

Figure -The Profit

2

The high price that your customers have to pay for Flaked Wheat, put up in expensively lithographed packages, often deters them from buying it and your own profit suffers, too. Our Molina Rolled Wheat is sold only in bulk—when your customers know what a rich, delicate, nourishing breakfast food it really is they will buy it readily. It is milled from White Clawson Wheat which is thoroughly washed, the rough portions of the bran removed, kiln-dried by intense heat, partially cooked by steam, then rolled and carefully packed.

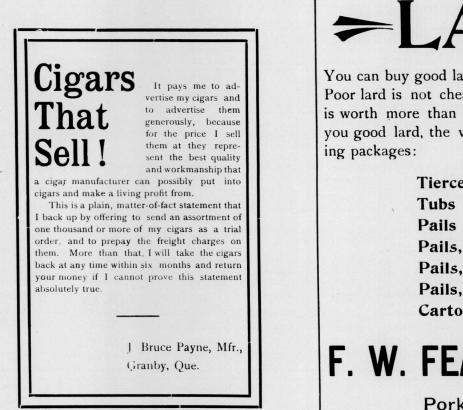
Molina Rolled Wheat

has the natural sweetness

and flavor of the ripe wheat berry, because kiln-drying brings out these virtues and it keeps "Molina" fresh and sweet for a long time. Compare the cost to you and your profit on one-hundred pounds of "Molina" with the same weight of package goods—" figure the profit." We send attractive advertising matter with every order and it will help trade to have it. Drop us a postal for samples.

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

-



>LARD<

You can buy good lard and you can buy poor lard. Poor lard is not cheap at any price and good lard is worth more than to-day's prices. We can sell you good lard, the very finest, and in the following packages:

Tierces =	400	lbs
Tubs =	60	lbs.
Pails =	20	lbs.
Pails, tin	10	lbs.
Pails, tin	5	lbs.
Pails, tin	3	lbs.
Cartons	1	lb.

F. W. FEARMAN CO.

Pork Packers

Hamilton.

Limited

3

A GUARANTEE

0



The Marmalade Season.

The wide-awake grocer likes to be a little ahead of time rather than simply up to time in stocking his shelves with goods for the particular season.

Marmalades are now to the front, and if you would insure the best custom for marmalades you will keep your shelves well stocked with the famous "**STERLING**" brand marmalades—peer of Canadian-made marmalades, and excelled by none.

T. A. LYTLE & CO.,

OF HAMILTON.

124-128 Richmond St. West, TORONTO

SELL THE VERY BEST



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

Sold by THE F. F. DALLEY CO., Limited

CERSTONE

Put up in two sizes— 5c, and IOc. boxes.

It is so _____ "Conspicuously Good"

As to be attracting a wide and earnest inquiry and attention.

6

シンシンシン

THE CANADIAN GROCER

CEYLON AND INDIAN

Natural Leaf, Pure, Uncolored

GREEN TEA

Experts and connoisseurs pronounce it the "Acme" of perfection.

"It has the" same light color in infusion as Japan. "It has the" same taste and flavor, save a Deliciousness peculiar to itself.

"Then" It's Double Strength. "Then" It's All Pure Virgin Tea.

There isn't a doubt but what this Tea will entirely revolutionize the taste for Japans. The many inquiries and the "Repeat" orders that are coming to hand is proof—evidence conclusive.

The "Salada" Ceylon Tea Co., who are pushing the sale of these Green Ceylon Teas, report the most encouraging progress, especially from Japan Tea districts, and invite correspondence.

Appearances Count !

COCCERCE COC

6

Look at those dust-covered, fly-specked packages on the shelf over there in the corner of your store and ask yourself honestly why they are there. They certainly do not give an appearance of prosperity, and

133333

The ready sale of Jonas' Flavoring Extracts (for thirty years the favorite) keeps them ever fresh and attractive on your shelves because *they are staple goods*. You will order them constantly. There'll be no place for them up on the back shelf in the corner, because you'll always want them handy where you can reach them easily—

you can't expect to sell them without sacrificing money.

Rich, pure, strong, the three best selling points a Flavoring Extract can possibly have. No coloring—no adulteration. The same to-day, to-morrow —*always the same*. "Appearances count"—it pays to keep your shelves attractive with fresh-looking goods. Jonas' Flavoring Extracts. 5

Henri Jonas & Co., Mfrs. Montreal.



6



500 Chests of Teas, ranging in price from 17c. to 30c., just arrived—bought before the recent advances. Exceptional value. Special prices to keen buyers.

If too busy to write for particulars our travelers will be pleased to submit samples. If you want a bargain don't miss this lot while it lasts.

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



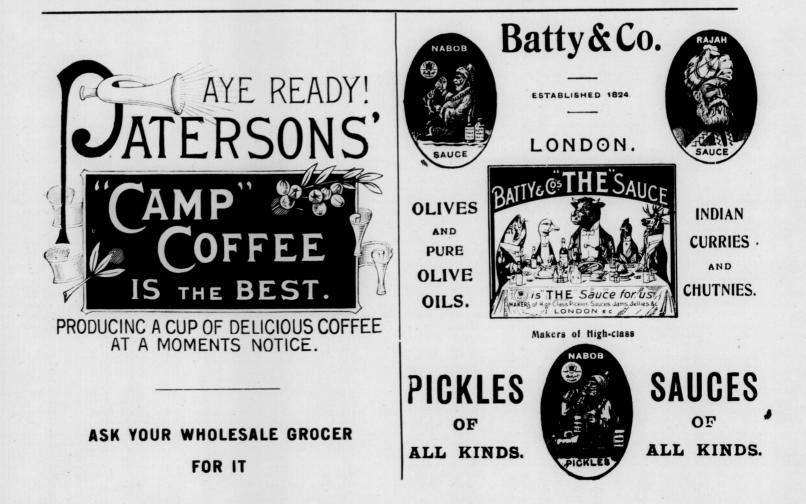


LICORICE ...

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLI-ABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 21/2 lb. boxes. Write for illustrated catalogue.

OUR LATEST NOVELTY-BLOW PIPES, 300 TO BOX Styled, TRIPLETS.

YOUNG & SMYLIE Established 1845. BROOKLYN, N.Y.



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

PUBLISHED EVERY FRIDAY THE CIRCULATES IN EVERY PROVINCE

VOL. XIV.

TORONTO AND MONTREAL, FEBRUARY 23, 1900.

NO. 8

ADVICE TO THE EMBRYO TRAVELING SALESMAN.

GEO. D. RICE.

RAVELING for a wholesale house is not merely a business; in these days, it has arisen almost to the dignity of a profession. To honestly represent a leading wholesale house is a calling of which no one need be ashamed, and in which many distinguished men--statesmen, lawyers and clergymen--have, at one time or another, been engaged. Fix this point in your mind so firmly that nothing can dislodge it, even for a moment; it will give you the self-possession and assurance that you will find among the essential elements of success. Having settled the fact that your

CALLING IS AN HONORABLE ONE,

see that you confer upon that calling honor and credit, by mastering its details. No one can attain a large measure of success who does not understand thoroughly the details of his business. These details cannot be learned at once. Learn as you go along; but, first, and above all other things, learn about your own company and the goods it handles. That, at a glance, may seem to be a large undertaking, but it is not. A man of reasonable intelligence will master it quickly, if he undertakes it systematically and pursues it diligently. Perhaps the very

BEST STARTING POINT

on your round to discovery is the literature of your company. Take several of the price lists issued by your company; read and reread them; study them hard and patiently, as you studied your lessons in grammar and mathematics, and, before you are aware of it, your mind will have become a storehouse of information as to the details of prices and lines of goods carried.

Supposing yourself to be alone, imagine a buyer before you, and hammer away at the imaginary person until you find yourself able to present to him a logical and convincing course of reasoning. It will give you practice and the confidence in your ability to "talk" that you will need in

ACTUAL EXPERIENCE

when on the road. With close application, two or three days will have fitted the beginner for the serious business of taking orders. Don't defer your first attempt at soliciting. Idling is to be deplored in any vocation, but it is especially deplorable in the grocery business, where the measure of success is dependent wholly on the time, energy and intelligence employed. A first attempt may be likened to a cold plunge bath on a frosty morning; it is dreaded until the plunge is taken, after which come added strength and exhilaration. Therefore, take your first plunge quickly, lest the dread prove too strong for you.

Before making your maiden venture map out your plans carefully. Don't rush out aimlessly, without definite preparation, hopirg for some favorable opportunity to present itself. Seek for and make your opportunities; prepare a list of dealers that you propose to see and then follow it up by seeing all of those that you can reach. Do not count too strongly on closing a good trade the first day; perhaps you may not close one good one in a week; older agents have gone longer without definite results, but they are accustomed to looking philo-

sophically on apparent defeat, and the agent of experience knows that

ULTIMATE VICTORY COMES

of apparent defeat often and that steady and determined effort will win the battle eventually. An excellent idea, in the opinion of the writer, is to spend a few days in prospecting or "pioneering," selecting with discrimination the buyers that seem promising, and then calling to his aid the assistance of a really first-class man to help him "close." By a careful observance of the man's manner of presenting his arguments and his methods of work, the beginner obtains in a few days a practical knowledge of the little details of the canvassing art that are so impossible to describe, yet so essential to success. He receives a series of object lessons in that combination of finesse and tact that practically constitutes skill in soliciting orders for one's house. The writer has been convinced so firmly that the help of an experienced salesman at the outset of a beginner's career is indispensable to his early and pronounced success that, were he limited to a single suggestion, all others would be sacrificed to this one idea.

One would think, from the jokers' references, that the new man was generally

A GIGANTIC FAILURE

on his first trip; but the truth is that many of our most successful salesmen speak of their first trip as one of the very best they ever had. The new man looks back and acknowledges the truth of the old saying: "Where ignorance is bliss, 'tis folly to be wise." In the blissful ignorance of his inexperience he called on men whom older travelers looked upon as order proof. The very audacity of the thing pleased the tough



Our packages are larger and more attractive in style than any others. The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

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

customers whom old travelers avoided, and he conquered.

8

The new man is not half so much an object of sympathy on his first trip as on his second. He sells everybody the first time around and he sells good bills; but when he calls again he is met with : "We bought too many goods of you on the other trip; will not need any more for some time." It is then he wishes his first trip had not been quite such a good one, and that he had something for the next.

. THE BUSY BUYER

is an extremely busy man. He is first to arrive and last to leave and from the moment he pushes up the top of his desk and calls his stenographer until he slams it down and starts out he is hard at work. Indeed, his absorption and the way in which he sinks his personality out of sight and puts on a buyer's inscrutability have earned for him the title of "the Sphinx" among the other men in the house. By the time he has finished his morning dictation there is usually someone waiting to see him and occasionally two or three men are lined up watching for a chance to get at him. I have seen him spend the entire forenoon with travelers, working them through as quickly as possible and doing his work well, find others waiting for him when he returned from lunch, and finally have to turn men away with : "Come in the morning. I can't listen to you to-night," in order to get his mail signed in time to get it despatched. Buyers, as a rule, are busy men, and to such, a conversational bore becomes a thing of terror.

It is difficult to make

A GOOD ROAD SALESMAN OUT OF A WOMAN. In a dry goods store in a retail way, where the goods are sold to the user, she does excellently, her tact, quickness of perception and definess of touch making her valuable. She can even successfully manage a department in which the same faculties are employed on a larger scale, but the experience, training and method of thought necessary to a road salesman are entirely foreign to anything in her knowledge. Freight and time, equalization and exclusive territory, cash discounts and future datings, competitors' prices and the quality of their goods the relative value of the trade of different houses and the judgment as to when to grant the "extra five" and when to withhold it—these are Greek to her. Give her samples and uniform prices from which there is no deviation, let her quote her one price and praise the goods all she wishes, and if that were all she would do well ; but it is not all.

The salesman is a natural expansionist. "We want orders," write the house, and he counts that day lost whose low descending sun sees no requisition for goods mailed in. With all his desire to

WORK FOR THE HOUSE'S BEST INTEREST and to do what he knows will please the men at home, he occasionally allows himself to be overpersuaded and falls back upon the plea of expediency in explaining to his house why he deviated from instructions.

The office man, on the contrary, is a born "detailist," if I may coin a word, whose life is spent in working out the sum of 2 multiplied by 2 makes 4, and who sees no sense nor reason in altering either the factors or the result. A loss through a bad account or any reduction from the maximum profit the order should yield, he feels as a personal reproach, and so he anxiously guards against any tendency toward looseness of method or a generosity that may diminish the total footings. While the salesman is an optimist working in a hail fellow-well-met spirit of brotherly love, the ideal credit man is a cold blooded duffer with a diseased liver and a memory that refuses to take cognizance of any claims of love, kinship or friendship, expediency or large profit, that might change the footings of the ledgers to the firm's detriment.

The bookkeeper, as well as the office

manager, comes in for a share of the average salesman's ill regard, for he holds him accountable for many of the troubles with customers that arise from disputes over payments.

A TRIFLING DISCREPANCY,

or a series of them, that amount to very little in dollars and cents will disturb his balance and cause a lengthening column of figures on the ledger without the red line across it which it seems the bookkeeper's passion to draw. It causes him trouble and extra work in his statements and trial balances, and as it is usually left to him in the office to keep all tag ends straightened out, or, at least, to see that they are not forgotten, it is small wonder if they form a constant source of irritation and are magnified into undue proportion. It is very easy for him to call the attention of the office manager to irregularities in such a manner as will put them in their worst light, and by his prompting infuse a tone into the correspondence that will work more harm than the loss of many times the amount involved.

I am very sure I am not alone in the trade in looking upon the young man with kindly feelings when he opens the door and wishing him success in his work. He is

THE MERCHANT OF THE FUTURE.

Out of his ranks came the men who are at the helm of affairs to-day, and he and his successful companions will take our places in the not distant future. We have made many improvements on the ways of our predecessors; he will be a distinct improvement upon us older men. All the advice on methods of work will be thrown away unless the young drummer realizes and puts into practice the idea that success cannot come to him without the constant exercise of hard work, perseverance and never failing courage. Throw your personality and your perfect enthusiasm into your efforts; use your brain as well as your tongue ; value your time, and take advantage of your opportunities. - Michigan Tradesman.

IN A PICKLE ...

are the merchants who are always buying cheap goods. It's a mistake. **Correct** this by placing an order with us for **T**, and **P**. "Mixed" and "Chow" in five-gallon pails.

9

Hamilton

BAKING POWDER



DOES IT PAY

To buy a package tea, because by doing so you are fitted out with some cheap advertising matter, which takes up valuable room in your store, or to cover your window with enamel letters and darken your store, or ;

TO BUY a tea that has merit, is well known, has a well established reputation and name, and has stood the storm of imitations and abuse since the beginning of package teas-a tea that is put up on the estate by men with years of experience?

Ram Lal's Tea never varies in quality or style, is never sold in bulk, by pedlers, gift stores, or by auction.

GRAND MOGUL "Is Pure Powder" Equal to the best American at half the price.

JAMES TURNER & CO., Wholesale Agents

A quick seller. A trade-winner and good profit.

AGENCIES Montreal Toronto

Winnipeg

Vancouver

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

TEAS

Japans, Young Hysons, Indians and Ceylons.

(Quality the best.)

PRICES RIGHT.

THOS. KINNEAR & CO. 49 Front Street East, TORONTO.

Wholesale Grocers.

RED BANANAS.

T will be remembered that a few years ago the red banana disappeared from the markets and the yellow took its place, remarks The New England Grocer. Many persons wonder why this is so. The disappearance of the red fruit is due to commercial reasons-the yellow banana is more profitable.

The yellow banana requires less care and time in the cultivation, and so costs less in that stage. It sticks to the stem better than the red banana, and so stands handling better. There are one third more vellow bananas to the bunch than red. With all these marked advantages in its favor, the yellow banana has practically driven the red banana out

The comparatively few bunches imported are taken by dealers in fine and fancy fruits as novelties, the rarity, in large measure, determining the price. It might be asked why, with red bananas at such prices, more are not cultivated; to which the answer is, that if more were raised the price would go down again, and there would be no profit in raising them for the general demand, in competition with the more economically produced, more prolific and better shipping yellow bananas. The red

banana appears to be now in its scarcity, like some other kinds of comparatively rare fruit, or, say, like game. Some people prefer the flavor of red banana, some prefer that of the yellow ; it is probable that the great majority would have no choice; and the far lower price at which the vellow banana can be offered to the individual consumer settles the question.

CANADIAN BUTTER EXPORTS.

"The growth in the exports of Canadian butter to Great Britain is attracting general attention," writes United States Counsul Brush. "In 1897 the average exports of butter from Canada to the English market were 392,000 pounds per month; in 1898 the average was 616,000 pounds per month, and during the first eight months of 1899 the average exceeded 1,624,000 pounds per month. The butter is prepared especially for export, brings a high price and the demand for it seems almost unlimited. The Minister of Agriculture has been especially active in promoting the sales of Canadian butter and cheese throughout Great Britain. The results of two years' work show possibilities that are worthy the earnest attention of United States shippers."-Bradstreets, New York.

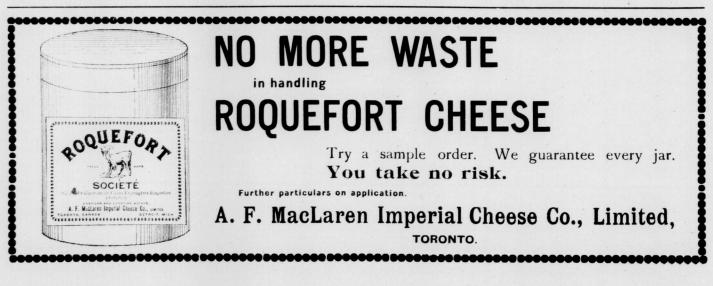
AN ESSENTIAL TO SUCCESS.

How is it that in every village, town, or city there are two classes of grocers? One never talks or thinks about the evils of competition and bad credits, while the other is always telling a doleful tale of small profits, ruinous competition, and bad debts. Is not the difference in the men and their methods? One concentrates thought and energy on his calling; the other divides thought, time and energy on side issues. One class loves its business ; the other flirts with outside matters and loses its hold on the main object. "This one thing I do" is essential to success in any calling .-American Grocer.

PRUNES ON THE COAST.

Private mail advices received in New York from the Coast, state that outside 40-50's prunes were not procurable below 47%c. f.o.b. in 25-lb. boxes. The writer adds : "So far as outside prunes are concerned the stock on the Coast has been cleaned up. Inderieden has been a very heavy buyer of outside prunes the past month. There are probably 400 cars of prunes left here, of which 350 are in first hands, and Armsby and Inderieden hold the bulk of them."

1





CLOSE PRICES.

Labrabor Herring No. 1 Split Herring Scaled Herring Boneless Fish Quail on Toast Pure Cod 11

THE DAVIDSON & HAY, LIMITED 36 YONGE STREET, TORONTO.

FISH

AN EASY LESSON.

The Sun has received so many evidences of confused minds regarding the beginning of the 20th century, that it will present a proof that the 20th century begins after the year 1900 is ended, in the shape of a little conversation :

Question-What is a year?

Answer—Three hundred and sixty-five days.

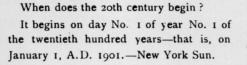
What is a century ? One hundred years. When did the year No. 1 end ? December 31 of the year 1. When did the year No. 2 begin ? January 1 of the year 2. When did the year 99 end ? December 31, A.D. 99. Did that complete a century ? No.

When was the century completed ? At the close of the year following 99, or

at the close of the year 100. When did the 2nd century begin?

January I of the year I of the 2nd century, that is, January I, A.D. 101.

When did the 19th century end? At the close of the nineteen hundreth year, or at the close of 1900.



CANADIAN PRODUCTS WANTED.

Mr. Harrison Watson, curator of the Canadian section of the Imperial Institute, has received the following inquiries :

A London firm possessing a considerable continental connection, is prepared to act as agents for Canadian shippers of lard.

A South of England firm of manufacturers and builders' merchants asks to be placed in communication with Canadian makers of pedestal closet seats, and desires catalogues with quotations.

A Scotch house asks for names of Canadian makers of window blind rollers who can fill orders promptly.

MR. MCINDOE IN NEW YORK.

On Saturday last it was our pleasure to receive a call from Mr. Robert S. McIndoe, Toronto, Ont., who states that Canada is enjoying an era of marked prosperity; that British capital is coming in fast. The mineral resources of Canada are great, and fast being developed. Trade is active, and everything looks to a greater degree of prosperity this year than last.—American Grocer, New York, February 14.

RUSKIN AS A TEA DEALER.

John Ruskin, although the son of a merchant, says The New York Merchants' Review, was a thoroughly unpractical individual and regarded trade and traders with no friendly eye, yet, at one time he had an interest in the tea business. He opened a retail place at 29 Paddington street, London, "to supply the poor in that neighborhood with pure tea, in packages as small as they chose to buy, without making a profit on the sub-division." The result of the experiment was, said Mr. Ruskin, "my ascertaining that the poor only like to buy their tea where it is brilliantly lighted and eloquently ticketed; and, as I resolutely refuse to compete with my neighboring tradesmen either in gas or rhetoric, the patient sub-division of my parcels by the two old servants of my mother, who manage the business for me. hitherto passes little recognized as an advantage by my uncalculating public." The business consequently languished, the rent and taxes absorbed the profits, and the business was discontinued

Ruskin's tribute to "gas and rhetoric" is of value as showing the effectiveness of skilful, florid advertising and the charm of a neat, well-lighted store.



HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

G HAPUT, FILS & CIE, Montreal, have 300 boxes of dates that they are offering at a very low figure, lower than they have been offered this season

Nice raw sugars, crystal or soft, may be procured from Lucas, Steele, & Bristol.

A splendid line of clam chowder is in stock with W. H. Gillard & Co., showing good value.

"Kiji" Japan tea, bulk or packages, can only be procured from Lucas, Steele & Bristol.

A direct importation of medium pearl tapioca is in store with The Eby Blain Co., Limited.

Warren Bros. & Co. are in receipt of a shipment of fancy Californian peaches in 50-lb. boxes.

T. H. Smith & Co. have a fine line of evaporated apples, which they are offering at a close price.

A few hundred tap figs are yet in stock with W. H. Gillard & Co., which they are offering at low prices.

T. H. Smith & Co. would like intending purchasers to test their prime September cheese, quality and price right.

Carr & Co.'s "Cafe Noir" biscuits and Southwell's whole fruit jams have just been received by Frank Magor & Co., Montreal.

Lucas, Steele, & Bristol have in store Burnham's custard powder, cream custard, jellycon, and clam chowder, all first-class goods.

E. D. Marceau, Montreal, is offering some special "drives" in peppers. His advertisement on another page gives full particulars.

Lucas, Steele & Bristol have added tenderloin, pigs' feet and jellied tongue to their list of canned goods from the celebrated C. P. Co.

The Eby, Blain Co., Limited, are doing a lively trade in prunes, of which they have long lines of Bosnia, Oregon and Californian; all sizes in stock.

W. H. Gillard & Co. are showing some exceptional values in all growths and grades of teas, having a large range bought before the advances.

"While we cater to the trade of buyers who want tea for price, we do so especially to those who aim at quality and value. Those who are looking for an 'exact match,' for a favorite seller in their trade, usually find it with us, and 'Kolona,' we are pleased to say is selling better than ever,'' say The Eby Blain Co., Limited.

Salt, in carloads, ex factory, is always a special feature with The Eby, Blain Co., Limited, who offer special advantages to prompt buyers.

Travelers of T. A. Lytle & Co, the wellknown pickle and marmalade manufacturers, who are now on the road in different parts of the Dominion, report satisfactory trade, and a splendid outlook for 1900.

Heavy transactions in green Rio coffees have been a feature with The Eby, Blain Co., Limited, including a round shipment to a western United States market.

Frank Magor & Co., Montreal, who were recently appointed agents for Carr & Co.'s English biscuits, will mail samples of "Cafe Noir" to any grocers' customers. Send names and addresses plainly written and the samples will be sent off at once.

A CANNERY FOR ST. THOMAS.

Quite a large and representative meeting was held in St. Thomas, on February 15, to discuss the proposed canning industry. Among those present were : J. W. McKay, G. W. Morton, R. McCully, W. E. Idsardi, B. Davis, A. M. Hutchison, F. Sutherland, S. Dubber, A. Else, D. McColl, M. Titterington, J. Egan, J. A. Robinson, J. H. Still and W. H. Murch.

On motion of Messrs. Morton and Idsardi, J. H. Still was elected chairman and W. H. Murch, secretary.

A great deal of valuable and useful information was given by those present, and ways and means discussed in an enterprising, business-like spirit.

A committee, consisting of J. A. Bell, B. Davis, A. W. Graham, J. W. McKay and A. W. Hutchison, was appointed to investigate fully the details of plant, buildings and such other information necessary, and report at a meeting to be called by the chairman.

"GIVE 'EM TEA."

The Ceylon planters are sending 30,000 lb. of tea as a present to the troops in South Africa, and the following is said to be the chorus they sing as they gather the fragrant leaves :

But it's thirsty work is fighting

For the glory of the flag : Tommy is the fighter,

And he's not the man to brag.

He's the man to be considered, though,

Wherever he may be, So pass the word, ye planters,

And give 'em Tea! Tea!!!

Not, we take it, gunpowder tea. — Grocers' Journal.

EDDY'S OFFICE STAFF DINE.

A JOLLY evening was spent at the Hotel Victoria, Ottawa, on Wednesday night, February 14, by the office staff of the E. B. Eddy Co., Limited, at the third annual dinner.

The office staff was out in full, and entertained as their guests Mr. W. H. Rowley and Mr. G. H. Millen, representing the directors of the company, Mr. A. E. Hall, for the outside service and representing the travelers and agencies, and Messrs. J. W. Haworth and F. X. E. Boucher representing the "old boys."

Letters of regret were read from Mr. J. A. Hardisty and Mr. F. K. Healey, of the Montreal branch, also from Messrs. J. J. Gormully, Q. C., and A. H. Rowley.

The chair was taken by Mr. John F. Taylor. After full justice had been done to the good things provided by mine host Unger, the toasts were drunk, the first being "The Queen," which was drunk with honors and the singing of the National Anthem.

The "Army and Navy" was responded to by Mr. J. Soper, who sang "The Soldiers of The Queen," the chorus of which was taken up by the company in true patriotic style.

Mr. Rowley replied on behalf of "Our Chief," to Mr. and Mrs. E. B. Eddy, in his usual happy way, and expressed Mr. Eddy's regret at not being able to be present.

"The Directors of The E. B. Eddy Co." was responded to by Mr. G. H. Millen, the genial superintendent, who in the course of a neat speech told how he had seen the office staff grow from one man to its present number, 25, and incidentally of the wonderful growth of "one of the most unique establishments under the British flag," The E. B. Eddy Co., Limited.

"The Outside Service," including the branches, agencies and travelers, was replied to by Mr. A. E. Hall.

The toast to "The Ladies," and especially the ladies of the office, brought forth speeches from Messrs. K. F. Clayton and E. J. M. Hellyer, who both made able replies in their behalf.

Messrs. J. F. Taylor and J. Soper replied to the health of the chairman and honorary secretary respectively.

After the health of "Our Host" had been given and replied to by Mr. F. Unger, the company held an impromptu smoking concert, at which the "boys" sang popular songs and had a free and easy time in general.

When the last car left for Hull, at 11 o'clock, it was agreed on all sides that everyone had spent a most enjoyable evening, and all look forward to again meeting around the same board in 1901.



BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES. SHEPPARD, confectioner and fruit dealer, Selkirk West, N.W.T., has assigned to J. C. MacNal, and his stock has been sold.

George Turcot, grocer, Quebec, has assigned.

Isidore Rosenstein, general merchant, Grand River, Que., has assigned.

Carley & Studer, merchants, Morden, Man., have obtained an extension.

V. E. Pepin, general merchant, etc., St. Pierre and Miquelon, N.S., has assigned.

Kerr & Co., general merchants, Grand Valley, Ont., has called a meeting of creditors.

F. D. Stewart, merchant, Elmcreek and Carman, Man., have assigned to Charles Williams,

G. A. Vallee, general merchant, St. Anne de Bellevue, Que., has assigned to Kent & Turcotte.

A. E. Iredale & Co., merchants, Fort Qu'Appelle, N.W.T., have assigned to D. H. McDonald.

A chattel morgage on the assets of George P. Sarantis, fruit dealer, etc., Victoria, has been foreclosed.

E. T. Fournier & Co., departmental merchants, Ottawa, Ont., have compromised at 45c. on the dollar.

A compromise of 25c. on the dollar is offered by the estate of Seidon Wolfe, general merchant, Rigaud, Que.

PARTNERSHIPS FORMED AND DISSOLVED. Chaplin Bros. & Co., grain dealers,

Montreal, have dissolved. Anderson Bros., general merchants,

Niagara Falls, Ont., have dissolved. Partnership has been registered by J. A.

Dagenais & Co., grocers, Montreal. The Canada Confectionery Co., Montreal,

have dissolved, and a new partnership has been registered.

H. and A. W. Dagenais have registered partnership under the style of A. W. Dagenais & Co., general agents, Montreal. Charles F., Albert E. and John L. Todd, have registered partnership as wholesale grocers, etc., Victoria.

Cleverly & Ferguson, manufacturers ginger ale, Brandon, Man., have dissolved, Mr. Ferguson continuing.

Alexis and Marcelin Laganiere, have registered partnership under the style of Laganiere & Cie., general merchants, St. Alban, Que.

Nicolle & Tracey, grocers and commisson dealers, Halifax and Port Mulgrave, N.S., have dissolved. Edwin S. Tracey continues the Halifax, and Walter Nicolle the Port Mulgrave business.

SALES MADE AND PENDING.

Frank Goss, grocer, Victoria, has sold out at auction.

James Dresser, merchant, Winnipeg, is about selling out.

J. S. McLean, general merchant, North Brookfield, N.S., has sold out.

The assets of Luc Girard, general merchant, Grand Mere, Que., have been sold.

The stock of J. E. Legare, general merchant, Lyster, Que., has been sold at 68c. on the dollar.

The business of J. A. Gass & Son, grocers, etc., Halifax, is advertised for sale by tender.

Potter Bros., grocers and hardware dealers, Canning, N.S., are advertising their business for sale.

The business of Jules Huot, grocer, Quebec, is advertised to be sold by bailiff's sale on February 26.

Campbell & Nixon, general merchants, Hartland, N.B., are selling out, with intention of retiring.

The stock, etc., of the estate of J. H. Ratcliffe & Co., general merchants, Stouffville, Ont., have been sold by auction.

CHANGES.

Susan A. Richards, general merchant, Caledonia, Oat., has sold out to -... Hill.

Telesphore Brunelle has registered as proprietor of P. J. Heroux & Co., general merchants, St. Boniface Que. Herbert McLeod, grocer, Halifax, has retired from business.

13

R. Sharp, general merchant, Lobo, Ont., has sold out to George Dean.

Blackney & Ross, grocers, etc., Halifax, have sold out to —. Crockett.

H. Walker, confectioner, etc., Carberry, Man., has sold out to T. H. Logan.

Laura Morrow has succeeded the estate of C. A. Ingram as grocer in Vancouver.

Michael N. Vasilatos, general merchant, Victoria, has sold out to Vageli Vasilatos.

E. C. Warner, general merchant, Whitewood, Man., is removing to Wawanesa, Man.

Mrs. J. S. R. Page has registered as proprietress of J. S. R. Page & Cie., grocers, Montreal.

L. Dickenson, grocer, baker, etc., Victoria, has sold his bakery to T. Worrell and A. McLeod.

Aldo Legare has registered as proprietor of J. B. D. Legare & Co., general merchants, etc., Quebec.

Dame Caroline Guertin, wife of A. J. Prefontaine, has registered as proprietress of A. J. Prefontaine & Cie., general merchants, etc., Beloeil, Que.

DEATHS.

G. Barton, grocer, Irena, Ont., is dead. I. C. Bowman, produce commission merchant, St. John, N.B., is dead.

J. J. Bostwick, wholesale grocer, etc., St. John, N.B., is dead.

Julius Chantler, of Chantler Bros., general merchants and sawmillers, Chantler Station, Ont., is dead.

NEW STORES STARTING.

M. R. Campbell has started as grocer in Fingal, Ont.

Joseph Wheatley has started a general store in Harlock, Ont.

Eden & Strachan have started as confectioners in Aylmer, Ont.

Besserer & St. Denis have commenced as commission tea dealers, etc., in Ottawa.

"Just A Little Under."

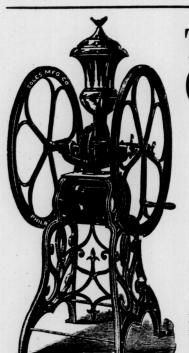
The grocer who keeps quality a little *above* rather than a little under the average, wins the kind of trade that pays him best—the family trade.

Quality that is "just a little under" may mean a larger single profit but it does not hold that permanent day-after-day trade that successful grocers try so hard to get.

The quality of Windsor Salt holds trade—*permanent trade*. Skill, care and experience are the factors that have always kept it so much above the ordinary salt of commerce.

Absolutely clean, white, dry, crystaline. Sold by leading wholesalers.

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



The Canadian Grocers Know

a good mill when it is presented to them. They have taken up the...

COLES COFFEE MILL

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

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

Coles Manufacturing Co.

PHILADELPHIA, PENN'A.

Yardley's Violettes de Parme Perfume



Is still the reigning favorite almost everywhere. During the last 18 months our sales of this perfume alone in England amount to over 50,000 bottles.

Windsor

Salt

We guarantee it to be of the very finest quality. No better extract on the market. I, $1\frac{1}{2}$, 2, 3-oz. bottles; also 1 and 4-dram sample bottles.

Savon Violettes de Parme

³ Tablets in } Exquisitely boxed and Perfumed.

Creme de Violettes de Parme

Unrivalled for keeping the skin soft, smooth and cool.

ASK OUR CANADIAN AGENTS, The Greig Manufacturing Co'y., Montreal, to show you THIS SERIES.



President, JOHN BAYNE MacLEAN, Montreal.

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MISREPRESENTATION IN TRADE.

W HILE much can be done in the way of legislation to prevent fraudulent labeling of goods, short weights and measures, untruthfulness in advertising, and misrepresentation of every form, the mercantile world need never expect to be free from these abuses because laws are put on the statute books.

Since the days of Adam, there has been a tendency of mankind towards deception and misrepresentation. Laws innumerable have been passed, preachers and philosophers have spoken and written unceasingly, yet the habit seems as much a part of human nature to day as history tells us it was centuries ago.

Yet, the reason for it does not lie in the commercial advantages derived from the habit. A merchant who is honest—thoroughly trustworthy—has, other things being equal, a decided advantage over his competitor who is known to be "a little careless" about the veracity of his statements or the uprightness of his actions.

OPENING PRICE OF LOBSTER.

Canned lobster promises, ere long, to reach a figure practically prohibitive, or, at least, where only the decidedly wealthy will be able to consume it. At any rate, one can scarcely come to any other conclusion

1

in view of the high prices which are being quoted for the coming season's pack.

At the prices quoted the wholesale trade the cost of $\frac{1}{2}$ -lb. flats to the retailer will scarcely be less than 12 $\frac{1}{2}$ to 15c. per doz. above the figures ruling last year, while 1-lb. tins will hardly sell to the retailer at less than \$3 per doz.

The demand was much curtailed by last year's prices, and the question is how much will it be by those of this year ?

EARLY CLOSING IN TORONTO.

The early-closing movement instituted by the Toronto Retail Grocers' Association has at last been settled.

At the meeting of the City Council on Monday the legislative committee recommended that the by law should be amended to make 8 o'clock p. m. the hour of closing the year around.

Discussion brought out the fact that the by-law, as amended, was satisfactory to both those opposed to the original by-law, which made 7 p.m. the hour of closing in the winter months, and to those who had proposed the original by-law.

This amendment to the by-law means that, instead of a by-law on the books that the council refused to enforce, there is now a by-law, which, if disregarded, is liable to bring the grocer or butcher offending into court, where he would be liable to a fine not exceeding \$50.

THE LENTEN FISH TRADE.

As Ash Wednesday comes next week, on February 28, the lenten fish trade is already assuming large proportions. The fasting regulations of the Roman Catholic Church will not be modified in any way this year.

Last year, on account of the prevalence of sickness in many sections, the days of fasting were considerably reduced. This season, every day during Lent, except Sunday, will be a day of fast, and on Wednesdays and Fridays, as well as on Holy Saturday and the Saturdays of Ember days, there will be abstinence from meat.

Though the Lenten season is much later than usual, the stocks of frozen fish are large, and are likely to last well through the season, and, if the weather is favorable, supplies of fresh fish should be coming to hand liberally before frozen fish stocks are exhausted.

CANNED TOMATO SITUATION.

A LTHOUGH the canned tomato market cannot be termed firm, vet it is evidently steadier than it was a week ago.

What has done this is not any improve ment in the demand, for there is no improvement; but there are not as many lots being offered by those who were becoming impatient because of the prolonged quietness.

The ruling quotation to the retail trade is still 90 to 95c. per dozen, although here and there \$1 is quoted for certain brands.

What we stated last week in regard to the future of the market, we repeat : The present weakness in the market is only of a temporary nature and will give place to firmness when the demand improves, or when the packers begin to quote futures for next season's pack.

Since last week we have made further inquiries as to what the price for futures will be, and we are more firmly convinced that it will be, as stated seven days ago, in the neighborhood of 85c., although nothing is, of course, certain.

One canner, in conversation with THE CANADIAN GROCER, stated that he had contracted for this year's supply of tomatoes at the same price as last year, but that the cost of putting up the goods would be at least 15c. per case higher than in 1899, on account of the appreciation in tin, cases, labels, etc. Under these conditions he would not quote futures at less than 15 to 20c. above last year's figures. To one or two applicants for prices he had quoted that figure, but he had done no business yet. "The wholesalers are, however, not yet willing to pay that price," he said. This particular packer, it should be explained, is not a member of the association. The members of the association are not likely to quote for a few weeks yet.

THE CANADIAN GROCER has been given to understand that there is a movement on foot whereby canned goods shall be sold to the wholesale trade in the same way that sugar and some other lines now are, the latter's profit to come in the shape of a rebate at the end of a certain period.

Employes who work much for themselves and little for their employers never make much permanent headway.

BLEEDING THE COUNTRY FOR THE BENEFIT OF LOCALITIES.

A CALL has been issued by the Toronto Board of Trade for a conference of representatives of the city council, the city engineer's department, the harbor commission, the marine section of the board of trade and the council of the board of trade.

The devising of ways and means to improve the Toronto harbor.

The board of trade is to be commended for taking the course it has.

Everyone who is at all conversant with the matter knows that the harbor is in anything but what might be termed a businesslike condition.

Along the line of doing something it is proposed to impress upon the Government "the importance of dealing with the question in a liberal manner."

It is quite proper that the Government should be impressed with the importance of doing its duty in the matter. But it is equally important, and even more important, that the city of Toronto should be impressed with the importance of doing its duty.

There is, in this country, a tendency altogether too pronounced to induce the Federal and Provincial Governments to shoulder burdens they should not shoulder to undertake as public works what are, in reality, private enterprises, which are designed to give 90 per cent. of benefit to promoters, and 10 per cent. benefit to the public.

It is time the business men of this country exerted their influence against these unbusinesslike practices.

There are duties which the Government should perform, and the business men of the country should lend their assistance in seeing that it does its duty, but let us stop this detestable practice of bleeding the country for the benefit of localities and corporations.

The people of St. John, N.B., led by the business men of the city, set an example, in regard to the improvement of their harbor, which other cities might well emulate: They stirred up the Government to do something; but they stirred up the citizens to do more, for, within a few years, they taxed themselves to the extent of \$750,000, in providing terminal facilities.

By all means, let the Government be

persuaded to do what it should do in putting the harbor of Toronto in proper condition; but it is to hoped that, at the proposed conference, ways and means will also be devised to persuade the taxpayers of that city to do their part and to do it well.

TONICS FOR SPRING BUSINESS.

THIS is the time of year when a grocer looks over his cigar stock, because he remembers that his customers smoke more cigars in warm weather than at any other period, and, too, that it is the time when a man gets the most enjoyment from his smoke, and hence is apt to be more critical about quality than otherwise. This is the time when a grocer chooses his brands more carefully, because, as a rule, he tries to build up a permanent trade, thinking more of that than of his temporary profits.

He knows, too, that as a tonic for spring business a line of good cigars is a stimulant to trade, and if there is one time more than another when a stimulant is needed, it is in the spring. Some grocers are going to continue along the same old lines, and continue also to wonder why their competitor adds constantly to his line of customers while he stands still. The question has an easy solution, and he won't have to go far to find it-quality counts in cigars just the same as it does in every other line of goods which he sells. Too much neglect is shown by the average grocer on this important matter, and there is a disposition to drift along, letting the cigar trade take care of itself.

We would urge upon all grocers the necessity, particularly at this time, of getting into correspondence with some reliable cigar manufacturer and getting out of the rut. When the open cars are running, when all nature is at her best, when the country is awakening to new life and when all outdoors is the great living place for the people — at such a time as this, we say, a grocer may make or mar his reputation for selling brands of cigars that have, or have not, intrinsic merit back of them.

There is no need for any cigar manufac-

turer to "hide his light under a bushel." If he has that confidence in the quality and price of his cigars that he ought to have, you will find him advertising the fact boldly over his own signature, and it is to such a manufacturer that we would earnestly advise the sending of a few lines. In nine cases out of ten, a grocer will find that the character of the reply he gets from such a manufacturer will be thoroughly in keeping with the progressive, up-to-date methods that prominent advertisers always carry into their business dealings. A grocer will find, too, that there will be a spirit of fairness and justness in the reply that will give him confidence to trade with such a man.

It is surprising how many of these "tonics for spring business" the ordinary grocer will neglect to take, and yet if there ever was a time when a tonic is needed it is right now. Because time is money to most of us, it will pay a grocer, and pay him well, to sit down to-day and write to the cigar manufacturer who is not afraid to advertise.

THE NEW SALMON OUTLOOK.

THE question of whether canned salmon now held are good property or not is beginning to attract some attention from wholesalers and commissionmen.

It is well known that the average stock of these goods canned by most of the jobbing trade is pretty heavy, and that individual halders, in some cases, are dubious as to whether they will show a profit or not before they can be turned over.

Of course, any forecast of the future can only be taken for what it is worth, but it may be interesting for holders of canned salmon to know that wood, tinplate and solder, three materials that enter largely into canners' calculations, are all the way from 50 to 100 per cent. dearer this year than they were when canners last laid in their supplies. Now, cost of the salmon themselves is a trifle, it is the canning and packing that figure most, and, with the above materials so much higher, it does not seem reasonable to expect that the new season's pack of salmon, when it is offered, will lead to any break in prices.

On the contrary, some sanguine observers predict that prices on next season's pack will open 50c. higher than last season.

THIRTEEN-CENT CHEESE.

THE CANADIAN GROCER all along argued that there was no reason why holders of cheese should be in any particular hurry to get rid of their stocks. But the tiresome, dragging January market made this view unreasonable to some holders, who let go, and now they are not at all pleased that they have done so. They have the dissatisfaction of knowing now that traders who had the courage of their convictions are realizing 1¼ c. per lb. more for their goods than if they had sold in January.

During the past eight days, the demand, especially for colored cheese, has been so keen that prices jumped a full cent, and the present indications certainly point to 13c. cheese, which will be the record high price of the past 10 or 15 years.

It would simply be tiresome to repeat the causes that have led to this result. They have been harped on again and again in these columns, the chief influence, of course, being the exceptional drought that prevailed throughout all the dairying districts of Europe.

Production was curtailed 50 per cent., and the increased shipments that this continent sent across were not sufficient to replace the shortage, the present abnormal price being the result.

Recent export business in Montreal was at $12\frac{1}{2}$ to $12\frac{3}{4}$ c., and since then sellers have refused the same bids, demanding $12\frac{3}{4}$ to 13 c. and there is every probability of their obtaining it.

On Saturday last in Toronto sales aggregating 1,000 boxes were made on export account at 12 ¼ c., box weights f.o.b. factory, but the sellers have since regretted accepting the figure named.

The scarcity of cheese in Canada is much more pronounced than it has been for at least many years.

Altogether this paper's expose of the desperate efforts that certain English shorts were making to disguise the true situation, have been amply borne out by the course of the market.

FINNAN HADDIES SCARCE.

Canned finnan haddies are quite scarce on the Toronto market just now. Some wholesalers have none in stock and they have been unable so far to get any to supply the inquiries which they have received.

It is generally understood that the pack of finnan haddies was light last season while quite a quantity was exported to the United States, and what was left appears to have got into a few hands.

A COMPREHENSIVE CONSTITUTION

HE constitution which the Detroit Retail Grocers' Association has recently adopted excellently covers the proper field of operations for such an organization. The objects of the association, as expressed in Article I., are: To promote the mutual interests of the grocery trade of Detroit; to foster a social spirit among the grocers of the city ; to shorten the grocers' working day and promote a proper observance of the Sabbath and of national holidays ; to secure protection from adulterated goods, short weights and measures, fraudulent branding, gift scheme, trading stamps, etc., also from wholesale grocers and commission dealers who infringe on the retailers' business; to discourage price-cutting, and to encourage, in every possible way, enterprises beneficial to the city of Detroit.

Instead of the executive committee, which does the work of the Canadian association, the Detroit organization has nine standing committees, whose duties are as follows :

The committee on trade interests (3 members) has charge of all matters of general interest to the grocery trade.

The duty of the committee on wholesalers and manufacturers (3 members) is to have charge of all disputes between retailers and wholesalers or manufacturers, and to maintain the best possible relationship between these bodies.

The committee on markets (3 members) has charge of all affairs of retail grocers in relation to the use of Detroit markets.

A committee on legislation and ordinances (3 members) looks after the interests of the grocery trade in the Detroit City Council, or in the Michigan State Legislature.

A committee on card prices (5 members) has charge of the adoption, enactment and enforcement of uniform prices on staple groceries, which prices are previously adopted by the association.

The committee on entertainment (5 members) looks after all banquets, picnics, or entertainments of any nature, decided on by the association.

The duty of the membership committee (3 members) is to supervise the securing of new members, the collection of dues, and other matters pertaining directly to the membership.

A committee on arbitration and grievances (3 members) has charge of all matters of dispute between members, or between the association and outsiders, which cannot be equitably settled by other committees.

The auditing committee (3 members) performs the ordinary duties of such a committee.

WHERE IS FRANK HALFORD?

Mr. Frank Halford, senior partner of The Social Tea Co., Toronto, has not been seen for several days. And, as a warrant is out for him for contempt of court, his creditors are wondering whether he has left the country or not.

The contempt of court is that he has failed, in response to three subpoenas, to appear before the court for examination in regard to the estate.

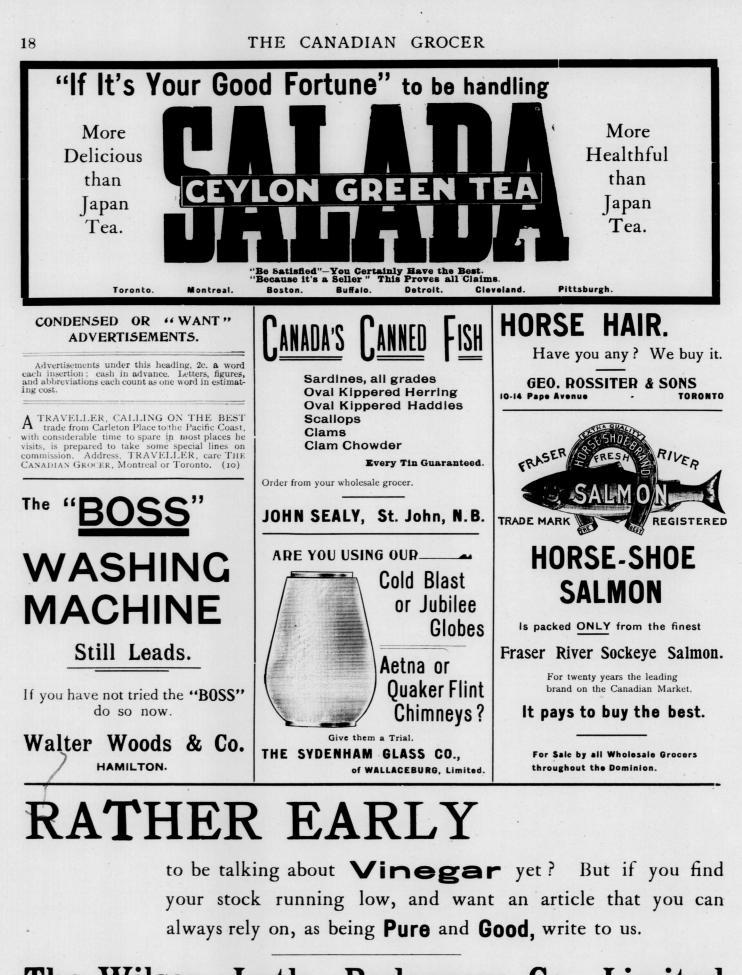
It is alleged by the creditors that Halford, prior to the company going into liquidation, sold quantities of tea, aggregating in value several thousand dollars, making no entry of the same in the books, and pocketing the money himself. Hence the desire of the creditors for an examination of Mr. Halford.

The assets of the estate were sold on Wednesday to J. A. Blain, Gilford, Ont., at 65c. on the dollar. Mr. Blain is a wellknown general merchant.

PEPPER STATISTICS.

The following figures are taken from the Government reports, and show the total exports of black and white pepper to all parts from Singapore and Penang (all the figures are English tons of 2,240 pounds):

Year—	Black pepper.	White pepper.		Defi- ciency.
1899	8,953	4,852	13,805	
1898	9,625	5,417	15,042	1,237
1897	12,234	4,840	17,074	3,269
1896	13,844	5,267	19,111	5,306
1895	15,909	5,566	21,475	7,670
1894	17,937	6,096	24,033	10,228
1893	18,872	5,555	24,427	10,622
1892	20,490	6,777	27,267	13,462



The Wilson, Lytle, Badgerow Co., Limited Front Street, Cor. Spadina Ave., TORONTO.



GROCERY QUOTATIONS By Wire.

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

ONTARIO MARKETS.

February 22, 1900. GROCERIES.

HE quietness noted last week still obtains, and, if anything, it appears to be more pronounced than a week ago. The complaint in regard to the quietness is general. At the same time, however, there is no confidence lacking as to trade in the near future. The canned goods situation is without any material change, although the weakness noted last week is not as pronounced as it was. In fact, prices may be said to be fairly steady. The volume of business, however, in canned good is still very light. Further strength is to be noted in regard to coffees, and prices to the retail trade are up another 1/2 c. on green Rio coffees with business good. The sugar market still rules quiet, and, while the outside markets are a little easier on raw sugars, the local market is unchanged. The molasses market is firm with an upward tendency. Spices rule firm. Rice and tapioca are in fair demand at steady prices. There is a fair trade doing in teas, and the London market is firmer than it was on Indian and Ceylon teas. Currants are quiet with prices steady. A moderate demand is to be noted for Valencia raisins, and a fairly good demand for prunes. A few sales of figs in tapnets are reported.

CANNED GOODS.

The tomato market has not developed any further weakness since a week ago. On the contrary, prices are steadier, and, although there are a few round lots offering at last week's figures, they are decidedly not as numerous. The wholesale price to the retailer still rules at 90 to 95c. per doz., and occasionally as high as \$1 is said to be obtained. The demand, however, is without any improvement. Corn is quiet and steady in price, with quotations ranging all the way from \$1 to \$1.10, according to quality and brand. There does not appear to be any loss of confidence as to the future of corn. Peas are quiet and steady at 75c. up. There is quite a scarcity of canned finnan haddies

on the local market, some of the wholesale houses being buyers. Prices are, in consequence, firm. There has been no further development in regard to canned salmon, the market being quiet and steady at quotations. Canned lobster of new season's pack is being offered, and prices are higher than they were even last year by 15 to 20c. per doz. At the prices now ruling for new season's pack, the wholesale houses are extremely cautious about placing orders.

COFFEES.

Although the outside markets for green Rio coffees are a few points lower than a week ago on No. 7, the market is decidedly strong with an upward tendency, and local quotations are $\frac{1}{2}$ c. per lb. higher. In fact, most lines of coffee are dearer than they were, and we now quote Rio coffee at $9\frac{1}{2}$ to $12\frac{1}{2}$ c. per lb.; Santos, $10\frac{1}{2}$ to 13c., and Maracaibo, $12\frac{1}{2}$ to 18c. There are some authorities who predict that the lowest price for Maracaibo in New York would be 18c.

See pages 27 and 28 for Toronto, Montreal, St. John, and Winnipeg prices current.

per lb. before a great while, and that 14c. would represent the lowest figure for Rio coffee.

SUGARS.

The market, in both Europe and United States, is weaker than it was a week ago, and, at the time of writing, beet sugar on London market is $4\frac{1}{2}$ d. down from the highest point. Cane sugar is also easy. There have been no changes in the refined sugar on the New York market, except that some of the independent refineries are reported to be shading prices in some localities. In Canada the price is unchanged, the quotation in Toronto, for Montreal refined still being \$4.63 and \$4.58 for Acadia, wholesale guild quotations.

SYRUPS AND MOLASSES.

There is just a moderate demand for syrups with a preference being given to corn syrups on account of price. There is a fair demand for molasses, and the tone of the market is decidedly strong. There are some who are predicting an advance of fully IOC. per gallon in New Orleans molasses.

SPICES.

A fair trade is being done in spices, and prices are still tending upwards in the outside markets. This is particularly true of pepper. The demand, locally, from the retail trade just now, is principally for ginger and cassia.

RICE AND TAPIOCA.

A moderate demand for rice is being experienced, and a fair business is being done in tapioca. Prices are firm in both lines and particularly in the latter, which is quoted to the retail trade at $4\frac{34}{4}$ to 5c. per lb.

TEAS.

The firmer tone in Indian and Ceylon teas in the London, Eng., market noted last week has been confirmed by mail advices just to hand. It appears that the quantity of teas brought forward to the auctions were comparatively small. Although no actual advance is recorded in Indian teas, any change that was made was in favor of sellers, and the tone of the market was distinctly toward an improvement in rates. A better demand prevailed for all descriptions of Ceylon tea, and for the higher grade there was a 1/2 d. per lb. with commonest kinds showing a firm market. On the local market the wholesale trade reports a fairly good demand for package teas, and moderate business is being done in bulk teas. Local representatives of shipping houses report a very few sales in Indian and Ceylon teas, while inquiries are coming in very sparingly. There are a few China green teas offering, but they are by no means selling freely. Some inquiry is reported for Japan tea, but little or no business appears to be doing.

FOREIGN DRIED FRUITS.

CURRANTS — During the past week, a little business has been done for importation at higher prices. The demand, locally, from the retail trade is small. Local quotations are firm and unchanged.

VALENCIA RAISINS — There are a few raisins selling to the retail trade at quotations, but the demand is by no means brisk. The kind chiefly selling is selected raisins, at 7 to $7\frac{1}{2}$ c. per lb.

SULTANA RAISINS—Very little business is being done, and the market is without special feature.

PRUNES—Business in this line appears to have revived somewhat, and prunes are the most active line in foreign dried fruits. A fair business is now being done, chiefly for the smaller sizes.

FIGS—There is nothing doing outside of a few tapnet figs, which are selling at $3\frac{1}{2}$ to $3\frac{3}{4}$ c. per lb.

The Best of its Kind

WSoap's Soap, but there are soaps and soaps. There is a best. Experience, ability, honesty, helps to make it. "SURPRISE" Soap has these in its make up, as perfectly as can be obtained anywhere.

It makes "SURPRISE" the best of its kind.

Manufactured by

THE ST. CROIX SOAP MFG. CO.

CALIFORNIAN PEACHES—There is a little business being done in this line, and fresh shipments have come forward during the week. The ruling prices are 12½ c. for fancy peaches in 50-lb. boxes, and 10½ to 11c. for peaches in bags.

WINNIPEG: E. W. Ashley. VANCOUVER: 430 Cordova St. ST. JOHN'S, NEWFOUNDLAND

GREEN FRUITS.

A good trade is doing. Oranges are in chief inquiry, the demand for them being divided fairly between navels and Valencias. The latter have fallen 25c. throughout this week. Lemons are also 25c. lower. They are selling excellently, as are also apples, especially the best eating brands. Red spies are quoted at \$3 to \$3.50, an advance of 50c. Bananas are in good demand at firm prices. Cranberries and Almeria grapes are scarce and firm, with little doing in a wholesale way.

COUNTRY PRODUCE.

EGGS—As receipts continue to increase, another drop in the price of new-laid stock is noted this week, the range now being 18 to $18\frac{1}{2}$ c. Held eggs are easy at 13 to 14c. Pickled eggs are being cleaned up nicely at 14 to 15c.

POTATOES — The market keeps firm, especially for small lots out of store, in which a good trade is doing at 45 to 55c. Car lots are offering fairly liberally at 38 to 42c.

BEANS—There is a light demand, with prices steady at the high range of past weeks. We quote \$1.65 to \$1.75 for handpicked, and \$1.45 to \$1.55 for prime.

DRIED AND EVAPORATED APPLES—The market has weakened, a decline of $\frac{1}{4}$ c. being noted in dried, and $\frac{1}{2}$ c. in evaporated. Evaporated are moving fairly well at $7\frac{1}{4}$ to $7\frac{1}{2}$ c. Dried are quiet at $5\frac{1}{2}$ to $5\frac{3}{4}$ c.

POULTRY—The market for turkeys is decidedly strong, a lot of three barrels selling early in the week at $12\frac{1}{2}$ c. per lb. The range of bright, fresh killed stock could be placed at $11\frac{1}{2}$ to $12\frac{1}{2}$ c. per lb., while frozen stock is quoted at 8 to 10c. The few ducks coming in sell readily at 60 to 80c. per pair. Chickens are in excellent demand at 50 to 75c.

HONEY — There is a fair movement. Clover comb is steady at \$1.50 to \$2.25. Strained is unchanged at 9 to $9\frac{1}{2}$ c. for clover, and 6 to 7c. for buckwheat.

VEGETABLES—Cabbage 5 to 10c. higher. Rhubarb 25c. lower. We quote : Rhubarb, \$1 per doz. bunches ; green onions, 15 to 25c. per doz. ; radishes, 40 to 60c. per doz. bunches; spinach, 40 to 50c. per bush.; lettuce, 30 to 50c. per doz.; cabbage, 60 to 75c. per doz.; red cabbage, 40 to 60c. per doz.; cauliflowers, 60 to 75c. per doz. ; celery, 75c. to \$1 per doz.; parsley, 15 to 20c. per doz. ; onions, 40 to 50c. per bush. ; green beans, 30 to 45c. per basket ; squash, \$2 to \$2.25 per doz.; vegetable marrow, 40 to 50c. per doz.

BUTTER AND CHEESE.

BUTTER—The supply is not as large as the market could readily absorb, so prices are 1 to 2c. higher throughout. Dairy prints are most wanted, though tubs and rolls are scarce. Creamery is more liberally offered, but has been forced up by the brisk demand incited by the scarcity of dairy stock. We quote : Dairy, large rolls, 21 to $21\frac{1}{2}$ c.; prints, 22 to 23c.; tubs, 21 to 22c.; creamery, tubs and boxes, 23c.; prints and squares, 24c.

CHEESE-The strengthening of the mar-

ket, which was noted last week, has become general, and 12½ c. is now the lowest quotation made on this market, while some holders claim the conditions warrant their asking for 13c.

FISH AND OYSTERS.

Lenten trade is beginning to open up nicely. Dealers state that the supplies of frozen fish are sufficient to last throughout the first week or two, when, if the weather is favorable, fresh stock may be looked for. We quote as follows : Trout, 7c. ; whitefish, 8c. ; perch, 5c. ; blue pike, 4c. ; yellow pickerel, 7 1/2 c. ; herrings, 3 1/2 c. ; steak cod, 6c. ; haddock, 5c. ; white halibut, 121/2c. : high-color salmon, 121/2 c. ; red snappers, 121/2C.; Spanish mackerel, 121/2C.; frozen herring (large) per 100, \$1.60; ciscoes, per 100. \$1 : bloaters (St. John), per 100. \$1 : Yarmouth), extra mild and large, \$2.20 to \$2.25; salt herrings, splits, \$3.25 per half-bbl.; boneless fish, 5 to 6c.; pure cod, 6 1/2 to 7 1/2 c.; shredded cod, \$1.80 per box; oysters, Baltimore selects, \$4.80; Baltimore standards, \$3.75; Norfolk standards, \$3.30 per pail.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—The wheat market keeps strong. At outside points, there is no change from 65c. for both white and red, but, on the street market, an advance of I to $I\frac{1}{2}c$. brings the price of all kinds to 72c. We quote the street market as follows : Wheat, white and red, $70\frac{1}{2}$ to $71\frac{1}{2}c$.; goose, 71c.; peas, 60 to 63c.; oats, 30 to 31c.; barley, $43\frac{1}{2}$ to 44c.; rye, 53 to 54c. No. I hard Manitoba wheat is firm at 78c.

FLOUR — The demand is good, as the tendency is upwards. We quote : Manitoba patents, \$3.80; Manitoba strong bakers',

Corona Figs... Dates

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

CHOICE GOODS THAT SELL AT SIGHT.

Half size sample mailed on receipt of 5c. in stamps; or, to meet numerous requests, we will on receipt of value (\$3.60) ship and prepay freight on 2 caddies to any part of Ontario. State name of your wholesaler in ordering. Assorted caddies (24 cakes each Figs and Dates) make a fine display, and are having a large sale. W. B. BAYLEY & CO., Ontario Agents, 59-63 Front St. East, TORONTO

21 How's your Biscuits and Confectionery? Our CREAM SODAS in 3-lb. tins and cartoons cannot be excelled. For purity and highly-flavored CONFECTIONERY we manufacture the finest BON-BONS and CHOCOLATES in Canada. WRITE FOR SAMPLES AND QUOTATIONS. McLAUCHLAN & SONS CO., Limited, Manufacturers Biscuits and Confectionery, Owen Sound, Ont. CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, GOLDEN CROWN LOBSTER, flats and talls \$3.55; Ontario patents, \$3.55 to \$3.65; GOLDEN KEY LOBSTER, flats only. MONTREAL straight roller, \$3.35, Toronto freights. GOLDEN CROWN CANNED CLAMS, 1-1b. talls. BREAKFAST FOODS-There is no change. GOLDEN DIAMOND BLUE BERRIES, 2's size. Prices keep stiff. We quote : Stand-CANADIAN W. S. Loggie Company, ard oatmeal and rolled oats, \$3.40 in CHATHAM. N.B. Limited Manufacturers and Shippers who are not reprebags and \$3.50 in bbls. ; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.50; Established 1873. WINNIPEG split peas, \$4; pot barley, \$4. CONSIGNMENTS SOLICITED= HIDES, SKINS AND WOOL. POULTRY Will do well to correspond with me. HIDES-There is little doing. Prices BUTTER E. NICHOLSON are steady. We quote as follows : Cow-EGGS 124 Princess Street, Winnipeg, Man hides, No. 1, 91/2c.; No. 2, 81/2c.; No. DRESSED HOGS Successor to W. F. Henderson & Co. 3. 7 1/2 c. Steer hides are worth 1/2 c. more. Highest market prices. Quick returns. Wholesale Commission Merchants and Brokers. Cured hides are quoted at 934c. SKINS-Conditions are unchanged. We Established 1882. 16 years' experience. D. GUNN, BROTHERS & CO. quote: No. I veal, 8-lb. and up, IIC. Pork Packers and Commission Merchants per lb.; No. 2, 9c.; dekins, from 40 to 45c.; 76-78-80 Front St. E. - - TORONTO culls, 20 to 25c. Sheep and lambskins are POULTRY. HONEY. selling at \$1.10 to \$1.15. BUTTER. EGGS. WOOL - A dull market is manifested. Established 1892. and DRIED APPLES. Stocks are well cleaned up. We quote : Rutherford, Marshall & Co. Consignments Solicited. Prompt Returns. Combing fleece, and clothing wool, at 19 to 68 Front Street East, Toronto. 20c. and unwashed at 12c. Exporters of The Wm. Ryan Co., SEEDS. OULTRY The red clover market is easier, and the Limited BUTTER, CHEESE, top quotation this week is 15c. below that of 70 and 72 Front St. E., Toronto. EGGS, HONEY, DRIED last week, the range now being \$5.25 to AND GREEN APPLES. \$5.85, the top figure only being paid for We buy outright, or receive on consignment, all kinds of Produce. Correspondence solicited. References — Mercantile agencies or Canadian Bank of Commerce. fancy qualities. Alsike is quiet but un-changed at \$4.50 to \$6.50. Much inferior CONSIGN US YOUR timothy is still offering, but first-class BUTTER. stock is sought. For good stock, sellers FLEISCHMANN'S EGGS, could get \$1 to \$1.25 aboard cars outside for good to choice machine-threshed, and VEGETABLE Maple Syrup, COMPRESSED YEAST \$1.50 to \$2 for bright, unhulled, flailthreshed seed. ETC., HAS NO EQUAL. and get good prices and prompt MARKET NOTES. returns. Large Roll Canned tomatoes are, if anything, a little steadier. T. H. SMITH & CO. Eggs are I to 2c. lower, the price now 70 COLBORNE STREET, - TORONTO **Butter Wanted** being 18 to 18 1/2 c. Reference, Imperial Bank of Canada, Yonge St. and Mercantile Agencies. Dairy and creamery butter of all grades is I to 1 1/2 c. dearer. JOHN J. FEE The finer grades of Ceylon teas are 1/2 d. CALIFORNIA NAVEL 62 Front St. East per lb. dearer in London, Eng. Phone 8129. TORONTO Rio coffees are ½ c. per lb. dearer on the Correspondence Invited. Consignments Solicit-ed. Promot Baturne URANGES local market at 91/2 to 121/2c. per lb. Prompt Returns. References, Standard Bank and Commercial Agencies. Prices on new season's pack of canned lobster are being quoted, but at prices from The are fine eating now. 15 to 20c. per doz. higher than last year. **T** Commission Lemons are quoted \$2 to \$2.50, a decline We have them in all sizes. Co., Limited of 25c. Apples are worth from \$2.50 to PRICE RIGHT. \$3.50, an advance of 50c. Valencia oranges FRUIT. PRODUCE AND are 25c. cheaper throughout. Ordinary **COMMISSION MERCHANTS.** CLEMES BROS. 420's are worth \$4.25 to \$4.75 ; large 420's Cor. Market and Colborne Streets. TORONTO 51 Front East, TORONTO. \$5.25 to \$5.75 ; 714's \$5.50 to \$6.

QUEBEC MARKETS.

MONTREAL, February 22, 1900. GROCERIES.

VHILE the movement of business from jobbers to retailers continues moderate, the week has furnished other interesting features. Notable in this respect is the firmness on canned vegetables, demonstrated by the efforts that jobbers have made in procuring fresh supplies. Refined sugar has been unaffected by the changes in the raw article, and syrups are unchanged. Molasses exhibits little or no change. Dried fruits are firmly held and there has been considerable import activity in rice for prompt shipment from London. Spices continue to advance abroad and the fact should soon affect local prices. Coffee is scarce and firm, while there has been some tendency to shade prices on tea.

SUGAR.

The refined sugar market here has not responded in any way to the changes up and down lately in the raw article, for both granulated and yellow sugar continue as last quoted, viz., \$4.50 for the first and \$3.70 to \$4.35 for the latter. Locally, the movement is moderate for prompt shipment, but orders for forward delivery have been more numerous. Latest cable intelligence in regard to raw beet is to the effect that there has been a decline of 3/4 d., with present month now quoted at 9s. 11 1/2 d., and March, 9s. 101/2 d. Cane has been quiet and steady in London. In New York, raw was steady : Fair refining, 4c.; centrifugal, 96 test, 4 7-16c., and molasses sugar, 3 13.16c. Refined sugar on that market has been quiet and unchanged this week.

SYRUPS.

There is only a slow demand for syrups, and prices are unaltered at 1 ½ to 2c. per lb., as to quality.

MOLASSES.

There has been little change in molasses during the week, and with light supplies prices, generally, rule steady. Barbadoes in single puncheons is quoted at 43c., and in carlots 42c. Fancy Ponce, Porto Rico goods range from 43 to 45c., and ordinary, 40 to 42c. Antigua is offering at 38 to 40c., and New Orleans stock at 28 to 35c. There has been nothing additional from the Islands since the news last reported in this column.

CANNED GOODS.

There has been considerable inquiry from jobbers for peas during the past six days, and the fact has developed that the offerings from first hands are exceptionally light. Sales in round lots have been made at 90c. per doz. Business has taken place also in tomatoes in round lots at 90c., and there have been considerable purchases of corn also at \$1.05 to \$1.10 per dozen. Buyers who tried to secure supplies of beans also found them difficult to get, and all that one purchaser could secure the other day was a half-carload, which cost him 85c. Naturally, with fresh supplies costing jobbers these prices, they are firm holders of what they already have on hand. There has also been considerable trading in one-gallon apples around \$2.10 to \$2.15.

DRIED FRUITS.

Business in Valencia raisins has been light and stocks are small We quote as follows: 7 to 7 $\frac{1}{4}$ c. for off-stalk; 8 to 8 $\frac{1}{2}$ c. for fine, and selected and layers, $\frac{1}{2}$ c. advance on these prices.

Loose Malaga muscatel raisins are moving at $7\frac{1}{2}$ c. for 3-lb., and $6\frac{3}{4}$ to 7c. for 2-lb. fruit.

Currants are quiet and steady. We quote : $4\frac{1}{2}$ c. for bbls.; $4\frac{5}{6}$ c. for half-bbls.; $4\frac{3}{4}$ c. for half-cases, and $4\frac{7}{8}$ c. for quarter cases.

Small sizes of Californian prunes are very scarce and prices are firm. Values range from 6 to 10c. per lb., as to size. Bosnia prunes are steady at 6c. per lb.

There is nothing new to report in dates, which sell at $5\frac{14}{14}$ to $5\frac{34}{14}$ c., and figs, in sacks, are unchanged at $4\frac{14}{14}$ to 5c., as to quality.

The demand for evaporated apples has been slow, as buyers evidently have ample supplies on hand. Prices have ruled steady at the recent decline with choice stock quoted at 7 to $7\frac{1}{2}$ c., and common at $6\frac{1}{2}$ to $6\frac{3}{4}$ c. per lb.

NUTS.

Grenoble walnuts are difficult to obtain and jobbers hold them stiff at 14 to 15c., with Marbots steady at 12 to $12\frac{1}{2}$ c. Shelled walnuts range from 19 to 20c. and shelled almonds 26 to 28c., and would cost practically the inside figure to lay any fresh supplies down here. Filberts are scarce also, and very firm in value.

RICE.

There has been more import business in rice lately, and quite a lot of Patna has been purchased here recently for prompt shipment from London. Prices continue firm on the basis of \$3 30 to \$3.40 for Standard B.

SPICES.

These have been firm in their tendency in sympathy with strength abroad. Nutmegs, ginger, black and white pepper and pimento have all advanced in the foreign markets, and naturally the spot market is stiffer though not quotably changed. We quote: Nutmegs, 35 to 6oc. per lb., as to size; mace, 45 to 5oc. per lb., as to quality, and pimento, $8\frac{1}{2}$ c.

COFFEES.

There is a fair demand for this staple, and, with small offers of bag stock here, prices are firm. In 25-bag lots up, we quote : Maracaibo, 9½ to 14c.; Mocha, 17½ to 20c.; Rio, 8 to 14c., and Mexicans, 10½ to 15c.

TEAS.

Business in teas has been very slow during the week, and there is some tendency towards concession on the part of holders. Medium Japans have sold at 11½ to 12c., and good medium at 14c. Greens have changed hands at 11 to 11½ c. for low-grade stock. In blacks, Ceylons have been asked for, and have sold steady.

FISH.

There has been a seasonable trade in fish. Fresh herring are in small supply, but stocks of other lines of fresh, frozen and pickled goods are sufficient to last three or four weeks. We quote as follows : No. I herring, \$5.25 to \$5.50 per bbl.; \$2.75 per half-bbl. ; Labrador salmon, \$13 per bbl. : B.C. salmon, \$13; No. 1 mackerel, \$16 to \$16.50; No. 1 green cod, \$4.75; No 2 green cod, \$3.75; No. 1 green haddock, \$3.75 to \$4. Dried codfish \$4.75 per 112 lb.; dressed or skinless cod, \$4.25 to \$4.50 and boneless codfish, 5 to 6c. per lb.; haddies, 6c. per lb.; bloaters, goc. to \$1 per box; smoked herring, medium, 12c.; Lock Fyne herring, \$1.05 per keg. Fresh fish-Haddock and cod, 3 to 31/2c. ; steak cod, 4c. ; white fish 7 ½ c. ; dore and pickerel, 6c. ; pike, 4 ½ c. ; salmon, 10c.; halibut, 10c.; fresh herrings, \$1.60 to \$1.75 per 100; smelts, 5 to 6c. per lb., and tommycods, \$1.25 to \$1.50 per bbl.

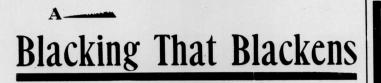
GREEN FRUITS.

The green fruit market was quiet and generally steady. Apples sell from \$3 to \$3.50 for No. 1, and \$2 to \$2.25 for No. 2. Almeria grapes are firmer at \$7.75 to \$9per keg. Oranges meet a fair inquiry. We quote : Valencias, 420's, \$4.25 to \$4.50; 714's, \$5.50; Californian navels, \$2.85 to \$3.50, and budded, \$2.25 to \$2.50; Jamaicas, \$5 to \$5.50 per bbl. Lemons, limited demand at unchanged prices, namely, \$2 to \$2.75 per box. Cranberries scarce, but there is only a very limited demand at \$8 to \$10 per bbl. Californian celery, \$5.50 to \$6 per crate.

COUNTRY PRODUCE.

EGGS—The market was without any new feature, prices being steady all round, with a fair demand. Strictly fresh sold at 22 to 24c.; held fresh at 16 to 18c.; Montreal limed at 15 to 16c.; western limed at 14 to $14\frac{1}{2}$ c., and culls at 10 to 12c. per doz.

POULTRY—Trade in poultry was quiet, but the tone of the market 15 firm, owing to the small receipts. We quote: Turkeys, good to choice, $9\frac{1}{2}$ to $10\frac{1}{2}$ c.; common, 8 to $8\frac{1}{2}$ c.; chickens, choice, 8 to 9c.; common, $5\frac{1}{2}$ to 6c.; ducks, 7 to 8c., and fowls, 5 to 6c. per lb.



AND SHINES.

That's the kind everyone wants that's the kind

Pure Gold Blacking

is. Uniformly excellent in quality.

GOOD PROFITS.

FOR GENTS, A FINE PASTE IN TINS. FOR LADIES, A SPLENDID LIQUID IN BOTTLES. FOR STOVES ALSO, IN BOTH TINS AND BOTTLES.

600D 600DS.

PURE GOLD, TORONTO.

BEANS—The market for beans is quiet, but prices are fully maintained. Choice hand picked pea beans are held at \$1.80 to \$1.85, and choice primes at \$1.70 to \$1.75.

MAPLE PRODUCT — Business in maple product was slow. Choice syrup is quoted at 70 to 75c. per wine measure, and large tins, 95 to \$1. Pure sugar, 10½ to 11c.; common, 8 to 10c. per lb.

HONEY—The demand for honey is limited, and prices are unchanged. White clover, in comb, is quoted at 13 to 14c.; white extracted, in large tins, at 9c.; in small tins, at $9\frac{1}{2}$ to 10c., and buckwheat extracted at 7 to 8c.

POTATOES—A fair jobbing trade was done in potatoes. We quote : Car lots on track, 42½ to 45c. per bag, and small quantities at 5 to 10c. per bag advance, according to the size of the lot.

ASHES-The market for ashes continues quiet. We quote: First pots, \$4.70 to \$4.75; seconds, \$4.40 to \$4 45, and pearls, \$5.50 per 100 lb.

DRESSED HOGS—The tone of the market was firm under a fair demand for small lots, and sales were made at \$5.80 to \$6 for light, and at \$5.25 to \$5.50 for heavy, per 100 lb.

PROVISIONS.

There was nothing new to note in the situation of the local provision market. The

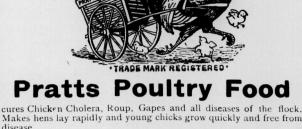
demand for all lines is fair, and the volume of trade is up to the average for the season. We quote as follows: Canadian short cut mess pork, \$14.50 to \$15; short cut back, \$14 to \$14.50, and heavy long cut mess, \$14 to \$14.50 per barrel; pure Canadian lard in pails, $7\frac{1}{2}$ to 8c. per lb.; and compound refined, $6\frac{1}{2}$ to $6\frac{3}{4}$ c. per lb. Hams 10 to 12c., and bacon 11 to 12c. per lb.

FLOUR AND GRAIN.

FLOUR—The demand from local and country buyers for small lots of flour was fair, and the market is without any new phase to note, prices being steady. We quote: Winter patents, \$3.50 to \$3.75; straight rollers, \$3.25 to \$3.35; in bags, \$1.55 to \$1.60; Manitoba patents, \$3.80 to \$4, and strong bake:s', \$3 50 to \$3.65.

GRAIN—There was nothing new in the situation of the local grain market. The demand for all lines was slow, but the undertone was firm, and prices show no change. Inquiry over the cable was light, and limits were generally out of line. On spot, oats were quoted at 31c.; peas, $70\frac{1}{2}$ to 71c., and buckwheat, $53\frac{1}{2}c.$ ex store. For May delivery, afloat, Ontario spring wheat, 75c.; peas, 73c.; rye, $62\frac{1}{2}c.$, and oats, 33c.

OATMEAL—Business in rolled oats continues slow, and the market is quiet at \$3.35



S POULTRY

Packages Betail for 10c., 30c., 75c , \$1.25, \$2.50. Dealer's Profit, 50 per cent.

Pratt's Animal Regulator

Makes and keeps horses healthy. Makes the dairy profitable. Cures hog cholera, etc. Packages Retail for 30c., 60c., 90c., \$1.80. Dealer's Profit, 50 per cent.

PRICE, \$4.80 PER CASE. Freight Allowed on 2 Cases. THIS IS A QUICK SELLER. Try a Sample Lot. Costs you \$9.60; Sells for \$14.40.

ROBERT GREIG, Toronto.

to \$3 40 per bbl., and $1.62 \frac{1}{2}$ to \$1.65 per bag.

FEED—The demand for feed is good, and the market rules active and firm. We quote as follows : Manitoba bran, in bags, \$15.50 to \$16; shorts, \$17; mouille, \$18 to \$21; Ontario bran in bulk, \$16 to \$16.50, and shorts, \$18 per ton.

HAY—The easy feeling in the market for baled hay continues, owing to the increased offerings at country points and the absence of export demand. We quote: No. 1, \$9 to \$10; No. 2, \$8 to \$9, and clover, \$6.50 to \$7 per ton, in carload lots.

CHEESE AND BUTTER.

CHEEEE—The firm disposition of the market is fully maintained, and bids were refused to day by holders who wanted more money. The stock here must be diminishing rapidly, and west of Toronto, according to reliable estimates, there are only 6,500 odd cheese. We quote: Colored, $12\frac{1}{2}$ to $12\frac{3}{4}$ c.; western white, $12\frac{1}{4}$ to $12\frac{1}{2}$ c., and eastern do., 12 to $12\frac{1}{4}$ c. The Liverpool cable advanced 6d. on colored cheese to day to 61s. 6d., while white was unchanged at 59s.

BUTTER — The local demand promptly absorbs the current daily receipts of butter, so that there is no accumulation of stock. Local jobbers paid 23c. for 25 and 50 box

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

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

lots of creamery to-day and we quote it at a range of 21 to $23\frac{1}{2}$ c. as to quality and quantity. Dairy butter stiffens in proportion with creamery, and selections realized 20c. to-day.

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MONTREAL NOTES.

Butter has advanced $\frac{1}{2}c$. per lb. and cheese 1c. per lb. all round.

Small sizes of Californian prunes are almost impossible to obtain on this market. Canned vegetables of all sorts are very firmly held as inquiry from jobbers this week demonstrated.

NEW BRUNSWICK MARKETS. OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., February 22, 1900.

THERE has been very little of interest during the week. Business is quiet, though, perhaps, equal to that usually done at this season. There is one feature worth noting the lack of losses through failure. Not a single failure has been noted in New Brunswick during the past three weeks. This is certainly a good record. In markets, little change is noted. Sugar is rather firmer. Perhaps the greatest change is in spices, particularly pepper, ginger and cloves, all of which show quite an advance. Cream of

tartar is higher. In few lines do the prices of this year show such an advance over last season's figures as in brooms, which are 100 per cent. higher. Paper bags, woodenware and beans follow this article closely in the "sweep" upward.

OILS—Burning oil continues to show an extra demand for the season, dealers not carrying large stocks owing to the high prices. This is particularly noted in outside trade, the law not allowing the city trade to carry large stocks at any time. The fact that the oil companies are supplying the city retail trade from tank waggons under barrel prices has cut off from the wholesale grocer quite a trade. Lubricating oils are high, and there is a good trade reported. The very high prices in paint oils had little effect on demand, and the outlook is for large business.

SALT—There is no change. Liverpool coarse is in quite large supply and prices firmly held. In other grades there is light business. We quote as follows: Liverpool coarse, 50 to 55c. English factory - filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20 to 22c. each; 10-lb. wood boxes, 12 to 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt 60c. per 100 lb.

CANNED GOODS—In this line there is improved sale, but no large business is reported. Fair stocks are held, and holders look for good profits. In vegetables they are not inclined to shade prices. All lines are firm. In fruits, peaches are particularly of interest. Meats, while tending higher, have been bought by the trade for future delivery at the lower figures. In local, canned fish is the weak point in canned goods, canned herring showing a weak tendency. Some salmon were offered quite low from the Coast this week, but they were soon withdrawn. Oysters hold their price, and two grades are now offered.

GREEN FRUITS—There is little moving except Valencia oranges and lemons. In both, prices are low and the quality good. Valencia oranges are having a very large trade. Having the direct Liverpool steamers here in the winter season tends to low prices. Californian oranges have an improved sale, but the quantity handled is not large. Apples are dull. The high prices of the last two seasons have had quite an influence on sales. There is considerable poor stock offered. Best stock is held at firm figures. Cranberries show a sharp advance. The supply is confined to the Cape Cod berry. There is a limited sale. In Malaga grapes,







2

WAR'S WHISKY

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

trade is light. Bananas continue to move h only in a retail way.

DRIED FRUITS-While there is nothing of particular interest, Californian prunes are receiving considerable attention, while the position of the smaller sizes is a very strong one. Prices work up slowly. While some shippers have none to offer, others continue to sell at close figures. Raisins are very quiet. In Malaga layers, quite a few were carried over the holiday, and show practically no sale. The only shortage is in loose muscatels and that is hardly being felt yet. Seeded are also going to be higher, and best stock will be difficult to get, the stock of standard raisins in first hands in the Californian market being very light. Currants have a light sale. The price at which the American importers are selling cleaned stock is a great surprise to the trade here, and has about stopped importation and cleaning here. The fact that the New York shippers only charge 1/4 c. more for the cleaned when in cartons has even put a stop to packing them here, as our dealers cannot do it for that. Figs are dull. Onions show little change, though best stock holds firm. A car, which arrived this week from Montreal, did not give satisfaction. Evaporated apples, while showing no change, tend firmer. In nuts, high prices rule. In peanuts, the best stock seems scarce.

PRODUCE—In eggs, much at this season depends on the weather. For fresh-laid stock, high prices rule, but for good held eggs some quite reasonable figures are quoted. Those received from cold storage have to be moved quickly. Butter is still very scarce, and continues to tend higher. Cheese is almost out of the market, and very little is held in the Province. The outlook for factories is good for the coming season.

SUGAR — There is little change, but prices tend higher, the advance being more noticed in yellows. Quite a quantity of English yellow has arrived, but it also is quoted higher. There is a fair sale. \backslash

MOLASSES — There is a firm feeling, though at this season dealers like to see stocks getting small and buying lightly. There is still some very good Porto Rico offered, and New Orleans is in fair supply, in different grades.

FISH—Values are unchanged. In dry cod there is considerable supply still to come forward, but little, if any, change in price is expected. Pollock is firm. Pickled herring are scarce, but price is about as high as dealers will pay. Smoked herring are again quite easy. Fresh fish are very scarce. It has been a very bad season for fresh fish. First, it was hard to get them, and then it was hard to keep them Lobsters are very high, and few find their way

here. In bloaters and kippers the market is almost bare. In haddies there is a limited supply. We quote as follows: Large and medium dry cod, \$3.70 to \$3.80; small, \$2.50 to \$2.60; pickled shad, \$4.50 to \$5, as to quality; haddies, 5c. per lb.; smoked herring, 8 to 9c.; fresh haddock and cod, $2\frac{1}{2}$ c.; boneless fish, 4 to 5c.; pollock, \$2.35 to \$2.45 per 100; pickled herring, \$2 to \$2.50 per half bbl.; bloaters, 6oc.; kippers, \$1.50; smelts, 5c; Shelburne, \$4.50 to \$4.75; frozen herring, \$1 to \$1.25 per 100; frozen cod, $2\frac{1}{2}$ c.

PROVISIONS—There is a limited sale in barreled pork and beef. Prices are held firm. Smoked meats are high, with only fair demand. Lard continues to show a wide range in price between packers, but market tends firmer.

FLOUR, FEED AND MEAL-Flour continues very low, and the movement is not large. In oatmeal, the market is unchanged. Oats are rather higher and not so freely offered. Cornmeal shows no change in price. A fair trade is doing. Beans are higher, but show light business. Blue peas are scarce and in small demand. Barley and split peas are unchanged in price. Seeds are beginning to have attention. Hay is quiet and firm. We quote : Manitoba flour, \$4.40 to \$4.60; best Ontario, \$3.80 to \$4.00; medium, \$3.60 to \$3.75; oatmeal, \$3.80 to \$3.90; cornmeal, \$2.20 to \$2.25; middlings, \$21 to \$22; oats, 38 to 40c.; hand-picked beans, \$1.80 to \$1.85; prime, \$1.65 to \$1.70; yellow-eye beans, \$2.25 to \$2.45; split peas, \$3.90 to \$4.00 ; round, \$3.25 to \$3.40; pot barley, \$3.75 to \$3.85; hay, \$8 to \$9.50; timothy seed, American, \$1.50.

ST. JOHN NOTES.

A. L. Goodwin received a large shipment of both Hallowees and Sairs dates this week.

H. F. Finley, who succeeds Joseph Finley, has secured a nice lot of small-sized Californian prunes, Santa Clara stock, which he is offering to the trade low.

Mr. Greig, representing D. McDougall & Co., Glasgow, Scotland, was in the city during the week. Mr. Greig says in 12 years they have not made a loss in Canada. This is certainly something to the credit of our Dominion.

The sudden death of J. J. Bostwick was a great shock to the trade. The deepest sympathy is felt for his family. It is expected his wholesale grocery business will be closed out. It is believed to be in first-class shape.

The trade heard with regret of the death of Mr. J. C. Bowman, who, first as mer-

chant and then as mercantile broker, has had a long and honorable connection with the grocery and provision trade of the city. Mr. Arthur Bowman, his son, who, for some years has managed the business, will likely continue it.

TRADE CHAT.

M ISTELE BROS., general merchants, Rodney, Ont., intend enlarging their store space in the spring by erecting a large building to adjoin their present premises.

R. J. Graham proposes to establish an evaporating and fruit canning factory at Port Elgin, Ont.

N. Willett, who bought out Oliver Clark, grocer, Brantford, Ont., took possession on Thursday, last week.

The imports into Nelson, B.C., during January, 1900, amounted to \$66,275, against \$27,406 in January, 1899.

Blakely & Ross, grocers, etc., Halifax, have sold out to T. J. Crockett, who will continue in partnership with his son.

The Simcoe, Ont., Canning Co., have received an order from the British War Office for 67 tons of jam for the troops in South Africa.

Windsor, Ont., capitalists are again agitating for a tobacco factory, the factory established in Leamington, Ont., proving a financial success.

The new store and hotel, which W. Cobb, general merchant and hotelkeeper, Ignace, Onc., is erecting, is nearly completed. It it a stone building four-storeys high.

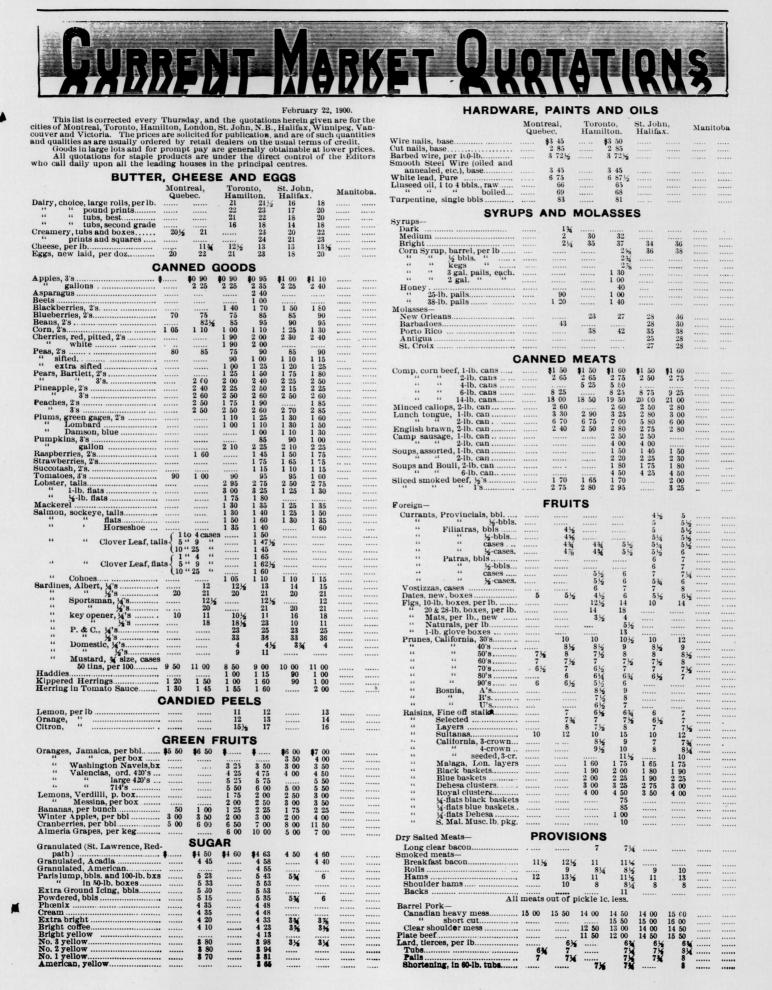
S. Fader & Co., grocers, provisioners, etc., Vancouver, have been incorporated under the style of The British Columbia and London Trade, Sales, Jobbing and Commission Co., Limited.

The assets of J. A. Gass & Son, grocers, crockery dealers, etc., Halifax, are advertised for sale by tender up to Wednesday the 28th inst. The stock will be sold en bloc, or the grocery and crockery in two distinct parcels.

Joseph Armstrong & Co. have bought out the Spot Cash Grocery, Peterborough, Ont., one of the finest grocery and liquor stands in that town. It is a thoroughly modern establishment, well-equipped and prominently located. A good business should be done at this old established stand.

Young Man (gazing dreamily at the candy case in fancy grocery store)—"I—I—wish to get something—something real nice for a young lady, but I hardly know what to select." Grocer (briskly)—"Very young?" "Bout seventeen." "Still going to boarding school?" "Yes, sir," "John, show this gentleman to the pickle counter."

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NO WONDER that I have a good demand for my goods when I can give you such prices. It ought to make you sneeze with pleasure to see :---

Pure	Ground	Black	Penang P	epper	, at 15	с.
"	"		Singapore		at 16	c.
••	"		Penang		at 22	1/2 C.
"	"	"	Singapore	; "	at 24	1/2 C.
Keen	's Musta	ard. 12	-lb. boxes,	¼'s,	at 42c	. per lb.
"	**		"	1/2'S.	at 381/	2 C. "
••	••		"	1's,	at 38c	. "

COFFEES—My Own Special Blend, whole or pure ground, at 25c. My Own XXXX Blend, whole or pure ground, at 30c.

None but the finest selected Coffees are used in these brands, and they are blended in such manner as to secure the most delicate flavor with the necessary strength to make a delicious cup of Coffee. Tried once means that you will want no other. Terms—3 p.c. 30 days or 4 mos. note.

I have all the teas you may require and my prices are the most attractive.

E. D. Marceau, 296 St. Paul Montreal

Green- Did Government Java Montreal, 22 Torento, 22 St. John, 25 Manifolds, 25 Montreal, 25 Torento, 25 St. John, 25 Montreal, 25 Torento, 25 St. John, 26 Montreal, 25 Torento, 25 Torento, 25 Torento, 26 T			COF	FEE							PE	TROL	EUM	ŀ			
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DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

BUTTER AND CHEESE NOTES.

ANADA now stands fifth in the list of countries that send butter to Great Britain. Last year Denmark contributed 1,430,052 cwt.; Australia, 366.944 cwt.; France, 353.942 cwt.; Holland, 284,-810 cwt., and Canada, 250,083 cwt.

The dairying industry is rapidly growing in Prince Edward Island, and there is a prospect that, before many years elapse, the annual output of the Island cheese and butter factories will reach the million dollar mark. New cheese factories will be established at St. Margaret's, Red Point and Souris, during the coming season. The Emerald factory is building a 35-foot addition.

A cheese factory will be started at Lake Megantic, Que., by L. N. Lapointe, Theo. Lemieux, A. Bedard and Jas. Turgeon early next season.

The annual meeting of the Farmers' and Dairymen's Association of New Brunswick will be held at Fredericton, N.B., on February 27 and 28 and March 1.

The Cannington, Ont., creamery has in the past eight months paid \$9,732 to the farmers for their milk.

Dr. Reid, M.P. for Grenville, Ont., has introduced a resolution into the Dominion House asking a bonus of 1c. per lb. on all butter made in Canada for export, the bonus to be increased at the discretion of the Government for winter production; all the butter to be subject to rigid Government inspection, and a number of lecturers to be sent throughout Canada to acquaint the farmers with the requirements of the English market.

"PLANNING A PICNIC" IN NOVEMBER.

A few days ago an advertising solicitor waited on one of the large meat-packing firms in Philadelphia with a view to securing advertising. He made no headway, being told by the packers that they had ceased to have faith in advertising; that they were sick of spending money with no result, and that they had about decided to stop advertising altogether.

When the solicitor reported, the writer at once concluded that there must be some special cause for this anti advertising feeling, inasmuch as the products of the packers

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were good, and were largely sold in this section.

One day last week while riding in a Philadelphia street car the cause revealed itself. The packers preferred to advertise in the street cars by large cards, and the one seen by the writer last Saturday, November 18, started with the headline, "Planning a Picnic?"

There is no need of any comment on this. It would be small wonder, indeed, if these packers were not sick of advertising — Grocery World.

A LARGE PACKET TEA TRADE.

The Toronto branch of The Salada Tea Company sent out over five tons of "Salada" tea to retail customers on Saturday, February 17. This was from the Toronto office alone. They also did more business from their Toronto office during the week ending February 17, than they did in Toronto, Montreal, Buffalo, Detroit, Pittsburg, Boston, Cleveland and all other points put together in the corresponding week of last year. The Salada Tea Company have recently opened a branch in Philadelphia, Pa. One of the leading firms of that city, Reeves, Parven & Co., have accepted the agency, and it is giving a good deal of attention to "Salada."

PERSONAL MENTION.

Mr. Chas. Holt, grocer, Hamilton, has left for a trip to the Old Country, combining business with pleasure.

Mr. J. C. Hazard, who has charge of the Montreal agency for "Grand Mogul" tea, reports sales improving. Mr. Collins, who is handling the goods throughout the Province, is meeting with much encouragement. "Business in Montreal appears to be good," writes a member of the firm.

"GRAND MOGUL" CANDY.

A sample of the "Grand Mogul" candy, which T. B. Escott & Co., London, Ont., are making, was received a few days ago at this office for distribution among the staff. The candy, which has the words "Grand Mogul" running through it, was pronounced by all excellent.

It is reported that a New Westminster, B.C., cannery is experimenting with kippered herring. If successful this may be the beginning of another important industry on the Pacific Coast. **PERSONS** addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

29

CHARLES E. TALBOT 19 Castle St, Liverpool. General Merchant and Agent. Agencies undertaken for Canadian manufacturers and produce. British goods of all kinds supplied. Correspondence solicited. DRUNES

20/30's to 90/100's. A car just received. Perkins, Ince & Co., - Toronto.

CALIFORNIA

SANTA CRUZ

(Santa Clara Valley)

Ow! Wow!! That's the Stuff!



Bayle's Horseradish Mustard The Original and Genuine. In Stomachic Value.—The Perfection of Condiments. Beware of Imitations. Sole Maker, GEO. A. BAYLE,

ST. LOUIS, MO.

For Sale by all Grocers.

A MERCHANT'S SAD EXPERIENCE.

FOUNDED ON FACT.

B LANK SMITH & SON were general merchants in the village of C—— in September, 1898. The father had started the business 34 years previous, and, though it had never assumed proportions which could be styled great, it brought him an income which had been sufficient to give his three sons and two daughters good educations.

The two eldest boys had secured medical degrees, and were practising in distant towns. One daughter was married, the other, Anne, became housekeeper, her mother having died seven years before. Alex., the youngest son, had been taken into partnership, when he became of age, two years after the death of his mother.

One dark, rainy morning, early in October, 1898, Alex. received a letter from an old schoolmate, who told him of the rapid development of the district round the town of B—, where he had been living for some years. His letter concluded with a reference to the incurable illness of a merchant who was trying to sell out.

"I'm tired of this old place. I believe we would do twice the business we do here if we moved to B____," said Alex. to his father, when he showed him the letter.

The old man shook his head. Old associations had warmed his heart to the village. "It would be a hard fight to start over again," he replied, after some thought.

"But I am young, as you were when you started here. You could take things easier."

"We know our customers here, and they know us."

"Yes! the same ones year in and year out; we won't get a dozen new ones in the next year. There we can look for something."

The matter was discussed at length, and when Alex. went home to dinner he showed the letter to Anne, and told her the conversation. She was all enthusiasm to make the move he proposed. When later her father came in he found her full of the thought.

"Yes, father," she said to him, "while I am sorry to leave this place, for several reasons, I would far sooner live in a livelier place."

When the store was closed for the night, and the two partners, father and son, started home, the practical side of the matter was looked at. Here the son felt sure of his ground.

"In a growing place like B-," said

he, "we are bound to get our share of trade, and, as the place grows, the business will grow."

"But we know nothing of the competition there," returned the father.

"We know our business; we have enough capital to get a good start; why should we fear competition?"

"Truly, we would have no reason to fear competition here. But when we would start to compete with firms who have greater capital, who know the customers, and who are keen business men, we might find much greater difficulty. A bird in the hand is worth two in the bush."

The discussion continued all the way home, and lasted late into the night, and, in fact, for fully two weeks. By this time the young people's minds were set in the purpose. A letter had been sent to the merchant for particulars, which had been answered by his executors, he having died soon after Alex. had received the first letter. They stated that the stock was for sale by tender, and could be inspected at any time.

With much misgiving, as well as with sorrow at the thought of the breaking of old ties, the father at last consented to go to B—— if the stock could be bought at a reasonable figure.

When an examination was made the stock was thought satisfactory, and was soon purchased, and, by the middle of November, the firm name, Blank Smith & Son, was taken from the front of the store in C— and put up in front of that in B—.

The business was opened energetically. A two-column "ad." in the local papers told of the advent of the new firm, which was offering many specials. The other " merchants were not to be outdone, however. As the Christmas season was approaching their advertising space was enlarged, and the number of special bargains offered was increased. They did, too, a cash trade, and so were able to sell all goods at close figures.

The volume of business done by the new firm during the Christmas season was larger than they had ever done in C—. To this the son pointed to with confidence and pride. The old man merely shook his head.

Winter passed, summer passed, and winter came again. There was no doubt that the volume of trade was larger than it had been in the old home. But the father's face did not bear evidence of the placid contentment that was its wont. The son, too, showed evidence of worry at frequent intervals, though he never permitted his sister to get an inkling of the truth that the firm was not making money—that the expenses were so much heavier and the margin of profit so close that the increased volume of trade did not compensate for the difference.

But such truth will out. Early this month, two creditors pressed so firmly for their money than an assignment was made. The creditors meet next week.

Truly, it is well to look before one leaps, and to look closely when the leap is long.

CEYLON GREEN TEAS.

Planting Opinion, Madras, India, of Jan. 20, just to hand, contains the following letter, which was written by P. C. Larkin & Co., Toronto, with reference to some recent remarks of The Ceylon Observer : "Ceylon is exporting green teas to-day. We have them on hand. We have sold a considerable lot, and we have more close to hand and still more on order for regular shipments from Whittall & Co., of Colombo, who will be glad to give you any information, we have, no doubt, about what is being exported in Ceylon green teas. We believe there is a big market here for these teas, otherwise we would not have commenced a campaign in their favor. We believe the Ceylon greens are well worthy of the planter's attention."

TO MAKE GOOD SANDWICHES.

A fine club house sandwich should be made from hard water crackers, split, toasted and buttered by Bayle's deviled cheese, which is excellently seasoned. The sandwich should be again toasted for a moment in a hot oven.

An epicurean sandwich consists of toast, crisp, delicately browned, well buttered, and then dressed with Bayle's deviled cheese. A short, extra toasting in a hot oven completes this sandwich. Bayle's deviled cheese is prepared by Geo. A. Bayle, St. Louis, Mo.

George E. Tuckett, president of The G. E. Tuckett & Sons Co., Limited, tobacco manufacturers, Hamilton, Ont., died at his home after a brief attack of pneumonia, on Monday. Mr. Tuckett started in the retail cigar business in Hamilton 42 years ago, commencing the manufacture of pressed tobacco a few years later. The manufacturing business has steadily grown. Mr. Tuckett took a great interest in municipal affairs, and was mayor of Hamilton in 1896.

BEET SUGAR MAKING IN CANADA.

"HE agitation for the establishment of a beet sugar industry in Canada is at last taking definite shape, a meeting of those interested having been held in the Walker House, Toronto, on Wednesday morning last for the purpose of organization. About 100 gentlemen were present.

In the discussion that took place, one of the delegates stated that eight years ago there were only three beet sugar factories in the United States. At present, there were 35 large factories, all working full time, and producing beet sugar at the rate of 500 tons each per day. In Canada, the beet sugar industry has, up to the present time, been confined to experiments. The great drawback to the establishment of the industry is lack of knowledge among the farmers as to the proper means of cultivating the beet. Three years of experimenting is necessary before the farmers learn to grow the beets satisfactorily, so that the factories can be placed on a paying basis. In order to encourage the industry and recompense manufacturers for their losses during the experimental stage, the delegates decided to ask the Government for a bonus of IC. per lb. for a period of three years

Shortly before noon a large deputation waited upon the Ontario Government.

Mr McMullen, of Watertown, New York, pointed out that five years were necessary to give the industry a start, and to educate the farmers. The area of crop to supply a factory of proper size would be 6,000 acres, which could only be planted triennially, so that in all an area of 18,000 acres would be necessary to supply a factory. In addition to the sugar there was an important side product in the pulp, which was the finest kind of dairy feed.

Dr. McLaughlin urged that bounties would be in line with the Government's wise policy of assisting the farmer, who had many problems to face in these times of change.

Mr. Hugh Blain urged that the industry was of great importance to the trade, and in the United States had done much to hold the Sugar Trust in check.

The Premier asked whether the production of . beet root sugar in this country would affect the price of the commodity. The people, if they paid for its manufacture, would expect a return in low prices.

Mr. Blain replied that competition tended to reduce prices.

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Mr. Caron, of Aylmer, quoted the report to the United States Government of Prof. Wiley, who had said that Ontario should be, by virtue of its geographical position, the centre of the industry. He pointed out the increased employment of labor in the cultivation of the beet. The people who worked on the farm in summer would in the winter find employment in the factory, which would run for 150 days, night and day, commencing about the end of October each vear.

The Premier, in reply, said the Government was anxious to encourage agriculture, thanked the deputation for the facts given him, and promised to give the fullest consideration to the matter.

When the delegates reassembled at the Walker House the following officers were elected :

President, John Parry, Dunnville. 1st Vice-President, Dr. McLaughlin, ex-M.P.P., Bowmanville

and Vice-President, V. B. Freeman, Wiarton. 3rd Vice-President, A. Filshie, Mount Forest 4th Vice-P. esident, W. S. Caron, Aylmer. Secretary-Treasurer, D. H. Price, Aylmer.

Executive Committee, the above officers and Mayor Smith, of Chatham; Hugh Blain, Toronto; E R. Blow, Whitby; Mayor Ramsay, Dunnville Mayor McCallum, Welland; Geo. E. Bristol. Hamilton; Harvey C. Kennedy, Wiarton; John A. Auld, M.P.P., Amherstburg; D. W. Stewart, Mount Forest; E. W. Rathbun, Deseronto.

KINGSVILLE'S TOBACCO FACTORY.

"HE Kingsville, Ont., Reporter, of a recent issue, says : "The building is

located on the west side of Lansdowne street, immediately joining the railway lands on the south side of the track. It is 42 x 155 ft., two storeys high, with annex 23 x 100, one storey. The main building has a full basement, with concrete floors, and large windows at ends and north side at intervals of about eight feet. The timber used in the construction is quite massive, and none of it over 12 feet in length, making the building very firm.

"The ground floor is all in one room with the exception of a small office at the south-east corner. A stairway in the centre leads to the second storey which is complete in one compartment. An elevator beside the stairway runs from the basement to the top floor. The annex comprises engine-room 16 x 20, steaming-room 23 x 40, pressing-room 23 x 40, drying room 14 x 23. Both buildings are sided with steel and roofed with tar, and heated with steam. They are ceiled inside with native lumber, making as comfortable a warehouse and factory as one can well imagine.

"The building was begun in the roughest season of the year, and, notwithstanding this. it has been completed with about the same despatch as if it had been done in the middle of summer. Several Toronto gentlemen, competent to judge in such matters, say this is the best equipped tobacco preparing factory in Canada; in fact, it is the only factory in the country used solely to prepare tobacco for the market.

"The Essex Leaf Tobacco Co. are using the building, and, during the past two weeks, have taken in 500,000 lb. of tobacco, As soon as the engine and machinery are in working order, a large number of people will be put to work assorting, stripping, steaming and packing the leaf in hogsheads for the foreign market. Several orders from Belgium are already booked as well as from dealers in England. The prospects are that before another year rolls round this will be one of our most important industries."

THE TEA PLANT.

Sir Richard Temple, formerly Lieutenant-Governor of Bengal, and later Governor of Bombay, was a devotee of China tea.

When in Bengal, says The Indian Planter, Sir Richard found himself, one fine day, guest at a planters' dinner. As is usual at such festive gatherings, the only drink served round was Indian tea-pure Assam tea. Although he never drank "any other than China tea," he laid aside for the nonce, his prejudices, and freely partook of "the Assam cup which cheers but does not In fact, so much was he inebriate." " cheered," and so hilarious did he become, that when called upon for "a song," he readily responded, and this is the song he sung :

SONG AIR .- " The Shamrock of Ireland."

There's a dear little plant, and it grows in Assam

Tis the Planters themselves shure who set it; And now, as 'tis singing its praises I am, Why, I hope that I ne'er shall regret it. For it blooms in the rains, but with cold its leaves harden

The dear little Tea plant that grows in my garden. (Chorus)

Oh, the dear (!) little Tea plant,

The sweet little Tea plant, The dear little, sweet little Tea plant of " Indy,

The dear little plant that blooms in our land, Fresh and green with its Pekoe tips golden, If properly made a good price will demand, In each sale that it ever is sold in.

For it blooms in the rains, but with cold its leaves

harden— The dear little Tea plant that grows in my garden. The dear little plant still springs from our soil, When its sweet little leaves are extended.

We pluck, manufacture, before it can spoil. Then away to Calcutta we send it. For it blooms in the rains, but with cold it will

harden That sweet little Tea plant that grows in my garden.

SHELLED ALMONDS DEARER.

Cables from Malaga report an advance of 1 to 25. in the price of Valencia and Jordan shelled almonds, with very few offering.

H. P. Eckardt & Co. are offering canned "Golden Wax" and "Refugee" beans at low prices.

No. 1 Labrador herring, in barrels and half-barrels, also No. 1 Shore split herring, in half-barrels, may be had from H. P. Eckardt & Co.

Ogilvie's Hungarian Ogilvie's Glenora....

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

Superior Quality Always Good

MANITOBA MARKETS.

WINNIPEG, February 19, 1900. WINNIPEG is full of curlers, you meet men with brooms at almost every corner, and every second individual displays a badge of some kind. It is expected as a result of the large number of buyers here from outside places, on account of the bonspiel, that the week will show a good increase in business.

WHEAT—The market has been slow and unsatisfactory all week, and very little business has been done. There have been practically no deliveries at country points. The option market has closed at practically the same figures three Saturdays running. The market closed at I p.m. on Saturday with Fort William wheat at 66½c., or Ic. better than the previous Saturday's closing. Prices at country points run from 51c. downward. The slight advance at Fort William is due to the fact that offerings are very small.

FLOUR—This market is very steady and quite unchanged as to price. Ogilvie's Hungarian patent, \$1.75; Glenora, \$1.65; Manitoba bakers', \$1.40; XXXX, \$1.10; Lake of the Woods patent, \$1.85; strong bakers', \$1.65; Medora, \$1.40; XXXX, \$1.20 per sack of 98 lb.

CEREALS—There has been but one change in cereals and that is a still further advance in beans, which are now quoted at \$2.10 to \$2.15; rolled oats \$1.65 to \$1.70; granulated, \$2.25; standard, \$2.25; pot barley, \$2.30 to \$2.40: pearl do., \$3.75 to \$4; split peas, \$2.50; cornmeal, \$1.20.

RICE—Situation without change; trade normal. B. rice, $4\frac{1}{2}$ to $4\frac{3}{8}$ c.; Patna, $5\frac{1}{4}$ to $5\frac{1}{2}$ c.; Japan, $5\frac{1}{4}$ to $5\frac{1}{2}$ c.

CURED MEATS — This market is firm, trade is good, and there is an upward tendency, especially in regard to American meats. The only advance quoted on this market is a $\frac{1}{2}$ c. advance on breakfast bacon, which is now quoted at 12c.; other lines are at last week's figures.

CANNED MEATS — Market firm and no inside prices, the market figures being adhered to strictly with anticipation of still further advances.

CANNED GOODS—There is little new to say. Vegetables continue to move more

freely. The demand for tomatoes is increasing, and the outlook points to further advances. There is an increased consumption of canned fruits, though there is not as much increase as is usual at the time of year. The supply of pineapple is light on this market.

CANNED FISH—There is a fair amount of salmon being sold, but the high price of lobster has practically prohibited sales, except in very limited quantities.

HONEY — There has not been much change in this situation during the past two months. The supplies are light, but, owing to the advanced prices, the consumption is light also. The retail buyer buys honey when it is 20:. per section, and leaves it alone and eats jam when it is 25c.

DRIED FRUITS—San Francisco advices point to the fact that fruits have reached rock-bottom in price, and that any change will be upward. It would appear a favorable time to invest in prunes. The demand for Californian raisins continues limited.

EVAPORATED FRUITS — The demand for export has not increased, either as to quantity or price, and it looks as if stock would have to be unloaded locally. Stock is selling at $8\frac{14}{2}$, but the demand is dull. Dried apples are offering more freely than at any period during the season, but the sale is slow as they are still too close to evaporated in price.

FIGS—The supply is large and the quality choice. There is a good demand for fancy Malagas in tapnets at 5c. Fancy Elemes sell well in 10 to 40 lb. boxes.

BISCUITS—The advance in sweet biscuits noted last week has been followed by an advance in sodas of practically $\frac{1}{2}c$. per lb. on all grades.

SUGAR — Market is without change since last writing ; trade is normal. Prices, $5\frac{14}{12}$ for granulated and $4\frac{12}{12}$ for bright yellow.

MOLASSES—This article is rather scarce, and prices are firm at $47\frac{1}{2}$ to 48c. for the best Barbadoes.

FISH—Market is well stocked and trade is slow. The weather has been sufficiently cold for the preservation of all stock of fresh and smoked fish. There has been a slight advance in bloaters, which are now quoted at \$1.30 per box. GREEN FRUITS—The only new thing in this market is Seville oranges for marmalade. The fruit is worth \$6.50 per case, and is of exceptionally fine quality. There is a large consumption of these oranges here, as marmalade is a standard breakfast dish and there is a great liking for the home-made article. Bananas are arriving in limited quantities by express, and sell for \$3.25 to \$3.50 per bunch. Good apples are worth \$4.50 to \$5. Californian navel oranges are arriving freely and the quality is good; price, \$4 per case. Seedlings are quoted at \$3.50; Californian lemons, \$5; Messinas, same price; grape fruit, \$5.

BUTTER—The supply of dairy is increasing and the quality is ahead of last year, but it still lags far behind the demand for a first-class article. Prices for the best quality of dairy range from 18 to 20c., according to the style in which it is put up. Second grades run from 14c. downward.

CHEESE—Demand is small at present. The regular quotation is 13 to 131/3 c., but some dealers, realizing the smallness of stocks, are holding for 14c.

EGGS—The supply is increasing but very slightly, and in fact there is not much hope for larger supplies until warmer weather sets. The majority of Manitoba hens take a holiday in the winter.

NOTES.

Mr. John Dunbar, of The Slater Shoe Co., who has been laid up here for some time with typhoid fever, returned to his home in the east this week.

The Elevator Commission is having regular sittings, preparing its report. Judge Richards, of this city, has been appointed to fill the vacancy created by the death of Judge Senkler.

Among the general merchants your correspondent noticed in town during the week were: Mr. J. Sharples, Calgary; Mr. W. Cousins, Medicine Hat; Mr. Collins, Miami; Mr. Robertson, Roland, and Mr. P. Parenteau, St. Jean Baptiste.

Allan McLeod & Sons have opened business as grocers in Whitney Pier, N.S.

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Stockham & Dawley, general merchants, Clayquot, B.C., are opening a branch at Uculelet, B.C.

There is no better trade. winner than a good article - Sell your customers Blue Ribbon Ceylon Jea address orders to 12 Front St. East Joronto and they will receive prompt attention

CAUSE OF THE DECLINE IN TEA.

HE Produce Markets' Review in refering to the recent decline in price of Indian and Ceylon teas says :

" The recent fall in the price of the lower sorts of teas is currently said to be mainly due to an agreement on the part of a few large buyers to withdraw from the market. As a result of this belief the importers have met this refusal to buy by reducing their offers. In an ordinary state of things this would, no doubt, be a remedy for any combined attempt to affect prices, but in tea it is useless, because the supplies will simply accumulate, there being no means of disposing of them except at public sales. Buyers, therefore, know that, although offers may be scarce for the moment, they are only deferred and that all wants will be satisfied a little later on. Whether the present alleged combination exists or not, and whether it has had, as is generally believed, so heavy an effect upon the market, we cannot say. At any rate, the allegation brings to light a fresh danger in the present system of public sales.

"A very few large buyers, as things are, undoubtedly have, to some extent, the market at their mercy. This should not be the case, and it is simply due to a faulty system. As we have often pointed out in detail, the present plan of forcing off all teas at public sale, and practically directly they arrive, is most injurious to the interests alike of the importers and of the wholesale trade. It may tend, no doubt, to give a partial monopoly of the market to advertising houses, who must, sooner or later, recover from the growers some proportion of their 2d. or 3d. per lb. for advertisements, while the rest is charged to the public (a total charge that raises the average price some 20 per cent., and proportionately checks the consumption, again to the detriment of the planter).

We hold that the present deplorable position of tea in this country is mainly due to the failure to supplement the public sale system by a proper proportion of sales by private contract, which are absolutely necessary if an article of fancy like tea, is to fetch proportionate prices for its various grades and qualities.

The reply of the brokers is that a considerable proportion of tea is already offered by private contract; but this is done in a manner which chokes off the bulk of the demand. An offer is made of an entire invoice, consisting of a variety of qualities at once, and the parcels are not subdivided, so that buyers, to get something they may want, have to take perhaps a lot of tea which they have no wish to buy for stock."

HERRING FISHING A FAILURE.

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Writing from Gloucester, John Pew & Son say : "The catch on the Newfoundland coast of fresh herring, for bait and food, will prove practically a failure this winter. Forty vessels or more belonging to this port will come home light. A catch for these vessels would be about 40,000 barrels. This will have some influence on round herring and smoked bloater herrings, it is thought, so as to increase the demand for them. Split herring are in light stock and will rule firm in price for some time to come. Fat, round Newfoundland are wanted, and stock now on hand consists only of a few hundred barrels. Only two more small lots are to arrive, which concludes the season's catch, and no more will come forward until next November.

DAMAGED TEA DUST.

A Calcutta firm interested in tea has written the secretary of the Indian Tea Association calling attention to the amount of damaged tea dust that is now offered at public auction in Calcutta, expressing the opinion that the association should use every effort to stop the sale of the stuff for consumption. The firm remarks : "The English Customs prevent such damaged teas being sold there, and we shall be glad to hear if some such law cannot be also made in India. At any rate, we think the association should prevent garden brokers under their ruling from selling such stuff for consumption at public auction."—Planting Opinion, Madras.



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In Peace or War **MILLAR'S PARAGON CHEESE** IS STILL AT THE FRONT. We originate-others imitate. Three Strong Points } Style of Package Quality of Goods and Popularity. A seller the year round.

HAVE YOU GOT IT?

The T. D. MILLAR PARAGON CHEESE CO.,

Agents-Frank Magor & Co., Montreal. A. E. Richards & Co., Hamilton.

INGERSOLL, ONTARIO.

Joseph Carman, Winnipeg.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

CANNED GOODS IN THE UNITED STATES. N their review of the canned goods situation in Baltimore, Thos. J. Meehan & Co. say : "A dull market for a week or two makes some difference in the feelings of packers, even when the general trade conditions are favorable, and, for that reason, the tendency just now is not towards higher prices in the near future. There is nothing in the outlook, however, to cause any anticipation of lower prices later on. The strong market for every article that enters into the manufacture of canned goods prevents that. Conservative purchases made now, for your wants next spring, or next fall, will lose no money for you.'

THE BRAZILIAN COFFEE CROP.

Mail advices from Rich, Reimer & Co., dated Rio, January 9, said that it was the general opinion of the trade there that the next Rio crop would not exceed 2,500,000 bags maximum and that reports from Santos indicated that the growing crop will be about 6,000,000 bags; also, that the next crop will be late, and that at the time of writing there were 1,100,000 to 1,200,000 bags of Rio crop in the interior to come forward up to June 30, which will make a crop of 3,250,-000 to 3,350,000 bags.

CANNED SALMON IN LIVERPOOL.

Even the most pessimistic operator is now compelled to admit that salmon in general, and Alaska in particular, is "better," the country demand is larger, and the market inquiry for forward positions is more general. On the spot half-pounds have realized fancy prices, but to arrive, the quotations are unchanged. Flat tins are slightly dearer, business having been done at an advance.--Produce Markets' Review.

SITUATION IN CURRANTS.

The currant market is quiet, without any perceptible change in values. Any attempt to stiffen prices is immediately checked by speculative holders of small quantities offering to realize at old prices, and as the demand is limited, the supplies offered in this way are sufficient to suppress any upward tendency. Reports from Greece are more satisfactory from a holder's point of view, considerable quantities having been sold for the American and other markets. Although no definite information could be gathered from the Chancellor of the Exchequer's letter respecting duties, it is felt that any immediate increase of duty was not prominently in his mind at the time of the dictation of the letter. At the same time there is nothing in the communication to give the slightest hope that it is not intended to raise money on food stuffs, and if at the declaration of the budget the duty on currants was increased, the Chancellor could not with any degree of fairness be accused of the slightest inconsistency. - Produce Markets' Review.

THE SARDINE OUTLOOK.

An English trade paper in its review of the market for sardines says : "One of the principal French packers advises the trade that he has only sufficient stock left in quarter tins for February, and that a further supply will not be available until July or August. Of course it is impossible to foretell what will be the result of the fishing during the summer months, but even should fish be plentiful, what with the advance in tinplate and olive oil, it would appear most probable that quotations for the 1900 pack will be even on a higher basis than was the case in 1800.'

VALENCIA RAISINS IN ENGLAND.

The position of valencias is practically unchanged, except that the shortness of supply becomes increasingly apparent. It has been generally supposed that retailers had carried over a larger stock than usual at Christmas time, but, judging by inquiries in various directions, and the absence of offers from the country, which are often plentiful at this time of the year, this does not appear to have been the case. It is to be hoped that the procedure of merchants during the past season of accepting reasonable prices early, and thus attracting business and enabling them to clear their stocks at what must have been remunerative rates, will form a precedent for future seasons. - Produce Markets' Review.

COFFEE SITUATION STRONG.

A representative of a large Holland house is credited by The N.Y. Journal of Commerce as saying : "It might interest the coffee merchants of this country to know the full significance of the Howland sales, the last of which realized an advance over valuations of 21/2 c. Dutch, equivalent to Ic. of our money. I confess I am very much surprised at the ignorance existing regarding the bearing these sales have on the general coffee situation. The coffees that are sold in these auctions consist mainly of Malangs and Passaroeangs; these grades are never used in this market, as their roasting qualities are very poor, and were the samples submitted to any of our exchange graders they would not pass better than No. 4 standard. The last sale was equivalent to 15c. landed in New York for these descriptions. The idea is erroneous on the part of most people in believing that these auctions have any pronounced effect on the East Indian markets here. They must be taken as a barometer of the feeling in Europe as to the future of the general coffee market. As Malang coffees have advanced nearly 60 per cent. since last summer it shows beyond the peradventure of a doubt that the anticipated supplies for next season are expected to be very small and that this deficiency will, sooner or later, have to be made up by the higher grades of Brazils."

RISE IN LIME FRUIT JUICE.

There has been an advance of between 33¹/₃ and 50 per cent. in the price of lime fruit juice, the stock in this market having been reduced to almost nothing by two causes. The first of these was the destruction of fruit on the trees in the West Indies by the hurricane last November, which very materially reduced the supply, and the second is the greatly enlarged demand from South Africa for the British army. Most of the lime fruit juice sold is taken to Great Britain from the West Indies in the crude state to be refined and then exported to this and other countries, but the great demand from South Africa has diverted shipments to that country that would otherwise have come here. In the west the supply has been depleted by the demand from the Philippine Islands .- New York Journal of Commerce.

ROQUEFORT CHEESE IN JARS.

HE grocery trade of Canada to-day are greatly handicapped in handling Roquefort cheese. In the first place, the purchaser who buys direct from France has to accept Roquefort cheese no matter what the weights may be. Sometimes they show 10 lb. per case of a loss, and no shipper will make any allowance for same. If the retailer purchases from the importer the retailer also has to put up with loss and shrinkage, and then, when the retailer comes to cut the Roquefort he finds it a very expensive and unprofitable task as there is a great deal of waste, no matter how careful he may be.

Then, when he comes to sell it to the consumer, unless the consumer uses the whole pound in a day or two it is wasted and thrown out.

The A. F. MacLaren Imperial Cheese Co., Limited, ever awake to the interest of the grocery trade, have overcome the difficulty in regard to Roquefort cheese by putting it on the market in jars. The jars are of porcelain, are neatly labelled and present an attractive appearance. The figure of a goat stands out prominently on the label as a trade mark.

Roquefort cheese in porcelain jars ought to sell well, as it doubtless will.



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WAR TAX

:::ON :::

Sulphur Matches.



Until the South-African War is ended we shall voluntarily tax ourselves half a cent on every gross of boxes of Sulphur Matches we sell from 1st February, 1900, and will give the amount so raised to the Canadian Patriotic Fund on behalf of the Canadian Volunteers at the front or to help those whom any of them may have left behind at home who may be in need of help or comforts.

The E. B. Eddy Co., Limited, Hull

With branches at Montreal, Toronto, Ottawa, Hamilton, Quebec, Halifax, St. John, Winnipeg, London, Kingston, Vancouver, Victoria, St. John's, Nfld.

1434343 **(BABA)**4344 (BA

GROCERY STORE ADVERTISING.

ROCERY store advertising should embody two distinctive features. Palate-pleasers' on an economical basis are the interesting points of grocery talk. It is an acknowledged fact that it is easier to reach a man's (or a woman's either, for that matter), pocketbook through his stomach than through his heart. This being the case, a merchant who relies solely on price quotations to represent his advertising falls short of good advertising, inasmuch as he fails to use to advantage that feature which is most likely to reach the purse by the easiest route. This system of advertising followed to extremes soon educates customers to looking for deep price cuts on every article bought.

The customers built upon price inducements have but one idea when entering the store-low prices. Good qualities may be expected as a matter of course, and a good swift kick will be registered if quality is wrong, even though but a small price is paid, but the one thought is price. This brings each purchase down to a hard cash dicker. Whatever credit is due the merchant for maintaining good qualities and service is never a consideration in the matter of a purchase, and where a customer finds that his competitor, who, in a quiet way, has worked up a reputation for carrying only the better and finer goods, sells certain articles as cheap as he does, he is more likely to take a chance on the good-quality merchant. To maintain the price-built trade necessitates administering the regulation stimulant, and the merchant finds it necessary to increase the dose or strengthen the cordial from time to time.

When grocery advertising is directed to create desire for the stomach's sake, purchases are brought to a palatable proposition, and, as such, a profitable proposition. By striking the combination of palatable descriptions and properly put prices you combine the essential features of good grocery advertising.

There are other things to consider; a grocer's personality as associated with his goods and store in the minds of the buying public has much to do with the force or influence of advertising. A well-worded description, telling of some new and good thing to eat, with a fair price quoted by one grocer, would receive attention owing to the personality back of the quotation, which would convey more than the quotation itself. The same quotation used by another merchant would fall short of commanding the attention expected. This may be owing to the personality of the grocer, and it need not mean that the grocer is dishonest, or a poor grocer. His way of doing business may be radically different, and his customers educated to a more staple way of buying, and not so much interested in new things to tickle the palate.

The reasons for the varying results from advertising are many. The first thing to do is to make up your mind that advertising is an essential part of business, and as such entitled to the same serious consideration that any part of a business which requires a money outlay is entitled to. Then decide on the mediums to use. Back the decision with a determination to do the advertising, not to let the few inches of newspaper space take care of itself. Decide on a style of advertising, and don't decide on a style contrary to your likes, just because some big merchant uses it. It may be ever so good, but if you do not particularly like it, it will never convey your personality or work in harmony with your business. The style that embodies terse descriptions which set forth good qualities in an appetizing way to create desire and proper prices to decide the mind is good style for a grocery business.

In towns where it is possible to know practically all the people, and competition is not a price-cutting-affair, or where a merchant seeks to build up a business on his tidy way of keeping a grocery, and does not feel that he can keep the descriptive quotation style alive, he will find a well-worded ad telling of these things, changed each issue, a power of influence. — Chicago Grocer.

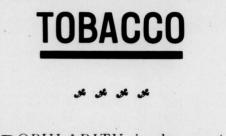
TRAVELER OWES EMPLOYERS.

Judge Monk held a jury sitting of the Frst Division Court this morning. The docket contained but one case, that of Farmer vs. Dalley. The plaintiff, C. F. Farmer, sued on a claim against F. F. Dalley & Co. for \$100 for wages for 11 weeks' services as traveler. The defendants alleged that Farmer was engaged on commission, and they put in a counter claim for \$114 for money advanced for expenses, which they alleged Farmer's allowance for commissions failed to cover.

The jury dismissed Farmer's action and returned a verdict in favor of the defendants for the full amount of the counter claim. A. M. Lewis appeared for the plaintiff, and S. F. Washington, Q.C., for the defendants.—Times, Hamilton, February 15.

NEW STORE AT FORT WILLIAM.

Mr. D. W. McClure, who was formerly with the Hudson's Bay Company, Fort William, has built a nice new grocery store and begun business for himself. The store is large and well lighted, and has a wellassorted stock.



SMOKING

P^{OPULARITY} is the proof of merit, and no brand of tobacco has ever achieved popularity so quickly as

EMPIRE

- - IN - -

5. IO. AND IS CENT PLUGS.

* * * *

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

EMPIRE is well advertised.

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

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CARR & CO. SOUTHWELL'S

Jams, Jellies and Marmalades

ARE THE PUREST AND THE BEST THAT MONEY CAN BUY.



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WRITE FOR QUOTATIONS.

Dominion Agents:

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IMITED.

THE OLDEST

MANUFACTURERS OF

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IN GREAT BRITAIN.

Their Cafe Noir cannot be equalled.

We mail samples to your customers

Frank Magor & Co., 16 St. John St., Montreal.

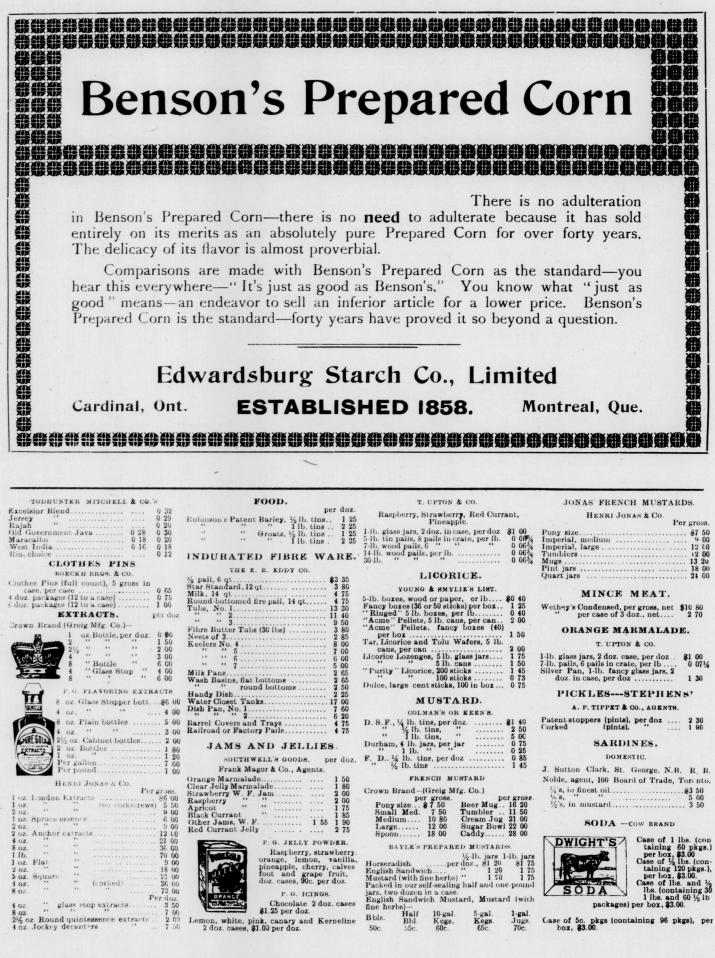
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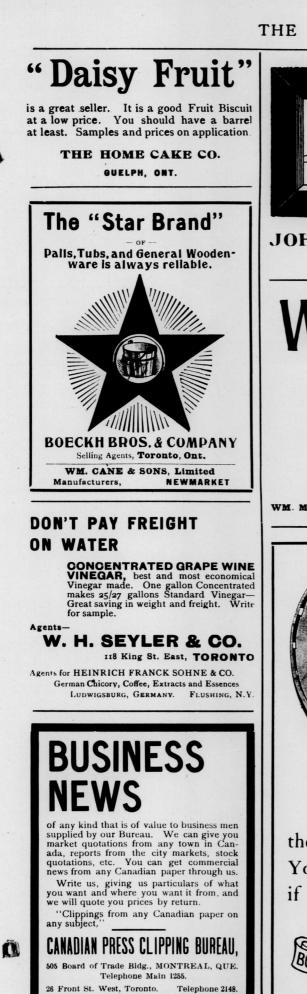
FRANK MAGOR & CO.

16 St. John St., MONTREAL.

Current Market Quotations for Proprietary Articles

. Feb. 22, 1900.	BLACKING	CANNED GOODS.	FRY'S.	per lb.
Quotations for proprietary articles, brands etc., are supplied by the manufacturers or	P. G. FRENCH BLACKING	MUSHROOMS.	Caraccas, ¼'s, 6-lb. boxes	•
agents, who alone are responsible for their	per gross	HENRI JONAS & CO.	Vanilla, 1/4'8	0 42
accuracy. The editors do not supervise them. If a change is made, either an advance or de-	No. 4, 1/4 grs. bxs	Mushrooms, Rionel	"Gold Medal "Sweet, ¼'s, 6 lb. bxs. Pure, unsweetened, ½'s, 6 lb, bxs.	0 29
cline, it is referred to in the market reports	" 8, 1/2 "	" 1st choice Dutheil 17 50 Ist choice Lenoir 18 50	Pure, unsweetened, ½'s, 6 lb. bxs. Fry's "Diamond," ¼'s, 14 lb. bxs.	0 24
as a matter of news, whether manufacturers request it or not.	No. 4, 14 grs. bzs \$4 00 6, 12	" extra Lenoir	Fry's "Monogram," 1/6's, 14lb. bxs. Cocoa-	0 24 per doz
BAKING POWDER.	" 10, Jet Enamel 8 25	Fer case, 100 tins.	Concentrated, ¹ / ₄ 's, 1 doz. in box	- 10-0 1000 - 100
PURE GOLD.	CARR & SONS. per gross	FRENCH PEAS-DELORY'S.	" 1/2'8, "	4 50
3 oz. cans, 4 and 6	No. 2-1/ gross boxes	HENRI JONAS & Co. Moyen's No. 2	Homeopathic, ¼'s, 14lb. boxes	8 25
doz. in case 88 4 oz. cans, 4 and 6	No. 4-14 gross boxes	No. 1	1/2 lbs. 12 lb. boxes	
doz. in case 95	SHOE POLISH.	¹ / ₂ Fins 12 50 Fins 14 00	JOHN P. MOTT & CO.'S.	
6 oz. cans, 2 and 4 doz. in case 1 40	HENRI JONAS & Co. Per gross.	Tres fins 15 00	R. S. McIndoe Agent, Toronto	
8 oz. cans, 2 and 4	Jonas' \$9 00	Extra fins	Mott's Bromaper lb. Mott's Prepared Cocoa	
doz. in case 1 80 12 oz. cans, 2 and 4	Froments		Mott's Homeopathic Cocoa (1/4's)	0 32
doz. in case 2 70	BLUE.	FRENCH SARDINES.	Mott's Breakfast Cocoa (in tins) Mott's No. 1 Chocolate	
16 oz. cans, 2 and 4 doz. in case 3 60	Keen's Oxford, per lb \$0 17	HENRI JONAS & Co. ¹ / ₄ Trefavennes	Mott's Breakfast Chocolate	0 28
21/2 lb. cans, 1 and 2	In 10 box lots or case	¹ / ₄ Rolland	Mott's Caraceas Chocolate Mott's Diamond Chocolate	0 40 0 23
doz. in case 9 00 4 lb. cans, 1 doz. in case 14 40	Reckitt's Square Blue, 5 box lots 0 16	14 Delory	Mott's French-Can. Chocolate	0 18
5 lb. cans, 1 doz. in case 18 00	BLACK LEAD.		Mott's Navy or Cooking Chocolate Mott's Cocoa Nibbs	
Cook's Friend-	Reckitt's, per box 1 15	CHOCOLATES & COCOAS.	Mott's Cocoa Shells	0 05
Size 1, in 2 and 4 doz. boxes \$ 2 40 "10, in 4 doz. boxes	Box contains either 1 gro., 1 oz. size: $\frac{1}{2}$ gro., 2 oz. or $\frac{1}{4}$ gro. 4 oz.	Epps s cocoa, case of 14 lbs., per lb 0 35 Smaller quantities 0 37 ¹ / ₂	Vanilla Sticks, per gross Mott's Confectionery Chocolate. 0 21	0 90 0 43
" 2, in 6 " 80	CORN BROOMS	CADBURY'S.	Mott's Sweet Chocolate Liquors. 0 19	0 30
" 3. in 4 "	BOECKH BROS & COMPANY doz. net	Frank Magor & Co., Agents. per dez	COWAN COCOA AND CHOCOLATE	
Pound tins, 3 doz. in case 3 00 oz. tins, 3	Bamboo Handles, A, 4 strings	Cocoa essence, 3 oz. packages \$1 65	Hygienic Cocoa, ½ lb. tins, per doz Cocoa Essence, ½ lb. tins, per doz	2 25
oz. tins. 4 " " 110	" " B, 4 strings " C, 3 strings	Mexican chocolate, ¹ / ₄ and ¹ / ₂ lb. pkgs. 0 40 Rock Chocolate, loose	Soluble Cocoa, No. 1 bulk, per lb	0 20
1b. tins, 1/2 " 14 00	" " D, 3 strings	" " 1-lb. tins 0 42	Diamond Chocolate, 12 lb. boxes. Royal Navy Chocolate, 12 lb. boxes.	
Diamond— W. H. GILLARD & CO 1 lb. tins,2 doz. in caseper doz 2 00	" " F, 3 strings " G, 3 strings	Nibs, 11-lb. tins 0 351/2	Mexican Vanilla Chocolate, 12 lb. bxs	
1 1 25	" " I, 3 strings,	TODHUNTER, MITCHELL & CO.'S. Chocolate— per lb.	OHEESE.	20 0r
12 lb. tins, 4 " " " 0 75 JERSEY CREAM BAKING POWDER	BISCUITS.	French, ¼'s-6 and 12 lbs 0 30	Imperial- Large size jars, per doz Medium size jars	\$8 25 4 50
1/ size 5 doz in case 40	PEEK, FREAN & CO.	Caraccas, 1/4's-6 and 12 lbs 0 35	Small size jars	2 40
75 74 size, 4 doz in case	Metropolitan mixed 40 lb. tins 10c. Florence Wafers	Premium, $\frac{1}{2}$'s-6 and 12 lbs 0 30 Sante, $\frac{1}{4}$'s-6 and 12 lbs 0 26	Individual size jars Imperial Holder–Large size	1 00 18 00
1 " 2 " " 2 25	Venice Wafers 81b. tins 36c.	Diamond, 1/4'8-6 and 12 lbs 0 22	Medium size	15 00 12 00
OCEAN WAVE BAKING POWDER. per doz	Florence Wafers Small tins \$3.70 per doz	Sticks, gross boxes, each 1 00	Small size COFFEE.	12 00
No. 10, 5-ounce Cans, round or square,	CARR & CO., LIMITED.	Cocoa-	JAMES TURNER & CO.	per lb
4 doz. in case	Frank Magor & Co., Agents. Cafe Noir	Homeopathic, 1/4's, 8 and 14 lbs. 0 30 Pearl, 0 25	Mecca	0 32
14-oz. Cans, round only 2 doz. in case 1 80	Ensign 0 123/4	London Pearl 12 and 18 " 0 22 Rock "	Damascus	0 28
16-oz. Cans, round only 2 doz. in case 2 00 3-lb. Cans, round only, ½ and 1 doz. cases 5 75	Metropolitan mixed	Bulk in boxes 0 18	Sirdar	0 17
5-1b Cans, round only, 1/2 and 1 doz. cases 9 00	trade and other lines on application.	Royal Cocoa Essence, pkgs., per doz. 1 40	Old Dutch Rio	0 121%







We believe a trial

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will convince Grocers that it pays to handle **COW BRAND SODA** in packages, instead of the more or less dirty, wasteful and impure keg soda.

Ladies who once try **Cow Brand Soda** will never revert to any other.

JOHN DWIGHT & CO. - Toronto and Montreal, Victoria, B.C., Halifax, St. John, N.B., Quebec, St. John's Nfid.

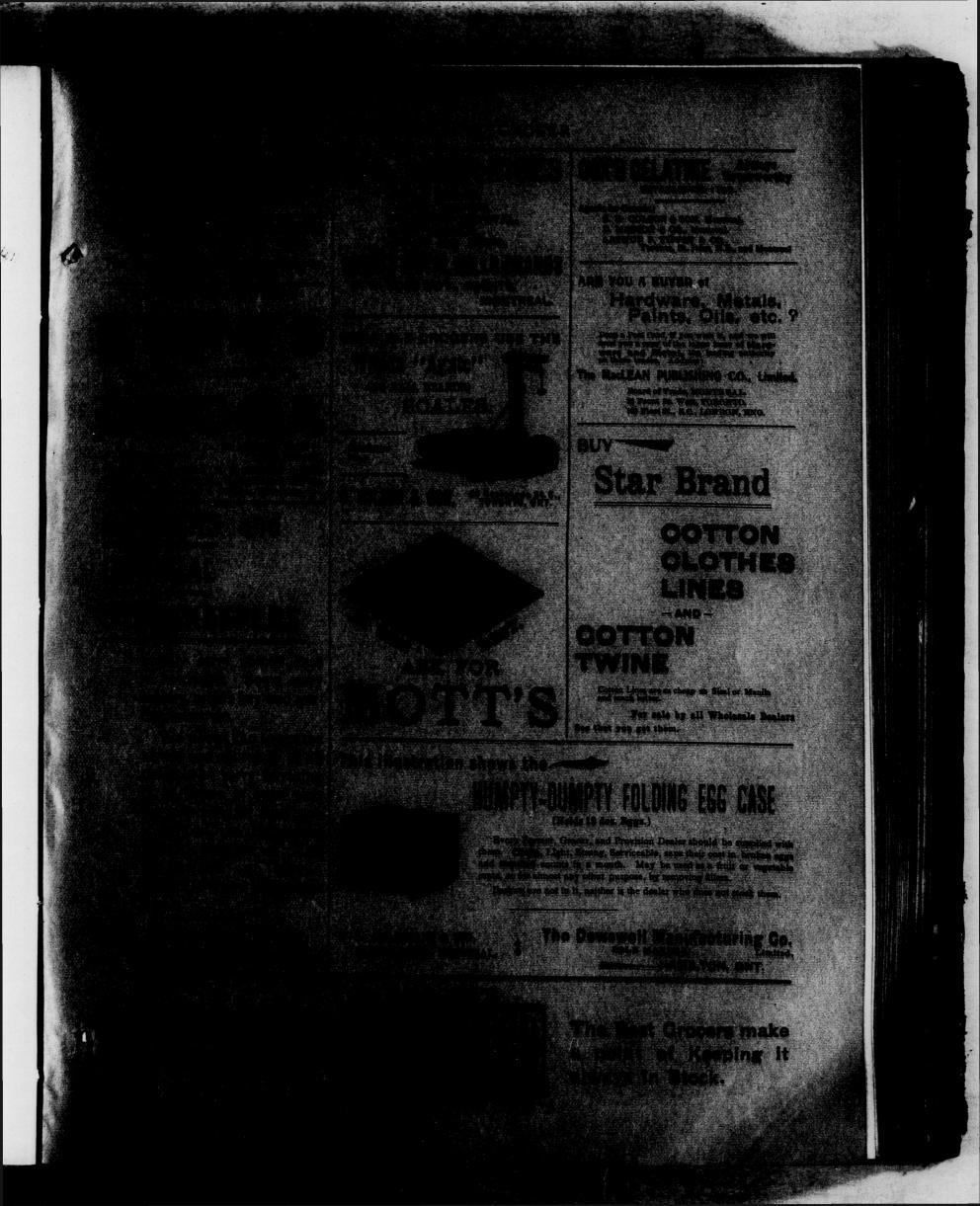
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The best properties of Choice Winter Wheat are given in this article. Every grocer should keep it. You can recommend it to your customers and the first package will insure their buying it from you regularly.

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For this Cold Weather.



Mince Pies made from Wethey's Condensed Mince Meat. Better give your customers the idea and let them know you have it in stock.

J. H. WETHEY Sole Manufacturer

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PICKLES, SAUCES, MALT VINEGAR JAMS and CONDIMENTS

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