM. PRES.

J. D. ROBERTS. VICE. PRES.

J. A. WATSON. SEC.

QUEBEC MARKETS.

MONTREAL, March 4, 1897.

GROCERIES.

THE grocery market has ruled rather quiet this week, but there have been few important changes except in pickled fish, which, strange to say, despite the advent of Lent, have declined sharply under very liberal receipts. Sugar, though quotably unchanged, has an easy feeling, and the same can be said of molasses and syrups. Tea and coffee are quiet and steady, while spices exhibit a very firm feeling, especially black and white pepper. Canned goods have met a fair demand and tomatoes are very firm. Dried fruits are featureless.

SUGAR.

The easiness outside has not caused any quotable change in the local sugar market, but the feeling is only steady. Demand is not brisk at the moment, but sellers believe that it will soon improve, as stocks generally throughout the country are reported to be very light. At the refineries granulated is held at 4 to 4½c., and yellows 3¾ to 3¾c. In a jobbing way we quote: Granulated, 4¼c., and yellows, 3¾ to 3¾c.

SYRUPS.

There was no change in the syrup market, sales being still slow and the market

featureless and steady. We quote 1¾ to 2¼c., as to grade, but round lots can be had at 1¾ to 1¾c.

MOLASSES.

There has been little change in molasses during the week. The demand on spot continues slow and the feeling is somewhat easier in sympathy with the above, but in the absence of any large transactions prices are difficult to quote. Some holders of Barbadoes are offering round lots at 27c. and would accept even less for 500 puncheons.

RICE.

Business in rice continues quiet and the market on the whole is dull, with no change to report. We quote: Crystal Japan, \$5 to \$5.25; standard B., \$3.50; Patna, \$4.50 to \$5.25; Carolina, \$6.75 to \$7.75; choice Bermuda, \$4, and Java kinds, \$4.25.

SPICES.

The spice market is decidedly strong, especially for pepper. Demand rules on the quiet side, however, despite the strength. We quote as follows: Pure black pepper, 8 to 10c.; pure white, 12 to 15c.; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tarjar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 35 to 75c.

COFFEE.

The demand for coffee shows no improve-

ment and the market is quiet with a very small jobbing trade doing. We quote: Rio, 15½ to 17c.; Santos, 16½ to 17c.; Maracaibo, 18c.; Java, 24 to 26c., and Mocha, 24 to 26c.

TEAS.

The tea market has been rather quieter this week, but the tone is firm and values are all firmly held. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

The demand for Valencia raisins is light but stocks are small and prices firm. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; and selected, 6¼ to 6½c., with layers, 6¾ to 7c.

California raisins move along quietly: 2-crown, 6½ to 6¾c.; 3-crown, 7 to 7½c., and 4-crown, 8 to 8½c.

Sultana raisins are steady and unchanged at 7 to 12c., as to quality.

Currants continue firm but business is light. We quote: Provincials, bbls., 4c.; half-bbls., 4¼c.; cases, 4¾c.; half-cases,

4½c.; Filiatras, ditto; Patras, 5½ to 6c., and Vostizzas, 6½ to 8c.

There has been a fair trade in prunes, prices ruling firm. We quote: French, 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's.; 7 to 8c. for 70 to 80's., and 6½c. for 90 to 100's.

The fig market is quiet at 7 to 10c.

Dates continue steady at 5½ to 6c.

Evaporated fruits are dull but steady. We quote: Evaporated peaches, 11 to 12c.; pears, 9½ to 12c.; apricots, 14 to 17c., and prunes, 8 to 12c., as to brand.

CANNED GOODS.

There has been a fair enquiry for peas, corn and tomatoes, and stocks of the latter are extremely light. We quote: Tomatoes, 75 to 85c.; corn, 75 to 90c.; peas, 80 to 90c.; beans, 70c. up; peaches, \$2.75 to \$3 for 3's, \$1.75 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.55 to \$1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37½ to \$1.40; Lowe Inlet, \$1.30, in tall tins; cohoes, \$1.20; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.25; 6's, \$6.75 to \$7; 14's, \$14 to \$15; lobsters, \$10 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

FISH.

There has been a fair demand for all kinds of fresh fish since last report. In pickled fish values have an easy tendency, some declines being noted. Labrador salmon are down 50c. to \$1; B.C. salmon, 50c.; green cod 25 to 50c., and green haddock 35 to 50c. We quote, in a jobbing way: Labrador salmon, small, \$12; B.C. salmon, \$11.50 to \$12; No. 1 green cod, large, \$5.25; No. 1, \$4.40 to \$4.50; No. 2, \$2.75; No. 1 green haddock, \$2.75; No. 1 N.S. herrings, \$3.75 to \$4, and No. 1 lake trout, \$4 to \$4.50; No. 2 mackerel, \$11.

Weakness in Manitoba whitefish continues the chief feature in fresh fish, prices declining another cent per pound. We quote as follows: Haddock and cod at 3 to 3¼c.; steak cod, 3½ to 4c.; smelts, 3 to 5c.; salmon, 11 to 12c.; Manitoba pike, 3½ to 4c.; dore, 5 to 5½c.; white fish, 5½c., fresh herrings, 90c. per 100.

There has been a better demand for smoked fish, and a fair trade is reported at steady prices. We quote: Yarmouth and bay bloaters, 85c. to \$1 per box; kippered herrings, \$1.00 to 1.25 and smoked herrings 10 to 12c. per box.

Dried and boneless fish are moving

slowly. Prices show no change. We quote: Cod, \$3.75 to \$4 per cwt.; pollock, \$1.65 to \$1.75 per 100 lbs.; skinless cod, \$5 per 100 lbs.; boneless cod, 5½c. per lb., and fish, 3c. per lb.

GREEN FRUIT.

The green fruit market is dull and generally unchanged. We quote: California oranges, \$4 to \$4.25 per box; Florida oranges, \$5 to \$5.50 per box; Valencia oranges, \$3.50 to \$3.75 per box; lemons, \$1.75 to \$2.50 per box, and \$5 per chest; cranberries, \$1 to \$5 per bbl.; Spanish onions, 85c. per crate; Malaga grapes, \$7.50 to \$8; bananas, \$2 to \$2.50; pine-apples, 10 to 35c. each.

APPLES.

Apples are quiet and rather heavy in price. We quote: No. 1, \$2, and lower grades down to 50c.

DRIED APPLES.

Continue much as last reported at 3 to 3¼c., and evaporated, 4c.

COUNTRY PRODUCE.

EGGS—The tone of the egg market was steady, and as the demand was only for small lots business was quiet. We quote: New laid, 15 to 16c.; Montreal limed, 10½ to 11c.; and western limed and held fresh, 8 to 10c. per dozen.

POULTRY—The demand for poultry is fair, but owing to the continued light offerings trade is quiet and values firm. We quote: Turkeys, 9 to 10c.; ducks, 8 to 8½c.; chickens, 7 to 7½c., and geese, 6 to 7c. per lb.

BEANS—There was no change in beans, prices being about steady, and sales slow at 60 to 65c. in car lots, and at 70 to 80c. in a jobbing way.

POTATOES—The demand for potatoes was slow at 35 to 40c. per bag in car lots, and at 45 to 50c. in a small way.

PROVISIONS.

The demand for provisions continues of a limited character, and the market is quiet, with no change in prices to note. We quote: New packed Canadian pork, \$11 to \$12; old at \$10 to \$10.50 per bbl.; pure Canadian lard, in pails, at 5½

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

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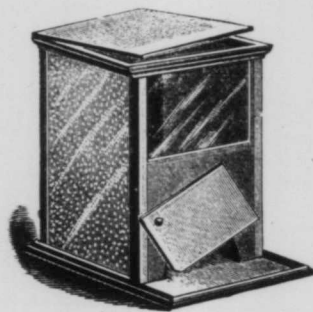
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Ready for the table in 10 minutes.
No Soaking. No Boiling. No Odor.

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All orders will receive our best attention.

CHEESE.

The English markets have been advancing for some days and Cheese will be higher. We have:

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- STILTON CHEESE
- "STAR" CREAM CHEESE
- "PEPSIN" CREAM CHEESE
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Write for quotations.

F. W. Fearman
HAMILTON
HAMS, BACON, LARD.

to 6c., and compound refined at 4½c. per lb.; hams, 9 to 11c., and bacon, 8½ to 9½c. per lb.

There was no change in the situation of the dressed hog market, business being quiet and prices firmly held, owing to the small offerings. We quote: Light, \$5.50 to \$6 per 100 lbs., in car lots, and \$6.25 to \$6.75 in a jobbing way; heavy, \$4.60 to \$4.75 in car lots, and \$5 to \$5.25 in a small way.

FLOUR, MEAL AND FEED.

There was nothing new to note in the situation of the flour market. The demand is purely of local character, and the volume of business doing is small at about steady prices. We quote: Winter wheat patents, \$4.45 to \$4.70; straight rollers, \$4 to \$4.25; and in bags, \$1.95 to \$2.05. Manitoba spring wheat patents, \$4.90 to \$5.05; and strong bakers', \$4.25 to \$4.75.

The feed market is moderately active, and the demand is reported fair by millers at \$12 for Manitoba bran and at \$13 for shorts per ton, including bags. Ontario white wheat bran is offering by local dealers at \$10 to \$10.50 per ton in bulk.

The demand for oatmeal continues slow, and the market is quiet and easy at \$2.90 to \$3 per barrel for rolled oats, and at \$1.45 to \$1.50 per bag.

There was no change in hay, business being slow and prices easy at \$8.50 to \$9 for No. 1, and at \$7.50 to \$8 for No. 2 per ton in car lots.

HAY.

The hay market has ruled easier since last report. We quote: No. 1, \$8.50 to \$9 and No. 2, \$7.50 to \$8.

CHEESE AND BUTTER.

There is nothing doing in cheese, business being practically wound up until the new season opens.

Trading in butter consists of a small jobbing business, and prices rule steady at 18 to 19c. for creamery and 11 to 13c. for western roll dairy.

MONTREAL NOTES.

The sugar market has a rather easier feeling, though there is no actual change.

Round lots of molasses are offered at 27c.

Why not sell your customers the best? One trial will convince you that **BROCK'S BIRD SEED**



is the cleanest, best and most nutritious seed in the market. All wholesalers.
NICHOLSON & BROCK - TORONTO

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Wholesale trade only.

BUTTER

Good demand for choice Roll Butter. If you have any on hand, let us hear from you.

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

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HAM AND EGGS

NOTHING NICER, if you eat "MAPLE LEAF" Brand HAMS or BREAKFAST BACON.

We have the eggs too—fresh, new-laid stock every day.

D. GUNN, BROS. & CO.
PORK PACKERS,
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Special Fancy California Washington Navels. Fancy New Valencias.

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and one holder is a seller of 500 puncheons for less.

There have been sharp declines in many staple lines of pickled fish, despite the advent of Lent.

Mr. L. Adheimar Delorme, of the firm of Laporte, Martin & Cie., has been sworn in as a justice of the peace by Mr. L. W. Sicotte, Clerk of the Crown.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., March 4, 1897.

THE two dull months of the year are gone, and from now a better business demand is expected. Among grocery merchants there is very little talk of the profits of the past year. All dealers seem in about the same position, and in that they find some comfort. This state of affairs is largely due to the falling markets in sugar, molasses, beans and pork. Tea continues to arrive in large quantities. There was some excitement among the importers on account of the accident to the steamer Damarra, but her cargo (which was largely tea) is being forwarded, and it is said is very little damaged. The tea arriving is being largely shipped through the county, the outside dealers buying freely. Cream of tartar in the original markets tends rather easier. Smoked herring, which during the last two years have been very low and plentiful, are at the moment very scarce here, and prices are held firm. In brooms prices are rather higher than last season, and tending upward.

OIL.—As noted last week, the expected change in duty is affecting demand, dealers buying from hand to mouth. This is particularly true of burning oil, in which at best the large demand for this season is over. Orders for lubricating for spring delivery come in quite freely. The change, if any, favors firmer prices. We quote: Best American, 19½c.; best Canadian, 18¼c.; prime, 16c.

SALT.—The cargo of six thousand bags, spoken of last week, is finding a more prompt sale than was expected, one reason being the importer was able to sell at a low figure while cargo was landing. The Liverpool steamer also brings the usual quantity each week, and market is in this way kept well supplied; so much so that the outside demand will be supplied much earlier than usual. The demand for Canadian salt is still light, but with the opening of the dairy and cheese business there will be increased demand. The Canadian salt is the chief table salt used here. We quote: Coarse, 45 to 50c., factory-filled, 85c. to \$1; 5-lb. bags in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and

cheese salt, bulk, \$2.60 to \$2.65 per bbl.; 20-lb. wood boxes, 20c.; 10-lb. wood boxes, 12c.; cartoons, \$2 per case of 2 doz.; Canadian fine, \$1.

CANNED GOODS.—There is little change. Canned meat men begin to look for spring orders. There is little change in price, but the feeling is for higher prices, if any change is made. The season in canned haddies has not been altogether satisfactory, the production increasing faster than the demand, which has caused a cutting in price. The quality of these goods should cause a better sale than there is. Domestic canned clams and sardines show a better demand from the west. There are practically no domestic sardines sold in the local market. Vegetables, except corn, tend higher, and so do peaches. Plums are offered quite freely, but sale here is small. We quote: Corn, 65 to 70c.; peas, 75 to 90c.; tomatoes, 80 to 90c.; gallon apples, \$1.80 to \$1.90; corned beef, Canadian, \$2.25 to \$2.35; American, 2-lb. tins, \$2.40 to \$2.50; 1-lb. tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.20; 1's, \$1.34 to \$1.45; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.90 to \$2; pineapples, \$2.25 to \$3; salmon, \$1.30 to \$1.40; lobsters, \$2.20; haddies, \$1.25 to \$1.30; clams, \$5 for 4 doz.; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.; American peaches, 3's, \$2.25.

GREEN FRUIT.—There is a continued improvement in the sale of this class of goods. Even apples, if good stock, are bringing better prices. Shippers have been much encouraged by late returns from the English market. Lemons keep very low. In fruit oranges show best demand. Californias and Valencias show little change. The sale of Floridas is small; in fact, it is hard to get the real thing. Cranberries continue very dull and low. In bananas the movement is still small. Lettuce sells quite freely. We quote: Lemons, \$2.55 to \$3; Valencia oranges, \$3 to \$3.50 per case; California oranges, \$4 to \$5; Florida oranges, \$4 to \$6; apples, \$1 to \$2.50 per bbl.; cranberries, Cape Cod, \$3 to \$5 per bbl.; bog cranberries, native, \$2 to \$4; pines, \$1.50 per doz.; bananas, \$2 to \$2.50.

DRIED FRUIT.—There is a better business doing. Prices are held firm and the outlook is good in all lines, except dried apples, in which there is no business; evaporated apples, in which quality is much poorer than usual, and California prunes, which although in limited sale show better demand. As regards prunes there seems less demand than usual. Values are higher, that is, the French and Bosnia. Dates are light stock and held firm. The seeded muscatels which are now here in

cartons, 36 in a box, are having a good sale. They interfere with the sale of raisin seeders. Onions are light stock but equal to demand. They hold firm at the advance of 75c. over the price during the winter. We quote: Valencia raisins, 5 to 6c.; layers, 6½ to 7c.; California 3-crown L.M., 7½ to 7¾c.; 4-crown, 8¾ to 9c.; London layers, \$1.75 to \$2; currants, cases, 4¾ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7½ to 7¾c.; bulk, cleaned, 6 to 6½c.; prunes, 5½ to 6c.; California, 6 to 10c.; dates, 4½ to 5c.; dried apples, 3 to 3½c.; evaporated apples, 4½ to 5c.; onions, \$2.50 to \$3.

DAIRY PRODUCE.—Cheese begins to strengthen in price, having advanced one-half to a cent during the last two weeks. Price here had been lower than at outside points owing to light demand, but stocks being very light the improved movement has caused the advance. Cheese men look forward to a much better year this year than last. Butter dull. Ontario butter offered very low. Market dull except for best quality. Eggs have fair sale but prices are easy. We quote: Dairy butter, 16 to 18c.; creamery, tubs, 19 to 20c.; prints, 20 to 22c. Cheese, 10½ to 11c. Eggs, 15 to 16c.

SUGAR.—Prices continue firmer, and there are fair sales reported. The uncertainty of tariff changes is felt in this market, and some are buying quite largely. Refineries will not sell ahead. We quote: Granulated, 4 to 4¼c.; yellows, 3¾ to 3¼c.; Paris lump, 5¼ to 6c.; powdered, 5¼ to 6c.

MOLASSES.—At present the outlook is for low molasses, and much smaller importations than last season, particularly Barbadoes, which, while three years ago it was the favorite and almost the only molasses here, is now (owing to falling off in quality) hard to sell, Porto Rico and New Orleans taking its place. There is still quite a quantity of Porto Rico and Barbadoes here, and new Barbadoes is expected very soon. While the stock of New Orleans is light, a quantity arrives each week. We quote: Barbadoes, 25 to 27c.; Porto Rico, 27 to 30c.; New Orleans, bbls., 26 to 28c.; Antigua, 25 to 26c.; syrup, 36 to 38c.

FISH.—There is a fairly steady demand, chiefly now for pickled and dry. Lent is causing some stir, but not the difference it did a few years ago. Quite a demand for boneless fish from the west has been noticed. Smoked herring have been scarce here this week, and prices are held firm. In frozen fish there has been but quiet business, and the season is about over. Lobsters are very scarce, the smaller ones are being used by the canneries, and it pays better to sell the large ones in other markets. We quote: Large cod, \$3.25 to \$3.50; medium, \$2.75 to \$3; pollock, \$1.20 to \$1.25; bay her-

Making it Pay

Is the great object of all business. The more permanent the business, the greater chances there are of success. The way to build up a successful business is to sell the very best goods obtainable. If your business is already an assured success, all the more reason why you should do so. It is the only way by which you will keep it there. In selling "KENT" Tomatoes you are sure of selling the best put up. Every can is filled solid with fresh ripe Tomatoes. Every can is guaranteed perfect. If you sell "KENT" Tomatoes you will not only hold your own trade, but will also draw others to you.

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

Ewing, Herron & Co.
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Ask our Travellers to show you our LEADERS in BULK

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Pounds and Half Pounds. \blacklozenge Once Tried Always Used.

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Our Pickles

Put up in bottle or bulk are the best Canadian Pickle made, and sell as readily as imported.

WRITE FOR PRICES.

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CALIFORNIAN

Harvest and Santa Cruz Brands.
All sizes.

BOSNIA, Sphinx U.

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Ceylon Tea

Is never sold on consignment.

JOHN SLOAN & CO.

Wholesale Grocers

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A Certainty

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

Excelsior Coffee

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

Todhunter, Mitchell & Co.

Coffee Importers and Roasters

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THE BEST MADE

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PERKINS, INCE & Co.

TORONTO.

For the Whitest, Lightest and
Sweetest Cakes

USE
**Ocean
Wave
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Manufactured by the

HAMILTON COFFEE AND SPICE CO.
HAMILTON, ONT.

ring, \$1.35 to \$1.40 per-half-bbl.; smoked, 5 to 6c.; shad, half-bbl., \$5 to \$5.50; boneless, 2 1/2 to 8c.; frozen herring, 60 to 70c. per 100; bloaters, 50 to 60c. per box; kippered, 90 to \$1 per box; Barrington herring, \$3 to \$3.25 per bbl.; Shelburne, \$3.50 per bbl. Frozen cod, 2 to 2 1/4 c. per lb.; pollock, 1 to 1/4 c.

PROVISIONS — There is little change. Lard is being offered by some houses west very low, while others hold firmly to their price, there being a range of from 1/2 to 3/4 c. The low price of pure lard has affected the sale of compound—always a limited sale here. Pork keeps low and beef shows little or no change. Smoked meats show a rather better sale. We quote: Clear pork, \$13 to \$14; mess, \$12 to \$13; plate beef, \$11 to \$12; hams, 10 to 11c.; rolls, 7 to 8c.; pure lard, tubs, 6 1/4 to 7c.; compound, 6 1/4 to 6 3/4 c.

FLOUR, FEED AND MEAL—In flour, the easy feeling continues and tends to check demand, which otherwise, at this season, would be quite large. In oatmeal, as in flour, the tendency is downward. There is but a fair sale. Cornmeal still has a large sale at the extreme low price quoted. Beans, of which the stock held here is quite large, seem to have touched bottom; at least, some large western shippers refused offers at a price they accepted last week. Of late practically no prime beans have been sold

here. Feed and hay show a light sale. Carleton County hay continues to find a better price in the American market than here, but Carleton County oats are low. We quote as follows: Manitoba flour, \$4.35 to \$5.40; best Ontario, \$4.80 to \$4.90; medium, \$4.35 to \$4.40; oatmeal, \$3.15 to \$3.25; cornmeal, \$1.80 to \$1.90; middlings, \$14 to \$15; bran, \$13.50 to \$14; oats, 32 to 35c.; hay, \$11 to \$12; barley, \$3.10 to \$3.25; round peas, \$1.10; split peas, \$3.10 to \$3.25; beans, hand-picked, 90 to \$1; prime, 85 to 90c.; yellow eye beans, \$1.25 to \$1.50.

ST. JOHN NOTES.

It is said Mr. Arthur Everett is to be appraiser in the place of the late Mr. David Hall.

A find of gold and silver is reported near St. John, at Spruce Lake. It is said a test of ore shows a yield of \$50 per ton.

Custom receipts for February exceed those of the same month last year, the figures being \$3,466 and \$71,743 respectively.

Lent has brought to John Sealey an increased demand for all kinds of fish for the west, particularly boneless fish, for which grade he has a large sale.

An effort is being made in Woodstock, Carleton, to establish a canning factory there. The Board of Trade has taken hold

OUR STANDPOINT

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

Jamieson's Biscuits

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

The Manufacturer, R. E. Jamieson, Ottawa

of the matter, and, from the present outlook it is thought the effort will succeed.

Mr. J. K. McCargar and Mr. F. W. Brenton, the well-known cheese manufacturers of Belleville, passed through St. John this week bound for England. They feel confident of a good season's business during the coming year.

While the larger quantity of apples from the Annapolis valley are shipped to the English market via Halifax quite a few come this way, about 1,000 barrels passing through this week. It is said there are still left for shipment in the valley upwards of 50,000 barrels.

The cargo of the steamer Damara, which steamer was injured coming out of London, is to be forwarded at once by another steamer. The cargo, which consisted largely of tea, received little, if any, damage. That there may be no delay in shipping the outward cargo for this steamer from St. John, the Furness people are sending out the steamer Cundall. She is due about March 10.

The yearly report of the People's Bank of New Brunswick at Fredericton is one very satisfactory to the stockholders. After paying a dividend of 8 per cent. the statement showed a surplus of \$10,000. The following officers were elected: President, Hon. A. F. Randolph; vice-president, A. H.

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Randolph
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A Comparison

That is, a taste of one and a taste of the other, will show you at once the difference between

MacLAREN'S IMPERIAL CHEESE . . .

and any other cheese in the world. We fear no comparison : on the other hand, we are willing to have our cheese subjected to any test, for we know that in point of flavor and keeping quality it is **PERFECTION.**

Have you seen our New Holder ?

A. F. MacLAREN & CO. - TORONTO.

Heinz's Pickles.

One of the first condiments packed by us was Celery Sauce, a palatable and wholesome relish for steaks, chops, etc. It is an excellent base for chicken, salmon and lobster salads. It contains all the curative properties of the fresh celery plant, which is prescribed by eminent physicians for all types of nervous debility.

For sale by _____

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

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE
always bear this
Keystone trade-mark.



Randolph; cashier, John W. Spurden. Like the other two New Brunswick banks, this bank has but the one office.

The steamer Taymouth Castle, for the West Indies, had a full compliment of cargo from here, among which was some 600 barrels potatoes, 2,000 boxes smoked herrings, and 150 barrels beans, besides which was quite a quantity of pork, lumber, dry and pickled fish.

HAVE YOUR OWN WAY.

MAN is not merely the architect of his own fortune, but he must lay the bricks himself. Bayard Taylor, at 23, wrote: "I will become the sculptor of my own mind's statue." His biography shows how often the chisel and hammer were in his hands to shape himself into his ideal. "I have seen none, known none, of the celebrities of my time," said Samuel Cox. "All my energy was directed to one end, to improve myself."

"Man exists for culture," says Goethe; "not for what he can accomplish, but for what can be accomplished in him."

Labor is the only legal tender in the world to true success. The gods sell everything for that, nothing without it. You will never find success "marked down." The door to the temple of success is never left

open. Every one who enters makes his own door, which closes behind him to all others.

Circumstances have rarely favored great men. They have fought their way to triumph over the road of difficulty and through all sorts of opposition. A lowly beginning and a humble origin are no bar to a great career. The farmers' boys fill many of the greatest places in legislatures, in syndicates, at the bar, in pulpits, in Congress, to-day. Boys of lowly origin have made many of the greatest discoveries, are presidents of our banks, of our colleges, of our universities. Our poor boys and girls have written many of our greatest books, and have filled the highest places as teachers and journalists. Ask almost any great man in our large cities where he was born, and he will tell you it was on a farm or in a small country village. Nearly all of the great capitalists of the city came from the country. "'Tis better to be lowly born."

MEXICAN ORANGES.

The yield of oranges in Mexico, says a consular report, varies very much—soil, climate, proper irrigation, pruning and cultivation being important factors in determining the extent of the crops. In Atlixco, Yauatepec and Tacambaro the trees average 860 oranges each, but in Atotonilco, Montemorelos and Hermosillo the average yield is from 1,700

to 2,200 oranges per year, producing one crop a year. With the advantages of climate and soil, the tree in Mexico should yield from 5,000 to 8,000 oranges.

IN CREDIT MATTERS NEVER GIVE WINGS TO RUMORS.

Damaging truths are bad enough, says a contemporary. Damaging untruths—or truths perniciously exaggerated or purposely colored—are worse still. In these times, when business confidence is none too firmly established, it ill becomes any man to endanger by word or insinuation the confidence that may exist between creditor and debtor. Many a bank has gone down in consequence of a run excited by false alarm; and the shores of commercial history are strewn with the wrecks of countless firms whose downfall was brought about by the sudden commercial demands of suspicious creditors.

Business is built on credit.

Credit is built on confidence.

There is no surer way of undermining a man's business than by giving credence to and circulating rumors about him. The man who stealthily applies the torch to a building is no more despicable than he who applies the firebrand of distrust to the reputation of a business establishment. It is with this thought that we say that those men who indiscriminately disseminate uncorroborated rumors are guilty of an act for which there should be a fitting punishment.

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.]

BART. COTTAM & CO.: "I see by your 'Hints to Buyers' in your last issue of THE CANADIAN GROCER that several shipments of Cottam's bird seed had just been made to firms in Montreal, but this announcement, while true, was not made by us. If we were to announce every shipment made the space devoted to 'Hints to Buyers' would be too small. Our shipments are made daily to all parts of the Dominion and last year our sales exceeded the output of any previous year, and in some instances more than double. We are too modest."

New orange marmalade in 7-lb pails is in store with H. P. Eckardt & Co.

W. H. Gillard & Co. advise that a few grocers' show cases are yet unsold.

Robert Greig & Co. have just received a large shipment of Keopff's family gelatine.

Direct shipments of Ceylon teas are arriving this week for The Davidson & Hay, Ltd.

Choice family natural figs in 28-lb. boxes are being offered by W. H. Gillard & Co. at bargain prices.

Dawson & Co. have taken into stock shipments of "Golden Apple" and "Palm Date" California oranges.

The Davidson & Hay, Ltd. report a good demand for their choice, cleaned currants in 1-lb. and 3-lb. cartons.

The Eby, Blain Co., Ltd., call attention to their special blend of "Lion" tea, which they are advertising this week.

The Davidson & Hay, Ltd., are showing a very nice sample of Demerara sugar which they have in stock this week.

Calder's fleecy cod, a nice line for Lenten fish cakes, is now in stock with Robert Greig & Co. It is put up in packages to retail at 10c.

John Sloan & Co., are receiving a shipment of pork and beans in tomato sauce, which they are offering at \$1 per dozen 1-lb. flat tins.

The Eby, Blain Co., Ltd., are introducing a pure wheat farina. It is put up in cases of 2 dozen and can be retailed at 10c. per 1-lb. package.

Shipments of Japan Gunpowder and Pekoe Japans are in stock this week with The Davidson & Hay, Ltd. who are offering these teas at tempting prices.

The Toronto Coffee and Spice Mills are

making arrangements whereby purchasers of certain quantities of their spices will be given a light driving wagon, manufactured by Gray & Co., of Chatham. See their advertisement next week for particulars.

H. P. Eckardt & Co. are making a specialty of all kinds of fish for the Lent trade, flitched codfish being an exceptionally good seller at present.

The F. F. Dalley Co. state that they have placed several large orders for spring delivery for "English Army" blacking, and they expect to take a good many more before navigation opens.

"We are making a special drive this week on California evaporated fruit in bags, consisting of peaches, apricots, egg plums and prunes; be sure and get our prices," so say the Eby, Blain Co., Ltd.

LATE ADVERTISEMENTS.

[The following items arrived too late for insertion in the regular advertising space. Reading notices inserted in this column at 5c. per word.]

Japan teas, medium and high grades, are selling well with W. H. Gillard & Co., who have stocked up heavily with a carefully-selected range in anticipation of the duty being imposed.

The Davidson & Hay, Ltd.: "Repeat orders are coming right along for our 'Tea Cup' Japan tea."

T. A. Lytle & Co., manufacturers of vinegar, pickles, jams, jellies, etc., report a good season's trade in all lines.

The Eby, Blain Co., Ltd., report that their special brand of "Anchor" salmon is meeting with general favor, and that they are getting many repeat orders.

Robert Greig & Co's "Crown" flavoring extracts are as popular in the far west as is the case nearer home. Some heavy shipments have recently been made to Manitoba and Coast points.

A FINE CASH REGISTER.

THE Capital cash register, which is advertised in this issue, is certainly one of the best put on the market. The machine is a most ingenious one, being a printing press, a dating machine, a numbering device, a typewriter, a paper cutter, a cashier, a book-keeper and a complete business systemizer all in one, and something that will last a lifetime. It is very handsomely gotten up, having an ornamental brass case, finished in gold, silver, bronze and nickel. It has four vertical keys, and is operated by having a crank at the right hand side. Any amount from 1c. to \$99.99 can be registered, or, if desired, special keys can be placed on the fourth bank, and these can be registered with the regular cash keys.

HOW TO BOOM SPICES.

The following lines were written by a boy of 16, who is employed in the office of a prominent spice importing firm, and who is equally likely to be heard of in future years as the engineer of some speculative boom in spices, or as a rhyming humorist, says an exchange. These rhymes need no apology, but it is fair to their author to say that they were dashed off very hurriedly, and were subjected to no subsequent revision.

In the peerless land of Egypt, several thousand years ago,
There lived an old astrologer, who name was Skinnemo.
To the palace of Rameses journey'd Skinnemo one day;
He gained an audience with the king, and said the follow-

ing say:
"Oh, Pharaoh, mighty Pharaoh, I have spices here to sell.
I have cloves and mace and ginger; to buy them you'd do
wel."

He hemmed and hawed and bargained til the king, with
gui e ess face,
Bought a thousand tons of ginger and a thousand tons of
mace,
And the same of cloves and pepper, while he thought:
"Well, by-and bye

I will make a handsome profit; there are none so wise
as I."

In the storehouse of Rameses all the spices were soon
laid;
But there were no fools to buy them, so, of course, there
they stayed.

But Rameses, nothing daunted (he had been there oft be-
fore),

Gathered a l his royal army and sent them on to war.
The mortality was dreadful; soldi rs di d off by the
sc re,

And such demand for spices had never been seen before.
They were needed for embalming all the mummified re-
mains,

And the king, Rameses, chuckled as he counted o'er his
gains
Oh, importer, if cn spices you lose, why sit you down and
cry

And groan about the business, or stop to va'n'y sigh?
You cannot work Rameses' game, but this much you can
do;

There are too many brokers. Why not kill off a few?
—A Tennyson Davis.

VALENCIA RAISIN CROP.

A Denia circular just received gives an exhaustive review of the movement of the 1896 crop of Valencia raisins, with comparisons with former years. The first shipments were made on August 17, 1896. England received during the season 259,759 cwts.; the United States, 53,094; Canada, 30,632; the Baltic ports, 70,656; France, 16,000; different places in Spain, 3,300; Germany and other countries, 13,000. leaving in the farmers' hands on Feb. 1 5,000 cwts. out of the total crop of 451,941 cwts. While the receipts of Valencia raisins in this country were somewhat larger than last year, they were decidedly smaller than for those of any previous season since 1876, when the total importation amounted to but 76,316 cwts.

A shrewd grocer in St. Louis, has hit upon a novel way of increasing his trade. He sends a female agent to the houses of his patrons to take the morning orders, and she suggests lots of nice and expensive things that just hit the fancy of customers.

For

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For all House-cleaning Purposes

ORDER **PEERLESS**
WASHING COMPOUND

It will pay **YOU** to push it **BECAUSE** you will make a good profit.
Your customer will like it better than any other. . . .

PURE GOLD MFG. CO., 31 AND 33 Front St. E., Toronto

FIGURE OUT EVERYTHING.

IN an excellent paper by W. H. Taylor, published in a recent issue of The Lawyer and Credit Man, a journal devoted to credit interests, this counsel is given:

Merchants do not use enough lead pencils. I would quadruple and quintuple the number of lead pencils in existence, and I would furnish every merchant in the country, big and little, with writing pads to make figures on and to practice on, until they would get in the habit of figuring everything out. When a man comes to me to do any business, I like to see him come with a lead pencil in his hand, and I like to have him ask for a piece of paper, and after he puts his proposition down, I almost want to see him make a diagram of it, as we used to at school, to see just how it will work out. If a man starting in business desires to open up an account with you, he will tell you he has, say, \$10,000 capital, and that he is going to pay one or two or three thousand dollars a year rent, and that he is going to make a large quantity of money, and the chances are ninety-nine out

of a hundred that he has never figured out just how he is going to make the money, but he just feels in his bones that he is going to make the money. Often credit men, seeing that the man has apparently ample capital, do not figure this man's future out. At the end of two years, the man fails, because the natural leaks in his business and his expenses have overwhelmed him, but if the credit man had taken the time he would have sat down with that man and figured the thing out in advance and would have seen that there wasn't any possibility of that man succeeding any longer than his capital was used as putty to fill the holes caused by his expenses.

Suppose a man comes to you and says he wants to buy goods on credit; you say to him, "Well, how much can you sell?" He always puts it high enough. "All right, put that down. How much profit can you make?" He always makes that high enough. Find out whether he thinks the profit is on the basis of the selling price or cost of the goods. You will always find that it is really on the cost, but he thinks it is going to be on the selling price.

Figure it out either way and put that down, and then you have the gross amount that he can make. Now, then, add up the items of which he tells you his expenses will be, and then deduct the one from the other, but be sure you don't let him fool you or himself on the item of expense. When he tells you he is going to live on \$30 or \$40 a month, when you know that nobody else in his circumstances does, don't believe him, but be sure you get it reasonably correct, and then figure a little something for interest that he is going to pay for borrowed money during the year—he never thinks of that—and be sure to take something out for depreciation in value of the goods at the end of the year—you will find out that he never figures in advance that his goods are going to depreciate at the end of the season, and see if you can't determine for yourself that that man, if he is a beginner, is or is not going to be a good and safe risk. You will find that nine times out of ten, if you will take his own figures for it, you can see that without knowing it he has demonstrated to you in advance the impossibility of his succeeding.

A CLEAN SWEEP

OF

7 CASES, 40 x 7 lb. BOXES EACH,

Fine Corsican Citron Peel

Is what will take place this week. If you want any, just get our prices.

L. CHAPUT, FILS & CIE.

MONTREAL

MANITOBA MARKETS.

WINNIPEG, March 4, 1897.

EVERYTHING here continues quiet. The weather for the past week has been exceptionally severe for the season, and this, of course, hampers trade. Trains have been delayed by snow, and there is a general holding off for fine weather. March has certainly come in like a lion, and it is to be hoped its departure will be correspondingly lamb-like.

FISH—With the advent of Lent there is an increased demand for fish, and dealers are buying in considerable quantities. There is no marked increase in price, with the exception of haddies, which now stand at 8c. Fresh fish are as plentiful as ever.

CANNED GOODS—These stocks are especially good values, as prices in the east have risen considerably since these stocks were purchased. The stocks are large, well assorted and of good quality, and the demand and prices are alike steady. There is no change in price from last week.

SUGAR—Sugar holds steady at the advance of $\frac{3}{8}$ c. reported last week, but there are practically no sales at present.

TEAS—Merchants are increasing stocks in anticipation of the duty, but prices at present remain unchanged. One of the marked features of the Winnipeg tea market is the change in the kinds of tea sold. Three years ago the demand was almost entirely for China and Japan teas. Now China tea has almost disappeared from the market and Ceylon and Indian teas are steadily growing in demand throughout the province.

COFFEE—The situation is very little changed. English quotations show that Rio has declined somewhat since last week. Java and Mocha still stand at 29c.

DRIED FRUITS—Same as last week. Valencia raisins are not even quoted, there being none in the market. Currants have not risen in price, though an advance is still anticipated.

CALIFORNIA EVAPORATED FRUITS—Show absolutely no change from last week.

FRESH FRUIT—The supply of apples is still large and the quality superior for the season of the year. There has been an advance in the price of Spies from \$2.75 to \$3 and \$3.50 per bbl., but a fair quality of Seeks and Canadian Reds are still to be bought at \$2.50. Oranges are a little slow, but are coming in steadily. The demand is almost altogether for California fruit. Seedlings sell at from \$3 to \$3.50, Navels at \$4 and extra quality at \$4.50. Cranberries are plentiful, both frozen and unfrozen. The frozen fruit is selling at from \$4.50 to \$5. There is no great demand for this fruit owing to the supply and price of apples.

EGGS—Supply is very much below the demand, owing to the cold weather. The trade are selling at 20c., but as high as 22c. has been realized. The price is not likely to advance, however, as with the first few mild days the supply will increase with a rush.

BUTTER—Supply and demand about equal for a first-class article, which is selling for

14 to 16c. per lb. The butter market is firm, and the supply and quality have both been very fair throughout the entire winter. Creameries do not open here until the end of May, so the supply is likely to decrease rather than increase for a time.

CHEESE—The supply is plentiful, the quality good, and the price 8 to 10c. per lb. The local demand is small.

POULTRY—The supply of fresh poultry is extremely limited. Prices are: Chicken, 6 to 7c.; ducks, 8 to 9c.; geese, 9 to 10c.; turkeys, 9 to 10c. There is still a considerable quantity of frozen stock on hand.

HALIFAX TRADE GOSSIP.

BENT, BRIGHTLY & PAGE, who opened a general commission business in Seeton & Mitchell's old stand on Water street a few months ago, and who were recently incorporated by the Local Parliament, have about purchased the extensive business of A. Gunn & Co., millers and dealers in feedstuffs. Gunn & Co. have been in business for some years and have built up a large trade.

Hubley, Teas & Co., retail grocers, Barrington street, have assigned to Thomas Spry. Their liabilities are over \$20,000. The preferences are: Thomas Spry, \$6,895; B. F. Hubley, \$336; Alex. Bond, \$1,770; W. H. Isnar, \$100. The firm offered to compromise at 30c. on the dollar. Most of the Halifax creditors were agreed, but the outside creditors would not. W. H. Teas, of the same firm, doing a confectionery business as a side line, has assigned to Alex. Bond. The firm carried on a large business and had one of the best retail stores in the city. The failure is a bad one.

Three hundred and two puncheons and 36 tierces of molasses were received from Pouce, P.R., last week. There is no change in the local market.

Large shipments of apples continue to the English market. The steamer St. John City took 15,000 barrels to London on Saturday last, and the Mongolian 750 barrels.

Cold storage is now in sight for Halifax. The Local Legislature has granted a bonus to the Atlantic Cold Storage Co. of \$2,000 per year for six years. This company

will erect a warehouse in this city and will receive partial tax exemptions from the city for ten years. J. A. Leaman & Co., wholesale and retail dealers, are likely to erect cold storage for their own accommodation. They import more fish, meat and poultry from Ontario than all the other dealers in the city combined. A company is being formed to erect cold storage at Yarmouth for the benefit of the fresh fish trade.

There is no change in the local sugar market from that reported last week. The indications for a good spring's trade continue.

The fish market is brighter on account of the demand for the Lenten season. Prices are without change. Howard Smith, of N. & M. Smith, our largest fish dealers, is in Montreal this week looking after business.

This being the dull season in the green fruit business, C. W. Outhit has gone on a trip to Florida. He will be away till the 1st of May.

A COLD DAY IN WINNIPEG.

"Brrr!" said the man from Potato Creek, crowding up to the stove. "Purty cold."

"Yas," said the grocer, "it is purty frosty for the time of year. I see it went 25 below in Helena, which, I think it a good thing that the town has them last two syllables in its name, or it would be about as hard to believe as some of them yarns of old Ananias over there."

The man with the ginger beard looked up and said: "Who you callin' ole Ananias? Any one of ye ever ketch me in a lie?"

"No," said the grocer, "I guess you never was ketched in a lie yit. Any one that kin lie as fast ez you kin ain't liable to git ketched."

"But, speakin' of th' cold weather," said the man with the ginger beard, "I guess it was about as cold in Winnipeg in the fall of '65 as I ever see it, er anybody else."

"How cold was it?" asked the man from Potato Creek.

"Wal, ez fur ez degrees below zero goes, I can't tell you nothin' about that," said the man with the ginger beard, "fer they wuzn't no thermometers long enough fer to measure it, but I do know that when we wanted to git water to drink the ice was froze so hard that we had to heat it red hot 'fore it would begin to melt. — Indianapolis Journal.



Brushes
Brooms
Woodenware

Montreal
Branch:
1 and 3 De Bresoles St.

Honest Brooms Brushes

From the start to the finish Boeckh's Brooms and Brushes have, at every point in their making, the watchful care of experienced workmen. These employees are brought up to know their business thoroughly. Many of them have been in our factory since they were old enough to work at a trade. Even if the raw materials that are used are right, inexperienced workmen may yet turn out poor brooms and brushes. Can we say more than "you may have your money back if you want it?" 127 page book, illustrated—Free.

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



Our No. 26 Register.

MERCHANTS WHO ARE MAKING MONEY

Are those who pay attention to the details of their business—who simplify the transactions that take place between their clerks and their customers—who know that when a dollar's worth of goods go over their counter they will receive a dollar in return for them; these are the successful men, and their success has been attained by system. Now our business partly consists of selling Cash Registers; the rest is in producing a Register that will give to the user a system whereby all details of his business will be looked after—transactions between customers and clerks will be made easy and simple—it will be utterly impossible for goods to go out without having a record of it. Do you want some more information or particulars on this subject? They will cost you nothing and we will give them cheerfully. Send us your name and we will send you one of our handsome circulars, explaining our Cash and Credit Register.

The Capital Cash Register Co., Ltd.

OTTAWA, CAN.

TWO WAYS OF CHEAP BUYING.

THERE are two ways of buying cheaply, says Grocery World. One grocer will buy damaged goods, goods that are represented to him as being "just as good" as ever, although costing but a fraction of the full price. He will always sacrifice quality for price, fondly hugging the delusion that his customers don't know the difference. He looks upon his customers as idiots, who don't know good things when they see them, and who can be fooled year in and year out by second-grade goods.

The other way of buying cheap is by watching the markets. Nobody can forecast these to a certainty, but there are times when everything points almost absolutely to certain fluctuations. The wise grocer who watches these conditions, and learns to apply them in the light of what they have produced in similar cases before, can frequently save a great deal of money. That is buying cheap. Another modification of the same way is by snapping up every good thing offered him. There comes to every

wholesaler the time when money is more valuable to him than goods, even though the money represents but a fraction of the value of the goods. These occasions are big with increased profits to the retailer who recognizes the opportunity and embraces it. This is also buying cheap.

The end of the first way is bankruptcy and collapse, but that of the second way is prosperity. Which way are you heading?

CALIFORNIA FRUIT CROP.

The N. Y. Journal of Commerce says that, according to letters received from California, the outlook for the present crop is promising. There have been ample rains, more, in fact, than for many past seasons; according to report. The latest rains were accompanied by cold weather, which, it is said, retarded budding, but this is held to be favorable to a good crop, and unless there is a repetition of the spring frosts, which did so much damage last year, it is believed that the output of both deciduous and citrus fruits will be large.

HAS NO PLACE IN ADVERTISING.

Obscurity has no place in advertising, says C. A. Bates, of New York. The nearer you can get to bed-rock common sense the better. The poet has to think as much of sound as he does of sense, and he frequently sacrifices sense for the sake of sound. He takes sixteen-four-line verses to tell something that could be told in four words. He weaves wreaths and garlands all about his thoughts and disguises them so you have to look for them with a search-light. That sort of language won't do in advertising. There is no possible way of making advertising too plain. The plainest kind of plain language doesn't seem to be strong enough to penetrate the intelligence of a great many advertisement readers. A Chicago advertising manager said to me once: "When we advertise a certain clock, we put a picture of that clock right in the ad.; then there can't be any mistake." One would suppose that was pretty near plain enough, but I have no doubt many people came to the store expecting to get something entirely different from the thing that was advertised.



Rigaud Mountain Maple Syrup

Is made from the most modern equipped bush in Canada.

The Seigniory of Rigaud has a Maple Bush of over 100,000 trees noted for its uniform production of delicious syrup and sugar.

Its annual production is the largest of any bush in Canada.

We are placing on the market a new brand of Maple Syrup, to be known as the "Rigaud Mountain Maple Syrup."

No expense has been spared in fitting up the bush with the latest Evaporators and Appliances to insure cleanliness and rapid evaporation, qualities essential to the production of good and lasting syrup.

To protect consumers against adulterated syrup and insure our goods reaching them intact, we are placing lead seals with the initials **R M S** on each tin. Every tin also bears the season's date.

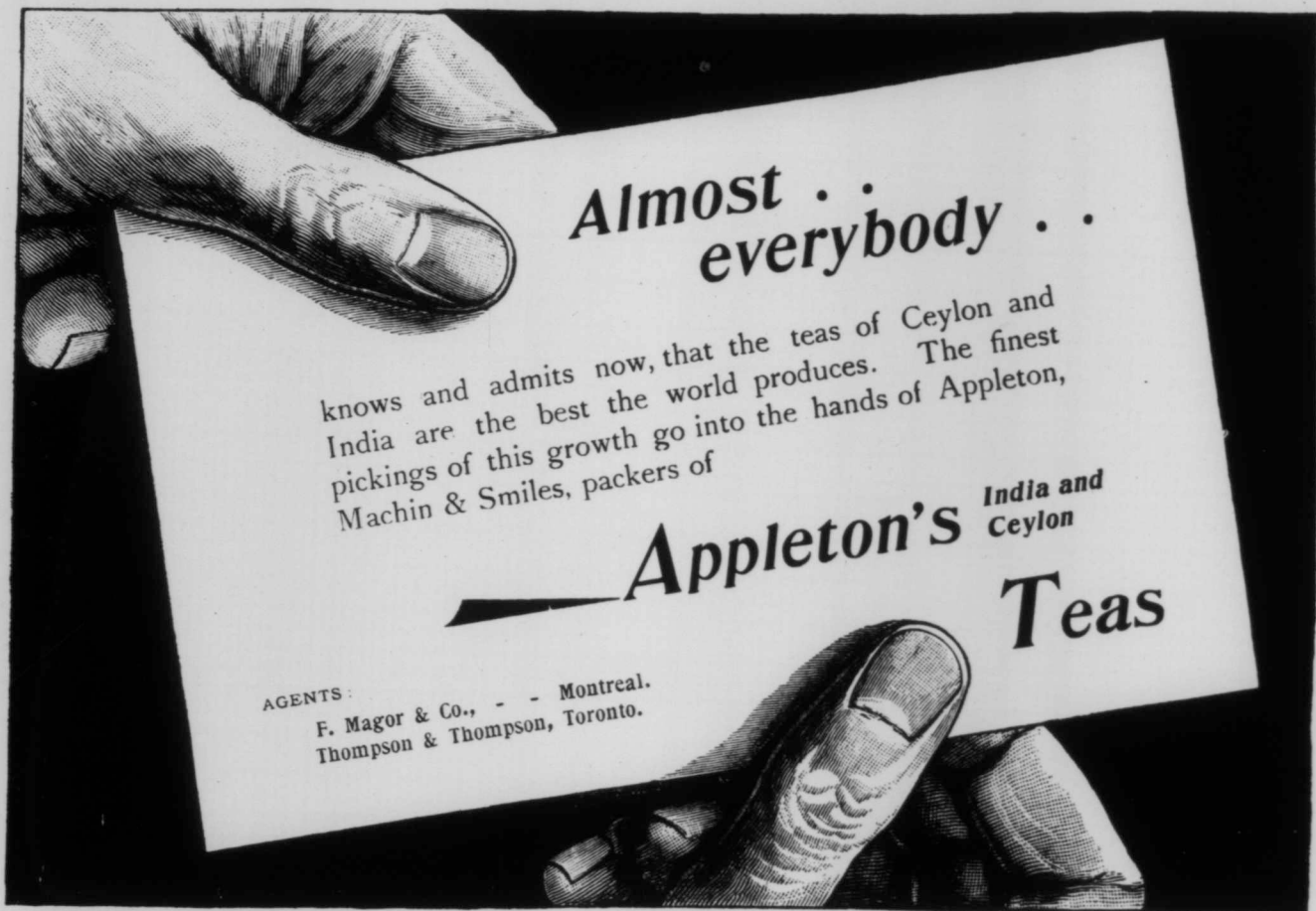
For the convenience of consumers, orders will be received for Syrup and Sugar until 15th March instant, as the output is limited.

Neatly put up in 1/2, 1, 3 and 5 gallon cans.

The above Syrup will be used by the leading clubs, hotels and restaurants, and mentioned on their menu cards.

Address all correspondence to

Macdonald Bros. 13 St. George St. Montreal



Almost . . .
everybody . . .

knows and admits now, that the teas of Ceylon and India are the best the world produces. The finest pickings of this growth go into the hands of Appleton, Machin & Smiles, packers of

Appleton's *India and Ceylon*
Teas

AGENTS:
F. Magor & Co., - - Montreal.
Thompson & Thompson, Toronto.

OUR . . .

"VICTORIA" BRAND
JAPAN TEA (Registered)

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

Write for sample and price. It will pay you.

LAPORTE, MARTIN & CIE. IMPORTERS Montreal



will

Never
regret

Your first trial of

Ceylon Teas

They satisfy your customers more thoroughly as they are healthier, cleaner, more satisfying and much more economical than the hand-made (ugh) Teas of China and Japan.

Give them a trial

WESTERN ASSURANCE CO.

FORTY-SIXTH ANNUAL MEETING OF SHAREHOLDERS.

THE annual meeting of shareholders of the above company was held at its offices in this city on Thursday, 25th ult. The Hon. Geo. A. Cox, president, occupied the chair, and Mr. C. C. Foster, having been appointed to act as secretary to the meeting, read the following annual report:

In presenting the annual report of the business of the company for the year ending Dec. 31, 1896, the directors have pleasure in stating that, while there has been a falling off in the premium receipts, the revenue account shows a profit on the year's transactions of \$119,708.43. Out of this two half-yearly dividends, at the rate of 10 per cent. per annum, have been declared; \$5,752.38 has been written off for depreciation in securities and the balance added to reserve fund, which now amounts to \$1,086,908.21.

Owing to the reduction in the volume of business transacted, the amount necessary to provide for running off the liability on unexpired policies is \$23,804.88 less than at the close of 1895. After making provision for this and all other liabilities, the net surplus has been increased to \$316,252.34.

The directors have pleasure in acknowledging the efficient services of the officers and agents of the company during the past year.

SUMMARY OF FINANCIAL STATEMENT.

Total cash income.....	\$2,336,727 95
Total expenditure, including appropriation for losses under adjustment.....	2,217,019 52
Balance.....	\$ 119,708 43

Dividends on stock.....	\$ 100,000 00
Total assets.....	2,324,427 18
Reserve fund.....	\$1,086,908 21
Cash capital.....	1,000,000 00
Subscribed capital.....	1,000,000 00

Security to policy holders.. \$3,086,908 21

The annual report of the directors having been read, the president, in moving its adoption, stated that he was pleased to be able to say that the year had not been marked by any serious individual losses such as he had had to refer to at the last annual meeting. The business of the company had been carried on upon the same lines as had been followed in the past, and the results, as shown in the statements submitted, were, he thought, upon the whole, as favorable as the most sanguine shareholder could have anticipated, bearing in mind the prevailing condition of general business throughout the continent during

the year 1896. The comparatively small falling off in the premium income of the company was such as might naturally have been looked for under the circumstances. An amount of \$5,752.38 had been written off for depreciation in securities, which was necessary to bring them to their market value at the close of the year, and which must be regarded as a very moderate shrinkage on total assets of upwards of \$2,250,000. Briefly speaking, he said that the figures in the report submitted showed that while the company had done a somewhat reduced volume of business, there had been a fair margin of profit on the year's transactions—as shown in the revenue account—and, after paying the usual dividend of 10 per cent., and making allowance for depreciation in securities, there was an increase in the reserve fund of \$14,000, while a gain of close upon \$38,000 was shown in the net surplus, after making full provision to cover the liability on outstanding risks. These results, he thought, might be taken, without further comment from him, as satisfactory proof that the business was on a sound footing, and that the officers and agents of the company were conducting its affairs with due regard to the interests of shareholders, and at the same time maintaining for the Western the position it has long held in the estimation of the insuring public.

The vice-president, Mr. J. J. Kenny, seconded the adoption of the report, which was carried unanimously.

The election of directors for the ensuing year was then proceeded with, and resulted in the unanimous re-election of the following gentlemen, viz. Hon. George A. Cox, Hon. S. C. Wood, Messrs. Robt. Beaty, G. R. R. Cockburn, George McMurrich, H. N. Baird, W. R. Brock, J. K. Osborne and J. J. Kenny.

At a meeting of the Board of Directors, held subsequently, Hon. George A. Cox was re-elected president, and Mr. J. J. Kenny vice-president for the ensuing year.

NEWFOUNDLAND LOBSTER PACK.

The Trade Review, of St. Johns, Nfld., says in its last issue: "Lobster packers, from all one can learn, are going more largely than ever into the trade next season, and many new men will try their hand at the business. No one doubts now that the ground all round the island is being over-fished, and if some restrictions are not put upon the catchers the lobster in Newfoundland will soon be as extinct as the auk. The uniform close time system does not apply to the varying coastal conditions of this country, and the sooner it is substituted for a uniform length of time (the starting point to be decided by the packers within their own districts) the better."

EPPS'S COCOA

The most nutritious Cocoa
¼ lb. Tins. 14 lb. Boxes

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

A light, refreshing beverage.
¼ lb. Tins. 6 lb. Boxes.

Special Agent, **C. E. COLSON, MONTREAL**

Smoked Hams**Smoked Rolls****Pure Lard**

UNSURPASSED IN QUALITY
SAMPLE ORDER SOLICITED

PARK, BLACKWELL & CO., Ltd.

Wholesale Pork Packers
TORONTO



DON'T BUY A refrigerator until you have seen the

EUREKA

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

A catalogue will give you all details.

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

For

10 cents

We will mail you a valuable little book on

BUYING SELLING AND HANDLING OF TEA

This is a complete and useful work, which every grocer should have in his possession.

The MacLean Publishing Co.

26 Front St. West, Toronto.

The Hilliard House, Rat Portage

The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

HANBURY A. BUDDEN
ATTORNEY AND SOLICITOR

OFFICE FOR

Patents Trade Marks Etc. **MONTREAL.**

THOMAS DOHERTY & CO.

: : Importers of : :

TEAS and COFFEES

134 MCGILL STREET, Corner ST. PAUL.

Dominion Buildings.

MONTREAL.

Feathers!
We Buy Them

All grades; Goose, Hen, Duck and Turkey; give the highest market price

AND PAY CASH

General stores and grocers will find it to their advantage to collect for us. Write for prices and shipping instructions.

ALASKA FEATHER & DOWN CO.

290 Guy St., Montreal.



Crosse &

Blackwell

CELEBRATED FOR

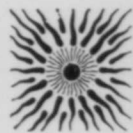
Jams,

Pickles,

Sauces,

Potted Meats,

Table Delicacies.



— SOLD BY —

All Grocers in Canada

PUREST AND BEST
Windsor Salt

Please insist on having your wholesale grocer send you WINDSOR. If a traveller says "Salt is salt" tell him you know that, but that some salt is very poor salt. Windsor Salt will give more satisfaction than any other salt.

PRICES and SAMPLES can be had from your Wholesale Grocer.

The WINDSOR SALT CO., Limited
WINDSOR, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOHN KING, general merchant, Fort William, has assigned to E. J. Henderson, Toronto.

H. M. A. Lafontaine, grocer, Quebec, has assigned.

Geo. F. Schwartz & Co., teas, Halifax, have assigned.

Hubley, Teas & Co., grocers, Halifax, have assigned.

George Giller, general merchant, Berlin, is obtaining an extension.

B. L. Oakes, general merchant, Weymouth, N.S., has assigned.

Richard Cusden, grocer, Galt, has assigned to John D. Montgomery.

Moise Daigneault, general merchant, St. Etienne de Beauharnois, has assigned.

J. M. Small, general merchant, Arthur, is offering to compromise at 70c. on the dollar.

The chattel mortgagee is in possession of the premises of W. Worden, grocer, Nainaimo.

T. Dudevoir & Co., grocers, Maisonneuve, Que., are offering to compromise at 25c. on the dollar.

The stock of A. S. Starr, general merchant, Bamberg, has been seized under chattel mortgage. /

L. O. Roy, general store, St. Francois (Montmagny), is offering to compromise at 40c. on the dollar.

J. D. Archambault, general merchant, Drummondville, Que., is offering to compromise at 33½c. on the dollar.

A third and last dividend of 9¼c. has been declared by Langley & Hallworth in the estate of Fisher & Co., general store, of Bolton. This makes in all a dividend of 64¼c.

Martin McMillan, grocer, Yonge street, Toronto, has assigned. Mr. McMillan has been in business over twenty years and the announcement of his failure was received with much regret. His assets and liabilities are about equal at \$2,000.

PARTNERSHIPS FORMED AND DISSOLVED.

Lindsay, MacKinnon & Co., wholesale teas, Montreal, have dissolved.

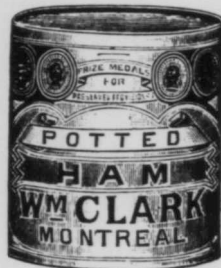
MacDonald & Co., general merchants, Louisburg, N.S., have dissolved.

Thos. B. Whitham, of the Laurentian Spring Water Co., Montreal, has retired.

Irish & Cleveland, grocers, Winnipeg, have dissolved and O. Cleveland continues.

Forlong & Sexsmith, general merchants, Steveston, B.C., have dissolved; Forlong continues.

H. M. Cote and Edward Rochon have

**Keep up with the times**

and handle goods that will sell themselves

CLARK'S CORNED BEEF

With Patent Key Attachment

SOLD BY ALL WHOLESALERS

W. CLARK, Montreal

registered a partnership in Quebec to carry on business as grocers under the style of H. M. Cote & Co.

C. A. Bowlby & Co., general merchants, Liverpool, N. S., have dissolved; C. H. Clements continues.

O. Ledoux and Philas Ledoux, Montreal, have formed a partnership to do business as grocers under the style of Ledoux & Frere.

SALES MADE AND PENDING

M. E. Bessey, produce, Hamilton, has sold out to T. J. Senior.

Reid Bros., general merchants, Almonte, are advertising business for sale.

Smith & Co., grocers, Windsor, N.S.: stock advertised for sale by tender.

The stock of James Mackie, grocer, Oshawa, is advertised for sale by tender.

The stock of Joseph Desmarais, Asbestos, Que., has been sold at 55c. on the dollar.

The general stock of J. L. Morse, general store, Clarence, N.S., is advertised for sale by tender.

The stock of the Independent Match Co., Louiseville, Que., has been sold at 17½c. on the dollar.

The stock of P. W. Bates & Co., general merchants, Merrickville, has been sold at 46c. on the dollar.

The assets of Geo. H. Simoneau, general merchant, Robertson Station, Que., are advertised for sale by tender.

CHANGES.

N. Lemire, grocer, Montreal, has sold out.

L. Dulude, grocer, Montreal, has sold out.

Paul Longre is opening a grocery store in Montreal.

A. V. Bossi, grocer, Victoria, is giving up business.

J. J. Burns, grocer, Toronto, has sold out to Luther Pedlar.

W. H. Tonkin, general merchant, Leskard, has sold out.

The Cash Grocery Co. is the style of a new firm in Montreal.

M. McLeod, general store, Halifax, has removed to Neil's Harbor.

McQueen & Squires, grocers, Rossland, have gone out of business.

John McCrory, beer bottler, Montreal, has sold out to W. Lewis & Co.

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

Headquarters for

Stencil Brands

CORPORATE SEALS . . . RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS

Hamilton, Ont.

STONEWARE

QUALITY THE BEST

PRICES RIGHT TRY US.

**HART BROS. & LAZIER**

Belleville, Ont.

Send for price list. Mention GROCER.

Ed. Virtue & Co., general merchants, Tyrone, have sold out to W. H. Clemens.

E. C. Perkins, general store and saw mill, Mansonville, has discontinued general store.

DEATHS.

W. C. Wilson, grocer, Woodstock, Ont. is dead.

FIRES.

E. S. Spashett, grocer, Chatham, has been burned out.

Calvin Gates, general merchant, Houghton, has been burned out; insured.

The premises of Priest & Spragge, grocers, Owen Sound, have been burned out.

Henry Hoffer, grocer, at Parliament and Wellesley streets, Toronto, who died two weeks since, left an estate worth \$2,688.93. The realty is No. 148 Borden street, valued at \$1,000. There is \$500 stock in trade, \$688.93 cash, \$200 in securities, the rest being in other personality. It is all willed to the widow.

EVI

THER trad ter

Ed Wood ink is resp a name l limits. It and witho pedigree (John Brov he manuf travel, or is a great around.

world wo hands an the merits tion of a way in bo mail ord never co vertiseme and the s this ever can furni when all ring a pig iron, both are find the merit in hesitatin as likely brown b formed t sing sale are exce

be on a and ther limited c ask for i tin horr notice. have the tree, ar master's commis true in folly as or a m tures (walk up Jersey i has to l a whis acorns to hun Cambri down a you wa for no these c compe for an

EVERYBODY KNOWS US.

HERE are few men engaged in any trade or calling of a prominent character that are not widely known, writes Fred Woodrow in an exchange. Printers' ink is responsible for the crowd. It carries a name beyond city, country, and state limits. It crosses oceans and continents, and without regard to climate or language, pedigree or fortune, scatters the name of John Brown, and the pumps or the engines he manufactures, wherever a mail bag can travel, or a trade journal find its way. It is a great thing for business, and it pays all around. Without it half the mills in the world would have to close down, and busy hands and brains have nothing to do. If the merits of a cooking stove, or the reputation of a circular saw, had to make their way in boots, somebody would be short in mail orders, or praying for business that never comes. As it is, a wisely placed advertisement can make the postman perspire, and the shipping clerk smile. It is doing this every day, and even in dull times, it can furnish music on one string of the violin, when all the others are broken. It is true that ringing a bell cannot always sell dry goods or pig iron, but it may let somebody know both are still to be had, and just where to find them. If there is anything of special merit in quality or prices to attract the hesitating buyer or the nimble shilling, he is as likely to know as little about it as a brown bear or a Hottentot, if he is not informed thereof. The missing ad. is a missing sale, in nine cases out of ten. There are exceptions, of course, as two tails would be on a rat and five legs on a kitten. Here and there a business is to be found that, in a limited circle, can swing around the peg and ask for nothing better. It has no need of a tin horn, a bill poster, or a newspaper notice. It has its regular customers. They have their roost, as the turkey on an apple tree, and as the ox that knoweth his master's crib, they need no invitation to the commissary department. Now, while this is true in some cases, it is as pure a piece of folly as ever came into the head of an ass or a man, for the general run of manufacturers or merchants, to expect the cow to walk up to the milking pail. The average Jersey is not so familiar. Trade, as a rule, has to be sought after. It will not come at a whistle. It has to be picked up, as are acorns and strawberries. The spindle has to hum and the loom to labor, before the cambric or cloth can be had. If water runs down a hill, business has to climb up. If you want fish for a fry you must catch them, for none are likely to leap into a pan. In these days of energy, wide-awakedness and competition, while one man sits under a tree for an apple to fall, twenty others are climb-

ing up with their baskets. Nor is this restlessness limited to men who have goods to sell; the buyers are, if anything, more eager for what is new in bargains and goods. They swarm, as a bee does from the blossoms on a cherry tree to the clover in the meadows. Nor do they go at this business blindfolded or uninformed. They know the banks where the violets grow. They scan the papers, and are as thoroughly posted as a mail carrier is as to the number of Mr. Brown's habitation. This is not a passing whim or a fad, but a modern condition of business.

It has to be so accepted, understood, and handled. Advertising is here to stay, and so are the people it influences. Nor will it do to forget the fact, nor to let the fact forget you. To excuse neglect on the plea that results are not immediately visible, is to throw away an egg because the chicken takes its own time in walking out of the shell. Nor is it a wise or a paying policy to neglect advertising on the oft-repeated excuse, "Everybody knows us." The memory of the general public in this matter is a poor peg on which to hang business success.

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

Don't delay ordering your Car Salt till the spring rush is on.

VERRET, STEWART & CO., Montreal.

TRY A PACKAGE OF OUR "CLUB HOUSE"

A Perfect blend of the finest

INDIA and CEYLON TEAS

For which we are sole agents in America.

It will please your customers.

J. F. RAMSAY & CO.

Wholesale Importers

TORONTO

14 and 16 Mincing Lane



AN AUTOMATIC SELLING MACHINE . . .

To sell _____

**Adams'
Tutti Frutti**

For full particulars, apply . .

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.

The Question is

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

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

EDWARDSBURG
STARCH CO.
Cardinal,
Ont.

Edwardsburg Starch

BLUE.	
KEEN'S OXFORD.	per lb.
1 lb. packets	\$0 70
1/2 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, 3s	\$0 70
gallons	0 95
Blackberries, 2	1 65
Blueberries, 2	1 70
Beans, 2	0 75
Corn, 2s	0 65
Cherries, red pitted, 2s	0 55
Pears, 2s	0 55
" Sifted select	0 70
" Extra sifted	0 80
Pears, Bartlett, 2s	1 15
" 3s	1 30
Pineapple, 2s	1 65
" 3s	2 40
Peaches, 2s	2 50
" 3s	2 60
Pears, Green Gages, 2s	1 60
" Lombard	1 70
" Damson Blue	1 15
Pumpkins, 3s	0 70
gallons	2 10
Raspberries, 2s	1 50
Strawberries, 2s	1 65
Tomatoes, 3s	0 70
Tomato, tallis	2 30
" Hats	2 85
Mackerel	1 20
Salmon, Sockeye, tallis	1 35
" Hats	1 40
" Cohoes	1 10
Sardines, Albert, 1/2 s tins	0 13
" Sportsmen, 1/2 s genu-	0 20
ine French high grade, key	0 21
opener	0 12 1/2
Sardines, Sportsmen, 1/2 s	0 16
Sardines, key opener, 1/2 s	0 18 1/2
" " " " " "	0 10 1/2
" " " " " "	0 11
" " " " " "	0 18 1/2
" " " " " "	0 19
Sardines, other brands 9 1/2	0 16
" P. & C., 1/2 s tins	0 23
" " " " " "	0 17
Sardines, Amer., 1/2 s	0 33
" " " " " "	0 04 1/2
" Mustard, 1/2 s size, cases	0 09
50 tins per 100	10 00

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

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

" 6 lb.	\$ 50	\$ 80
" 14 lb.	17 50	18 00
Roast Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
Luncheon Beef, 1 lb.	1 60	1 70
" 2 lb.	2 75	2 85
Brawn 1 lb.	1 30	1 40
" 2 lb.	2 35	2 50
" 6 lb.	6 60	6 80
" 14 lb.	14 50	15 00
Ox Tongue, 1 1/2 lb.	7 00	7 20
" 2 lb.	8 50	8 80
" 2 1/2 lb.	10 75	11 00
Lunch Tongue, 1 lb.	3 35	3 50
" 2 lb.	6 50	6 80
Chipped Beef, 1/2 lb.	1 60	1 70
" 1 lb.	2 65	2 80
Pigs' Feet, 1 lb.	1 65	1 75
" 2 lb.	2 45	2 60
Potted Meats, Tongue or Ham	70	75
1/2 lb.	1 20	1 25
Potted Meats, Tongue or Ham	4 00	
1/2 lb.	1 50	
Potted Deviled Ham or Tongue, 1/2 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, Tom-	
ato and Rice, 2 lb.	3 00 3 10
Plover Roast	5 00
Sliced Gold Band Bacon	3 00

Codfish.	per doz.
Beardeley's Shredded, 2 doz. pkgs.	0 90

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

Variety Gum (with book in each box)	1 00
150 lc pieces	18 00
Banner Gum (English or French Wrappers) 115 lc pieces	0 75
Flirtation Gum (English or French wrappers) 115 lc pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 lc pieces	0 90
Orange Sappota, 150 lc pieces	0 75
Black Jack, 115 lc pieces	0 75
Red Rose, 115 lc pieces	0 75
Magic Trick, (English or French wrappers) 115 lc pieces	0 75

CHOCOLATES & COCOAS.	
Cocoa—	EPPS'S.
Case of 14 lbs. each	per lb.
Smaller quantities	0 35
	0 37 1/2

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

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

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

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

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

Beardeley's Boneless Herring.
per doz. 1 40
2 doz. 1 40

ARMOUR PACKING CO.—HELMET BRAND
Corned Beef, 1 lb. 1 40 1 50
2 lb. 2 60 2 75
4 lb. 5 50 5 80

CANADIAN TOMATO CHUTNEE

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

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

FRESH SEEDS for 1897
WILLIAM EWING & CO.

Catalogue mailed free on application.
 Pleased to quote Clover, Timothy, and Farm and Garden Seeds of all varieties. **Montreal**

THE "DIAMOND" OIL BLACKING



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

W. BERRY, - MANCHESTER.

Send for samples and quotations to

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

DRINK :::

::: Chocolate for Breakfast

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

CHOCOLAT MENIER



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

VANILLA . . . CHOCOLATES

CHOCOLAT MENIER

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

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

Salt Salt Salt

Write us if you want **SALT** of any kind, in car lots or less; can ship at very short notice. . . .

TORONTO SALT WORKS

TORONTO, ONT.

Every up-to-date Grocer should keep

COWAN'S HYGIENIC COCOA ROYAL NAVY CHOCOLATE and FAMOUS BLEND COFFEE

Send your orders to **THE COWAN CO., Ltd.** 470 King St. East, Toronto



ASK FOR MOTT'S



Here It Is

Your customers want the best, especially at this season of the year.

Chard, Jackson & Co.

Agents for the Dominion

10 Lemolne St. MONTREAL

FRY'S.
 (A. P. Tippet & Co., Agents.)

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

Cocoa— per do

Concentrated, 1/4's, 1 doz. in box	2 40
" 1/2's, " "	" "
" 1 lbs. " "	" "
Homeopathic, 1/4's, 14 lb. boxes	0 33
" 1/2's, 12 lb. boxes	0 33

JOHN P. MOTT & CO.'S.
 (R. S. McIndoe, Agent, Toronto.)

Mott's Broma	per lb.	0 30
Mott's Prepared Cocoa	0 28	
Mott's Homeopathic Cocoa (1/4's)	0 32	
Mott's Breakfast Cocoa (in tins)	0 45	
Mott's No. 1 Chocolate	0 30	
Mott's Breakfast Chocolate	0 28	
Mott's Caracas Chocolate	0 40	
Mott's Diamond Chocolate	0 22	
Mott's French-Can. Chocolate	0 18	
Mott's Navy or Cooking Chocolate	0 27	
Mott's Cocoa Nibs	0 35	
Mott's Cocoa Shells	0 05	

Vanilla Sticks, per gross	0 50
Mott's Conf. ctionery Chocolate	0 21 0 43
Mott's Sweet Chocolate Liquors	0 19 0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.	0 22 1/2
Royal Navy Chocolate, 12 lb. boxes, 1/2 lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.	0 35

WALTER BAKER & CO.'S.

Chocolate—	
Premium No. 1, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each	50
Caracas Sweet, in boxes, 6 lbs. each	38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net.	4 20

German Sweet Chocolate—

Grocers' Style, in boxes, 12 lbs. each	0 28
Grocers' Style, in boxes, 6 lbs. each	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25

Soluble Chocolate

In canisters, 1 lb., 4 lb. and 10 lb.	0 50
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Breakfast Cocoa—

In bxs, 6 and 12 lbs. each, 1/2 lb., tins	0 50
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COCOANUT.
CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs.	0 27
" 1/2 " " "	0 28
" 1/4 " " "	0 29
" 1/8 " " "	0 30
5c. package, 4 doz. in case, per doz.	0 45

Bulk—

White Moss, 10, 15 or 20 lb. Pails	0 20
Feather Strip, " " "	0 22
Special Shred, " " "	0 18
Macaroon, " " "	0 18
Crown Desic., 12, 20 or 25 lb.	0 18
Special, " " "	0 17

Barrels, 2c. per lb. less. Terms, 3 p.c., off 30 days.

SCHIEPP'S

Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases	0 27
1/2 lb. package, 15 and 30 lb. cases	0 25
1/4 lb. " " " "	0 29
5c. package, 4 doz. in case, per doz.	0 45

Bulk—

Brls. Pails	
Edelweiss (thin strip) per lb.	0 20 0 22
Improved Shredded, " " "	0 18 0 20
Beaver " " "	0 16 0 18
Macaroon " " "	0 16 0 18
Desiccated " " "	0 15 0 17

Terms, 3 per cent. off 30 days.

COFFEE.
Green.

Mocha	0 27 1/2	0 30
Old Government Java	0 30	0 33
Rio	0 14	0 16
Plantation Ceylon	0 29	0 31
Porto Rico	0 24	0 28
Guatemala	0 24	0 26
Jamaica	0 19	0 22
Maracaibo	0 18	0 20

JAMES TURNER & CO.

Mecca	0 34
Damascus	0 30
Cairo	0 25

TODD HUNTER, MITCHELL & CO.'S

Excelsior Blend	0 34
Our Own " "	0 32
Jersey " "	0 30
Laguaya " "	0 27
Mocha and Java	0 32 0 35
Old Government Java	0 30 0 36
Arabian Mocha	0 32 0 34
Maracaibo	0 26 0 28
Santos	0 22 0 26
Crushed East India	0 20

EXTRACTS. per doz

Dalley's Pure Fruit Extracts, 2 1/2 oz. bottles, all flavors	\$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors	1 25

CREAM SODAS.

In 3-pound Tins, made by us, are the original Cream Sodas. They are always CRISP, FRESH and TASTY. No grocery stock is complete without them. They are trade bringers and trade keepers.

Toronto Biscuit & Confectionery Co.

A. W. PORTÉ.

7 FRONT STREET EAST

TORONTO.

S. R. PARSONS.

Crown Brand (Robert Greig & Co.)—

1 oz. Bottle, per doz.	0 90
2 1/2 " " " "	1 50
4 " " " "	2 00
4 " Bottle " "	3 00
4 " " " "	6 00
4 " Glass Stop'r "	3 50
8 " " " "	7 00
Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles, gross	12 00
Ketchup, Screw Top, gross	21 00
" S. & L. " High Grade "	
per doz	3 50
Pepper Sauce, per gross	15 00

FLUID BEEF.

JOHNSTON'S, MONTREAL.

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

FRUITS.

FOREIGN. per lb.

Currants—Provincials, bbls	0 04 1/2	0 04 1/2
" " " "	0 04 1/2	0 04 1/2
" Filistras, bbls	0 04 1/2	0 04 1/2
" " " "	0 04 1/2	0 04 1/2
" Patras, bbls	0 05	0 05 1/2
" " " "	0 05	0 05 1/2
" " cases	0 06 1/2	0 05 1/2
" Vostizzas, cases	0 06	0 08
" Blue Pearls	0 08	0 08 1/2
Dates, Hallowee boxes (new)	0 05 1/4	0 06
Figs—Eleme, 10 oz.	0 07 1/2	0 00
" " 10 lb	0 09	0 12
" " 18 lb	0 11	0 13
" " 28 lb	0 13	0 16
" taps	0 03 1/2	0 04 1/2
" natural, boxes	0 07	
" ditto, bags	0 04 1/2	
Prunes—Bosnia, cases	0 06	0 07
" Bordeaux	0 04 1/2	0 06 1/2
Raisins—Valencia, off stalk	0 05	0 05 1/2
" Fine, off stalk	0 05 1/2	0 06
" Selected	0 06 1/2	0 07
" Layers	0 07 1/2	0 07 1/2
" Sultanas	0 07	0 10
" Cal. Loose Muscatels		
50 lb. bx., 3 & 4 cr.	0 07 1/2	0 08 1/2
Maaga		
London Layers	1 60	1 80
Black Baskets	2 20	2 65
Blue Baskets	2 25	3 50
Choice Clusters	2 25	2 75
Dehesa Clusters	3 50	4 00
Non Plus Ultra	5 75	6 00
Imperial Bunches	5 75	6 00
" Russian Clusters	5 00	5 50

DOMESTIC.

Apples, dried, per lb.	0 02 1/2	0 03
evaporated	0 73	0 04
Split Peas	3 25	\$3 50
Pot Barley	3 25	3 50
Pearl Barley, XXX, 49-lb. pkt.	2 00	

ROBINSON'S BARLEY AND GROATS.

Patent Barley, 1/2 lb. tins	1 25
" " 1 lb. tins	2 25
" " 2 lb. tins	4 25
Groats, 1/2 lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISING

FLOURS. per doz.

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

GELATINES.

KNOX'S

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

KEOPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.

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

COX'S

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

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—

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

HORSE NAILS—

Canadian, dis. 50 per cent.	
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HORSE SHOES—

From Toronto, per keg	3 60
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SCREWS—Wood—

Flat-head iron, 80, 10 and 10 p. c. dia.	
Round-head iron, 75, 10 and 10 p. c. dia.	
Flat-head brass, 77 1/2, 10 and 10 p. c. dia.	
Round-head brass, 72 1/2, 10 and 10 p. c. dia.	

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

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

Sisal	0 08	0 08 1/2
" "	0 06 1/2	0 06 3/4

AXES—Per box

	5 25	9 00
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SHOT—Canadian, dis. 17 1/2 per cent.

HINGES—

Heavy T and strap	0 04 1/2	0 05
Screw, hook and strap	0 03 1/2	0 04

WHITE LEAD—Pure Association guarantee, ground in oil. per 100 lbs.

25 lb. irons	5 15
No. 1	4 77 1/2
No. 2	4 35
No. 3	4 02

TURPENTINE—

Selected packages, per gal.	0 41	0 42
2c. extra outside points.		

LINSEED OIL—

Raw, per gal	0 44	0 45
Boiled, " "	0 47	0 48
2c. extra outside points.		

GLUE—Common per lb

	0 07 1/2	0 08
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INDURATED FIBRE WARE.

THE E. R. EDDY CO.

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

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz.

Frank Magor & Co., Agents.

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

(All the above in 1 lb. clear glass pots.)

LICORICE.

YOUNG & SMYLLIE'S LIST.

5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
" Ringed" 5 lb. boxes, per lb.	0 40
" Acme" Pellets, 5 lb. cans, per can	2 00
" Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
" Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

WINES, LIQUORS AND MINERAL WATERS.

CHARD, JACKSON & CO., MONTREAL. AGENTS.

Watson's Scotch—

1 Star Glenlivet, in cases	\$8 50	\$9 00
3 " " "	9 50	10 00
Old Liqueur " "	15 00	15 50
Old Glenlivet, in wood, p.gal.	4 25	6 00

Watson's Irish—

Old Irish	7 50	8
Banagher	9 50	10 00
" in wood, per gal.	4 25	5 25

Geo. Sayer & Co. Cognac—

1 Star, in cases	11 50	12 00
V.S.O.P. " "	16 50	17 00
In wood, per gal	4 50	6 50

Warter & May, Oporto—

Porta	2 10	6 50
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Wisdom & Warter—

Sherries	2 00	6 00
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J. & R. M'LEA, MONTREAL.

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

MUSTARD.

COLMAN'S OR KEEN'S.

Squire Tins—

D. S. F., 1 lb. tins	per lb	\$0 40
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" 1/2 lb. tins	0 42
" 1/4 lb. tins	0 45
Round Tins—	
F. D., 1/2 lb. tins	0 25
" " 1/4 lb. tins	0 27 1/2
" 4 lb. jars, per jar	0 75
" 1 lb. " "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

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

THE F. F. DALLEY CO.

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

RICE, ETC.

Rice—	per lb.	per lb.
Standard " B "	0 03 1/2	0 03 1/2
Patna	0 04 1/2	0 04 1/2
Japan	0 05	0 05 1/2
Imperial Seta	0 05 1/2	0 06 1/2
Extra Burmah	0 03 1/2	0 04
Java Extra	0 06 1/2	0 06 3/4
Genuine Carolina	0 09 1/2	0 10
Grand Duke	0 08 1/2	0 08 3/4
Sago	0 03 1/2	0 05
Tapioca	0 03 1/2	0 05 1/2

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—

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

Culinary Starch—

W. T. Benson & Co.'s Prep. Corn	0 06 1/2
Canada Pure Corn	0 05 1/2

Rice Starch—

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

KINGSFORD'S OSWEGO STARCH.



SILVER	40-lb. boxes, 1-lb. pkgs.	0 08
GLOSS	6-lb. boxes, sliding covers	0 08 1/2
	(12-lb. boxes each crate)	
PURE	16-lb. boxes	0 07
OSWEGO	40-lb. boxes, 1-lb. packages	0 07 1/2
CORN STARCH		

We Stand Alone

So far ahead are we
of all Competitors.

Our Packages have a larger sale than
all the other manufacturers' put together.

SCHEPP'S

The Standard Coconut

Factory, 6 and 8 Bay St.
TORONTO.

GENERAL MERCHANTS

and other Dealers who are regular subscribers
to THE CANADIAN GROCER wishing copies of:

The Canadian Hardware and Metal Merchant.
The Canadian Dry Goods Review.
The Canada Bookseller and Stationer.
The Paper and Pulp News.
The Canadian Printer and Publisher.
Plumbing and Steamfitting.

May have a single copy of them sent free at
any time they wish to consult the advertising
columns. Special clubbing rates on applica-
tion.

MacLean Publishing Co.

Montreal : : Toronto



HELLO !!! YES,

Certainly we sell

"WHITE MOSS" COCOANUT

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

Manufactured ONLY by...

Canadian Coconut Co.

(J. Albert McLean, Prop.)

MONTREAL

For puddings, custards, etc.
ONTARIO } 38-lb. to 45-lb. boxes,
STARCH } 6 bundles 0 06
STARCH IN } Silver Gloss 0 07½
BARRELS } Pure 0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—
Canada Laundry, boxes of 40 lbs. 0 04½
Finest Quality White Laundry—
3 lb. cartons, cases 36 lbs. 0 05½
Bbls., 175 lbs. 0 04½
Kegs, 100 lbs. 0 04½
Lily White Gloss—
Kegs, extralarge crystals, 100 lbs. 0 06½
1 lb. fancy cartons, cases 36 lbs. 0 07
6 lb. draw lid bx. 8 in crate, 48 lb. 0 07
6 lb. tin enamelled canisters,
8 in crate 48 lbs. 0 07

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 05½
No. 1 Pure Prepared Corn—
1 lb. pkgs., boxes 40 lbs. 0 06½

SUGAR.

Granulated 4 3 16 4 5 16
Paris Lump, bbls. and 100-lb.
boxes 0 05½ 0 05½
" in 50-lb. boxes 0 05½ 0 05½
Extra Ground, bbls. icing 0 05½ 0 05½
Powdered, bbls 0 05½ 0 05½
Very bright refined 0 03¾ 0 03¾
Bright Yellow 0 00 0 03¾
Dark Yellow 0 00 0 03¾
Demerara 3 50 0 00

SYRUPS AND MOLASSES.

SYRUPS. bbls. ½ bbls
Dark per gallon. 0 23 0 25
Medium 0 28 0 35
Bright 0 32 0 42
Honey (com) 0 40
" 2 gal. pails 1 00
" 3 gal. pails 1 35 1 40
MOLASSES.
Barrels 0 23 0 35
Half-barrels 0 25 0 37

SOAP.

Babbitt's "1776" Soap Powder \$4 00



Box Lot 4 20
Box Lot 4 10
Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.



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

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

TEAS.

RAM LALS (lead packages)
Cases, each 60 1-lb. packages 0 35
" " 60 ½-lb. packages 0 35
" " 30 1-lb. packages 0 35
" " 120 ½-lb. packages 0 36

BLACK.

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

INDIAN.

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

CEYLON.

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

CHINA GREENS.

Gunpowder—
Cases, extra firsts 0 42 0 50
Half Chests, ordinary
firsts 0 22 0 38
Young Hyson—
Cases, sifted, extra firsts. 0 42 0 50
Cases, small leaf, firsts .. 0 35 0 40
Half Chests, ordinary
firsts 0 22 0 38
Half Chests, seconds 0 17 0 19
" " thirds 0 15 0 17
" " common 0 13 0 14
Young Hyson— PING SUEYS.
Half Chests, firsts 0 28 0 32
" " seconds 0 16 0 19
Half Boxes, firsts 0 28 0 32
" " seconds 0 16 0 19

JAPAN.

Half Chests—
Finest May pickings 0 38 0 40
Choice 0 32 0 36
Finest 0 28 0 30
Good medium 0 25 0 27
Fine 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

LIPTON'S TEAS.

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

"SALADA" CEYLON.

per lb.
Brown Label, 1 lbs. retailed at 25c. 0 20
Brown Label, ½ lbs. retailed at 26c. 0 21



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

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets.
black or mixed. 0 22
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.

TOBACCO AND CIGARS.

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

WASHING POWDER.

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

WOODENWARE.

Pails, 2 hoop, clear, No. 1 per doz
" 3 " " " 2 \$ 1 45
" 3 " " " 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 Lots, Single Case
Telephone \$3 50 \$3 70
" ½ gro. bxs 3 50 3 70
Parlor 1 40 1 45
Red Parlor 1 40 1 45
Safety 4 00 4 20
Flamers 2 25 2 35
Tiger 3 15 3 35

BRYANT & MAY.

Robert Greig & Co., Agents.
No. 9 Safety, per gross \$ 2 00
" 10 " " " " 1 16
" 2 Tiger, " " " " 5 00
" 4 " " " " 2 00

Licorice Goods

YOUNG & SMYLLIE'S
PURE Spanish
ACME LICORICE PELLETS
STICK LICORICE

YOUNG & SMYLLIE,

SOME OF OUR
LEADERS ARE:

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

Brooklyn, N.Y.



"NEVER TURN A WHEEL" WITHOUT IT
CAN'T YOU SELL?

PEERLESS
MACHINE OIL

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

The QUEEN CITY OIL CO., Ltd.

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

DURABLE PAILS AND TUBS.



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

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

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

THE
Oakville Basket Co.,

MANUFACTURERS OF



- 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.

Recommend your customers to

Study Economy



Everybody considers it a luxury to use Johnston's Fluid Beef, and so it is, but when it can be bought in 16 oz. bottle for \$1.00 it is also economical.

Johnston's Fluid Beef

16 oz. Bottle.
\$1.00.

The Dry Goods Review

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers.



CLUBBING RATES

The Dry Goods Review and The Canadian Grocer **\$3.00**

Send for Samples.

THE DRY GOODS REVIEW

TORONTO

. . . . MONTREAL

INSURE YOUR LIFE IN THE
CONFEDERATION LIFE ASSOCIATION

The right man

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

The right man

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

The right man

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

The right policy

is the UNCONDITIONAL ACCUMULATIVE Policy of the

CONFEDERATION LIFE ASSOCIATION

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

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Capital, subscribed \$2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - 2,320,000.00
Annual Income - 2,300,000.00

Head Office: TORONTO, ONT.

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