

THE CANADIAN GROCER

VOL. XII

TORONTO AND MONTREAL, MARCH 25, 1898.

No. 12

QUALITY..



When a salesman talks price to you

Ask him about QUALITY

When he talks quantity

Ask him about QUALITY

When he talks merit to you

Ask him about QUALITY

That's the _____

STRONG POINT

in

Colman's Mustard

*More Cobble Stones
than Diamonds*

In the world. There are many cheeses,
but only one **perfect one**. That
perfect one is

"IMPERIAL"

In competition with the world, the **ONLY** cheese that scored
100 points **PERFECTION**.

**Sold everywhere, used everywhere, liked every-
where, easy to buy, easy to sell.**



A. F. MacLAREN & CO.

Manufacturers MacLaren's Imperial Cheese, Importers and Exporters of Foreign and Domestic Cheese.

TORONTO and STRATFORD, CANADA.

**For the
First Time**

the popular "Chicken Tamale," in its corn shuck, ready for use, is offered under the brand and guarantee of a high-class house. All know the favor with which even the itinerant street vender's "Chicken Tamale" has been received; and none can doubt the instant success which awaits the **ARMOUR PACKING CO.'S** "Chicken Tamale." Prepared from chicken meat, corn meal, chile peppers and Mexican seasonings; wrapped in a corn shuck, and processed according to the original Mexican recipe. Packed in cases of 2 doz. 1's, or 2 doz. 1/2's.

Agents:

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

SEEDDED

CLEANED AND STEMMED

RAISINS

ABSOLUTELY CLEAN PREPARED ENTIRELY BY MACHINERY

THE ACME FRUIT CLEANING COY.
 128 QUEEN ST. MONTREAL.

"SURE CATCH"

STICKY AND POISON FLY PAPER

1898 Toronto, Ont., and Rochester, N.Y. **1898**

To Patrons: We have had years of experience and step by step have made improvements in the manufacture of our "Sure Catch" Sticky Fly Paper, and now pronounce it to be the best in the world. Our Toronto Factory has all new machinery and is equipped to make a double sheet with wax border and perfect sticky composition, at a high rate of speed.

Try a case through your Jobber. It will keep until used. It is packed 25 double sheets in each box, 10 boxes in a case.

SPECIAL NOTICE

We shall pack in each box of Sticky paper a sheet of 8 sections of Special absorbent Poison Fly Paper **FREE**. The retail value of this sheet is 6% c., and the advantage to the retailer is 66% c. on each case.

Ask Your Jobber for It.

PRICE

Less than half a case \$0.40 per box
 One-half case, (5 boxes)..... 1.80
 1 to 5 cases (10 boxes in each case)..... 3.40 per case
 5 to 10 cases (10 boxes in each case)..... 3.25 " "

POISON PAPER

50 5c. envelopes (8 sections each), in counter display, \$ 1.25
 10 boxes (1 case)..... 10.00

J. HUNGERFORD SMITH CO.

Toronto, Ont.

Manufacturing Chemists

Rochester, N.Y.

P.S.—We also manufacture "TRUE FRUIT" Fountain Syrups.



Suggestions—time-tried and true. Tested in the crucible of public opinion and not found wanting.

Stephens' Pickles.

High quality, but at a low price to you—profitable pickle profits follow naturally.

Packed in absolutely pure Malt Vinegar. They are sound and crisp. Known everywhere for their piquant flavor—a flavor that is all their own.

Codu's Macaroni.

Made only from Russian Wheat—the wheat that's most expensive but best to use, because it makes a white, delicate Macaroni that stands the test of time. "P. Codu" on a package clinches a sale without any argument. Folks know the name "P. Codu."

Fry's Chocolates and Cocoa.

The "Diamond" sweet Chocolate and the absolutely pure, concentrated, easily soluble Cocoa, are standards from which other preparations are judged to be "just as good as Fry's." But please remember one thing—comparisons excite suspicion. The name "Fry" speaks for itself.

Lazenby's Jelly Tablets.

13 varieties of them. Absolutely pure in their rich, delicate fruit and flower flavors. Time savers for economical women—hence profit makers for the store.

Lazenby's Soup Squares

For the Klondyke trade—Matchless, and so proved by the great demand from everywhere. Now used by the British Army. In competition "quality" counts you see.

Sold by Leading Wholesalers Everywhere.

Agents: A. P. Tippet & Co., Montreal and Toronto. F. H. Tippet & Co., St. John, N.B.

Pattisons' Whisky
in
GENERAL
Use

Morning Dew
10 years old

Morning Dew Liqueur
12 years old

Royal Gordon
10 years old

Perfection Royal Gordon
15 years old

IN "GENERAL" USE.

A commanding Spirit finds its way to the front. **Pattison's Whisky** commands success because it has been found by the public to be a genuine, wholesome, palatable beverage, carefully blended and thoroughly matured. It is cream-like in taste, with all the stimulating qualities of the pure Highland spirit. Sold Here, There, and Everywhere.

Sole Proprietors : PATTISONS, Limited, Highland Distillers,

BALLINDALLOCH, LEITH, AND LONDON.

For further information, samples and specimen labels, address—

S. B. TOWNSEND & CO.

BOX 1125

MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA.

STRENGTH

means the power to do and to do well---leadership depends on strength---continued leadership implies great strength and progress. Hence the comparison that economical women make: "As strong as the Crown Extracts."

There can be no better endorsement for the high quality of the other goods you sell than this---from a woman who buys Crown Flavoring Extracts at your store.

Tacitly acknowledged leadership implies success ---leading grocers sell



Greig's Crown Brand Flavoring Extracts

---do you?

Pure
Rich
Strong

The most attractive "shelf" attraction that the store can possibly have, but they don't stay "shelved"---they sell.

40 different fruit, flower, and spice flavors. Packed in cartoons with helpful advertising matter---original, unique, and effective business bringing cards and leaflets. Shall we send you samples of them?

The Greig Mfg. Company

Limited

ROBERT GREIG & CO., AGENTS

MONTREAL

Condensed Mince Meat "WETHEY'S"



Is the brand you should buy if you want the best quality put up. Nothing but the choicest fruits, peels, and spices used in its manufacture.

EXAMINE and compare the goods with any other make. The high grade quality of "**WETHEY'S**" commends it to the consumer.

REDUCED PRICE—\$10.80 per gross, or \$2.70 per case of 1/4 gross.

W. H. GILLARD & CO., Manufacturers' Agents **Hamilton**
Wholesalers Only,

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

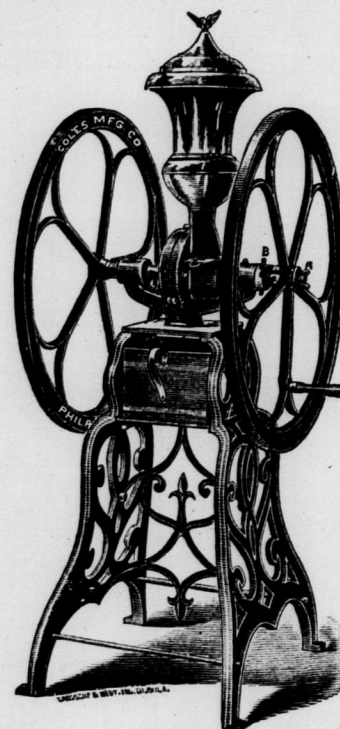
And all Grocers' Sundries

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

Sample room ...MONTREAL, QUE.
56 and 58 Front West, TORONTO.

Sold and highly recommended by all leading grocers.

Sovereign Matches



No 18

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

Coles Manufacturing Co.

PHILADELPHIA, PENN'A.

Notice.

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

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

We Claim to have the easiest and quickest Grinders.

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

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

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

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Vol. 2
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This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

THE CANADIAN GROCER

Vol. XII. (Published Weekly)

TORONTO AND MONTREAL, MARCH 25, 1898.

(\$2.00 per Year) No. 12

COMMERCIAL CREDITS.*

By JOHN FIELD, of Philadelphia, Pa.

I was said, you know, of the ancient city of Tyre, that she was the crowning city; her merchants were called merchant princes, her traffickers and dealers were the honored of the earth, and, Mr. Chairman, may I not say of Baltimore that in many respects she is the crowning city so far as our experience is, though probably not so well acquainted with your merchant princes, but with your traffickers and dealers I may say that we may carry out the same language and say, sir, that they are among the honored of the earth, for we have never been deceived or misled by any merchant in your fine business city of Baltimore in our dealings and transactions.

We find quite often, I have no doubt, that in all industrial business lines great changes are being effected. We find every day almost that the doors of individual enterprise are being closed. Take, for instance, upon the one hand the great labor organizations that men are forming. We find that everywhere they are strong. The laborer, the workingman, trained and skilled labor—they are all forming a great organization for what they consider their protection. Take another class of organization, the employer, he must also seek for organization to protect his interests, and everywhere these great trusts and great corporations are being formed. We have, as you know, a Standard Oil Co., we have a great sugar trust, and I hear they are going to get up a milk trust. All over the world these great corporations are being formed—great trusts are being formed—and the result of this is that the doors of individual enterprise upon the right and upon the left, these doors are being closed all the time. I will venture the assertion to you business men of Baltimore that there is scarcely one of you but

Address delivered before the Credit Men's Association of Baltimore city.

what has felt, more or less, this pressure; every day you feel its influence, and what the result is to be I am sure I cannot tell; but it does seem to me, gentlemen, that with all these enormous monopolies, these great trusts, there must be some day a day of reckoning.

BRAINS IN BUSINESS.

A short time ago there was published a speech of the Hon. Thomas B. Reed given before one of our business colleges. Mr. Reed said in that speech that the one great object of living was to live, and the great work which a man had upon his hands was to protect and save his life; nations war with each other, plants war with each other, individuals fight with each other. During the old period the warrior came to the front and was the hero of the time; but the warrior has had his day, and another class comes to the front, and this class is the statesman, the lawyer, and the politician. Great questions between individuals had to be settled. Rights of property had to be defended; questions of civilization had to be adjusted, and for many years the statesman, the lawyer and the politician stood along the front rank. They have their day still, and in the present century there is no class of men more than they who have come to the front, and it is well for the world that such is the case. I may here say to you that there is more brain power, more thought, more intelligence and more work put into business lines than into any other line at the present date. Mr. Chairman and gentlemen, when you look at engineering skill, think of your great railroads, your steamships, the great enterprises of the present day—as Mr. Reed said in that speech, he can see by the way the brain power of the nation moves what power there is coming to the front, and to-day it is indeed true that the

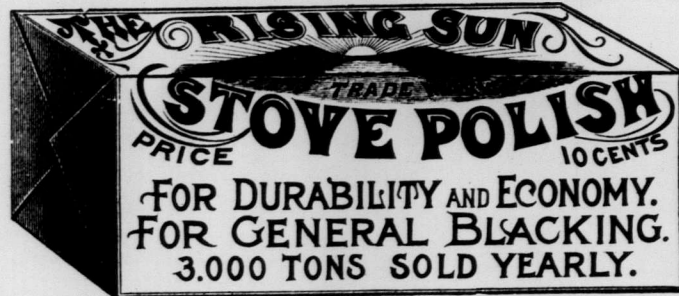
brain power of the nation is largely concentrating in great enterprises and in a great business nation. Therefore we have a great work before us.

THE ROMANS AND BUSINESS.

You are all no doubt aware how business took its form. Business was reduced to method by the Roman; when each man was the head of his family you will recollect he was compelled to keep a true record of all his business transactions, all his income, all his outlay, and in fact, all of his transactions; and from this statement of the family bookkeeper business was reduced to method. From this statement all great bank statements originated, all the great methods which we have adopted and which exist at the present time were all developed from that little family bookkeeper, originated among the Romans.

McLeod, I think, says that the system of credits is now perfect, but I think that is a little strong. I want to speak to you now for a little while, if I may, on that question in which we are all deeply interested—the question of credits, commercial credits. Wouldn't I love, wouldn't I be delighted, if I could tell you gentlemen to-day at the beginning of this new year, if I develop some method by which you would have no bad accounts during this year? I said I would be delighted. This is a very difficult problem. There are two kinds of wealth, money and credit. The greater is credit. I think that that is generally admitted. By credit all the great enterprises of the world are carried on. Everything that has purchasing power is wealth. The toil of the workingman is wealth, because it has purchasing power; credit is wealth because it has purchasing power. Credit simply transfers one man's property to another; one is plus what the other is minus. The usual transactions of the world are on credit; therefore, being such an important element in the commercial world, it certainly deserves our closest thought and attention. I think

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

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

that there is scarcely another subject connected with mercantile life that ought to receive more attention than this question of credit—understanding credit. Of course there are many difficulties connected with this subject which we cannot control. Take, for instance, as an illustration, a clear illustration, the civil war. When that broke out no merchant could control his affairs. Or take, for instance, the panic of 1893, when the idea took hold of the people that the Government would be unable to meet its obligations in the world's standard of gold. You all remember that and what a frightful panic it caused, and what frightful results and what destruction and ruin followed in the steps of that panic. Panics are generally caused by what I may term redeemable credit—extending credit which can be redeemed. Therefore, these are conditions (and I do not intend to speak further along this line) over which we have no control, but which, whenever they occur, seem to overwhelm the very strongest and the very best houses. But what we have to do is with mercantile credit.

TWO CLASSES OF CREDIT.

There are two classes of credit: First, individual credit, by which I mean that when I go into a store and make a purchase on credit, that is individual credit; and second, if I go to a merchant and buy goods for mercantile purposes on credit, that is mercantile credit. It is with this latter class of credit that we have to do. I think that all of you business men who have looked into this kind of credit will find that you have certain classes of risks.

First, there is the genuine business man.

Secondly, and I think he is the most dangerous, and we lose more money by him than by any other class, the incompetent merchant. Then again the unfortunate merchant. Then again you run a certain risk from the decease of a man. Then again there is another class, and I do not know how to designate them; that is, the natural born innate thief—and I don't know how to protect you against this gentleman.

Now, you take for instance the thrifty, energetic merchant. You run very little risk when you meet such a man, a man of energy, true from centre to circumference, a man that will stand by the right though the earth roll and the heavens totter, a man who will look the world and the devil right in the eye and stand by the truth, a man that will pay for what he buys and pay for what he wears—when you find a man like this you need not care a great deal about character. Some of the greatest successes that I have had in business life have been with men of this character, and I am thinking of one now. "How much money have you got, sir, with which to start in business?" He says: "One thousand dollars." "All right, I'll double it." Why? Because I knew the young man. When you find a man starting out right in his business, sharp, quick, clear, prompt, then you find a successful man. But I think that the most of the trouble we have comes from incompetency.

LESSONS FROM THE WAREHOUSE.

Now, gentlemen, I ask you, have you ever gone through any of your warehouses and watched some men buying goods? I have, and I have formed my opinion largely in this way. That is one of the difficulties we have to contend with to-day. When a merchant comes to your warehouses you can look him in the eye and note his methods; you can tell from his very step and how he puts his hat on, how he shakes you by the hand, there is something about him by which you reach a conclusion. Now, you don't see a man, and I don't suppose you ever will see him, unless you happen to meet him on the other side. This is one of the great difficulties that we have to contend with. Now, this incompetent merchant—he has probably been raised on a farm, and perhaps got tired of that and likes an easier life. He knows not how to buy goods, is not careful about his expenses, either personal or in connection with his business; in short, he is an incompetent man. I think you gentlemen will bear me out when I say that

when I sift into the affairs of such a man as this and examine the cause of his failure, I believe that in nine cases out of ten you will find that it comes from incompetency or carelessness. Now, take that very thought—a man's habits. Some time ago I was going to Atlantic City, and I met a large grain merchant on board the steamer. He asked me whether I knew a certain firm in the grain business in my city. I told him "Yes, very well indeed." "What kind of fellows are they?" "I regard them as earnest, clever fellows." "Now, let me tell you a thing or two. I have always been engaged in the barley business, and I made that house my agent. They were selling agents in the city of Philadelphia. Some time ago I went to that city and walked into their outer office. I asked whether Mr. So-and-So was in. It was mid-day; and in an inner office I noticed a little table around which were seated four gentlemen playing cards. I was told that Mr. So-and-So would be out in a moment. I told him I wanted to see him and he said he would be out very soon. I waited, but he kept playing cards. I put my hat on and went out." Now, this gentleman was from Chicago and the agency which he gave these men was worth a small fortune. "I walked out, returned to my home, and closed that account sure."

NEED OF MERCANTILE TRAINING.

Now, I am thoroughly convinced, gentlemen, that there ought to be a more thorough training in some way, of men engaged in mercantile life. There are so few men who know thoroughly how to buy, how to sell, how to act, how to properly transact their business. I repeat what I said, I believe that the large percentage of failures come from merchants who are incompetent. There is always some excuse. It reminds me of the old story of the good old Irishwoman who was very sick. Her physician called to see her. "Well," he said, "my good woman I want you to get a porous plaster and put it on your chest." She got a porous plaster and fixed it all right. Now

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Diamond Crystal Salt

is free from Lime, Magnesia and other impurities. Its flavor is delicious, its strength unexcelled, its purity unequalled.

It is especially refined for Best Table and Household purposes.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **HAMILTON**

Every grocer wants a good, first-class (pound)

25c. Package of Coffee

The brand we have adopted is

“OUR OWN”

The package is of **Unique Design**, being lithographed in Red, Black and Gold, and will make an attractive show in the window, on the counter, or shelf. The goods are **Absolutely Pure**, as guaranteed over our signature. The weight is **pound net**. All of the foregoing are “points” in buying coffee in packages which will be appreciated by grocers.

James Turner & Co., Hamilton

Not Hot But Boiling

Water is required to make a good cup of Coffee from “REINDEER” Brand Condensed Coffee. No Sugar or Milk are required, as they are already there.

WE ARE THE AGENTS FOR

Crown Blend Ceylon Tea

In lead packets only, at **25, 40, and 50cts.** shows a larger profit than any other brand offered. Our stock is always complete with—long lines

**Ceylons, Assams, Hysons,
Congous, and Japans**

We also carry Japan Tea in 1-lb. lead packets, and Japan Dust in 1-lb. packets, at low prices.

THOS. KINNEAR & CO., 49 FRONT ST. EAST TORONTO.

you know in Ireland they call their boxes chests, and the doctor told her to put this plaster on her chest. He called to see her a day or two afterwards to see whether the porous plaster had done her any good. "Well, now, doctor, to tell you the truth," she said, "I only had a small box in my house and I put it on the bottom of that." There are a certain class of people who put their failure anywhere except on the right spot. They are unwilling to acknowledge their incompetency. I do not know how to regard this man. The fact is, you have all had experience, and it would be no purpose for me to instruct you on the question of credit. No doubt a great many of you know more about this question than I know.

THE UNFORTUNATE IN BUSINESS.

Then, again, you meet another class, the unfortunate class; and they are a very troublesome lot. A man called to see me within the past week. "Well, what is the matter?" "We had a bad fire, and you know, Mr. Field, my insurance just expired the day before the fire occurred." He was a most unfortunate man. Another will tell you he endorsed for a friend, or did something or other. All these classes of men we have to deal with. We run a very great risk along all of these lines in selling to merchants. And then, last of all, the man to whom I refer as a natural born thief. You can respect a burglar to a certain extent—that is his business to break in and rob, he don't pretend to do anything else. Then, again, you can also to some extent respect a highwayman. That is his business. But when you find a sneak who comes to your office with the face of a merchant and deliberately lays his lines and tries to rob you of your property—talk about the hangman being left in the world—talk about state law getting him in the world! Some time ago we had a failure in the west, and we felt so good. No preferences—we were delighted. That is honest, we will be all right. When we began to look into the thing there were no preferences—but there were no assets. We found that for some 90 days or so before

this firm had paid off so and so and so and so. No preferences and no assets.

A WORD OF ADVICE TO SALESMEN.

Editor GROCER,—Having taken notice of late (and no doubt it is being continually practised, especially among the younger and inexperienced clerks in the various stores, viz., dry goods, druggists, groceries, confectioners, etc.) of the careless and thoughtless manner in which they measure and weigh out goods belonging to their employer, without the slightest regard for him who finds them employment, wages, and has other heavy expenses, such as taxes, insurance, fire and light, in these times of unlimited competition and small profits.

I might here ask the employes a few simple questions, to which, I hope, they will give their most careful and conscientious consideration. If they do, I am sure it will be a benefit and guide to them hereafter, and will enable them in the future to act a little more honest to their employer, who is entitled to all their time and energy, in order to make his business as successful and profitable as it is possible for them to make it.

1. What is your employer in business for? Is it for fun or for pastime, or is it just to see how fast he can lose his capital and be turned out on the street?

2. What did that customer do for you that you waited on that you had to give him over-measurement and weight? What obligations were you under to that customer? What did that customer do for you that you had to do this? Nothing. Then, why did you do it? Don't do it again. Those goods are not yours. You are stealing.

3. What harm did your employer do to you? None! What spite had you against your employer that you should give that customer overweight and defraud your employer, who is trying to make an honest living for you, his family, and himself? None. Then, why do you do it?

4. Why do you allow your acquaintances to walk into the dispensing room of your drug store and help themselves to his good wines and liquors during his absence? You should eject such characters. Their trade is no good to you, as they drink and steal more than the profits on the goods which you may sell them; and then very often you are requested to put the goods on ice, and they generally stay there, with this particular undesirable class of customers. Stop it at once. You are doing a great injustice to the best friend you have (your employer). Why not show some little thought, respect and gratefulness to the one who is doing the best he can for your welfare, and not for people who would not care one bit if you lost your situation and were turned out on the street?

5. Do customers appreciate goods given to them in order that their trade may be held? I, for one, say "No," for the better you use them (according to my experience) by the way of gifts, etc., the quicker you will lose them. My plan is to be strict, careful and obliging, and you will be sure to get along.

Yours, etc.,

SUBSCRIBER.

A CODE OF BUSINESS RULES.

The Topeka Merchants' Journal asks its readers to hang up this card in their stores

- 1.—Customers paying cash are entitled to receive a cash discount of 5 per cent. on all purchases of \$1 or over.
- 2.—Customers settling their accounts once each week will be allowed a discount of 4 per cent.
- 3.—Customers settling their accounts every second week are entitled to a discount of 3 per cent.
- 4.—Customers having accounts rendered on the first of each month will be entitled to a discount of 2½ per cent. if paid on or before the 5th of the month.

Kiln-Dried Split Peas for the Klondyke

Kiln-Dried to remove the last trace of moisture in them—hence their absolutely perfect keeping qualities in any kind of weather. Require no care—they take care of themselves. As good when used as when they leave our hands. Beans grow soft and sprout, in damp weather—Split Peas remain unchanged. They are very nourishing—yield strength and supply the waste on body and mind that Nature wants relieved. A strong, economical, sure, safe food for the Klondyke—the Kiln-Dried Split Peas made by

The Tillson Company, Limited,
Tilsonburg, Ont.

Pure Gold Windsor Square Blue
IS GOOD. No doubt about it.
Those who use it say so.

Have you
a supply ?

This Salt is All Salt

We make it to suit all purposes and
guarantee every package to give
highest satisfaction.

RICE'S PURE SALT

Drop us a card and we will cheer-
fully give you prices, samples, etc., etc.

Sole Manufacturers

The North American Chemical Co.
GODERICH, ONT. Limited

COFFEES

Whole Roasted;
Ground and Green.

See Our Travellers

THE DAVIDSON & HAY, LTD.

WHOLESALE GROCERS.

TORONTO

HAVE YOU SEEN IT?

AN attractive catalogue just issued to the trade is that of Chas. Boeckh & Sons. This is their 25th edition, and contains some 150 pages, with nearly 400 different qualities of brushes, brooms and woodenware, and nearly three times that number of separate sizes and qualities, completely illustrated, with index.

Just inside the front cover may be seen the exact sizes and photos of medals received at World's Fairs in Paris, France; London, Eng.; Philadelphia, Pa., and on several occasions at our own expositions. This alone speaks volumes for Canada and Canadians, and the sterling qualities of the goods manufactured by this well-known firm. A few of the pages are devoted to sketches of some of the most important departments, such as the bristle stock-room, duster and broom, household and paint brush departments, with the employes at work.

At a first glance over the numerous pages, a person would hardly realize the large variety of brushes manufactured by this firm, and wherever you may go, to the far east or west, Boeckh's brushes and brooms will always be found in the leading stores.

The firm extend you a cordial invitation, when in Toronto, to visit their commodious office and sample rooms and see what they

assert to be the largest and best display of brushes in Canada.

Chas. Boeckh & Sons have also recently equipped their factories with electricity generated by their own plant.

NON-DEBT INCURRING FIRMS.

Editor CANADIAN GROCER,—I beg to call the attention of the wholesale men and manufacturers, through your paper, to the fact that a good many of the co-operative associations, that have now sprung up all over the province, have got certain clauses inserted in their charters, which have been smuggled in in such a way that it looks very much like a fraud to anybody doing business with them. This is one of the clauses: "The business of the association shall be a cash business exclusively. No credit shall be either given or taken, and no officer, member or servant of the association, or any number of them together, shall have power to contract any debt whatever in its name, except in respect of rent of the premises required for the business, the salary of clerks and servants, and such like contracts necessary in the management of the affairs of the association. Everything shall be bought and sold for cash only."

Now, under that head, some of them are trying to shield themselves and refuse to pay debts contracted by them with parties who did not know anything about that clause

being in force, they getting the goods without letting the parties, from whom they bought them, know that they were shielded by any such villainous plot. The writer cannot see how any government would charter a company with a clause of that kind inserted in their charter, without having it advertised and stated distinctly on all their business papers, so that everybody would know exactly the position these co-operative associations are in. They hold that under that clause they cannot be sued for any debt. Now, it is well for business people to know their position exactly.

ONE INTERESTED.

Hamilton, March 22, 1898.

LUNENBURG, N.S., GROCERY NEWS

The Lunenburg, N.S., correspondent of The Halifax Herald, the other day sent his paper the following grocery items:

"Capt. J. R. McCulloch, of Halifax, who purchased the Cook grocery business, along with store and dwelling, some few months ago, has now disposed of it to Steadman Berringer, who will remove his country market to that stand and conduct the two businesses. We understand that Capt. McCulloch and Mr. Balcom will return to Halifax.

"Robert Backman has disposed of his grocery business to Isaac Hirtle, the livery stable man. Mr. Backman has taken over Mr. Hirtle's livery, and will conduct it at the old stand for the present. It is understood he intends to remove it to the barns now connected with the Russell house."



FOUR REASONS WHY GROCERS

for which Grocers can offer no substitute without injury to their trade.

should sell a brand of Stove Polish which, above ALL others, consumers want, and

Enameline

The Modern STOVE POLISH

First: It is Superior to All others in Quality.

Second: It gives Perfect Satisfaction to Consumers,

Third: It is Thoroughly Advertised and Sells itself.

Fourth: NO OTHER Stove Polish ON EARTH has so large a sale.



BUY THESE GOODS

Why? They will make you money. They are all trade winners. They don't require Premium to make them sell. Quality is their greatest advertisement. Their sales are increasing daily. What better could you want?



For sale by all leading Wholesale Grocers.

Manufactured by **THE ALPHA CHEMICAL CO., BERLIN, ONT.**

PRINCE ALBERT TO KLONDYKE.

THE CANADIAN GROCER received a visit on Wednesday from the Hon. J. F. Betts, speaker of the Northwest Legislature, and a prosperous merchant in Prince Albert, N.W.T.

The special object of Mr. Betts' visit to Toronto and the east is to draw the attention of the people in this part of the Dominion to the advantages of the Regina, Prince Albert, Great Lake and Fort Murray water route to the Klondyke and other mining lands in the Northwest. This route is not an unknown one, for it has been used for many years by the Hudson's Bay Co.

According to the route as outlined by Mr. Betts, and which can be easily followed by the reader who is in possession of a fairly good map, the intending gold seeker who leaves eastern Canada would stop at Regina on his way over the C.P.R. and take the branch line to Prince Albert. This town might be used as a point for obtaining the required supplies for the journey. From here the journey would be to Green lake, a distance of 140 miles, over a good wagon road, which could be made in about five days. From this point to the Yukon the entire distance is by water, with the exception of a few small portages. After embarking on and traversing Green lake, the boats enter Beaver river and proceed down stream

to Buffalo lake. The course then lies through Mithe river to Portage la Losche. There is a twelve-mile portage from here to Clearwater river to Fort McMurray, one or two insignificant portages being met with. From Fort McMurray the navigation is excellent to Lake Athabasca, and from there is usually a quick water trip to Fort Smith at Slave river. After leaving Fort Smith rapids occur for the next 16 miles, which necessitate perhaps four or five portages. To pass this portage the Hudson's Bay Co. have constructed a good road which greatly facilitates the transport of goods. A halfbreed settlement in the vicinity furnishes guides and help, if required, at this portage. After passing these rapids there is absolutely no break in the navigation as far as the junction of Peel river with the Mackenzie, a distance of 1,290 miles. The course now lies up Rat river, a small stream which runs into the Mackenzie, and from there a short portage of about two miles is necessary in order to reach some small lakes, out of which flows Bell river, which, in its turn runs into the Porcupine. No obstacle exists on Bell or Porcupine rivers, and Fort Yukon is reached after a journey down stream of about 400 miles. From Fort Yukon, where the Porcupine river flows into the Yukon, about 300 miles, to Dawson City, is made up stream on the latter river.

Mr. Betts, after outlining this route, and dwelling on its advantages, spoke with some enthusiasm of the gold-bearing country

along the Hay and the Liard rivers. Large quantities of the precious metal, he says, have been discovered on the Hay river, 700 miles north of Prince Albert, and a party of 27 prospectors are now camping there. The truth regarding these discoveries, he says, has been amply verified.

"To my mind," remarked Mr. Betts, "very few people who take the Prince Albert route to the Klondyke will ever go that far."

"Why?" asked THE GROCER somewhat surprised.

"Because the gold to be found on the Hay and Liard rivers will prevent them going further."

Mr. Betts explained that the gold to be found on these rivers is of the coarse description.

Speaking of Prince Albert, he said the town was gradually improving and that during the past year the value of real estate there had appreciated materially.

Mr. Betts has been a subscriber to THE CANADIAN GROCER for some time, and speaks highly of the paper.

H. P. Eckardt & Co. are offering special value in evaporated apricots, 25-lb. boxes.

H. P. Eckardt & Co. are offering Bosnia, French, "Ruby" and California prunes at very low prices.

H. P. Eckardt & Co. have just received a car of evaporated peaches, 70-lb. bags; quality very fine.

H. P. Eckardt & Co.'s "Molucca" brand coffee, 25-lb. tins, is a fine drinker, possesses a rich flavor, and is of excellent quality.

Dried Vegetables for the Klondike.

Vegetables of all kinds dried especially for Klondike trade. They retain all the qualities of the fresh vegetable, are easily carried, and absolutely necessary to a complete outfit.

Write for quotations and samples to

The Acme Dried Vegetable Co.

126 and 128 Queen St., MONTREAL.

Praised by its Many Friends —

From its first production Ludella Ceylon Tea has met with continued success, and the reason is plain; it is the finest tea produced. Added to the above good points, the crowning one is, that it is sold at such low prices. Quality considered, it is by far the best value offered. Surely an article with such merits is worthy of your most careful consideration.

Lead packages.

25, 40, 50 and 60c.

H. P. ECKARDT & CO., Wholesale Agents, TORONTO



The unsolicited testimony of
thousands

GRAND MOGUL TEA

IS THE BEST VALUE
IN THE MARKET.

Coupons in every packet.

T. B. Escott & Co.

Sole Agents

— LONDON, ONT.

... A PERFECT SNAP

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

Our Fig Bars

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

Queen Biscuit Co.

ST. JOHN, N.B.

Only authorized manufacturers in Canada of the

Famous Boss Lunch Milk Biscuit

Each Biscuit stamped "BOSS."



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

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PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

DEMAND FOR TOMATOES.

An interesting feature in Montreal grocery circles during the week has been enquiry for canned tomatoes on behalf of wholesale firms in Winnipeg. In some cases the demand was keen, and observers argue from it that stocks in the prairie city need replenishing badly or buyers there would hardly come as far east for supplies. It has served to develop one fact, and that is, that Montreal holders have high ideas of the value of the goods in question.

In one case a commission man bid a wholesale house \$1.10, offering to take their entire stock of 2,000 or 3,000 cases at the price, but they refused to sell, demanding \$1.20.

In other instances \$1.15 was offered, and so far as can be learned only 1,000 cases or so have been moved at the figure.

As either price would net holders a good profit, they evidently think their supplies will be wanted at their own figures.

In contrast to these firm ideas of value, the indifference of the ordinary run of retail buyers is quite striking. The latter will not operate ahead at all, only purchasing as

they actually want supplies. In fact, the distributive movement from jobbers' hands is of a very moderate character. Very likely the high prices, \$1.20 to \$1.25, now being asked have more to do with this conservative attitude than anything else.

Retailers prefer to buy and turn over the goods as they want them, rather than run the chance of stocking up ahead with a large quantity, and then have the market turn on them, with their shelves loaded up with high-priced goods. They have been caught before in this way, and once bit, twice shy.

EXPORTS OF MAPLE PRODUCTS.

CANADA is now in the midst of the maple syrup and maple sugar season, and as this country produces enormous quantities of these delicious goods, one's thoughts are naturally turned to the possibilities of the export business in these particular lines.

For some years the Dominion has been exporting the products of the yield of the maple tree, but the results are not altogether gratifying.

Nearly all the exports of maple products are in the form of sugar, and the value of these during the last five years was as follows: 1893, \$50,151; 1894, \$29,844; 1895, \$9,040; 1896, \$51,499; 1897, \$31,387. Our chief customer for maple sugar is the United States, which last year took \$30,056 worth, or over 95 per cent. of the total. Great Britain took \$1,310 worth last year and Newfoundland \$21 worth.

The United States is, of course, a producer of maple syrup and sugar itself, and not much of an expansion of trade with that country is to be expected; but it is possible that a great deal more might be done with Great Britain in this respect. THE CANADIAN GROCER has before urged attention to this matter, and it again brings the subject before those who are interested in the development of the industry.

Our exports of maple syrup last year were only valued at \$511, and of this \$440 worth went to the United States. For the four years before that we do not appear to have exported any syrup.

He who does not take care of his health is not likely to be long spared to take care of his wealth.

FOREIGN TRADE FOR FEBRUARY.

THE trade returns for the Dominion of Canada for February are gratifying, revealing, as they do, a steady development of the foreign trade. The total imports were, exclusive of bullion, \$9,943,229, against \$7,678,156 in the same month in 1897, an increase of nearly 23 per cent. The following are the imports appertaining to the grocery trade:

	Feb. 1898.	Feb. 1897.
DUTIABLE GOODS.		
Ale, beer and porter.....	\$5,949	\$8,466
Flour.....	10,648	7,031
Rice.....	11,968	8,749
Meal.....	3,916	1,769
Fish and products of.....	39,866	35,509
Fruits and nuts, dried.....	53,876	32,482
Fruits, green, oranges and lemons.....	34,897	30,260
Fruits, all other.....	4,980	5,205
Pickles, sauces, etc.....	6,219	4,233
Lard, fresh and salt meats..	84,739	40,201
Butter and cheese.....	2,633	4,333
Soap, all kinds.....	29,145	24,879
Spices.....	14,248	9,752
Wines, sparkling.....	10,101	9,293
Wines, other than sparkling.	13,625	14,351
Sugar.....	977,629	519,748
Molasses and syrups.....	24,505	27,616
Tobaccos and cigars.....	16,875	19,361
Tobacco, leaf.....	38,868
FREE GOODS.		
Coffee.....	20,000	64,217
Fish and products of.....	3,828	14,524
Bananas, olives, etc.....	5,149	4,636
Grease for soap making.....	18,965	10,183
Salt.....	5,125	11,857
Tea.....	165,470	341,554
Tobacco, leaf.....	129,851

It will be noticed that in the list of dutiable goods an increase is shown in nearly every article. The increase in sugar is striking, being about 49 per cent., and is no doubt largely attributable to the influx of foreign refined sugars.

The decreased imports of coffee are rather astonishing, in view of the low prices, but the explanation is no doubt found in the fact that the large quantities which had been brought in previous to February had so completed stocks that further buying was unnecessary. In February of 1897, it will be remembered, merchants were bringing in tea in anticipation of a duty being placed on this article. And in this fact is to be found the explanation of the marked decrease in the imports of this commodity. It will be remembered that a few weeks ago a certain daily paper asserted that enormously increased quantities of salt were being brought into the country. The trade returns, however, do not reveal any such large quantities. On the contrary, the imports

were 54 per cent. less than they were in February, 1897.

The increase in the exports is not so marked as is the increase in imports, but still there is a gain of about \$30,000 made, it will be noted, in the exports of the mines, agricultural products, and manufactured goods. The exports for February, 1898, and for the corresponding month of 1897, are as follows:

EXPORTS, THE PRODUCE OF CANADA.		
	Feb., 1898.	Feb., 1897.
Produce of the mine.....	\$1,348,766	\$1,046,955
Produce of the fisheries..	446,161	429,879
Produce of the forest....	391,389	707,950
Animals and their produce	1,681,467	1,978,283
Agricultural products....	1,996,865	1,546,457
Manufactures	773,703	598,329
Miscellaneous	8,431	19,828
	\$6,646,782	\$6,327,681

FIRM ADVICES ON RICE.

Advices on rice from outside markets have been much firmer lately. For instance, cable advices from Europe state that stocks at distributing points are well exhausted, and that the arrival of new crop is being awaited.

From the East reports state that, owing to the brisk demand, principally in Japan, where the native crop is short, there is no prospect of buying cheaper for some time to come.

It is stated in this connection that the total engagements of new crop Japan thus far this season for direct shipment from Japan to this continent and via Europe are about 2,500 tons.

THE CURRANT SITUATION.

Reporting on the currant situation, in Greece, D. Pasqua, Patras, under date of March 2, writes: The comparative list of exports, up to Feb. 28 last, shows shipments:

	Net tons to Feb. 28 1898.	Net tons to Feb. 28 1897.	Net tons to July 31 1897.
To England.....	43,745	49,755	51,700
" United States and Canada	12,691	13,544	14,065
" Australia.....	2,870	2,440	2,775
" Holland, Belgium, Ger- many and Austria....	23,075	35,896	42,500
" France.....	1,166	4,464	6,223
" Russia.....	—	19,321	15,321
" Sundry other countries..	30	1,600	1,290
Net tons.....	93,226	126,331	140,484

Notwithstanding the total absence of shipments during the past month, and the relative stagnation of affairs, prices in local markets have not been materially affected, holders being very firm, and feeling confident in a not-far-distant resumption of demand from the consuming markets.

IS COFFEE ILLEGALLY IMPORTED?

A MOVEMENT is on foot in Toronto having for its object a more rigid compliance with the tariff in regard to coffee.

In the Tariff Act, it will be remembered, there are two paragraphs dealing with coffee. One is paragraph 88, which reads: "Coffee, roasted or ground, when not imported direct from the country of growth and production, two cents per pound and ten per cent. ad valorem." The other is in the free list and reads: "Tea and green coffee imported direct from the country of growth and production, and tea and green coffee purchased in bond in the United Kingdom, provided there is satisfactory proof that the tea or coffee so purchased in bond is such as might be entered for home consumption in the United Kingdom."

In the Customs Act there is a provision which allows coffee and other free goods in transit, say through New York to Canada, to come in free of duty, but goods so in transit cannot first go into bond in New York. That would be contrary to the paragraph in the free list quoted above. The goods must be shipped immediately on leaving the ship at New York.

The object of this was to put a stop to the practice of New York importers, who, after unloading their shipments of tea, coffee, etc., would allow them to lie on the dock for several days, while they forwarded samples to Canada, subsequently shipping the goods to this country, duty free, if customers to better advantage could be found for them here.

The immediate transshipment provision, for a time, put a stop to this practice, but within a comparatively recent period it has again been brought into operation, as far at least as coffee is concerned, and quantities of this commodity are being brought into Canada every week, duty free, obviously in contravention of the Tariff Act. There is no question in the matter.

Trouble has been taken to interrogate the Customs Department at Ottawa on the matter, and the reply specially says that "any order to be entitled to entry as a direct shipment must be consigned to the importer in Canada direct from the country of growth, as per invoice and bills of lading."

Now, in a great many instances, in regard

to the importation of green coffee these conditions are ignored altogether. The advice notes which come with the sample of coffee being offered not only state the goods are on the steamship dock, but the expiry date when the goods must be entered at the New York Customs house is also given, for, of course, if the coffee was once entered at the latter Customs it would effectively preclude its being subsequently brought into Canada duty free.

In the face, however, of the ruling of the department as to the necessity of the goods being consigned to the importer in Canada, coffee not so consigned, but, on the contrary, consigned to New York houses, is being allowed to pass the Customs free of duty.

Now, it is obviously the duty of the Customs Department at Ottawa to instruct the collectors at the various ports either one way or the other. The evident uncertainty now existing is unfair to the importers. If coffee is being brought in free which is not entitled to come in, those bringing it in are liable to loss and inconvenience, and all because the collectors at the various ports were not sufficiently instructed as to their duties.

The Minister of Customs should give the matter his attention.

AN OLD RUMOR REVIVED.

A DAILY paper, a few days ago, gave currency to a statement to the effect that the currants which the Greek Government had retained, under the Retention Act, were to be sold for ordinary consumption. This statement has, time and again, been given currency, to be, time and again, denied.

The Retention Act, it will be remembered, instructs the Greek Government to retain 15 per cent. of the currant crop, the quantity thus held back to be used only for distillation purposes. Already a goodly portion of the quantity retained has been so used, while to use whatever remains for the purpose of ordinary consumption would first of all require the passage of an Act by the Greek Parliament repealing the Retention Act, so there is no possibility, even if public opinion demanded such action on the part of the Parliament, of the currants designed for distillation being immediately placed on the market for ordinary consumption.

The rumor was, no doubt, started by those interested in "bearing" the market.

A FAILURE WITH A MORAL.

A STATEMENT which has just been issued by the assignee of the estate of G. J. Kinzie, of Copleston, affords good food for reflection, if not for consolation. The statement is as follows :

RECEIPTS.

Stock sold for.....	\$ 60 00
Horses, wagon and sleigh.....	51 00
Book debts collected.....	115 50
	\$226 50

DISBURSEMENTS.

Man in charge, three weeks taking stock, advertising stock for sale, railway fare, keep of horses, etc.....	\$ 81 04
Insurance.....	2 80
Advertising, Gazette.....	2 20
Postage, telegrams, etc.....	3 06
Paid lien on horses, wagon, etc.....	50 25
Paid rent of stable.....	8 00
Assignee's fees.....	10 00
Inspector's fees.....	5 00
Solicitor's bill of costs.....	5 00
Balance to be paid on preference claim or rent of store of \$100.....	59 15
	\$226 50

It will be noticed that all the stock realized was \$60, while the total received from the estate was only \$226.50, not enough, after the expenses of winding up the estate are taken into account, to pay even the preferred claim for rent. And yet this insolvent had incurred debts to the amount of \$1,315.25. The liabilities are, of course, not large, but it is their proportion to the assets that presents the striking feature.

Mr. Kinzie was a small dealer, but he evidently got a larger line of credit than was judicious.

FOOLISHLY HOLDING SEEDS.

THOUGH prices generally are much above those of last year the seed market in both Canada and the United States is depressed. Alsike is quoted \$1 lower and red clover is fully \$1.50 lower than last year.

On account of the low prices ruling many dealers refuse to sell at the quotations given them. The consequence is that several cars of United States seeds have been laid down here, at a better price, after freight and 10 per cent. duty had been paid, than is asked for by these holders.

One of the largest dealers in seeds in Ontario told THE CANADIAN GROCER this week that he estimated there was in Ontario now 50 per cent. more seed than is really needed for seeding purposes, but that the holders of this seed were practically losing

the market because of their refusal to sell at a price to keep out United States seed.

If our informant is correct in his estimate, and he is in a position to be, the policy pursued by these holders is indeed suicidal.

THE INSOLVENCY BILL.

A N insolvency bill was introduced in the Dominion House of Commons on the 17th inst. Mr. Fortin, who introduced the bill, said that it had been prepared under the supervision of the Montreal Board of Trade, assisted by Messrs. A. S. Kent and Mr. Stevenson, who are authorities on the subject. The measure embodies many of the provisions of Sir Mackenzie Bowell's bill passed by the Senate in 1894 and reintroduced in 1895. It is limited in its application to traders. An important point of difference between this and the Bowell bill is that it does not apply to joint stock companies, which come under the operation of the Winding-up Act of 1882. Voluntary assignments are done away with, so that assignments must be compulsory. The procedure is this: Application is made by petition to the court for a receiving order. That order, when issued, is addressed to the sheriff, who immediately takes possession of the property of the insolvent.

Instead of having an official referee or assignee the receiving order will be placed in the hands of the sheriff. If the court is satisfied by affidavit or evidence that the majority in value of the creditors desire the appointment of a particular person as liquidator, such person may be appointed to take possession of the estate on application to the court. After the receiving order is issued the creditors shall meet and appoint a liquidator and inspectors, not more than five in number.

The only discharge that is provided for in the bill is that which is assented to by a majority in number, and three-fourths in value, of all creditors. There is no provision by which a discharge may be obtained against the will of the creditors. A discharge cannot apply without the express consent of a creditor in respect to a claim of a non-commercial nature due to a non-trader. It is claimed that this feature will in a large measure remove the objection to insolvency legislation restricted to traders.

There is a limitation in the privilege of employees of the insolvent. They shall only be allowed to rank as privileged creditors in respect to salary or wages not exceeding three months in arrears. For the balance they must rank as ordinary creditors. Privilege is allowed in respect to six months' arrears of rent, and three months' advance rent under a lease of the liquidator shall give notice to end the lease. The liquidator may, however, sell the lease.

IMPORTATIONS OF PROVISIONS.

THE trade returns for January and February this year show a decided increase in the importation of provisions such as lard, meats, etc., into Canada as compared with the corresponding months last year.

During January and February, 1897, the total importations were valued at \$75,572, and in January and February, this year, the value reached was \$176,569, or an increase of 160 per cent.

This increase is largely due to the imports into British Columbia. In Ontario and Quebec there has been a decrease, if anything, in the importations, though a slight increase in the importation may have been experienced in the maritime provinces.

To Vancouver, Victoria, etc., the freight rate for provisions from Toronto is \$1.80 per cwt., while from exporting points on the Pacific Coast of the United States the rates are from 20 to 40c. per cwt. This, combined with the lower price, though poorer quality of United States provisions, has to a large extent offset the duty of 2c. per lb. charged on lard, hams, and bacon, and the large demand for these goods for Klondyke consumption has naturally tended to cause a material increase in the import.

Meanwhile, the Canadian provision market was never in better condition than at present. With lard well cleared up and in good demand; the demand for barrel pork fully equal to the supply; long clear bacon rather scarce, and a growing demand for all Canadian meats in Britain, packers here look with equanimity at even such a material increase of importation. "The circumstances are peculiar, and it will raise the revenue of the Government," is the way one dealer refers to it.



**EDDY'S Patent
Fibre
Antiseptic
Packages**



For Storing and Shipping

**Lard, Butter,
Mincemeat,
Jelly, Etc.**

This package is manufactured from wood fibre, chemically treated so as to render it completely impervious to grease and water, and thoroughly antiseptic. The following are some of the special merits we claim for this package:

It can be furnished cheaper than any package now in use.

It is always bright, clean and attractive as a distributing package.

It is the best package ever offered for butter, lard, mincemeat, jellies, etc.

It is perfectly sweet and odorless, and does not become rusty or corroded under any conditions.

It is the only lard or butter package that may be hermetically sealed.

It is the only package practicable

for farmers and dairymen for shipping butter or storing it for any considerable length of time.

It is the only package whose contents are not affected by foreign substances in the vicinity during storage or transportation.

It is the only package ever devised that will keep butter and lard sweet for an indefinite length of time.

Write us or our agents for samples, prices, terms and discount.

The **E. B. EDDY CO., Limited**

HULL, CANADA.

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

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TRADE IN OTHER COUNTRIES THAN OUR OWN.

PROBABLE ADVANCE IN BEEF.

BY May 1 a general rise in price of choice cuts of meat and choice qualities of beef is expected. This will come indirectly from the rise in wheat and corn during the past six months. There are on the American market to-day choice cattle known as corn-fed beef. These cattle come from the extreme west, in the corn state, where men raise them on corn entirely for speculation, and they bring the highest prices. There are thousands of these raisers of corn-fed beef, and the market is generally well supplied with good beef at low figures comparatively. When the rise came in corn and wheat these cattle men and farmers found it more profitable to sell their corn than they did to feed it to the cattle, and as a result beef was sent to market not "fed to a finish," and now there is a scarcity of "finished" cattle in the west.

WAR AND PINEAPPLES.

Under date of March 19, Thos. J. Meehan & Co. write from Baltimore as follows: "A fair demand for spot tomatoes, corn, string beans and peas was in evidence all during the past week, but the remainder of the list was quiet enough. The pineapple situation is interesting because of the present complication of Cuban affairs. In case of war with Spain the shipment of pineapples to this country, from the Bahamas, would be very small, if any shipments at all could be made from there; and the packers would have to depend entirely upon the Florida crop for their supply, and that is an uncertain quantity. Not only pineapples, but all other staple lines of canned goods are sure to be advanced should hostilities be commenced. The orders for future tomatoes and corn continue large, larger than during the same period last year. There have been no changes in the prices this week, and certainly it would not be reasonable to anticipate lower prices for future delivery in the face of so large a demand. There is a good, fair demand for spot tomatoes, but there is no snap to the market, and the quotations of last week are unchanged, namely: 3-lb. standards, 87½c. net cash to 90c. regular; 2-lb. do., 55c. net cash to 60c. regular, f.o.b. Baltimore or Hartford county. Gallon standards range from \$2.40 to \$2.60, as to quality. So-called 'off standard' 3-lbs. are offered at 85c.; they are simply seconds."

BUTTER IN GREAT BRITAIN.

The close of the season for Australian butter has come as a relief to the agents for

produce from other quarters, for the depression which has so long ruled in this department has been very trying to receivers of continental brands, as well as to those in whose care has been placed the disposition of butter from the Antipodes and the continent of America. The last large cargo of Australian has been placed, and, though there are a few shipments advised and one vessel just leaving the colonies with an unknown quantity on board, the regular import has now practically ceased, the market having at present to deal only with supplies nearer home. This fact has already made itself felt on the market, prices having risen until they are well ahead of those ruling at this time last year, whereas but recently they were some shillings per cwt. below the corresponding values. The news will not be everywhere welcome, but so far as the trade is concerned it is not altogether for the best that rates should run down too low. And, moreover, the unsettled state of the market while Australian is on the scene is a great anxiety and a trammel upon retail operations.—Grocers' Journal, March 12.

NEW SEASON'S RICE.

The foreign grades of rice have had a fair sale. The first direct shipment from Japan this season arrived at the opening of the week, amounting to 5,600 bags of rough, but as it was sold previous to arrival, there was no increase to the spot offerings from dealers' hands. It is learned that the supply of Japan rice contracted for for this market thus far this season for direct shipment from Japan and via Europe amounts to about 3,000 tons. New crop Bassien or so-called Java, for delivery during the latter part of April, has been offered at 4½c. New crop Patna has been firm at 5 to 5½c., as to quality.—N.Y. Journal of Commerce.

CANNED PEA OUTLOOK IN THE U.S.

All eyes will be turned on the pea pack this spring, as it will be one of the most important that article has ever known. It is generally conceded that green peas got down to their lowest price last year, and probably in many cases lower than cost. It will be remembered that the market was actually weaker at the opening than it became afterwards, caused by the remarkably low prices that the Baltimore packers made for their goods while they were putting them up. It is generally understood here that green peas will not be sold at such prices as they were sold in the pod by growers and commission men in 1897; and we have heard so far no important sales of futures at prices as last

year. In fact, the experience of packers throughout the country who have rushed into packing peas during the last three or four years, has been that green pea packing is the most difficult of all goods packed in tin cans, and that good goods cannot be produced at bargain prices. The lesson learned last year is having its effect this season, and in view of the large consumptive demand for these goods, as evinced by last year's business, we expect to see them rule a little higher in prices than they did last year.

CANNED SALMON IN LONDON.

The colder weather of the last few days has had the effect of slightly checking the demand for salmon, but, notwithstanding this and the arrival of quite a fleet of sailing vessels during the previous week, the market remains surprisingly firm. There are few sellers of Fraser river fish below the price fixed at the last meeting of the Packers' Association, and holders of Alaska fish have, in many cases, advanced their rates. It is to be hoped that rates will remain steady for some time to come, in order that retailers may have every opportunity to offer good quality fish at popular prices. There appears to be a very general opinion that the increase in consumption will be such as to speedily render the market independent of any artificial assistance. There are numerous enquiries for ½-lb. flat tins, but it is evident that this description is in very short supply.—Produce Markets' Review, March 12.

U. S. CANNED GOODS TRADE.

The situation in canned goods has undergone little change during the week. Less pressure to sell future tomatoes, of either Jersey or Maryland packing, is made. In fact, we are informed that most packers have withdrawn from the market, having sold all they care to place until contracts for green stocks have been made and they know just where they will stand on the cost of material. The indications at present are that the packers will have to pay considerably more for their raw stock than they did last year. The movement in future corn and peas has been lighter this week, owing chiefly, it is said, to the firmer views presented to sellers. In consequence of the prospect of a short crop of Long Island asparagus this year, a considerable speculative movement in that article, it is reported, has taken place. The situation in green fruits, of all descriptions, has materially improved during the week, owing to the fact that the season for largest consumption is close at hand, and distributors everywhere are short of supplies. The tendency of the market has been upward and the close was firm.—N.Y. Journal of Commerce.

HINTS TO BUYERS.

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

RUTHERFORD, MARSHALL & CO. report a large increase in the production of eggs throughout western Ontario, judging from the demand for cases they are experiencing.

"Enameline" does not deteriorate and come back to the grocer.

Beans in tomato sauce are moving out well with the Davidson & Hay, Limited.

The Davidson & Hay, Limited, quote close prices on California apricots and prunes.

"Diamond Crystal" salt can be procured in all sizes from the agents, Lucas, Steele & Bristol.

The Davidson & Hay, Limited, are making special prices on roasted and green coffees.

"Shinon" has been reduced in price by Lucas, Steele & Bristol. It now retails at 10, 20 and 30c.

Tomato catsup, 2-lb. tins, best pack, are in stock this week with the Davidson & Hay, Limited.

James H. Ratcliffe, grocer, Stouffville, has three tons of cauliflower in brine, which he desires to dispose of.

The Davidson & Hay, Limited, report an unprecedentedly heavy sale for their "Perfection" syrup.

J. A. McLean states that this has been the best spring business he has had since starting in business.

Some attractive values in Young Hyson teas at 14 to 15c. are being offered by Lucas, Steele & Bristol.

An imported French sardine, key opener, to retail at 10c., is being offered by the Davidson & Hay, Limited.

T. Kinnear & Co. have now a full line of corned beef and tongue, both Clark's and Armour's pack, in stock.

Another shipment of "Santa Cruz" prunes, in 25 and 50 lb. boxes, is in store with the Eby, Blain Co., Limited.

Fine off-stalk and layer Valencias and Sultana raisins are subjects of close quotations by the Eby, Blain Co., Limited.

The Dawson Commission Co., Limited, have two cars of navel oranges, "Parrot" and "Golden" brands, on the market.

D. Gunn Bros. & Co. report that they have experienced an unusually good demand for smoked meats for this season of the year.

The Eby, Blain Co., limited, have a good range of fish yet in store, including fall caught trout and whitefish, which the company are closing out to prompt buyers at specially low prices.

"Fancy" assortment of "Circle" tea contains 4 and 5 bar black and mixed 1 lb. and ½-lb. packages. The new 3-lb. can is handsome.

W. H. Gillard & Co. are offering a fine line of shrimps in 1 and 2-lb. tins, brand "Barataria" and Noble's XXX lobsters in ½-lb. tins.

The Wm. Ryan Co., Limited, have had such a large demand for barrel pork recently that they have experienced difficulty, at times, in filling orders.

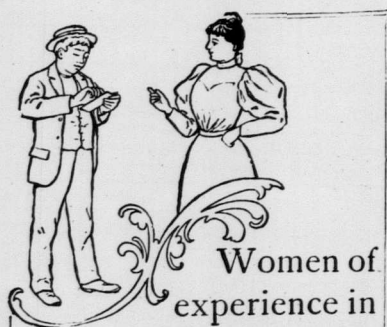
"Gold Medal" baking powder, in ½-lb. and 1-lb. gem jars, is one of the specialties of the Eby, Blain Co., Limited,—which prove profitable goods for the retailer.

Lucas, Steele & Bristol have received their new lot of "Golden" haddies, in flat oval tins, four doz. to the case. The quality is most desirable and packing very neat.

T. Kinnear & Co. are in receipt of a shipment of Marshall's fresh herrings, kippered herrings, and herrings in tomato sauce; also Morton's kippered herrings and herrings in tomato sauce.

W. H. Gillard & Co. have, during the past week, fitted out two more parties for the Klondyke with their evaporated and concentrated foods, which are of the best German manufacture.

W. H. Gillard & Co., the manufacturers' agents for Wethey's condensed mince meat, report a large demand for this meritorious article. Made from nothing but the purest and best ingredients, it is a taker with the consumer.



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

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



REFRIGERATORS

Style No. 13

Size, width 46 in.
depth 28 in.
height 84 in.

All trimmings and cornice project over this. This style is in Antique Ash, Hard Oil Finish, Inside Spruce Lined and Orange Shellac, 7 Walls, Windows Hung with Weights.

A Catalogue will give you all particulars.

This cut represents No. 13

Address,

EUREKA REFRIGERATOR CO.

54-56 Noble Street, TORONTO

DRINK :::

::: Chocolate for Breakfast

It invigorates MIND and BODY
whereas Tea and Coffee

SLOWLY RUIN THE NERVES



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

VANILLA . .

CHOCOLATES

CHOCOLAT MENIER

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

Ask your grocer for **Chocolat Menier**

The world-renowned French Vanilla Chocolate.

HERDT & CO. 13 St. John St. Montreal

General Agents for the Dominion

N.B.—20 years in use and everybody well satisfied with the Old Favorite.



All respectable grocers from the Atlantic to the Pacific keep it for sale, because it pays to do so, there being **no old, unsaleable stock in "Horseshoe Salmon."**

Every consumer should use it because it is the BEST and every can is warranted good, or money returned; take no other, and be happy.

This Brand is packed from the fine Fraser River Sockeye Salmon, by

J. H. TODD & SON
Victoria, B.C.

Who are also packers of the well and favorably known brands of **Beaver, Columbia and Tiger**, guaranteed good Red fish.

AGENTS.
Geo. Stanway & Co., Toronto, Agents for Ontario.
W. S. Goodhugh & Co., Montreal, " " Quebec.
J. Hunter White, Esq., - St. John, N.B.
Agent for Eastern Provinces.

Tees & Perse, Winnipeg, for Manitoba and N.W.T.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, March 24, 1898.

GROCERIES.

THE wholesale grocery trade does not this week exhibit a great deal of life. March is usually a dull month in the grocery trade, but with a revival of trade generally in the country, business so far this month has been disappointing, from the wholesalers' point of view. Just now the country roads are being blamed for trade not being brisker than it is. How far this is true we are not prepared to say, but it is a well known fact that the roads in the country are in a very bad condition, in a great many instances being almost impassable, and as long as these conditions exist we can scarcely expect business to be brisk. In consequence of the recent destruction of tea by fire in Toronto, there has been a little more enquiry for this commodity. At the same time, however, business in this line is not what can be termed brisk. The situation in regard to canned goods remains much as before, there being very little business done, while prices remain unchanged. The sugar market continues dull and weak. In rice, the feature is an advance in the Japan article, which is from $\frac{1}{2}$ to $\frac{3}{4}$ c. per lb. dearer. Coffees are still quiet and easy. Ginger is a little easier, but the spice trade generally is steady in regard to price. Trade is keeping up well for California evaporated fruits, with apricots a little firmer.

CANNED GOODS.

The market for canned vegetables continues quiet, although prices remain much as before. We hear of a transaction in a round lot of corn at $82\frac{1}{2}$ c., and we understand that there have been a number of enquiries for further lots, the feeling being that canned corn, particularly in view of the high price of tomatoes, is good property. Canned fish is quiet and unchanged. Advices from the Coast state that the outlook for next season's pack is for higher prices than those which ruled during the past season. We quote: Tomatoes, \$1.20 to \$1.25; corn, 80 to 85c.; peas, 90 to 95c. for ordinary; sifted select, \$1.10 to \$1.25; extra sifted, \$1.25 to \$1.40; beans, 60 to 95c.; peaches, \$2 to \$2.40 for 3's, \$1.40 to \$1.75 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.40 to \$1.70, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$1.75 to \$2.25; apples, 3's, 80 to 95c.; pears, \$1.75 to \$2.25; salmon, "Horse-

shoe," \$1.25 in 5-case lots and \$1.30 in less quantities; other red salmon, \$1.20 upwards, according to quality and brand; Cohoes, 95c. to \$1; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.40 to \$2.70 for tall tins; $\frac{1}{2}$ -lb. flats, \$1.65 to \$1.70; Canadian canned beef, 1's, \$1.35 to \$1.40; 2's, \$2.35 to \$2.50; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16; Canadian kippered herrings, \$4.50 per case.

SYRUPS.

The demand is fair for this time of the year, with prices unchanged. We quote as follows: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to $3\frac{1}{4}$ c. per lb.

MOLASSES.

Business in this line is still only of a moderate character. Advices from New Orleans state that prices are from 1 to 2c. per gallon higher. We quote as follows: New Orleans, bbls., 23 to 35c.; ditto, half-bbls., 25 to 37c.; ditto, fancy, 50 to 55c. in bbls. and half-bbls.; Barbadoes, 31 to 35c.; half-bbls., 33 to 35c.

SUGAR.

The local market continues dull, and while no change has taken place in prices the feeling is easier, in sympathy with the outside markets, which are lower for raw sugars. Beet sugar declined $\frac{3}{4}$ d. in London on Monday, although cane was steady. In New York the views of buyers and sellers are about $\frac{1}{8}$ c. per lb. apart as far as raw sugars are concerned. We quote as follows: wholesale price, subject to a discount of 1 per cent., 10 days: Granulated (St. Lawrence, Redpath, Acadia), $4\frac{3}{8}$ c.; ditto, Dutch, in bags, $4\frac{1}{4}$ c.; ditto, German of Canadian make, in bbls., $4\frac{1}{4}$ c.; ditto, imported, in bags, $4\frac{1}{4}$ c.; yellows, $3\frac{3}{4}$ c. upwards.

NUTS.

The market is still without feature, as is usual at this time of the year. New Brazil nuts are arriving in New York, but they are not attracting buyers, although prices have been reduced $\frac{1}{2}$ c. per lb. We quote as follows: Brazil nuts, $12\frac{1}{2}$ to 14c.; Valencia shelled almonds, 23 to 25c.; Tarragona almonds, 9 to 11c.; peanuts, 10 to 12c. for roasted and 8 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, $11\frac{1}{2}$ to 12c.; Marbot walnuts, $9\frac{1}{2}$ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, $9\frac{1}{2}$ c. for sacks and $10\frac{1}{2}$ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to $12\frac{1}{2}$ c.

RICE, TAPIOCA, SAGO.

The feature in regard to rice is an advance of from $\frac{1}{2}$ to $\frac{3}{4}$ c. per lb. in imported Japan. The demand is fair. We quote: Standard "B," broken lots, $3\frac{3}{8}$ c.; 1 to 5 sacks, $3\frac{3}{4}$ c., and 5 sacks and over, $3\frac{3}{8}$ c. per lb.; Japan, $5\frac{1}{2}$ to 6c.; Patna, 5 to $5\frac{3}{4}$ c.; tapioca, $3\frac{1}{2}$ to $5\frac{1}{2}$ c.; sago, $3\frac{1}{2}$ to $4\frac{1}{2}$ c.

COFFEE.

There is not much doing, and the outside markets are a little easier on Rio coffees. Jobbers quote green in bags: Rio, 8 to $12\frac{1}{2}$ c., according to grade; East Indian, 27 to 30c.; Santos, 12 to 18c.; Java, 30 to 33c.; Mocha, $27\frac{1}{2}$ to 30c.; Maracaibo, 13 to 17c.; Jamaica, 16 to 22c.

SPICES.

Ginger, which has been tending upward for some time, is a little easier, according to latest advices. Nutmegs and mace are on the other hand strong. The latter being particularly so. We quote: Pure Singapore black pepper, ground, 12 to 14c. in kegs, pails and boxes, and 14 to 15c. in 5-lb. cans; ditto, whole, 12c. per lb.; pure white pepper, ground, 22 to 24c. in kegs, pails and boxes, and 20 to 22c. in 5-lb. cans; ditto, whole, 22 to 26c., according to quality; pure Jamaica ginger, 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25c.; ditto, best, 28 to 30c. per lb.; allspice, 16c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

TEAS.

Advices received this week from Japan state that it is expected the market will open about 10 per cent. higher than last year, and it is understood that the United States is prepared to take all the early teas. The representatives of some of the Japan tea shipping houses report having booked a number of orders for next season's tea. Others, however, do not appear to be doing much. There has been, during the week, a demand for low-grade Congou teas, principally for shipment to the lower provinces. A few lots of low-grade Young Hysons were offered on this market during the past week, and they were eagerly picked up. These teas are still scarce and wanted. Indian and Ceylon teas are quiet, with fine grades of these teas firm in London. Ruling wholesale prices on the Toronto market are as follows: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congou, 14 to 18c.

QUALITY
OF.....

"SURPRISE"



Made from the finest grade of stock, with the greatest care, by the best available skill, with a good number of years of experience in the making and handling of soap. These features combined, make up "SURPRISE" Soap.....

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EXAMINE THE PROFIT.

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TORONTO: Henry Wright & Co, 51 Colborne St.
WINNIPEG: E. W. Ashley.
VICTORIA: La Patourel & Co.

Made by

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indias and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

CURRENTS—There is still a good demand for currants. Advices from Patras state that prices are rather easy owing to the absence of demand. We quote as follows: Provincials, 5¼ to 6c.; Filiatras, 6¼c. in bbls; 6¾c. in half-bbls and 6¼c. in cases. Patras, 6¾c. in bbls.; 6¾c. in half-bbls. and 6¾ to 7c. in cases.; Vostizzas, 7½ to 8½c. in cases

VALENCIA RAISINS—The market continues firm for these, although business, locally, does not amount to very much. We quote as follows: Off-stalk, 4½ to 4¾c.; fine off-stalk, 5 to 5½c.; selected, 6 to 6½c.; layers, 6½ to 7c.

CALIFORNIA RAISINS—The market is dull with prices unchanged. We quote: 3-crown, 7¼ to 7½c. per lb; 4-crown, 8¼ to 8½c. per lb.; 1-lb. cartoons, 20c.; 2¼-lb. cartoons, 35c.

PRUNES—Local wholesalers are experiencing a good demand for prunes, particularly for those of California. We quote as follows: "Sphinx," 6½ to 7c.; B, 7½c.; A, 8½c.; California

prunes, 40 to 50's, 10 to 10½c.; 50 to 60's, 8 to 8½c.; 60 to 70's, 7½ to 8c.; 70 to 80's, 7 to 7½c.; 80 to 90's, 6½ to 7c.; 90 to 100's, 6 to 6½c. Silver prunes (fancy), 13½c.; egg plums, 9½c.; golden plums, 10½c.; French prunes, 180's, 5c.

CALIFORNIA EVAPORATED FRUITS—The reported damage to growing fruit crops in California has imparted a firmer tone to the market, particularly in apricots, which are about ¼c. per lb. above the lowest point. We quote as follows: Apricots, 9 to 9½c. per lb. in 50-lb. boxes, 9½ to 16c. in 25-lb. boxes, and 13 to 14c. in 1-lb. cartoon boxes; Peaches, 8½ to 12c. in 25-lb. boxes, and 13c. per lb. in 1-lb. cartoons.

GREEN FRUITS.

In the orange market California navels are still favorites, the demand continuing active at advancing prices. Lemons are in good demand. There is an improvement in the demand for bananas, which are now moving freely. A shipment of Spanish onions, in large cases, was received on the market a few days ago, and are now moving quietly. Pineapples are now on the market, and are selling at 20 to 30c. each. We quote: Lemons, Messina, \$2.75 to \$3 a box; oranges, Valencia, 420's, ordinary, \$5.50 to \$5.75; 420's, large, \$6 to \$6.25

per case; California navels, \$3.25 to \$3.50; California seedlings, \$2.35 to \$2.50; Sevilles, \$3 a box; Bahamas, \$2.50 to \$3 a box; Canadian apples, spies, fancy red, \$3.75 to \$4 per bbl. and 45 to 50c. per basket; other spies, \$2.50 to \$3.50 per bbl.; common apples, \$2 per bbl.; bananas, \$1.50 to \$2; Canadian onions, red or yellow, in 80-lb. bags, 95c. to \$1; Spanish onions, \$4.50 to \$4.75 per large case; winter pears, 60 to 75c. per basket; cocoanuts, \$4.50 to \$5 a sack, and 60c. doz.; pineapples, 20 to 30c. each; rhubarb, 50 to 75c. per doz. bunches; onions, 10 to 15c. doz. bunches; lettuce, 25c. doz. bunches; radishes, 40c. doz. bunches; celery, 75c. to \$1 doz. bunches; cabbage, 25 to 50c. doz.; parsley, 12 to 20c. doz. bunches.

COUNTRY PRODUCE.

EGGS—All dealers are experiencing a free delivery, with a drop of 2c. in prices. Fresh-laid are now quoted at 10½ to 11c.

POTATOES—Carload lots are coming forward freely, at 56 to 58c. per bush., with demand not quite up to supply. Small lots on the market are offered at 60 to 65c. per bag.

DRIED APPLES—The market is dull. In some instances, 5c. per lb. outside, has been paid, but it is generally considered that that price is high unless for exception.

Ship your
EGGS and BUTTER
 To **J. A. McLEAN**
 Commission Merchant. 77 Colborne St. TORONTO

ROYAL JUBILEE OIL
 Is the Best Burning Oil in the Market.
ROYAL OIL COMPANY
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 Manufacturers and Shippers who are not represented in
WINNIPEG
 Will do well to correspond with me.
E. NICHOLSON
 124 Princess Street, Winnipeg, Man.
 Successor to W. F. Henderson & Co.
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 Established 1882. 16 years' experience.

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REPRESENTATIVES WANTED
WHITELEYS LIMITED
 DISTILLERS
 Glasgow, London and Liverpool
 Will be glad to appoint a reputable firm as Agents for Canada for the sale of their Ark Brand Whiskies in Canada. Letters of application to be addressed to
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 Care of The Canadian Grocer
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POTATOES
POTATOES
 We are selling choice samples **IN CAR LOTS**
 Correspondence Solicited.
Clemes Bros. - Toronto

ally choice stock. Ordinary stock is offered at 4 to 4 3/8c. per lb.

EVAPORATED APPLES — Stocks are getting well cleared up, and there is little doing, with no change in prices, which range from 9 1/2 to 10 1/2c. per lb. in a jobbing way.

BEANS—The market is quiet, with prime beans selling at 78 to 80c., for both large and small lots, and hand-picked at 87 to 90c. Lima beans are also quiet at 3 1/2 to 3 3/4c. per lb.

HONEY—There is a fair sale with prices unchanged. We quote as follows: Clover honey, 7 to 7 1/2c.; light color, in 60-lb. tins, 6 to 6 1/2c.; 5 and 10-lb. tins, 7 to 7 1/2c.; buckwheat 3 to 4c.; comb, clover, \$1.25 to \$1.50 per dozen; buckwheat, 60 to 70c.

POULTRY — There are but few fowl or turkeys offered. The demand is fair. We quote: Chickens, dressed, 50 to 70c.; turkeys, small and medium, 10 1/2 to 12c.; large, 8 to 10c. per lb.

BUTTER AND CHEESE.

BUTTER—There is still a decided scarcity of all kinds of dairy butter, and especially of good quality. The scarcity of good dairy has created an unusual demand for creamery, so that stocks are kept well cleared up. It is considered, however, that when the roads, which in many parts of the country are almost impassable, are dried up, the supply will be greatly increased. We quote: Dairy, large rolls, 18c.; pound prints, 18 to 20c.; creamery, late make, tubs, 19 to 20c.; prints, 21 to 23c.

CHEESE—The market is lifeless, with no export demand and decreased home consumption. We quote 8 to 8 1/2c. per lb.

PROVISIONS AND DRESSED HOGS.

The market throughout is in a satisfactory condition. Lard is the strong point, the demand for all grades continuing active, with stocks light. The majority of dealers find a brisk sale of barrel pork. Meats for Easter trade are moving well, with an advance of 1/4c. for rolls. Long clear bacon is held in much less quantity than usual. Dressed hogs are coming forward freely. We quote:

DRY SALTED MEATS—Long clear bacon, 7 3/4c. for carload lots, and 8c. per lb. for ton lots and cases.

SMOKED MEATS—Breakfast bacon, 11 1/2 to 12c.; rolls, 8 3/4 to 9c.; hams, large, 10c.; medium, 10 1/2c.; small, 11c.; shoulder hams, 8 1/2 to 9c.; backs, 11 1/2c.; with 1c. less for all meats out of pickle.

The Following Brands Manufactured by

The American Tobacco Co.
 OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS
OLD CHUM.
SEAL OF NORTH CAROLINA.
OLD GOLD.
CIGARETTES ————
RICHMOND STRAIGHT CUT.
SWEET CAPORAL.
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SARNIA **Water White**
Lamp Oil. . .
 Equal to the best American Water White Oil. Test it and be convinced. Genuine is branded **Sarnia Water White.** Wholesale only by
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THE TRADE BUILDERS OF B.C.
 ARE
OKELL & MORRIS' GOLD MEDAL BRANDS
 OF **PURE** Preserves, Pickles, Ketchups, Vinegars, Confectionery, Candied Peels
 We guarantee the purity of our manufactures. **WORKS: VICTORIA, B.C.**

THE MANITOBA
PRODUCE AND COMMISSION COY.
WINNIPEG, MAN.
 Wholesale Dealers
PROVISIONS OF ALL KINDS
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Don't Pay Freight on Water
CONCENTRATED GRAPE WINE VINEGAR, best and most economical Vinegar made. One gallon Concentrated makes 25/27 gallons Standard Vinegar—specially suitable for Klondike, Coast, Lumber, Exploration, and Mining Parties. Great saving in weight and freight.
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 German Chicory, Coffee, Extracts and Essences
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EGGS and BUTTER
IN BIG DEMAND.
 SHIP TO ————
RUTHERFORD, MARSHALL & CO.
 Commission Merchants,
Toronto.

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

LARD—Pure Canadian, tierces, 7½c.; tubs, 7¾c.; pails, 8c.

BARREL PORK—Canadian heavy mess, \$15.50 to \$16; Canadian short-cut, \$16.50 to \$17; clear shoulder mess, \$14.50 to \$15.

DRESSED HOGS—We quote: \$5.75 to \$6. for heavy, and \$6 to \$6.10 for light hogs.

FISH AND OYSTERS.

There is a fair demand generally. Split herring are scarce and in good demand. Frozen pike are in brisk demand. Fresh-caught pike and perch are now on the market. We quote as follows: Oysters, \$1.25 per gal.; fresh trout, 6½ to 7c. per lb.; steak trout, 7c.; fresh steak cod, 6 to 6½c. per lb.; pickerel, 6c. per lb.; fresh pike, 5½c. per lb.; fresh perch, 5½c. per lb.; fresh herring, 3½c. per lb.; Labrador herring, \$5.50 per bbl. and \$3 per half-bbl.; split herring, \$5 per bbl. and \$2.75 to \$3 per half-bbl.; sea herring, \$1.30 to \$1.35 per 100; boneless codfish, 3½ to 5c. per lb.; pure cod, 6½ to 6¾c. per lb.; fresh water herring (heads off), \$2.50 per keg; ciscoes, \$1.25 to \$1.35; Manitoba frozen whitefish, 6½ to 7c. per lb.; smelts, No. 2, 4c.; No. 1, 6c.; extras, 10c.; flounders, 5c. per lb.; haddies, 5½ to 6c. per lb.; fresh haddock, 5c. per lb.; pan frozen haddock, small, 4c.; large, 5c. per lb.; frozen pike, 4 to 5c. per lb.; frozen perch, 3 to 4c. per lb.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—A decline is noted in red winter and goose wheat. This week's quotation on cars outside are as follows: Wheat, red winter, 83c.; white winter, 81 to 83c.; goose, 78 to 80c. The roads have been so bad that very little grain has been offered on the street market. We quote the street market as follows: Wheat, red, 86 to 88c.; white, 77 to 83c.; goose, 85 to 86c.; peas, 58 to 59c.; barley, 36 to 37c.; oats, 34 to 35c. No. 1 hard wheat has declined 2c., and is now quoted at \$1.08 Toronto and Montreal freights, or \$1.05 Midland.

FLOUR—The market is quiet, with prices unchanged for all grades, except straight roller, which has declined 5 to 10c. We quote: Manitoba patents, \$5.30 to \$5.40; Manitoba strong bakers', \$4.90 to \$5; Ontario patents, \$4.75 to \$4.80; straight roller, \$4.10 to \$4.20, Toronto freights.

BREAKFAST FOODS—Business is rather quiet, with prices unchanged. We quote:

MAKE BUSINESS that is always Reliable by selling

McLauchlan's Biscuits

Practical experience, a large and competent staff of employes and personal attention to all orders bring us unsolicited commendations from old and new customers.

J. McLauchlan & Sons

Manufacturers
Biscuits and Confectionery

Owen Sound

Standard oatmeal and rolled oats, \$3.90 in bags and \$4.00 in bbls.; rolled wheat, \$2.75 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$3.50; pot barley, \$3.25.

HIDES, SKINS AND WOOL.

HIDES—The demand has fallen off considerably, another decline of ½c., the fourth of this amount in as many weeks, is noted. We quote: Cowhides, No. 1, 8c.; No. 2, 7c.; No. 3, 6c.

CALFSKINS—A decline of 2c. is noted for both No. 1 and No. 2. We quote as follows: No. 1 veal, 8 lbs. and up, 10c. per lb.; No. 2, 8c.; Dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—Trade is quiet. A decline of 10c. is noted. We now quote at \$1.15 to \$1.25.

WOOL—There is a quiet, steady trade, with pulled wools quoted at 20 to 20½c.

SEEDS.

There is a fair jobbing trade in many parts of the country. Since the decrease in prices many Canadian holders and growers show a tendency to hold their seeds for higher prices, which are not likely to be paid. We quote red clover at \$2.75 to \$3.25. There is such a range of values in alsike that it is quoted all the way from \$2 to \$4. Timothy is steady at \$1 to \$1.50 for machine threshed, and \$1.50 to \$2 for strictly choice to fancy bright unhulled flail-threshed seed.

SALT.

Trade is active, with prices steady and unchanged. We quote: Carload lots, \$1.05 per bbl., and 65c. per sack; less than carload lots, \$1.10 per bbl., and 70c. per sack. At the wells we quote: F.O.B., barrels, 75c.; sacks, 45c.

PETROLEUM.

There is little doing, though business is not as quiet as usual at this time of the year. We quote in 1 to 10-bbl. lots, imperial gallon, Toronto, as follows: Canadian, 14c.; Sarnia water

white, 15c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Evaporated apricots are firmer.

The ginger market is a little lower.

Roll butter has advanced ¼c. per lb.

A decline of 2c. per doz. is noted in eggs.

Pineapples are on the market at 20 to 30c. each.

Japan rice is quoted ½ to ¾c. per lb. higher.

Straight roller flour has declined 5 to 10c. per bbl.

Heavy dressed hogs are 15c. cheaper than last week.

Spanish onions in large cases are on the market at \$4.50 to \$4.75 per case.

It is expected that the Japan tea market will open about 10 per cent. higher than a year ago.

Hides have declined ½c. per lb., making a total decline of 2c. per lb. in the last month. Calfskins have declined 2c. per lb., and sheepskins 10c. each.

QUEBEC MARKETS.

MONTREAL, March 24, 1898.

GROCERIES.

THERE has been no radical change in the general grocery situation here during the week, business, on the whole, being of a moderate character in most of the leading staples. In sugar, buyers will only operate for actual wants, and prices are unchanged, the easiness outside having no influence. Barbadoes molasses shows an advancing tendency at primary markets, but from stock on spot jobbers ask the same prices, and no change seems probable in this respect. There has been some enquiry for canned tomatoes from Manitoba, and some round lots have changed hands, but the distributive demand here is confined to immediate necessities, as

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FOR

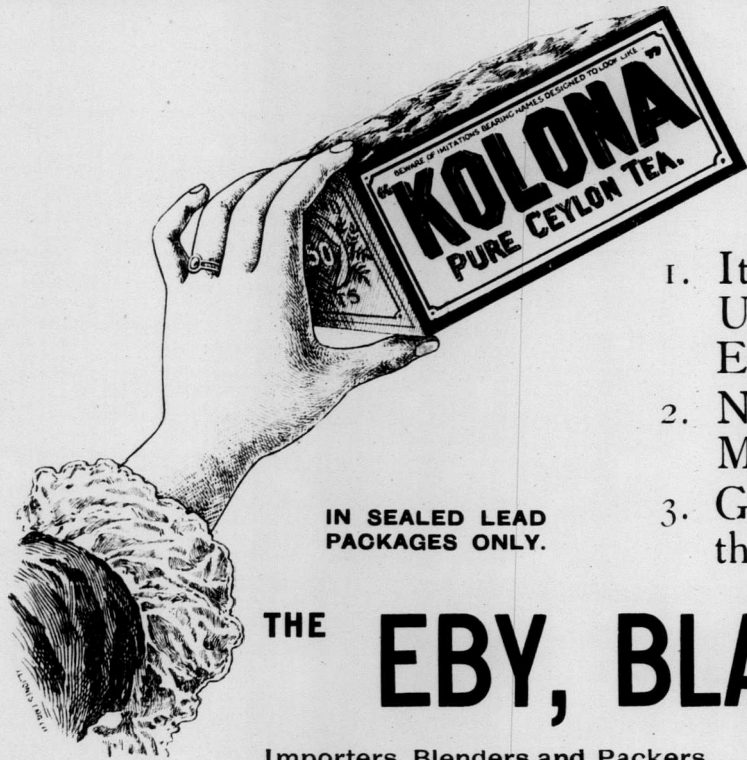
DRIED
APPLES



W. B. BAYLEY & CO.
EXPORT BROKERS

46 FRONT ST. E. Toronto

Reasons Why Consumers Use



"KOLONA"

Pure Ceylon Tea.

1. It is the Best, Pure, Always Uniform, Refreshing and Economical.
2. Nothing equal to it in the Market.
3. Gives a fair living profit to the Dealer.

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

Importers, Blenders and Packers.

TORONTO

retailers don't want to lay in any supplies ahead, with prices as high as they are at present. Teas are quiet, and business is restricted, from the fact that buyers and sellers are a long way apart on the better grades of tea. Spices rule quite firm in tone, with a quiet, steady trade, and there has been considerable activity in rice, Japan rice being scarce. Dried fruits remain much as they were last week, also nuts and green fruit. The warm weather has depressed the fresh fish market, and in produce the most striking feature is the slump in the price of eggs, other lines ruling much the same.

SUGAR.

The refined sugar market on spot has not been influenced by the easiness of outside markets for raw material, and prices generally are unchanged. Business is dull, and both jobbers and retailers are buying in a conservative way. This disposition naturally restricts the movement. Locally, the Guild agreement holds good for Montreal and district, but in Ontario east of Toronto, in the Ottawa valley, and in certain portions of Quebec province, jobbers observe no fixed price on either granulated or yellow sugar. We quote granulated at $4\frac{3}{8}$ c., and domestic yellows at $3\frac{1}{4}$ to 4c. Dutch granu-

lated is quoted at 3 15-16 to 4c., and domestic manufactured Dutch, 4 to 4 1-16c. The decline in the price of raw beet at London continues, prices sagging off steadily, cables this week noting a drop of $\frac{3}{4}$ d. on near position, with market quiet, and quotations barely maintained. Present month was quoted at 9s. $0\frac{3}{4}$ d. and next month 9s. $1\frac{1}{2}$ d. Cane was steady and unchanged, with offerings light, Java being quoted at 11s. 3d., and fair refining 9s. 9d.

SYRUPS.

This market continues quiet, with prices unchanged at $1\frac{1}{2}$ to $2\frac{1}{2}$ c., as to quality.

MOLASSES.

The firm disposition at primary markets continues, cables this week from Barbadoes quoting 17c. landed gauge, which is equivalent to 24c. laid down in Montreal. This is an advance of 1 to $1\frac{1}{2}$ c. on what sellers at the Islands asked last week. Naturally, this intelligence has strengthened the firm disposition of holders on spot who, while they have not altered their quotations, are firm sellers of Barbadoes at 27c. in car lots, and 28c. in single puncheons. Porto Rico is quoted at 26 to 27c.

CANNED GOODS.

The feature of the canned goods market is the firm manner in which staple lines of

vegetables are held, notably tomatoes, and the fact that buyers refuse positively to operate ahead, taking only what they actually want. Values on tomatoes are firmer for an inside figure, for we know where \$1.10 was refused for a large block of stock. We quote: Tomatoes, \$1.20 to \$1.25; corn, 90c. to \$1; peas, 90c. to \$1.15; peaches, \$1.75 to \$1.90 for 2's; raspberries, \$1.50 to \$1.90; strawberries, \$1.75 to \$2, according to brand and quality; cherries, \$2.30; apples, gallons, \$2.60 to \$2.75; 3-lb.do., \$1.10 to \$1.20; salmon, \$1.20 to \$1.25 as to brand; lobsters, \$11; French sardines, \$10.25 to \$11 for extra brands, and \$8 to \$9 for ordinary; Canadian do., \$4.25 to \$4.50.

TEAS.

The market continues quiet with business narrow. The difficulty appears to be that buyer and seller cannot come together, the difference between their respective views of value ranging all the way from $1\frac{1}{2}$ to 2c. per pound. The former would like to get good tea at about 16c. per pound, whereas the latter demand 18c., and the result is a dead lock. In lower grade Japans and blacks there is a moderate movement in progress, but these low grade teas are none too plentiful. We quote: Young Hysons, 18c.

CORKS CORKS

Hand and Machine Cut.

Our factory is now complete and we are prepared to execute orders for all grades of corks. Quality is guaranteed, and you will not be subjected to vexatious delays.

S. H. Ewing & Sons,

Importers and
Manufacturers,

Montreal

for low grades, 24 to 28c. for mediums and 30 to 40c. for good to finest; China Congous, 10 to 17c. for mediums and 25 to 50c. for better grades; Japans, 13 to 17c. for mediums and 28c. for higher grades; Indians and Ceylons, 17 to 20c. for mediums and 35 to 65c. for higher grades.

SPICES.

There has been a fair trade in spices for the season, while the firmness already noted is fully retained. Import business in black and white pepper, ginger, cloves and nutmegs is again noted this week. We quote: Black pepper, 12 to 15c.; white pepper, 20 to 25c.; pure Jamaica ginger, 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, 25 to 27c.; do. best, 30c.; allspice, 14c.; and nutmegs, 50 to 90c.

COFFEE.

Business in coffee was quiet and the market without new feature. We quote as follows: Green Maracaibo rather easier at 10 to 14c.; Rio, 9 to 10c.; Santos, 10 to 11c.; Java 20 to 30c., and Mocha, 20 to 28c.

RICE.

There has been a decided improvement in the rice market, which has exhibited considerable activity, while prices are firmly held. Cables state that stocks at distributing points in Europe are well exhausted, and arrivals of new are being awaited. Advices from the east are also firm, especially from Japan, and Japan rice is scarce on this market. We quote: Crystal Japan, \$5; standard B, \$3.75 to \$4; Patna, \$5 to \$5.50; Carolina, \$6.75 to \$7.75; choice Burmah, \$4 to \$4.25, and Java kinds, \$4.25 to \$4.50.

DRIED FRUIT.

There has been little life in the currant market, and importers here have done little for spring importation by the direct steamer from Patras. Local demand is quiet. We quote: Fine Vostizzas, 6½c.; Patras, 6¼c.; choice Filatra, 6c.; half-cases, do., 5¾c.; half-bbbls., 5¾c.; fine Provincials, 5¾c., in half-cases.

Valencia raisins are quiet, and jobbers here appear to have plenty of stock to get along with without bothering about fresh importations. To lay down any would cost more than jobbers are asking, but the fact does not influence spot prices. We quote: Off-stalk, 4¼ to 4½c.; fine do., 4¾ to 5c.; selected, 6 to 6¼c., and layers, 6 to 6¾c.

California raisins continue quiet and unchanged at 6 to 6½c. for 2-crown; 7 to 7½c. for 3-crown, and 8¼ to 8½c. for 4-crown.

Demand for prunes is quite brisk and values are firmly held. We quote: California, 5 to 10c.; Oregons, 7 to 9c.; French, 4½ to 5½c., Austrian, 6½ to 7c.

Dates are unchanged at 4½ to 5c.

Figs are steady under a moderate demand. We quote: Eleme, 10 to 16c.; case lots, 9c.; 12-oz. boxes, 7½c.; 14-oz. boxes, 9c., and bags, 4 to 5c.

NUTS.

Steady, under a quiet jobbing demand. We quote: Grenoble walnuts, 10½ to 11c.; Marbots, 9 to 9½c.; Tarragona almonds, 8½ to 10c.; shelled almonds, 20 to 22c., and shelled walnuts, 16 to 18c.; Sicily filberts, 7 to 8½c., and pecans, 9 to 10c.

GREEN FRUIT.

There has been a good demand for all kinds of green fruit, but supplies have been ample and prices are unchanged. Jamaica oranges are steady and the same can be said of California navels. Valencias moved quietly and lemons are unchanged. Pineapples are firm under light receipts, while other lines are much the same. We quote: Jamaica oranges, \$4 to \$5; California navels, \$2.75 to \$3.50; do., seedlings, \$2 to \$2.50; Valencia, \$5.50 to \$6; Florida, \$4.25. Lemons, \$2 to \$2.75; pineapples, 15 to 40c. each, and cranberries, \$9 to \$10 per bbl. for Cape Cod, and \$8.50 to \$9 for Nova Scotia; strawberries, 50c.; bananas, \$1.75 to \$2, and tomatoes, \$4 to \$4.50 per carrier.

APPLES.

There has been a good enquiry for apples,

and prices have ruled firm at \$4 to \$5.50 for firsts, and \$2 to \$3 for seconds.

DRIED APPLES.

Continue unchanged, at 5 to 6½c., while there is a good demand for evaporated at 9 to 10c.

FISH.

The continued mild weather has had a depressing effect on the fresh fish trade, and prices for nearly all lines show a decline from a week ago. The demand has been limited, and only for small lots, to fill actual wants. Smelts and tommycods are out of the market. Haddock and cod have declined ½ to 1c. per lb., and are now selling at 2½ to 3½c. Manitoba dore are ½ to 1c. per lb. lower, at 5c., and pike ½c. at 3c. Whitefish and trout are unchanged, at 6½c. per lb. Fresh herrings have declined 10 to 25c. per 100, to \$1 to \$1.20 per 100 in casks and barrels. Fresh salmon rules steady at 12c. per lb.

The movement of pickled fish has been slow. No. 1 herrings and trout have declined 25c. per barrel, and No. 1 ordinary green cod 50c. per barrel. B.C. salmon are firmly held, owing to the small supply obtainable. We quote: Green cod, No. 1 ordinary, \$3 to \$3.50; No. 2, \$2; herrings, No. 1 N.S., \$4 to \$4.25 per bbl., and \$2.25 per half-bbl.; Cape Breton, \$4.50 to \$4.75 per bbl.; B.C. salmon, \$12 per bbl.; No. 1 trout, \$4 per keg.

In smoked fish, supplies of haddies and bloaters are larger, and prices somewhat easier, haddies selling at 6c. per lb., and Yarmouth bloaters at \$1.20 to \$1.25 per box. Boneless codfish continues scarce and prices are firmer at 5 to 5½c. per lb. The stock of dressed cod is about cleaned out of the market. Dried cod are selling at 3¼ to 3½c. per lb.

SALT.

Business quiet. We quote: Coarse Liver pool, in 165-lb. bags, 38 to 45c., and Trepani, \$1.10 per bag of 215 lbs.

COUNTRY PRODUCE.

EGGS—The easy feeling in eggs noted last week has continued, and prices are 20c.

Bad Seed

has killed thousands of birds, and helps to kill many a short-sighted grocer's trade. Moral: Handle only the best. The demand for Cottams Seed is so great it will pay you well to handle it. Protected by six Canadian patents, covering the most valuable discoveries for birds, it is three times the value of any other brand.

ALL WHOLESALEERS.

WINE

Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.

\$2.50 per case; 80c. gallon.

THE AMHERSTBURG VINTAGE CO. Amherstburg, Ont.

The **DAWSON** Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS,
Cor. Market and Colborne Sts., TORONTO.

California Navels
California Seedlings
Messina Lemons

Seedlings are now arriving in Good Condition and are taking the place of Valencia's. Our Lemons and Navel Oranges were never better.

AUCTION SALES

Write us for particulars of sales. We are making special efforts to make these sales mutually profitable. They are held every Wednesday. We attend personally to all consignments of Fruit and Produce.

McWILLIAM & EVERIST

Wholesale Commission Merchants,
25 and 27 Church St., TORONTO, Can.
Telephone 645.

Butter and Eggs

We have had numerous inquiries from our out-of-town customers, to know whether we can sell Butter and Eggs. We have excellent facilities for doing so. There is a good demand here for both Eggs and Butter, at good prices. Customers entrusting us with the sale of their goods can be assured of fair prices, prompt returns and the advantage of a well equipped cold storage plant.

F. W. FEARMAN
HAMILTON

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

JUST ARRIVED FROM GERMANY

BALFOUR & CO. - Hamilton

FANCY

INDIA BRIGHT
JAVA
ROYAL JAPAN GLACE
POLISHED
IMPERIAL SEETA
IMPERIAL GLACE

D. W. ROSS CO. RICES
Agents

COWAN'S

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

THE COWAN CO., LIMITED TORONTO

FIRST QUALITY
Oak Dash Churns
WHITE SPRUCE

Butter Tubs
PARCHMENT
Butter Paper

Also complete lines of Woodenware, Brooms, Brushes, Paper, Paper Bags, Twines, etc.

WALTER WOODS & CO.
HAMILTON.

HUGH WALKER & SON

Wholesale Fruit and Commission Merchants

GUELPH, ONT.

KNORR'S

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

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

E. T. STURDEE

Mercantile Broker, Manufacturers' Agent,

ST. JOHN, N.B. Etc., Etc.
Wholesale trade only.

HAMS BACON LARD

Choicest Quality

The Wm. Ryan Co. Limited
TORONTO

S. K. MOYER,
COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST.,
TORONTO, ONT.

HAM AND EGGS
FOR EASTER TRADE

Your stock will not be complete without a supply of our

Maple Leaf Brand Smoked Meats

We are preparing some specially nice goods for Easter. Write us.

D. GUNN, BROTHERS & CO.
Pork Packers
TORONTO, ONT.

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

We
Guarantee
the
Quality.

Vimbos

FLUID BEEF.

BEST ---
FOR STRENGTH AND FLAVOR.

THE VIMBOS FLUID BEEF CO., Limited
of Edinburgh and London.

53 St. Francois Xavier Street MONTREAL

lower than they were a week ago, at 11 to 12c. per dozen. The market, in fact, is being flooded with stock.

BEANS—The demand for Beans continues slow, and the market was dull, but prices rule steady at 75 to 80c. for primes and at 85 to 90c. for choice hand-picked per bushel.

HONEY—The movement of honey is only in a jobbing way and business is dull. We quote: White clover, 12½c.; dark clover comb, 10 to 10½c., and dark, 7 to 8c.

MAPLE PRODUCTS—Receipts of both syrup and sugar have been quite free during the week, and prices rule easy as a result. We quote: Syrup, in gallon tins, 50 to 60c. for new, and 40 to 45c. for old; and in bulk, 5 to 5½c. per lb.; sugar, 7 to 8c. for new and 4c. for old, per lb.

POTATOES—There is a fair trade doing in potatoes, and prices are steady at 60c. per bag, in car lots, and 70 to 75c. in a small way.

ONIONS—Are lower offering at \$1.25 to \$2.25 per bbl. with demand fair.

DRESSED HOGS—Receipts of these have been quite large and prices are low as a result, \$6.15 to \$6.25 for light bacon hogs.

PROVISIONS.

The provision market continues much the

same the only alteration being a rather easier feeling in hams and bacon. We quote as follows: Canadian pork, \$16 to \$16.50 per barrel; pure Canadian lard, in pails, at 8¼ to 8½c., and compound refined at 5½ to 5¾c. per lb.; hams, 11½ to 12c.; bacon, 12c. per lb.

FLOUR, FEED AND MEAL.

The flour market exhibits nothing new this week, business ruling quiet and prices generally unchanged. We quote as follows: Winter wheat, patents \$4.75 to \$5; straight rollers, \$4.50 to \$4.60; bags, \$2.25 to \$2.30; Manitoba strong bakers', \$4.90; Manitoba spring patents, \$5.30.

Oatmeal was steady and unchanged at \$4 per bbl., and \$1.95 per bag for rolled oats.

GRAIN AND FEED.

There has been a weaker feeling in both wheat and the coarser grains during the past week, and prices all round, with the single exception of buckwheat, are lower than they were a week ago. This easiness is due to lower prices offered for forward delivery. We quote: No. 2 white oats, 33c., ex-store; 34 to 34½c. afloat, May delivery; peas, 65 to 66c. afloat, May; buckwheat, 43½ to 44c. ex store. Ontario red wheat, 84 to 85c., and white, 82 to 83c. along the line.

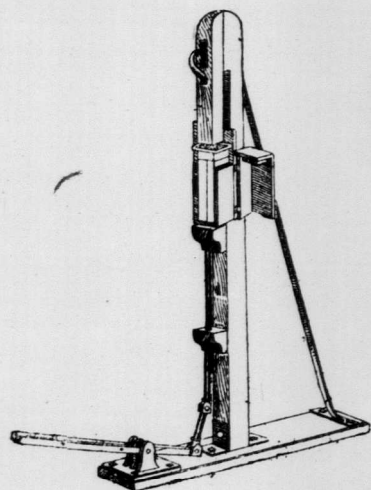
There was no change in feed, except that the demand was limited and trade quiet. We quote: Ontario winter wheat bran, \$15; shorts, \$17 per ton in bulk; Manitoba bran, \$15, and shorts, \$17 per ton, including bags.

Under decreased receipts and an active demand values on hay have advanced about \$1 per ton on No. 1 and 50c. on No. 2, and we quote No. 1, \$11 to \$11.50 and No. 2, \$8.50 to \$9 in car lots.

CHEESE AND BUTTER.

There has been little doing in cheese on spot, the exporters awaiting the news of a large auction sale of 15,000 boxes Canadian cheese at Liverpool on Tuesday last. This sale went off much better than expected, 38s. to 40s. being realized for finest quality, net cash, Liverpool terms. This is about equivalent to 7 3-16 to 7 5/8c. in Montreal, so that buyers who have been looking for 7c. cheese may be disappointed.

The butter market is active, and with light receipts, values are firm as the local demand is more than sufficient to absorb all the current offerings. Finest creamery is firmly held at 21c, and is scarce, while under grades range down to 19c. There is little or no dairy stock offering this week and prices are not quotable.



THE "ARMEDA" Tea-Packing Machine

Patented in Canada, Oct. 16, 1897.

The simplicity of this machine does not require any description. A glance at the cut shows all the parts so simple that any person can understand it. The action is quick, a smart boy can pack from 10 to 12 packages a minute, and does not require to change every half hour, as is the case with other machines

Write

A. H. CANNING & CO., 57 Front St. East, Toronto, Canada

FOR DESCRIPTIVE CIRCULAR AND PRICES.

Worthy of Note

A very desirable adjunct to a good dinner.



**Millar's
Paragon
Cheese**

Your customers will thank you for offering them **PARAGON**. It pleases the most fastidious.

T. D. MILLAR CHEESE CO.

INGERSOLL, ONT.

Agents...

FRANK MAGOR & CO. - Montreal.
A. E. RICHARDS & CO. - Hamilton.
JOSEPH CARMAN - Winnipeg.



Pickles.

A sandwich of bread, butter and Heinz's India Relish makes a dainty "bite."

Others of our Popular Specialties are :

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

For sale by _____

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

MEDALS--

PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The **GENUINE**
always bear this
Keystone trade-mark.



MONTREAL NOTES.

Increased receipts of onions have led to a decline of 25c. per bbl., compared with ruling prices a week ago.

Receipts of maple sugar and syrup are steadily increasing, and prices have an easier tendency.

There is a regular flood of fresh eggs coming in, and prices have slumped 2c. per dozen, with a declining tendency.

Cables from the Islands on Barbadoes molasses quote 17c. landed gauge, which is an advance of 1c. per gallon on last week.

There have been large sales of round lots of canned tomatoes to Manitoba buyers, who have paid an advance on previous quotations.

The committee of the Montreal Retail Grocers' Association are going to have a sugar party April 10, at St. Vincent de Paul.

J. B. E. Poirier has gone in with Mr. Hossack as agent for the computing scale company for Montreal district. Mr. Poirier was connected with the grocery firm of Ethier & Poirier, for a number of years.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,
ST. JOHN, N.B., March 22, 1898.

THIS is a fair active business doing. In some lines the market is hardly as firm as it has been. This seems true of flour, molasses, and even sugar, which barely holds its price. On the other hand, fish, pork, beef products, butter and spice

tend firmer. This is the time for maple sugar and syrup. While quite a large quantity of the pure is manufactured in this province, buyers need to be careful. It is said the large quantities of snow in the woods will lessen the output. In lumber, which is of such importance to us, the outlook is not bright. It is very different from last spring. There is a little more American business doing, but the English market is dull. The weather is mild, and through the country the "going" is bad. This will affect business, as good roads are necessary to the moving of goods.

OILS—There is little new. Canadian burning oil, as was expected, has followed the advance of American. It never allows the American to get far ahead. At this season sales are light. Dealers report large sales of lubricating oils for spring delivery. We quote: Best American burning oil, 20 to 21c. Canadian water white, 18 to 19c.; Canadian prime, 16 to 17c.; cod oil, 26 to 28c.

SALT—This is a quiet line. In Liverpool, coarse, which is the principal salt handled at this point, dealers are largely supplied. In Canadian salt an improved sale is reported. This is the salt chiefly used in the manufacture of cheese and butter and for table use, though English factory-filled has still some demand for dairy use; and there is a limited sale for English bottled salt for

the table. There is also a little American for the same purpose still imported. We quote. Coarse, 40 to 45c.; Liverpool factory-filled, 85 to 95c.; Canadian fine, \$1 to \$1.10 per bag; 5-lb. bags in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.50 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.; bottled salt, \$1.25 to \$1.30.

CANNED GOODS—American corned beef has been advanced by the packers, and the outlook favors still higher figures. The local market moves slowly, demand being, as yet, light. Vegetables are tending higher. Stocks will be short. While apples tend higher the sale is light. Pineapples have a fair sale with prices firm. Salmon, being quite a large stock and of different qualities, is rather easier, though prices are not expected to be lower. Oysters have better sale and are firmly held. Lobsters are scarce and high. We quote as follows: Corn, 90c. to \$1; peas, \$1 to \$1.10; tomatoes, \$1.30 to \$1.40; gallon apples, \$2.65 to \$2.75; corned beef, Canadian, \$2.40 to \$2.50; American, 2-lb. tins, \$2.50 to \$2.75; 1-lb. tins, \$1.45 to \$1.50; oysters, 2's, \$2 to \$2.25; 1's, \$1.40 to \$1.50; peaches, 3's, Canadian, \$2.50 to \$2.75; 2's, \$1.70 to \$1.85; American, 3's, \$2 to \$2.25; pineapple, \$2.25 to \$2.50; fruits in glass, \$4 to \$4.25; salmon, \$1.00 to \$1.20;

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

GREEN FRUIT—Oranges still have the chief sale. Valencias are still the favorites. They are quite a little higher, though local prices advance slowly. Californias, if there is any change, are rather lower. Messina bloods are freely received, and are good quality. Quite a few so-called Floridas are being handled. Lemons are still low, and there is a good movement. Bananas are beginning to sell, but importations are as yet light. Apples have a fair sale, but best stock is high. A few United States Ben Davis are being brought here. It is said there is at least one lot of about 2,000 barrels still held in Nova Scotia for the English market. We quote: Lemons, \$3 to \$4; Valencia oranges, \$5.50 to \$6; California, \$3 to \$3.50; navels, \$3.50 to \$4; Jaffa oranges, \$4; Bloods, \$3, half-boxes; Floridas, \$3.75; apples, \$2.50 to \$5; bananas, \$1.50 to \$2.25; Cape Cod cranberries, \$12 to \$12.50 per bbl.

DRIED FRUITS—California prunes seem to be about the best seller in this line, and this is not a particularly large business. Evaporated apricots and peaches have fair demand. Prunes tend higher, particularly the small sizes. Dried and evaporated apples have fair sale. Currants are very dull; prices firm. There is also but little sale for raisins. What there is is California loose muscatels. Seeded have a fair demand. Dates, Sultana raisins, and figs all quiet. Onions are light stock and price is moving up. In cocoanuts, owing to recent arrivals, prices are rather easier. We quote as follows: Valencias, 5 to 5½c.; California L. M., 3-crown, 6½ to 6¾c.; London layers, \$1.40 to \$1.50; Imp. cabinets, \$1.75 to \$1.80; black baskets, \$2.25 to \$2.30; Dehesa layers, \$2.50 to \$2.75; currants, cases, 6¼ to 6½c.; bbls., 5¾ to 6c.; cartoons, cleaned, 8 to 9c.; bulk, cleaned, 7½ to 8c.; prunes, boxes, 6 to 10c.; dates, 4 to 5c.; dried apples, 6½ to 7c.; evaporated apples, 10 to 11c.; onions, \$2.70 to \$2.75 per bbl.; cocoanuts, \$3.50 to \$4 per 100 lbs.; figs, 8 to 10c.; Sultana raisins, 9 to 10c.; Malaga loose muscatels, 3-crown, 6½ to 6¾c.; 4-crown L. M. Californias, 7½ to 7¾c.; seeded muscatels, 1-lb. cartoons, 11 to 12c.; new Valencias, layers, 6¼ to 6½c.; citron peel, 18c.; lemon peel, 12c.; orange peel, 13c.

SUGAR—While present prices are maintained there seems to be a rather easier feeling on the part of the trade. The budget is looked for with interest. A larger quantity of second-grade granulated, made by the refineries to compete with the foreign, is being sold here. Its influence on the sale of yellows is being felt. We quote: Standard granulated, 4¾ to 4½c.; second grade, 4¼ to 4¼c.; yellows, 3½ to 3¾c.; Paris lump, 5¾ to 6c.; powdered, 5½ to 5¾c.

MOLASSES—The market tends easier. The new Barbadoes to hand for first arrivals is good, but rather more was received than was expected. Each steamer, arriving monthly, will bring large consignments. A cargo of Porto Rico was received this week. It found fair demand. The market is not

a strong one; each season seems to tend to lower prices in this commodity. The receiving of consigned cargoes is killing the import business, and tends to the carrying of lighter stocks. We quote as follows: Barbadoes, 23 to 25c.; Porto Rico, 26 to 27c.; New Orleans, bbls., 28 to 32c.; Antigua, 22 to 23c.; St. Croix, 20 to 22c.; Demerara, 35 to 36c.

DAIRY PRODUCE—Butter is much firmer. Quite a little stock has been shipped west, and stock of all kinds is light. It is a new thing not to have western butter offering freely at this season. This will aid the sale of creamery. Our creameries turn out but very little winter butter. Cheese is dull for the season. There are still a good many through the province. In eggs, the price has gone off very early this year, and many look for rather better prices. As yet there is no large demand. We quote: Dairy butter, 16 to 18c.; creamery, 18 to 20c.; prints, 20 to 22c.; cheese, 9¼ to 9½c.; eggs, 12 to 13c.

FISH—The market for dry fish is firm, and prices are likely to be higher, particularly for dry cod. The Lenten demand this year has not been large. Pickled herring are rather higher, but the sale is slow. Smoked herring, which have been dull so long, are looking up, perhaps more because of light arrivals than because of any particular demand here. Brokers are getting rather better prices west. While finnan haddies sell all the year round, the best season is about over. Lobsters are scarce here. The market west is so high that they are all shipped there, except such as are canned. Gaspereaux are now on the market, but as yet prices are high. There are still quite a few alewives held. Prices ruled low during the past winter. Fresh halibut are being received; price about as usual at this season. We quote: Large cod, \$3.45 to \$3.60; medium, \$3.15 to \$3.35; pollock, \$1.90 to \$2; Grand Manan pickled herring, \$1.85 to \$1.95 per half-bbl.; smoked herring, 7 to 8c.; Canso, pickled, \$5 per barrel; boneless fish, 3½ to 4½c.; cod, 6 to 7c.; finnan haddies, 4 to 4½c.; fresh gaspereaux, \$3 per 100; fresh halibut, 10 to 11c. per lb.

PROVISIONS—The market is a firm one and the feeling is toward higher prices. In pork and beef, stocks are light and goods are not freely offered. Smoked meats, for which there is an improved demand, are firm at full figures. Stocks are light. In lard the market is quite well supplied at the lower figures, so that local market prices are rather lower than outside prices warrant. We quote: Clear pork, \$15.50 to \$16; old light do, \$14; mess, \$15 to \$15.25; prime mess, \$12 to \$12.50; plate beef, \$14 to \$14.50; extra plate, \$14.25 to \$15; hams, 11 to 12c.; rolls, 9½ to 10c.; pure lard, 8 to 9c.; compound, 6½ to 7½c.

FLOUR, FEED AND MEAL—In Ontario flour the feeling is rather easier this week. As yet, Manitobas keep firm. There is now a great difference between the price of these flours, it being nearly one dollar. Manitobas are sold here at close to present mill price. Oatmeal and cornmeal hold their price. Oats are still high, but hay almost fails to find any buyers, even at the present low figures. Beans show no change, but firm, with mediums hard to get. Barley, split peas, and blue peas are all firmly held at the higher prices. Feeds are hard to get, and prices are high. Seeds are having

considerable attention, and prices are well maintained. We quote as follows: Manitoba \$5.80 to \$6; best Ontario, \$5 to \$5.10; medium, \$4.75 to \$4.90; oatmeal, \$4.15 to \$4.25; cornmeal, \$2.10; middlings, bulk, carlots, \$19 to \$20; bran, do, \$17.50 to \$18; hand-picked beans, \$1 to \$1.10; prime, 95c. to \$1.00; barley, \$3.35 to \$3.50; round peas, \$1.25; split peas, \$3.60 to \$3.75; yellow eye beans, \$1.75; oats, 39 to 40c.; hay, \$9 to \$10; timothy seed, American, \$1.70 to \$1.90; do., Canadian, \$2 to \$2.25; mammoth clover, 7 to 7½c.; red clover, 6 to 7c.; alsike, 7¼ to 8¼c.

ST. JOHN NOTES.

A number of St. John manufacturers are represented in the far west. During the past week C. Landau, traveling for the Imperial Cigarette and Tobacco Co., was in Victoria, B.C.

Smith & Tilton do a large direct tea business here, representing some of the best Ceylon and China houses. This week Mr. Fairhurst, of Fairhurst & Co., Foochow, was in the city, and with Mr. Smith called on the city trade.

The question of what to do in regard to United States money is one of importance in all border towns. The Woodstock board of trade, at its last meeting, passed a motion asking the banks there to take United States currency at par.

The steamer Keemun, from Glasgow, brought this week 25 Ayrshire cattle for W. W. Ogilvie, of Montreal. It is said they form one of the most valuable lots ever shipped from Glasgow. Besides the cattle there were four fine Scotch collies for Mr. Ogilvie.

The schooner Juanita arrived this week with the first cargo of Porto Rico molasses this season. She is from Fajardo. She had 294 casks and barrels; also 3,000 cocoanuts. She is consigned to the Bank of British North America. L. G. Crosley, the agent for the shipper, is here looking after the sale of the cargo. He is expecting a second cargo shortly.

Fresh lobsters, which brought such good prices in the Boston market last season, are even higher this year, being quite scarce. In January and February there were shipped from Yarmouth to Boston 5,078 packages, in value amounting to \$60,868. The same two months last year show shipment of 4,774 packages valued at \$51,108. The shipments from Digby are light this year, but show big returns.

The retail grocery firm of J. S. Armstrong & Bro. will hereafter be known as J. S. Armstrong & Machum, John Machum having been admitted a partner. Mr. Machum, who is well known to all the many customers of the house, through his connection with it for the last few years, has the best wishes of all, together with their congratulations, which are also extended to Mr. Armstrong.

It would look as if the next generation would not find a tree left, or even a bush. First, the lumbermen take what they want, then those who deal in piling and cordwood, and after them the pulp miller, and now a shipper at Hartland has four carloads of small cedar, fir and spruce saplings ready to ship to Boston to be used for manufacturing rustic seats, summer houses, fences, etc.

CADBURY'S CHOCOLATES

ARE SIMPLY DELICIOUS AND ARE PACKED SPECIALLY FOR CANADIAN MARKET.

CADBURY'S COCOA

The LANCET says:—
 "CADBURY'S represents the standard of highest Purity."
 ABSOLUTELY PURE, THEREFORE BEST.

The ANALYST says:—
 "CADBURY'S is the typical Cocoa of English Manufacture."
 IT IS "A PERFECT FOOD," THEREFORE BEST.

The MEDICAL MAGAZINE says:—
 "For Strength, for Purity, and for Nourishment, there is nothing superior to be found."
 It is not dark in liquor like those prepared with Alkali.

VIEW OF MANUFACTORY, BOURNVILLE

SCENE ON CADBURY'S COCOA ESTATE

CADBURY'S COCOA

(Absolutely Pure)

AND MEXICAN CHOCOLATE HAVE AN ENORMOUS SALE ALL OVER THE WORLD.

Agents: **MESSRS. FRANK MAGOR & CO.,** 16 St. John St. MONTREAL

THE DOMINION BANK

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

DIRECTORS

HON. SIR FRANK SMITH President.
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HEAD OFFICE TORONTO

AGENCIES

Belleville Cobourg Lindsay Orillia
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 Seaforth Uxbridge Whitby Winnipeg
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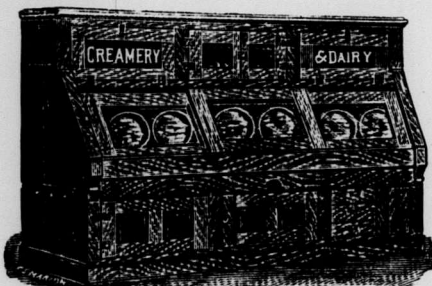
TORONTO—Dundas street, corner Queen.
 " Market, corner King and Jarvis street.
 " Queen street, corner Esther street.
 " Sherbourne street, corner Queen.
 " Spadina avenue, corner College.

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

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

R. D. GAMBLE, General Manager.

Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.

This celebrated Refrigerator took Prize and Diploma at Montreal and Ottawa Exhibitions, 1897. Send for Catalogue and Price List.

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

RECOLLECT that we can supply you with . . .

FRESH

Maple Syrup

in quantities to suit your trade.

T. A. LYTLE & CO.

Vinegar Manufacturers TORONTO

Currants

Special values in PATRAS and VOSTIZZA Fruit.

CASES AND HALF CASES.

Warren Bros. & Co.

TORONTO.

BRANTFORD SOAP WORKS CO.



"Ivory Bar" is put up in 1-lb., 2½-lb. and 3-lb. bars, 6½ lbs. to the box; and in 10 and 12-oz. cakes, 100 cakes in the box. All wrapped with a paraffin waxed wrapper.

Quotations for "Ivory Bar" and other brands of soap furnished on application. See our list of attractions in Premium Circulars offered in exchange for Ivory Bar Soap Wrappers.

Extra Choice Hams Bacon Pure Lard Mess Pork

PARK, BLACKWELL & CO., Limited

Pork and Beef Packers, TORONTO

PRUNES

CALIFORNIA SANTA CRUZ

All Sizes.

Another car just to hand.

PERKINS, INCE & Co.

TORONTO.

Quality Equality

"Excelsior"

EASILY THE BEST.

Uniform Reliable Exquisite Delicious

Supersedes all ordinary

Coffees

Todhunter, Mitchell & Co.

Coffee Specialists.

Roasting by Patented Process.

MANITOBA MARKETS.

WINNIPEG, March 21, 1898.

NEW is scarce this week. Business is good, prices steady, and everything going along just about as usual. The happy smile with which wholesale men tell you "there is nothing new," is trying to the nerves of the correspondent.

Sutherland & Campbell are extending their business in the goods bearing the "Royal Shield" brand. Under this brand they send out coffee, tea, baking powder, spices, pickles, and now they are having salmon canned for them under this particular brand. A very handsome sign, the heroic figure of a knight bearing the "Royal Shield," has been put up on their warehouse. This firm are meeting with great success with their electric cleaning machine for currants. This is the only machine of the kind west of Toronto. Currants put through this machine are also sold under the "Royal Shield" brand.

J. D. Roberts, representing the Blue Ribbon Manufacturing Co., has been in British Columbia for two months, and judging from the orders coming to the factory here he is hustling business and no mistake. It is reported that he declares he will have "Blue Ribbon" tea in every grocery store in Vancouver and Victoria before he leaves the Coast.

BUTTER—There is nothing moving here just now, nor will there be for a couple of weeks. So far as Winnipeg is concerned nothing can go out, and British Columbia, our only available market, is being supplied from Ontario, California and Australia.

EGGS—This market has weakened rapidly. The week opened with prices at 17c., now dealers are paying 14c., and it is generally conceded that values will go down to 12c. before this week is out. The season is fully three weeks in advance of last year. On this date last year dealers were paying 20c., and found eggs scarce at that price. This spring, offerings are large.

CURED MEATS—This market has remained without change of any kind for the week.

DRIED FRUITS—The predicted prune famine has set in, and it is thought, by the end of the month, all stocks will be exhausted; 90's to 100's are bringing 5¼c; 100's to 120's 5½c., or an advance of 15 per cent. Dried apples are now moving quite freely, notwithstanding the high price which is maintained. Quotations are, 6¾ to 7½c. per lb. Apricots, plums, peaches and pears remain unchanged.

GREEN FRUITS—This market has no new lines as yet, but by the end of this week wholesale houses will be in receipt of small consignments of strawberries. The apple market is getting into a little better shape,

though stocks are still heavy. Canadian goods are keeping badly, and have all to be repacked. American apples are opening up remarkably well. Price: Canadian, \$4.50; American, \$4.25. Oranges are plentiful. Navels are arriving in smaller quantities and will shortly be out of season. Price: \$3.75 to \$4; lemons, \$3.75 to \$4.25, according to size and grade. Bananas are growing more plentiful and price has dropped slightly being now \$2.50 to \$2.75.

CANNED GOODS—Tomatoes have made another sharp advance and are now held at from \$3.20 to \$3.25 per case; corn, \$2.10 to \$2.20 per case; peas, \$2.20 to \$2.25; beans, \$1.75 to \$2; pumpkin, \$2. Canned fruits are moving with considerable freedom, but no change in price has occurred as yet.

RICE—This product continues quite a problem in this market. What little Japan is in stock is bringing 5¼c., but supply is about exhausted. China rice is not in the market. India rice, 4¼ to 4¾c.

CEREALS—American rolled oats have advanced this week, and are now bringing \$2 the sack.

TOBACCO—In sympathy with the eastern advance, Canadian leaf is now selling at 25c. instead of 17c. All other tobaccos have been stationary in price for months.

COFFEE—Rios still continue at 10½c., with no indication of a rise in the market.

DRIED APPLES.

Editor CANADIAN GROCER,—I hear the market for dried apples is a very poor one, both in the United States and in Europe. In past years our retail merchants and our wholesale ones have lost heavily in this product owing to the big prices that are paid for them. Why are they repeating this now? Fancy, first-class dried goods are not worth, at the outside, 3¾c. or so, but some are making them appear much more valuable than this. I hope that this warning will have the effect of reducing the views of our country customers and saving them loss in this direction.

Yours truly,

TRAVELER.

P.S.—Have heard there are still a great many old apples in the market. If this is the case, merchants should beware of them. They are worth nothing. Buyers who pick them up for export would not give 1½c. for them.

Hamilton, March 22, 1898.

\$25,000 BID FOR A WAREHOUSE.

The Salada Tea Co., which is temporarily occupying the old McLean warehouse at 32 Yonge street, Toronto, has submitted an offer of \$25,000 cash for the building. The premises have been unoccupied for about five years, although situated in one of the best business parts of Toronto.

A 25c. PACKAGE COFFEE.

JAMES TURNER & Co., are experiencing a demand for a first-class coffee for the money in pound packages, to retail at 25c. With their present facilities they are undoubtedly well able to meet this trade, and have now ready for shipment their new 25c. pound package of coffee. At the present time of 25c. goods, the coffee market appears to be flooded with inferior articles and James Turner & Co. are doing the right thing in putting this coffee up, guaranteed pure and of full net weight, over their signature.

The package is of unique design and admirably suited for window, shelf, or counter decoration. Having been materially assisted in introducing their other high-grade coffees by liberal use of the advertising columns of THE CANADIAN GROCER, they are starting out in this manner to introduce "Our Own" brand.

DISHONEST APPLE PACKERS.

Mr. J. Macphie has been drawing attention in Scotland to a matter to which importers of Canadian fruit will do well to pay heed. It is the imposition practised in "topping" apple barrels with good fruit whilst the layers below are of much inferior quality. Immense quantities of American apples are sold by grocers in that country, and a large proportion of these are now from Canada instead of from the United States; but it does not appear that the difference between Canadian and States produce is so much in favor of the Canadian as believers in Canada would like to see. A newspaper reporter who called on a leading Glasgow retailer, found him almost indignant on the subject. "Why," said he, "the thing is getting scandalous. If I go to the Bazaar and buy at one of the auctions there, say 20 barrels of Canadians at 25s. per barrel, the chances are ten to one that on each of these I lose 8s." That, as the trader rightly remarked, is a serious matter for the retailer, whether his dealings be small or large. But there seems to be no redress. The auctioneer believes that the fruit is properly sampled by what are found on the top when the barrel is opened, and he effects the sale in a bona fide way. "The fact is," pursued the retailer in Glasgow, "the Canadian is getting tainted with the impostures and tricks of the Yankee, and is yearly degenerating in his business dealings." It is a pity that the unscrupulousness here pointed out should earn the Canadian apple a bad name. Exporters in Canada should remember that there are nowadays many competitors on the alert.

The Edwardsburg Starch Co. is to build a chimney that will require 300,000 bricks.

PRACTICAL.

We are PRACTICAL and CONSISTENT
in all our business, as we are in our advertising.

A few of our to-day's prices :

The Simcoe Canning Co's Lynn Valley Brand Canned Fruits, in Heavy Syrup

Lombard Plums, 2 lbs.	-	-	\$1.00 per doz.
Finest White Peaches, 2 lbs.	-	-	1.25 per doz.
Finest White Peaches, 3 lbs.	-	-	2.10 per doz.

Clover Leaf Brand Choicest California Canned Fruits.

2 1-2 Lbs. CANS.

Apricots	-	-	\$2.60
White Cherries	-	-	3.75
Red Cherries	-	-	2.90
Bartlett Pears	-	-	2.75
Lemon Cling Peaches	-	-	2.90
White Heath Peaches	-	-	2.90
Green Gage Plums	-	-	2.50
Egg Plums	-	-	2.40

Clover Leaf, in lots of 10 cases or over, 2 1-2 per cent. Trade discount.

Shelled Walnuts, E.M.D's Extra, 55 lb. cases.	15c.
Fine Halloween Dates	4c.

Hudon, Hebert & Cie.
Montreal.

MR. TILLSON'S MODEL FARM.

ONE of the institutions in which every citizen of Tilsonburg takes a pardonable pride, and which is a favorite resort for visitors from all parts of the country, is Mr. E. D. Tillson's Annandale model farm. Here one finds every department of farming carried on on the most scientific principles, and soil which is by no means naturally fertile is transformed into a veritable garden. The beautiful residence, the massive barn, the lofty water tower and the new piggery at once attract the eyes, and the well laid out fields and the beautiful avenues of maples are things of beauty and a perpetual joy. Perhaps one of the most interesting features is the dairy, with its splendid herd of well selected cows in a stable which is well fitted up with everything that can conduce to animal comfort. The methods of cooling and bottling the milk, which is sold in the town; the separating of the cream and the conducting of the fresh skim milk to the piggeries and the calf pens; the operations of churning and packing of butter are all worthy of study. The butter has gained a high reputation, and many of the most prominent institutions of the country receive their supply from this dairy. Visitors to the farm unanimously pronounce the herd of 55 sleek and handsome cows as one of the finest in the province. It represents years of careful breeding and selection. A large number of the cows are of the Holstein variety, with a good mixture of Shorthorn blood. Both Mr. Tillson and his manager, Mr. John D. Macleay, believe that every animal should pay its way, and a careful record is kept, with the result that all that do not reach a prescribed standard are ruthlessly weeded out.

The following is a record of the herd of 55 cows for the past season, which should be of interest to dairymen and will furnish a means of comparison between different herds. The average time milked by the herd was 11 months and 22 days. The aggregate weight of milk given by the herd was 563,307 lbs., representing 22,980 lbs. of butter. The best cow has beaten her record of last year, and given in 10 months and 20 days 17,731 lbs. of milk of the standard of 3 7-10 butter fat, making 765 lbs. of butter for the season. Dividing 50 cows into five groups they are classed as follows: Group 1 averaged 13,722 lbs. milk, 3 1/2 fat, making 560 lbs. butter; group 2 averaged 11,887 lbs. milk, making 482 lbs. butter; group 3 averaged 10,809 lbs. milk, making 441 lbs. butter; group 4 averaged 9,453 lbs. milk, making 386 lbs. butter; group 5 averaged 7,587 lbs. milk, making 310 lbs. butter. The 500 cows thus gave 534,580 lbs. of milk, and 21,790 lbs. butter. The average for the 50

was 10,691 lbs. of milk and 436 lbs. of butter each. The 5 poorest cows averaged 5,743 lbs. of milk and 234 lbs. of butter, and the average for the entire herd of 55 was 10,242 lbs. of milk and 418 lbs. of butter. This is a record in which Mr. Tillson takes a just pride, and with all the great milling and other industries that he and his sons are carrying on, he takes a special pride in his farm, and is in his element when superintending its operations.

AMONG TORONTO RETAILERS.

A Unique Device.

Dallimore Bros., Queen street east, have a method of keeping their sugar ready for sale which struck me at once as original and noteworthy. Beneath the counter, a high one, and immediately behind the scales, they have had placed a strong hardwood pole. From this, at about three inches from the floor, runs a horizontal steel rod of such length and strength as to be able to support a full barrel of sugar. Near the top of the pole is a steel clasp, which is made to fit over and into the top of the side of the barrel. Between the steel rod at the bottom and the clasp at the top the barrel is held quite firmly. The pole is built so that it can be turned easily, swinging the barrel under the counter while not in use and out into the aisle while in use. As I watched this simple device in operation I realized how it was that in some stores a salesman can attend to four or five customers while in another he would not have got through with three. Dallimore Bros. have everything arranged so that by but a few steps almost any staple article in the store can be reached, weighed and tied up.

The Butter Scarcity.

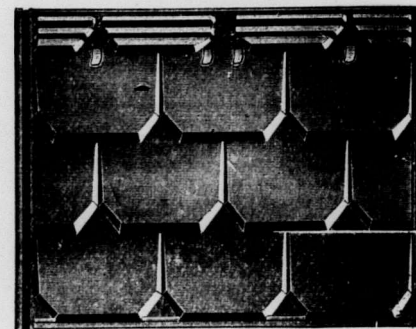
Among retailers throughout Toronto for some time there has been a great lack of first-class large roll butter. This want has brought into play the enterprise of some merchants, with the result that they by some means or other have managed to keep more or less supplied with dairy butter of the best quality, while others "waited" for it in vain to come their way. Kelly Bros., Queen street east, for instance, have secured makers who send to them all their product, and as they are now making their shipments, this firm are receiving a steady supply of good butter, while others in the neighborhood are of the opinion that it is extremely difficult to get any.

Recommending Goods.

A merchant needs tact. Of that there can be no question. And one of the ways in which the value of the possession of this characteristic is manifested is in the way a merchant recommends the goods in his store. While sitting in a grocery store in

Before You Buy Shingles
Stop and Think About

EASTLAKE ...Steel Shingles



Remember that they are fire and rust proof, are more quickly laid than others, and are the only shingles made with our special patent side lock and water gutter.

They have never yet failed to give durable, reliable protection—they won't fail you.

Write us, we want to tell you more about them.

Metallic Roofing Co., Limited
1180 King St. West, TORONTO

Toronto this week I was struck with the excellent way the merchant had of talking of the articles customers desired information concerning. He was frank in regard to goods he could not recommend, and very guarded in praising articles except those he knew to be really first-class. His honesty was at once apparent, and I feel assured that his customers would not hesitate to buy from him any article he recommended. If there were more of this in the grocery trade throughout Toronto there would be less feverish bargain-hunting. But to be honest, a man must have convictions, and I verily believe there are grocers in Toronto who know so little of their goods that they have no convictions as to their worth.

THE RAMBLER.

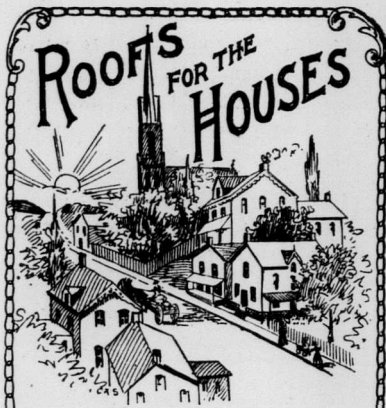
A GROWING BROOM BUSINESS.

A Canadian industry which has shown gratifying development is the business of the Norwich (Ont.) Broom, Brush and Whisk Factory. The original building occupied by this establishment was a two-story brick structure 150 x 40 feet. Since then have been added two annexes, one 50 x 50 feet, the other 85 x 40 feet. The latter annex was built last fall. The capacity of the establishment is 200 dozen brooms, 100 dozen whisks and 50 dozen brushes per day. Mr. Thomas, the manager of the company, is a young and enterprising business man, and under his management further development may be looked for.

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

FOR SALE.

FINE, OLD ESTABLISHED RETAIL GROCERY business for sale in Toronto; business last year \$47,000; owner going into manufacturing; no person without means need waste time applying. Apply to John F. Davidson, care The Davidson, Hay Co., Limited, Toronto. (12)



32 Years ago

we started the manufacture of sheet metal building materials, and this long experience enables us to offer intending builders all that is desirable in Steel Roofing, Steel Sidings, Steel Ceilings, etc.

We give You

the benefit of our long experience—any of our big catalogues—and up-to-date information on these goods on receipt of a post card.

The Pedlar Metal Roofing Co.
OSHAWA, ONT.

Star Brand

COTTON CLOTHES LINES

All lengths, both in Twisted and Braided 3 and 4-ply Cotton Twine.

Lamp and Candle WICK.

Sold by all Wholesale Dealers.

We Want You to Have It.

If you haven't got our new price list, let us send it to you—we want you to have it. In it you will find reduced prices on some lines—reduced because we found that we could do it and still maintain the quality.

We have figured and re-figured until we earnestly believe that no manufacturer could manufacture and succeed at lower prices than we make for

Brooms and Brushes

of an equal standard of all-round excellence. We want you to have this New Price List—it will help you in many ways

that you can't tell about until you have it—we call it "Catalogue B"—that's what you are to ask for when you write us. "Catalogue B" is ready, if you are.

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

Montreal Branch: 1 and 3 De Bresoles St.
Agencies at Winnipeg, Halifax, Vancouver and Glasgow.

EXTENDED INSURANCE.

One of the many liberal features embodied in the **UNCONDITIONAL ACCUMULATIVE POLICY** issued by the

Confederation Life Association,

HEAD OFFICE--TORONTO,

is the provision for Extended Insurance. After two full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald,
Actuary.

J. K. MACDONALD,
Managing Director.

HOME DYEING.

THE NEW STYLE AND OLD.

THE above singular heading practically tells its own story. No article of popular consumption has been offered in recent years that has met with the extraordinary success of the article mentioned, viz., a soap that washes and dyes. In



reality it is the latest scientific discovery in household dyes, and the inventors struck a happy combination when producing this article.

With "Maypole" soap the trouble, mess, and general inconvenience accompanying the use of the powdered dyes are entirely overcome.

The soap is simply dissolved in hot water, the article dipped into the same, and at the one operation the necessary cleansing and dyeing are completed.

Instead of hands rendered unsightly for days, they need not be stained at all if washed promptly with cold water.

The Maypole Company have enlarged their factory four times already, and are now not only selling millions of packages in Great Britain, but are exporting great quantities to the Continent, Australia, the United States, etc.

"Maypole" soap pays a good margin and can be supplied at quite as low a price to consumers as the old style dye powders.

The Canadian managers, A. P. Tippet & Co., Montreal, are fitting up premises to enable them to more rapidly attend to shipping, and they inform us that the demand is growing wonderfully, although they are only just prepared to supply buyers.

The Maypole Company, Limited, are an English concern, whose head office is situated at High Holborn, London.

CALIFORNIA FRUIT DAMAGED.

Advices received from California during the past week indicate a considerable amount of damage done by frosts and snow, in the southern part of the state particularly. So far the damage has been confined chiefly to apricots and almonds, which are in bloom, and therefore particularly susceptible to unfavorable weather. The peach crop of California is also uncertain, as weather conditions to the present time are generally

reported unusually detrimental to the interests of growers. It is too early yet for the prune or grape growing interests to be affected by frost, but the continued absence of rains in the producing districts for these fruits is said to make the outlook for a crop very uncertain.

The situation of apricots is said to be particularly strong for the season, that there is a good consuming demand, and that at present stocks are light. Some dealers, who have heretofore been forcing stocks on the market, have withdrawn their offerings of apricots, it is understood, in view of the dubious outlook. Fancy apricots are said to be very scarce, and the ordinary qualities are held firmly up to the quotations. The prune market is somewhat unsettled so far as spot supplies are concerned, owing to competition. The statistical position, however, is said to favor the view of better prices in the near future. The demand at present is light and confined chiefly to the sizes which are in small supply, and which, in consequence, are held firmly. So far the freeze in California does not seem to have affected the market for green fruits, because of the fact that it will be some time yet before shipments of 1898 crop can be made. It is expected, however, that apricots, cherries and peaches will be sent forward in much smaller quantities than usual at the beginning of the season, but as yet there is nothing definite upon which to base such a conclusion outside of the reports of frosts, which many consider biased. "The cry of wolf," said one handler of California fruits, "has been so often raised that no one is disposed to take it in earnest." Another said: "Reports from California of frost

"Regent goods make cash sales."



71 Bay Street, TORONTO.
CHAS. EDWARDS, Manager.

damage to crops are becoming as frequent as the advices of a total failure of the Delaware peach output, and we are now inclined to await absolute confirmation of these reports before making contracts."—N.Y. Journal of Commerce.

PERSONAL MENTION.

Mr. Komadra, of Kobe, Japan, paid a flying visit to Toronto, on Monday, en route for home. He was accompanied by Mr. Hommer, of New York.

W. E. Ballentine, general merchant, Arthur, Ont., was married, this week, to Miss Mabel McKinnon of Teeswater, Ont., and is now, with his bride, spending a few days in Toronto.

A. H. Canning, of A. H. Canning & Co., Toronto, has been visiting Peterboro', Kingston, Brockville, Ottawa and Montreal, in the interest of the "Armeda" tea packer. He reports having placed machines in all these places.

BUTTER FOR JAPAN.

When Mr. Anderson, the Canadian trade commissioner, returned to Canada, he induced the Department of Agriculture to send a consignment of a ton of butter to Japan. Three days after arrival a cable was received to repeat the consignment, and Mr. Anderson is in receipt of the following information from the consignees: "The butter sent arrived in good order, and is certainly the best that ever came into this country. It went like lightning greased. Every day or so a note comes in asking for more. I can safely report to you that the 'Red Deer' brand is an established butter in Kobe."

STEPPING CAREFULLY

That's the way successful merchants make any progress in business. Every step is carefully considered before it is made.

The Regent plan for increasing business has been used by so many successful merchants that the most conservative need not hesitate to adopt it.

The plan is to give every customer a coupon representing the amount of his purchase, and when a customer has accumulated \$25 worth of coupons, the merchant redeems them with a piece of silverware or a clock.

If attractive premiums are offered the plan never fails to bring new customers into the store.

That is one reason why we sell so much silverware for this purpose.

Another reason is the price of the silverware. We will sell you the

Challenge Assortment, 24 Pieces of Silverware, for \$24.

Every piece is large and attractive—tea sets, butter dishes, cake baskets, cruets, bon bon dishes, etc.—no two pieces alike. It is the most silverware ever offered for so little money. Terms, 2 per cent. cash 10 days, or 30 days net, F. O. B. Toronto.

THE REGENT MFG. CO.

182-184 Wabash Ave.

CHICAGO.

Retail at
25c. per 1-lb. tin.



Slade's Pure... English Butter Scotch

HOME MADE DELICACY

MADE from Pure Cane Sugar and Fresh Butter. The most delicious, pure and wholesome Candy ever sold. Invaluable for coughs and sore throats.

Weekly sale in Great Britain and Europe, 50,000 TINS.

PURE AS THE CRYSTAL SPRING

Slade & Co., Limited, *The Royal Candy Works,* Leeds, Eng.

LAPORTE, MARTIN & CIE.

IMPORTERS AND WHOLESALE GROCERS

Agents in Canada for

“Princess Louise” Japan Tea.

“Victoria” Japan Tea.

“P. Richard’s” Brandy.

“Mitchell’s” Whiskeys.

72 to 78 St. Peter Street, MONTREAL.

New Profits —More Pleased Women

Think of the great army of women that are wondering how to economize on their clothes this Spring.

Fancy their pleasure if you display a sign inside the

store, something like this: “Home Dyeing made easy and safe and pleasant with Maypole Soap. We sell it. All colors.”

This helps the woman out of a dilemma—she’ll remember *you*, please remember that.

There’s a good profit in handling Maypole Soap. It is a **Clean** way of Dyeing at home. Powder Dyes can’t approach it in the brilliant, fast, even color it yields. It is the Dye of highest quality. Free booklet about it by addressing,

**Maypole Soap
Washes and Dyes**

**A. P. Tippet & Co., General Agents for Canada
Montreal.**

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOHN A. MACDONALD, general merchant, Puslinch, Ont., is offering 25c. on the dollar.

John Wilder, grocer, Milltown, N.B., has assigned.

L. N. Lussier, grocer, Sorel, Que., is offering 20c. on the dollar, cash.

Laidlaw & Nicol, general merchants, Stayner, Ont., have assigned.

David Ruel, grocer, Montreal, has compromised at 50c. on the dollar.

Duncan J. Ross, general merchant, North-East Margaree, N.S., has assigned.

T. & W. Murray, general merchants, Pembroke, Ont., are going into liquidation.

J. Guimont, general merchant, Petit Matane, Que., is offering 35c. on the dollar.

P. Graveline, general merchant, Ange Gardien, Que., has compromised at 50c. on the dollar.

Ellen English, manufacturing baker, etc., St. Johns, Nfld., has applied for insolvency declaration.

Pike & Parsons, general merchants, St. Johns, Nfld., have applied for insolvency declaration.

J. D. Laidlaw, general merchant, Toronto and Coldwater, Ont., has assigned to John Cameron, Stayner.

Paradis & Jobin have been appointed curators of the estate of Oct. Lapointe, general merchant, St. Rose Du Degele.

PARTNERSHIPS FORMED AND DISSOLVED.

Davis & Jaynes, grocers, Nelson, B.C., are selling out.

Ansley, Sons & Co., grocers, etc., Parry Sound, Ont., have dissolved.

Lefebvre & Fournier are commencing business as grocers in Montreal.

R. D. Perry, general merchant, Holbrook, Ont., has been succeeded by Perry & Co.

Barr & Lee, general merchants, McDonald's Corners, Ont., have dissolved, John G. Barr continuing.

J. S. Armstrong & Bro., grocers, etc., St. John, N.B., have been succeeded by Armstrong & Machum.

T. R. F. Case & Co., pork packers, Stayner, Ont., have dissolved, T. R. F. Case continuing, with style unchanged.

Arthur Gullette and Alexis Menard have registered as proprietors of the firm of Gullette & Menard, grocers, Farnham, Que.

Co-partnership has been registered in the firm of the Head of Millstream Butter and Cheese Mfg. Co., Head of Millstream, N.B.

Mederic Perron and Alfred Perron have registered as proprietors of the firm of A. Perron & Co., general merchants, Stethcle, Que.

Gaspard Quintal and Eugene Bourassa have registered as proprietors of the firm of

Look

At the Quality
At the Style
At the Price
At the Variety

And you will join us
for the distribution of

Clark's Meats**ORANGE MARMALADE**

Have you tried Upton's
Gilt Edge Brand ?

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

THOS. UPTON & CO., Hamilton

Quintal & Bourassa, hay and grain dealers, Montreal.

The Lakeport Preserving Co., Lakeport, Ont., have dissolved, the A. Campbell estate retiring and Robert Snetsinger being admitted.

Robert Scott and John Macdonald have registered as proprietors of the firm of Scott & Macdonald, general merchants, Scotstown, Que.

Henry W. Tarr and Fred. W. Boschen have registered as proprietors of the firm of H. W. Tarr & Co., commission grain merchants, Montreal.

SALES MADE AND PENDING.

Porter Bros., grocers, Toronto, have sold out to M. F. Readman.

W. J. York, baker, Mount Forest, Ont., has sold out to James Brooks.

The real estate of Charles Bazinet, trader, Montreal, Que., is to be sold by auction.

J. W. Atkey, baker and confectioner, Chesley, Ont., has sold out to Jonas Flood.

The stock of the estate of L. O'Connor, general merchant, Sudbury, Ont., has been sold.

Herbert Deverell, general merchant, Ravenshoe, Ont., is advertising his business for sale.

Archibald Cochrane, general merchant, Strabane, Ont., is advertising his business for sale.

The stock of the estate of Doering Bros., general merchants, Waterloo, Ont., has been sold.

The stock of the estate of J. J. Hopkins, general merchant, Chatsworth, Ont., has been sold.

F. Tilley, cigar and tobacco dealer, Rat Portage, Ont., has been succeeded by Fred. Hemmings.

The stock of the estate of Wm. Graydon, general merchant, Mono Road station, Ont., has been sold.

A. C. Landry, general merchant, Grand Metis, Que., has purchased the stock of J. D. Levasseur, insolvent, at 70½c. on the dollar.

D. Nelson & Son, general merchants,

Truro, N.S., are advertising their business for sale by tender.

W. T. Shatford, general merchant, Vernon and Camp McKinney, is selling out his Camp McKinney branch.

The stock of O'Meara & Hodgins, general merchants, Quyon, Que., has been sold at 40c. on the dollar.

CHANGES.

David Hadden has started business as grocer in Montreal.

Mary Walker, grocer, Bury's Green, Ont., is giving up business.

Thos. E. Smith, general merchant, Brigham, Que., has started in business.

W. M. Law, general merchant, Anacanda, B.C., has removed to Greenwood.

Clavet & Dobie are opening out as general merchants in Edmonton, N.W.T.

George E. Corbett, grocer, etc., Annapolis, N.S., is opening a branch at Deepbrook.

Tierney Bros. general merchants, Arnprior, Ont., are opening a branch in Quyon, Que.

Marie L. J. Letourneau, has registered as proprietress of the firm of A. N. Ouimet & Co., Farnham, Que.

Alberta D. Monarque, wife of Joseph C. Gaudry, has registered as proprietress of the firm of J. C. Gaudry & Co., grocers, Montreal.

Emma Blain, wife of Dolphis Rancourt, has registered as proprietress of the firm of D. Rancourt & Cie., general merchants, St. Johns, Que.

FIRES.

D. McAllister, general merchant, Comber, Ont., has been burned out.

E. F. Mason & Co., grocers, etc., Peterboro', Ont., have suffered damage by fire.

Samuel Danis, general merchant, Orleans, Ont., has been burned out; partial insured.

Fred. W. Hathaway, general merchant, Granville Ferry, N.S., has been burned out; insurance, \$1,600.

DEATHS.

Wm. Kidd, of Kidd & Co., general merchants, Athlone, Ont., is dead.

Edward Sayer, general merchant, etc., Mississauga River, Ont., is dead.

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



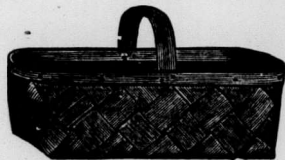
TO WHOM CONCERNED

Several instances have been brought to our notice of where unscrupulous dealers have been offering other makes of Cocoanut as "White Moss," claiming it to be such. We hereby give notice that, in future, all such cases will be dealt with according to law, as the "White Moss" Cocoanut is a registered brand.

CANADIAN COCOANUT CO.
Montreal

THE Oakville Basket Co.

MANUFACTURERS OF



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

For sale by all Woodenware Dealers.

OAKVILLE, ONT.

HIGHEST PAILS TUBS

And Wood Packages

FOR Lard, Candy, Spices, Pickles, Syrup, etc.

Manufactured by

The Wm. Cane & Sons Co., Limited
Newmarket, Ont.

CHAS. BOECKH & SONS
Sole Agents, Toronto

QUALITY

THE PRESS CLIPPING DEPARTMENT

Reads every paper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

TERMS—\$5 per hundred clippings; \$40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

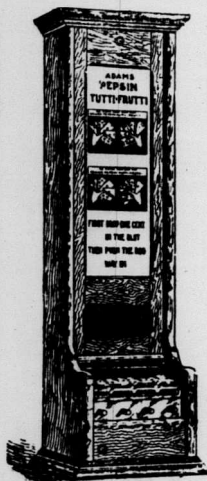
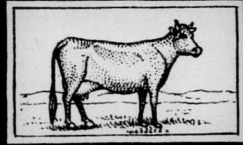
The Press Clipping Department, Board of Trade, Montreal

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

SALT SUMMER RATES of freight in effect April 1st.
Don't you Want a Car of Salt?

VERRET, STEWART & CO., Montreal - Quebec.

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



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

WESTERN ASSURANCE COMPANY.

THE annual meeting of shareholders was held at the company's offices in this city recently. The president, the Hon. Geo. A. Cox, occupied the chair.

The following annual report of the directors, with accompanying financial statement, was then read by the secretary, and, on motion, adopted, viz.:

FORTY-SEVENTH ANNUAL REPORT.

The directors beg to submit herewith a statement of the results of the transactions of the company for the year 1897, together with the assets and liabilities at the 31st December last, and the auditors' report thereon.

The balance at the credit of revenue account is \$149,845.05, and there has been a gain of \$18,381.16 in the value of securities, as compared with their market price a year ago.

Two half-yearly dividends, at the rate of 10 per cent. per annum, have been declared out of the year's earnings, and \$68,226.21 added to the reserve fund.

The amount of the estimated liability upon risks now on the company's books is \$775,661.51, and a net surplus is shown over capital and all liabilities of \$379,472.91.

GEO. A. COX,

Toronto, Feb. 18, 1898. President.

SUMMARY OF THE FINANCIAL STATEMENT.

Total cash income.....	\$2,283,632 48
Total expenditure, including appropriation for losses under adjustment	2,133,787 43
Balance.....	\$ 149,845 05
Appreciation in value of securities...	18,381 16
Profit for the year.....	\$ 168,226 21

Dividends on stock	\$ 100,000 00
Total assets	2,415,086 41
Reserve fund.....	1,155,134 42
Cash capital.....	1,000,000 00
Subscribed capital.....	1,000,000 00
Security to policy-holders	3,155,134 42

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

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

The Weston Canning Co., Weston, Ont., is being organized, with a capital of \$25,000, to manufacture all kinds of canned meats.

OF NERVE--

The amount required varies, of course, with the individual temperament, sometimes the amount is very considerable, especially in cases of chronic "Old Fogysm," fostered by an unswerving adherence to the "Ruts" worn by a long train of "Hum-drum" predecessors travelling the same road. To "Tip Toe" up out of these "Ruts" high enough to see what one's competitors are doing, who are not handicapped with the absurd notion that it is not "orthodox" to sell a PACKET TEA simply because their forefathers did did not do so before them, does tax some men's nervous forces—it certainly does—at first.

The world's conditions of trade are changed. New ideas take the place of old. The old pass away and make place for the new. You must move with the times or be left behind.



is the unadulterated product of the finest tea producing soil in the world, the Island of Ceylon. The QUALITY is incomparable. The SALE enormous.

What are your views on the question?

Montreal Wholesale Depot, 318 St. Paul St.
and at
Toronto, Winnipeg, Vancouver, Buffalo,
Detroit, Boston, Pittsburgh.

THE MOST NUTRITIOUS COCOA.

EPPS'S GRATEFUL—COMFORTING COCOA

In labelled Tins. 14 lb Boxes.

Special Agent for the entire Dominion, C. E. COLSON, Montreal. In Nova Scotia, E. D. Adams, Halifax. In Manitoba, Buchanan & Gordon, Winnipeg.



Dewar's Famous Scotch

Can be had from

Geo. J. Foy
Perkins, Ince & Co.

R. H. Howard & Co.
Adams & Burns

Toronto.

James Turner & Co., Hamilton, and all first-class houses.

A COMMISSION HOUSE having good connection with wholesale grocery trade, wishes to correspond with parties desirous of being represented in the City of Montreal. Can give best of references. Address M., Canadian Grocer, Montreal. (12)

HORSE HAIR.

Have you any? We buy it.

GEO. ROSSITER & SONS,
10 to 14 Pape Ave., TORONTO

BROCK'S BIRD SEED



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

NICHOLSON & BROCK - TORONTO

COX'S GELATINE Always Trustworthy. ESTABLISHED 1725.

Agents for Canada:

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

"Magnolia" BRAND Ceylon Tea

Fine Thick Cup

CHESTS and CADDIES.

Write for Samples.

George Foster & Sons
BRANTFORD, ONT.

MONSOON INDO-CEYLON TEA

PLAIN TRUTH

No matter how much you would like to buy tea from this or that house, you must always remember that if you do not handle the best that your customers are apt to move around. Give them a good article and there will be no danger of them changing. We guarantee

MONSOON
INDO-CEYLON TEA

and if it does not please your customers send it back at our expense.

Put up in 30 and 50 pound boxes. 25, 30, 40, 50 and 60 cent grades.
Black and Mixed ½ and 1's.

THE MONSOON TEA CO. - 7 WELLINGTON ST. W. TORONTO



An everyday occurrence.

The cheap, trashy, unclean and unpalatable teas of China and Japan are being driven out of the homes of our people by the wonderfully invigorating, clean, healthful teas of

Ceylon and India.

Use only Ceylon and Indian Teas.



Perfection in Marmalade
Perfection in Jams

SOUTHWELL'S

FRANK MAGOR & CO.

16 St. John St.

MONTREAL

Agents for Canada.

Frank Magor & Co.

16 St. John St.

MONTREAL

Agents for Canada

Perfection in Olive Oil

**FOR SALADS
FOR THE TABLE**

Rae's Rae's Rae's



CURRENT MARKET QUOTATIONS

Mar. 24, 1898.

This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

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

BAKING POWDER.
PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2 1/2 lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4 oz. cans, 4 and 6 doz. in case.....	1 25
10 cent can.....	0 90
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	\$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	80
" 12, in 6 ".....	70
" 3, in 4 ".....	45
Pound tins, 3 doz. in case.....	3 00
oz. tins, 3 ".....	2 40
oz. tins, 4 ".....	1 10
lb. tins, 1/2 ".....	14 00

Diamond—	W. H. GILLARD & CO.
1 lb. tins, 2 doz. in case.....	per doz. 1 20
1/2 lb. tins, 3 ".....	90
1/4 lb. tins, 4 ".....	60

MAPLE LEAF BAKING POWDER.	
1/2 lb. glass jars.....	\$1 25
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

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

BLACKING.	
P. G. FRENCH BLACKING.....	per gross
1/4 No. 4.....	\$4 00
1/4 No. 6.....	4 50
1/4 No. 8.....	7 25
1/4 No. 10.....	8 25

THE F. F. DALLEY CO.	
English Army Blacking, 1/4 gross cases.....	\$9 00
No. 2 Spanish ".....	3 60
No. 3 ".....	4 50
per doz.	
No. 5 Spanish Blacking, 1/4 gross cases.....	7 20
No. 10 ".....	9 00
Vegetable Oil Blacking, 1 doz. cases, liquid.....	2 00
New York Dressing, 1 doz. cases.....	0 75
Spanish Satin Gloss, ".....	1 00
Crescent Ladies' Dressing, 1 doz. cases.....	1 75
Spanish Glycerine Oil Dressing.....	2 00

BERRY'S ENGLISH BLACKING.	
No. 1 Bronze Tins, per gross.....	\$ 2 60
No. 2 Bronze Tins, per gross.....	3 40
" 3 ".....	5 60
" 4 ".....	10 00

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

THE ALPHA CHEMICAL CO.

Shoe Dressing—in 1/4 gross cases. Per Gross.....	\$ 22 00
French Oil in 3-doz. cases.....	22 00
Reliable Shoe Dressing.....	9 00
Ecliptic Combination tan.....	12 00
Moody's Ox Blood.....	12 00
Chocolate.....	12 00
Alpha Chemical Co. French Castor Oil.....	9 00
Alpha Chemical Co. Refined Sweet Oil.....	9 00
Alpha Chemical Co. Turpentine.....	7 80
Moody's Non-Corrosive Inks.....	4 50
Shoe Blacking—in 1/4 gross cases.....	9 00
Reliable French Blacking, No. 5.....	4 50
No. 2.....	4 50
United Service Blacking No. 4.....	8 00
United Service Blacking No. 1.....	4 25
Patent Leather Polish No. 1.....	9 00
Waterproof Dubbin No. 4.....	9 00
per gross	
Alpha Metal Polish No. 2.....	9 00

Patent Stove Polish—

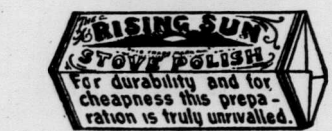
Sunlight Lead Bar.....	4 25
Packed in 1/2 gross cases	
Sunlight Liquid, 1/2 gross cases.....	10 80
Moody's Black Lead.....	25
Reliable Stove Pipe Varnish.....	5 60
1/4 gross cases.....	5 60
6-oz. bottles.....	10 00

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

Stove Polish—

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

STOVE POLISH.



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

Starch


We can supply you with anything in the line of Laundry Starches, Culinary Starches or Rice Starches. Our aim as heretofore is to turn out nothing but the very best. You will find no trouble whatever in selling our Starches, as they practically sell themselves.

Once Used Always Used.

The Edwardsburg Starch Co. Limited Cardinal, Ont.

Per gross

THE F. F. DALLEY CO.



Gem Stove Polish, 1/4 gross cases \$9 00
per doz

Stovepipe Varnish, 4 oz. bottles 1 00
6 oz. bottles 1 25

Boston Brunswick Black, 8 oz. bottles 1 75

ENAMELINE.



ENAMELINE

4-3 dozen in case \$4 50
6-3 dozen in case 7 50

BIRD SEEDS

BART COTTAM & CO.

Cottams, with Patent Bird Seed 0 07
Warbler, with Song Restorer 0 05 1/2
Magian, with Bird Improver 0 05 1/2
International, with Bird Treat 0 05 1/2
erman X, with Cuttlefish Bone 0 04 1/2
erman, with Cuttlefish Bone 0 04 1/2
London Bird Seed, bulk 25 lb. cases 0 04 1/2
rd Gravel, 10c. pkts., 24 in case 0 06
rd Gravel, 5c. pkts., 48 in case 0 03

THE F. F. DALLEY CO.

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

NICHOLSON & BROCK.

ock's Bird Seed 0 07
arwich Bird Seed 0 06
ple Leaf Bird Seed 0 05
rd sea-gravel, 10c. pkts., 24 in case 0 03
" 5c. 48 " 03

CORN BROOMS

CHAS. BOECKH & SONS. per doz. net.

Carpet Brooms—
"Imperial," extra fine, 8, 4 strings 3 65
" 7, 4 strings 3 45
" 6, 3 strings 3 25
"Victoria," fine, No. 8, 4 strings 3 30
" 7, 4 strings 3 10
" 6, 3 strings 2 90
"Standard," select, 8, 4 strings 2 75
" 7, 4 strings 2 50
" 6, 3 strings 2 40

BLUE.

KEEN'S OXFORD. per lb.

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

CANNED GOODS. per doz.

Apples, 3's \$0 95
" galls 2 50
Blackberries, 2's 1 40
Blueberries, 2's 0 75
Beans, 2's 0 75
Corn, 2's 0 00
Cherries, red pitted, 2's 1 85
Peas, 2's 0 90
" Sifted select 1 10
" Extra sifted 1 25
Pears, Bartlett, 2's 1 50
" 3's 2 00
Pineapple, 2's 2 40
" 3's 2 50
Peaches, 2's 1 40
" 3's 2 00
Plums, Green Gages, 2's 1 30
" Lombard 1 20
" Danson Blue 1 10
Pumpkins, 3's 0 75
" galls 2 10
Raspberries, 2's 1 40
Strawberries, 2's 1 65
Succotash, 2's 1 15
Tomatoes, 2's 1 20
Lobster, tails 2 40
" flats, 1/2's 1 65
Mackerel 1 30
Salmon, Sockeye, tails 1 20
" Horseshoe 1 25
" Cohoes 0 95
Sardines, Albert, 1/2's tins 0 13
" 1/2's tins 0 20
" Sportsmen, 1/4's genu-ine French, key opener 0 12 1/2
Sardines, Sportsmen, 1/2's 0 21
Sardines, key opener, 1/2's 0 18 1/2
" 1/2's 0 10 1/2
Sardines, other brands 9 1/4 11 0 16

Sardines, P. & C., 1/4's tins 0 23
" 1/2's " 0 33
Sardines, Amer., 1/4's " 0 04
" 1/2's " 0 09
Mustard, 1/4 size, cases 10 00
50 tins, per 100 11 00
Haddies 1 20
Kipperd Herring 1 60
Herrings in tomato sauce 1 63

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans \$1 45
" 2 2 45
Comp Corn Beef 6 4-lb. can 7 75
" 14 " 17 50
Minced Callops 2 " 2 60
Lunch Tongue 1 " 3 00
English Brawn 2 " 2 75
Camb Sausage 1 " 2 50
Soups, assorted 1 " 4 00
Soups and Boull. 2 " 1 50
Sliced Smoked Beef, 1/2's 1 65
" 1's 2 83

ARMOUR PACKING CO.—HELMET BRAND

Corn Beef 1 lb. 1 65
" 2 lb. 2 65
" 4 lb. 5 50
" 6 lb. 8 50
" 14 lb. 18 50
Roast Beef, 1 lb. 1 40
" 2 lb. 2 75
Luncheon Beef, 1 lb. 1 60
" 2 lb. 2 75
Brawn 1 lb. 1 30
" 2 lb. 2 50
" 6 lb. 6 60
" 14 lb. 14 50
Ox Tongue, 1 1/2 lb. 7 00
" 2 lb. 8 50
" 1 lb. 10 75
Lunch Tongue, 1 lb. 3 35
" 2 lb. 6 50
Chipped Beef, 1 lb. 1 75
" 1 lb. 3 50
Pigs' Feet 1 lb. 1 65
" 2 lb. 2 75
Potted Meats, Tongue or Ham 1/4 lb. 70
" 1/2 lb. 75
Potted Meats, Tongue or Ham 1/2 lb. 1 20
Potted Deviled Ham or Tongue, 1/4 lb. 70
Potted Deviled Ham or Tongue, 1/2 lb. 1 20

WHITE LABEL.

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

CHEWING GUM.

ADAMS & SONS CO. per box

Tutti Frutti, 36 5c. bars \$1 20
" (in cream pitcher) 36 5c. bars 1 20
" (in sugar bowl) 36 5c. bars 1 25
" (in glass jar) 115 5c. pkgs. 3 75
Pepsin Tutti Frutti (in glass jar) 115 5c. packages 3 75
Pepsin Tutti Frutti, 23 5c. packages 0 75
Round Pepsin, 30 5c. packages 1 00
Cash Register, 330 5c. bars and pkgs. 15 00
Cash Box, 160 5c. bars 6 00
Tutti Frutti Show Case, 180 5c. bars and packages 6 00
Variety Gum (with book in each box) 150 1c. pieces 1 00
Banner Gum (English or French wrappers) 115 1c. pieces 0 75
Flirtation Gum (English or French wrappers) 115 1c. pieces 1 20
Mexican Fruit, 36 5c. bars 0 90
Sappota, 150 1c. pieces 0 75
Orange Sappota, 150 1c. pieces 0 75
Black Jack, 115 1c. pieces 0 75
Red Rose, 115 1c. pieces 0 75
Magic Trick, (English or French wrappers) 115 1c. pieces 0 75

CHEESE.



MACLAREN'S IMPERIAL. Per doz.

Large Size, cases 1 doz. \$9 00
Medium Size, cases 1 doz. 4 50
Small Size, cases 2 doz. 2 40
Individual, cases 2 doz. 1 00

The merits of the Starch are generally estimated by the demand there is for it.

CELLULOID STARCH

is recognized by all the leading grocers as a brand that their best class of customers require and must have.

THE BRANTFORD STARCH CO., Limited, Selling Agents, BRANTFORD, CAN.

Brantford Gloss— 1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch— 1 lb. fancy boxes, cases 28 lbs.	0 09
Canadian Electric Starch— 40 packages in case.	3 00
Culinary Starch—Challenge Prep. Corn— 1 lb. pkgs., boxes 40 lbs.	0 05
No. 1 Pure Prepared Corn— 1 lb. pkgs., boxes 40 lbs.	0 06

SUGAR.		per lb.
Granulated (St. Lawrence)	0 04½	
Redpath, Acadia)	0 04½	
German (Canadian) bbls.	0 04½	
" (imported) bags.	0 04½	
Dutch, bags	0 04½	
Paris Lump, bbls. and 100-lb. boxes	0 05½	
" in 50 lb. boxes	0 06	
Extra Ground Icing, bbls.	0 05½	
Powdered, bbls.	0 05½	
Cream	0 04 3-16	
Extra Bright	0 04 1-16	
Bright Coffee	0 04	
Light Yellow	0 03½	
Medium Light Yellow	0 03½	
Yellow	0 03½	
Demerara	3 50	

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

MOLASSES.		
New Orleans		
Barbadoes		
Porto Rico		
Antigua		

SOAP.



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

BRANTFORD SOAP WORKS CO.



Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.
Quotations for "Ivory Bar" and other brands of soap furnished on application.

TEAS.

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

"SALADA" CEYLON.



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

Terms, 30 days net.

RAM LAL'S (lead packages)



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

"KOLONA"



Ceylon Tea, in 1-lb. and ½-lb. lead packets.

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

Terms, 3 per cent. off 30 days.

CROWN BRAND.
(Ceylon in lead packages)

	Wholesale	Retail
Red Label, 1-lb. and ½s	0 35	0 50
Blue Label, 1-lb. and ½s	0 38	0 40
Green Label, 1-lb.	0 18	0 25
Green Label, ½s	0 19	0 25
Japan, 1s	0 19	0 25

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 73
Ingots, rough and ready, 8's	0 71
Laurel, 3's	0 68
Brier 8's	0 63
Index, 7's	0 60
Honeysuckle, 8's	0 73
Napoleon, 8's	0 67
Victoria, 16's	0 63
Prince of Wales, caddies, 8's and 16's	0 65

WOODENWARE.

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

THE E. E. EDDY CO.

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

Matches—		5-Case	Single
		Lots,	Cases
Telegraph	\$3 00	\$3 20	
Telephone	2 80	3 00	
Parlor	1 30	1 40	
Red Parlor	1 50	1 60	
Safety No. 1, wall box	1 40	1 50	
" No. 2, slide box	2 30	2 90	
" No. 3, capital	2 75	2 85	
Flamers, slide boxes	2 25	2 35	
" wax stems	3 20	3 30	
Tiger	2 65	2 85	

BRYANT & MAY.

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

LICORICE...



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

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.

Profits and Good Times

go hand in hand.
The good times are here. It is easy to make the profits by selling ...

J. Bruce Payne's

Celebrated CIGARS

PHARAOH
PEBBLE
LA FAMEUSE
GRIT
BIRD, Etc.

J. Bruce Payne
Granby, Que.

We Won't Rest

until you give us an opportunity of showing you what a great seller our Condensed Mince Meat really is.

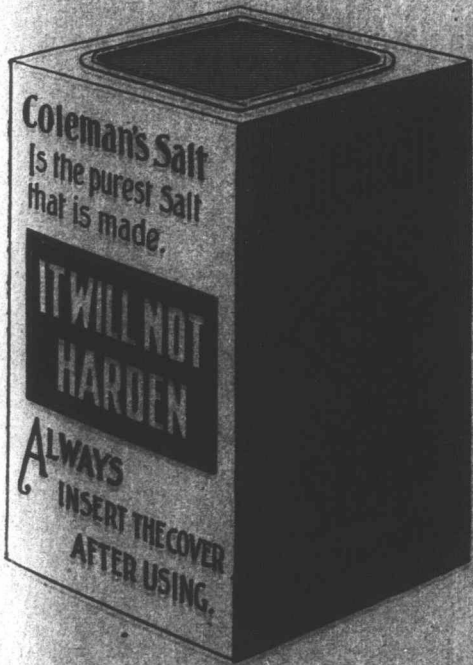


We feel confident that once you give us a trial you will become a permanent seller of it.

J. H. WETHEY

Sole Manufacturer St. Catharines, Ont.

It Pays to Keep the Best.



We handle COLEMAN'S celebrated brand of Table and Dairy Salt. It is the acknowledged superior in the market to-day. The 5-lb. carton, of which we give an engraving, is printed in three colors, red, black and yellow, with tin cover, and combines an attractiveness for shelf display, together with a useful, durable package, that makes it a ready seller. This form of package is especially adapted for first-class town or city trade. It keeps the salt cleaner and drier than cotton bags possibly can do.

We handle all kinds of Salt. Fine, Coarse or Land Salt in barrels, sacks or bulk. Unequalled shipping facilities. Prompt shipment. It will pay you to correspond with us.

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R. & J. RANSFORD

CLINTON, ONT.

NO JOB LOT

BUT STRAIGHT GOODS

A line of

White Granite Plates

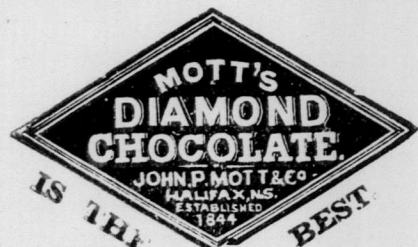
Three Sizes, (6-inch, 7-inch and 8-inch) that

Can be Retailed for 5 Cents Each

Particulars Gladly Given.

GOWANS, KENT & CO.

TORONTO



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- The Canadian Dry Goods Review.
- The Bookseller and Stationer.
- The Paper and Pulp News.
- The Canadian Printer and Publisher.
- Plumbing and Steamfitting.

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

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

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

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PATERSON'S

ossesses a
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generally used than other

SAUCES.

*Paterson's Worcester Sauce
is the best value on
the Market.*

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R. PATERSON & SONS, GLASGOW.

Manufacturers of the celebrated
"PATERSON'S CAMP COFFEE ESSENCE,"
and "PATERSON'S 'EUREKA' PICKLES."

Agents:—

ROSE & LAFLAMME, MONTREAL.



CHARLES F. CLARK, PRESIDENT. J. CHITTENDEN, TREASURER

ESTABLISHED 1849.

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MERCANTILE AGENCY
THE BRADSTREET COMPANY,
EXECUTIVE OFFICES, PROPRIETORS

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in London, England.

The Bradstreet Company is the oldest and financially the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

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Cor. Jordan and Melinda Sts.

THOS. O. IRVING, Superintendent.

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The Original and only Genuine Preparation for
Cleaning Cutlery.

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Manufacturers of Emery, Black Lead, Emery and
Glass Cloths and Papers, etc.

Wellington Mills, London, England

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