

**PAGES
MISSING**

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

Tillson's Roller Process Buckwheat Flour.

If any grocer who wishes to increase his business in Buckwheat Flour will try Tillson's brand just once in his own family, and then abide by his wife's decision about its rich, true, buckwheat flavor, its cleanliness, its healthfulness, then we'll be satisfied. The woman is "the power behind the throne" on every article you sell. Test it in your own family—there's no better way to prove its virtues.

**Rich, True,
Buckwheat
Flavor.**

THE TILLSON COY. LIMITED,
Tilsonburg, Ont.



Twenty-One Prize Medals.
Twenty-One
Royal Appointments.

Something Fine.

PEEK FREAN'S
Celebrated

ZELLAR WAFERS.

THE CHOICEST DELICACY MADE.

Also a full line of their biscuits in tins and 40-lb. casks.
(Casks free.)

Charles Gyde

20 and 22 St. Francois
Xavier Street

MONTREAL

The Finest Spring
Balance Scale
in the World.

We defy competition to touch it.

THE SPRING BALANCE AUTOMATIC MONEY-WEIGHT
COMPUTING SCALE.

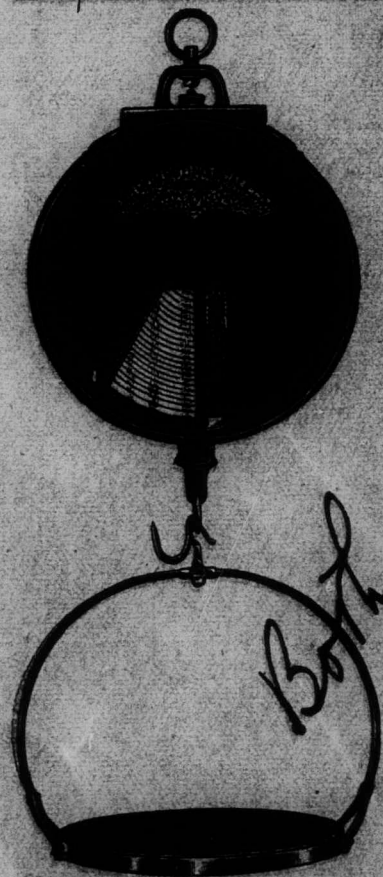
This scale shows automatically the value of any article placed upon the platform at any price within the range of prices provided for it. The scale shown in the illustration has a range of prices from 5c. to 25c. per pound by 1c. graduations, and, in addition, shows 12 1/2 c. per pound and 30c. per pound. It is also made in other graduations of prices per pound, thus providing for all prices usually prevailing in meat markets and butcher stalls. The operation is purely automatic.

The article to be weighed is placed upon the scale, and the value is instantly shown in the graduated circle immediately opposite the required per pound. Dayton Spring Balance Scales are made in three different sizes, to-wit: 20, 30 and 60 pounds capacity. Any style pans can be furnished with the above scales. Write for full particulars.

The Computing Scale Co., Dayton, Ohio,

or
Mills & Hastings, 700 and 701 Garden City Block,
Chicago, Ill.

or
L. A. Davidson, Canada Life Bldg., Toronto, Can.



Computing or Money-Weight Dial.
Spring Balance Scale.



Reverse Side.
Showing Pounds and Ounces.



Thrice happy is the grocer who has held his trade during '98 — he has welded another link in the chain of confidence that binds his customers to him. Thus, business grows—and prospers, for “Confidence” foreshadows success. A Happy New Year to you!

A Few Suggestions of Highest Quality for '99.

The Bi-Carbonate of Soda that never varies in its great purity and strength — 98 50/100 of pure Bi-Carbonate of Soda in it. The

**“Hand-in-Hand”
Brand
Bi-Carb. Soda**

is the product of one of the largest manufacturers in Great Britain—The United Alkali Company. Pure, white, strong, **always.**

There is never a question raised about the purity of the materials that E. Lazenby & Son, of England, use in their products — “highest quality” is their watchword.

**Lazenby's
Jelly
Tablets**

come in 13 different varieties. They are rich, pure, delicate. The flavorings are true to Nature.

Easy to use — quick — sure — economical.

When you think of Cocoa do you think of “purity and Fry” at the same time? Your customers do or **will** if you make the suggestion of

**Fry's Cocoa
and
Chocolates**

The Cocoa is concentrated and dissolves easily—economy for the woman who uses it! The Chocolate (Diamond Sweet) is absolutely pure!

Sold by leading wholesalers everywhere.

AGENTS :

A. P. Tippet & Co.
Montreal and Toronto.

F. H. Tippet & Co.
St. John, N.B.

Facts are Stubborn Things

and all our advertising would be
waste of money, if behind them were not eloquent,
convincing facts.

All we say of

JAPAN TEAS

is perfectly true. Too much cannot be said of
their truly wonderful

**Flavor, Aroma, Purity,
Cleanliness and Popularity**

Your customers are fully aware of this, so be
prepared for them—always have

Japan Teas

in stock.

60 Per Cent. Profit

The Grocer who doesn't handle cigars as a side line loses a clean profit of about sixty per cent. that he might easily make.

But he must be careful that the cigar suits the "man of the house," because he increases the family's confidence in him and his goods, if the quality pleases. Strengthen the links in the chain of confidence by sending for prices on those cigars that never fail to satisfy critical smokers—

J. Bruce Payne Cigars

J. Bruce Payne Granby, Que.

The Sale of

GREIG'S CROWN EXTRACTS

for 1898 by far surpassed the business of any preceding year.

We confidently look forward to 1899 for a still greater increase, because dealers and consumers alike are finding out how immeasurably superior the CROWN FLAVORS are to any other brand on the market.

THE GREIG MANUFACTURING CO.
MONTREAL.

SLADE'S CELEBRATED

BUTTER=SCOTCH

Pure as the Crystal Spring.

C. E. Colson & Son,

St. John St.

Montreal.

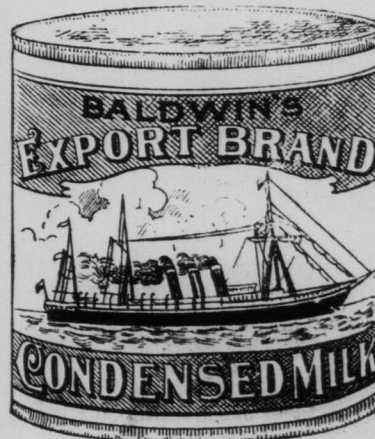
Sell



Rose & Laflamme

Selling
Agents

Montreal



POLAR

OUR NEW . . .

Ask Our Men



STAR..

LINE FOR '99

All About It



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 & SMYLLIE

BROOKLYN, N.Y.

Established 1845.

- 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**



Pickles.

Visitors at our factory always remark on the extreme cleanliness everywhere apparent.

Others of our Popular Specialties are:

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

For sale by _____

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

MEDALS--

PARIS
CHICAGO
ANTWERP
ATLANTA, ETC.

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



Good Teas Mean Good Business.

There is no other article in the grocery line that brings a merchant as much steady and profitable trade from good people as Tea.

Always stock the kind your customers want, and your duty is done. You know which is acknowledged throughout the universe AS THE BEST. Those from

CEYLON AND INDIA



of course. **They are machine-made,** so, absolutely pure and cleanly.

Everybody is drinking them.
Are you selling them ?

If not, do so at once. It will pay you, and build up your tea trade.

Tea! Tea! Tea!



We take great pleasure in directing the attention of the Trade to our large range of new importations just to hand, viz :

Assams, Ceylons, Japans and Young Hysons

NEVER has our stock been so complete and well assorted with stylish, fine liquoring teas. Our customers, and buyers generally, can rely on getting the pick of the market while they last.

DON'T PUT OFF BUYING until the market gets excited. Teas will enhance in value by holding. *The opportunity now presents itself to get the very finest values at the lowest possible prices, consistent with quality.* This suggestion we expect will appeal to the good judgment of the wide awake merchants who study the market.

In package tea—**Golden Blend**, at 18½ to 19 cts., and **Aurora Ceylon** (black and mixed) the most healthful and handsomest package on the market—are lines of superior value, and bring trade because of their intrinsic merits.

W. H. Gillard & Co.

WHOLESALE GROCERS and TEA IMPORTERS

Hamilton, Ont.

JOHN MOUAT, NORTHWEST REPRESENTATIVE, WINNIPEG.

A Delicious Condiment



Cases, 2 doz. each.
Retail at 25 cents.
Show a good profit.



Rose & Laflamme

Agents .. MONTREAL



Batty & Co.

ESTABLISHED 1824.

LONDON.



OLIVES
AND
PURE
OLIVE
OILS.



INDIAN
CURRIES
AND
CHUTNIES.

Makers of High-class

PICKLES
OF
ALL KINDS.



SAUCES
OF
ALL KINDS.

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

THE CANADIAN GROCER

VOL. XIII.

TORONTO AND MONTREAL, JANUARY 6, 1899.

NO. 1

WHAT IS PROFIT?

By E. Ballard.

I WONDER how many merchants have any idea of what their actual profits are? Of course, you are well aware what every article is billed to you at, and, of course, you know what you sell it at. But, if you are of the opinion that the difference between the bill price to you and the retail price at which you sell it is your actual profit, you are about as much mistaken as you can be.

The trouble with too many storekeepers is, they haven't any exact idea of what their goods cost, nor have they anything more than a general idea of what it costs to do business. If you should make ten thousand sales of \$1 each in a year, and each of those articles cost you just 62 cents, your profit would not be \$3,800, although that is the way that too many merchants reckon their profits. Out of that \$3,800 you must reckon, say, \$1,000 for rent, and such expenses as lighting and heating; as much more for clerk hire, and, perhaps, half or a quarter as much for advertising. By the time that \$2,250 or \$2,500 is taken out, it leaves you much less than half of the \$3,800 for your profits. If you add to that \$1,000 for your own services, and, certainly that is cheap enough, you have left, perhaps, \$300 or \$500 for actual profits. This, of course, is a supposable case. Nobody is doing a retail business and making every sale at \$1, neither are all your goods bought at 62½ cents apiece, or pound, or yard, or bunch, or whatever may be the unit.

There are many men who have made business failures without knowing the reason why, simply because they did not make a proper profit; and the real reason why they did not make this profit was because they did not know the exact cost of selling them. Next to the importance of knowing just how much stock to have on hand, and how much

money, and how much indebtedness other people hold against you, is the question of how much profit you have made. In many lines of goods there is a distinct and easily-reckoned depreciation. From the time they get into the store until they are sold, they steadily shrink in value, and this depreciation must be reckoned in the cost. Where goods come from a distance the cost of expressage or freight, and the cost of boxing and carting are sometimes important items in reckoning the cost of goods.

The man who discounts his bills can usually make those discounts pay the cost of delivering his goods, and, perhaps, you are not one of those who take advantage of the discounts. It is said that a leading dry goods house in New York, stated in their advertisement that they would sell for the first year after they had opened, at exact cost, and I think that it is on record that the advertising manager, in explaining what exact cost meant, reckoned not only what the goods cost according to inventory, but also the cost of laying them down in his store, and the estimated cost of rent, interest, taxes, light, heat, clerk hire and proprietor's salary, at a good round sum. If I remember rightly this added at least 12 per cent. to the inventory price of the goods.

Some manufacturers claim that they can do business cheaper than others because they own their own stores or because members of their families act as their clerks, without salaries, or that they have their own teams for carting and in other ways they save money. It is all right to claim that they save by these things, but they should be reckoned just the same. Because you own your own store and do not have to pay rent to a landlord, do not be so blind as to say you do not pay any rent. The fact is, you are occupying a store which could be let

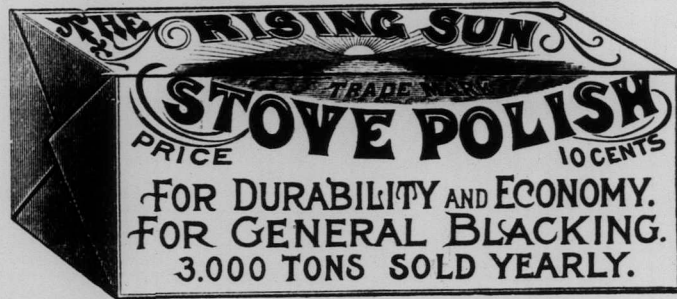
to someone else at a good rental and you are using what that tenant would pay you for if you were not occupying the store yourself. Therefore, you are paying rent.

It is the same way with your clerk hire, if your son, your wife, or some other member of your family does it for you. And it is the same way regarding your teaming if you have your own horse and wagon to carry your goods. These items are actual expenses in one way or another and cannot be left out of reckoning when cost of doing business is taken into account.

There is one other item which too few merchants reckon in as the cost of doing business. Almost everybody, or entirely too many people, does more or less credit business and I never yet knew a man who did credit business who did not lose some of the accounts he had on his books. This loss must be paid for and is another important item in reckoning the cost of doing business. Another important item is the depreciation of stock. I have spoken of this before, but I wish to call attention to it again. Every merchant has goods on his shelves or in his storeroom on which it would be difficult to get their first cost, and this loss is one which should be considered when the year's business is taken into account.

The first of January has reached us, and the time for annual inventory is at hand. As soon as you have taken account of stock and found out how you stand it will be well worth while for you to reckon what it has cost you to do last year's business. I am afraid that some of you will find, if you look at it honestly and go into the matter carefully, that you have paid pretty dearly for the amount of profit your books show. Reckon what you have paid out for all these items which go under the head of running expenses—the salaries, the cost of lighting and heating the store, the cost of such supplies as paper, twine, etc., the taxes, interest on capital, in fact, everything which comes

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.

under the head of expense and which cannot be charged definitely to the cost, or I would prefer to say the bill price of the merchandise. Reckon this up and see how large a percentage it is of the total sales for the year. Remember to charge as your salary, the amount of money you have drawn during year, and do not forget that what goods you have taken out of the store should be charged just the same as the money. By this means you will be enabled to see what are your net profits. Another interesting thing will be to see just what lines are not paying you actual profit. It may show you that you are selling some goods entirely too low, and in this case it is none too soon you turned over a new leaf and to do business in future but for profit, and remember that there is a great difference between real profit and seeming profit.

Every dealer is apt to ask, at some time or other, what percentage he should add to cost in order to sell at proper retail prices. That is a question for the dealer himself to decide. But, if he does not know how much it is costing him to do business, he will never know how much he should add to cost in order to make a profit. Look out for the leaks. This is a principal one, and the dealer who does business without profit is one who will, sooner or later, go into bankruptcy. Do not make up your mind that a level profit or a certain per cent. on all goods, will show a profit. Some goods cost much more than others to handle, and this fact must be considered. But be sure you do make a profit on every line. If there is one which you cannot sell at an actual profit on the basis I have outlined, the sooner you drop that line the better for you and for creditors.—Trade Magazine.

Some grocers and many grocery clerks are artistic sign painters. They can use the brush better than the pen. While the handwriting is often very poor, the signs they make are without faults, an honor to the maker, an attraction to the store, an example for others.—Retail Grocers' Advocate.

CANADIAN EXPORTS TO SOUTH AFRICA.

CONCERNING Canadian exports to South Africa a report from Cape Town says that Canada is making headway as an exporter to South Africa, not only through foreign ports but direct from New York, especially in cereals, timber and products of the dairy. Canada has also been sending canned meats and fish, stoves, soaps, iron roofing and many other products. While most of the exports have passed through the port of New York, on account of its proximity to her industries, yet a steamer is now on the way to Cape Town from Quebec with full cargo. It is claimed by Canadian exporters that the port of New York is much nearer to the manufacturing centres of the Dominion than to many similar centres of the United States, and consequently railroad freights are cheaper. The establishment in Cape Town of what is hoped to be a permanent exhibit of Canadian products is worthy of commendation and emphasizes the advice given to American manufacturers. In this exhibition are found samples of household, office, school and church furniture, hardwood fittings, organs, pianos, bicycles, doors, sash and frames, metal ceilings, lathings and interior finishings, pressed brick, soap, crackers and biscuits, canned fruits and vegetables, woollen and cotton goods, cigars, split peas and rolled oats, belting, vehicles, woodworking machinery, flour mill machinery, dairy outfits and products, etc.—N.Y. Journal of Commerce.

WORK ONE KIND OF BUSINESS.

Never try to work at more than one kind of business at a time. Persevere in whatever you are engaged in until you have succeeded, or until you are satisfied that you never can succeed in that line. To make money dishonestly is the hardest thing in life. Therefore, preserve your integrity. John Randolph, of Roanoke, once said: "I have found the philosopher's stone, and it

is this rule, 'Pay as you go.' " Nothing is truer. The road to wealth lies in paying out less than we take in.—William Waldor Astor.

FRONTIER HONESTY.

"WELL, there is one thing," said the old Kansas man, as he tipped back in his chair and put his feet upon the register, "I don't believe the people are as honest now as when the country was new."

"Now there was the case of Pete Lampton and the eggs. This Pete was sometimes accused of rustling a few cattle, but he was found to be square in little matters. Eggs were selling at 25c. a dozen and Pete took two dozen to his camp. The next day he returned to the store, threw down \$2.25 and started to walk out. The storekeeper asked the reason for deposit of currency, when Pete explained in this way:

"Well, Sheldon, there was just an even dozen of them eggs I got out of you yesterday that had chickens in 'em. Eggs is worth 25c. a dozen and chickens \$2.50 a dozen. I figured it out that I must owe you \$2.25. You can't afford to sell chickens for 25c. a dozen and I says, to square myself, says I, Pete, the square thing for you to do is go right back there and pay old Sheldon chicken price for them eggs. You may say what you please," continued the old-timer, as he sliced up another pipeful of plug tobacco, "but for downright square dealin' in small matters. I've never seen the country that come up to western Kansas in the early days."

Balfour & Co., Hamilton, report the receipt of many letter orders for "Tartan" tea. The trade appreciates the fact that the bright, handsome packages in which this tea is packed, not only add to the appearance of the store, but attract the attention of their customers. The combination of refined, delicate flavor and pronounced strength insures perfect satisfaction to every buyer, and there is nothing that adds so much to the prestige of a store as handling goods of this description.

AS GOOD AS————— Does not suit us. We have made

**L. S. & B. No. 1 and Empire
Coffees**

Better than any—this is the verdict of consumers.

LUCAS, STEELE & BRISTOL,
Hamilton.

PURE

**ALWAYS SATISFACTORY
PROFITABLE**—————

Canada Baking Powder

1-4's to retail 5c.

1-2's to retail 10c.

1's to retail 15c.

Never sell Alum Powders when you can buy this wholesome powder to sell at these prices.

James Turner & Co.

— HAMILTON

Prosperous New Year to You.

THE TRURO CONDENSED MILK AND CANNING CO.

Manufacturers "REINDEER" Brand.

Fresh Arrivals

Shell Brand Castile Soap, Bars
Shell Brand Castile Soap, Cakes
Pearl Sago
Pearl Tapioca

Aylmer Canned Chicken
Aylmer Canned Turkey
Aylmer Canned Duck

T. KINNEAR & CO.

AT RIGHT PRICES.

49 Front Street East, TORONTO.

THE ONE THING SHE WANTED.

NO matter how willing a man is to do his share in household matters, he will occasionally forget, and no one that I have ever known, or expect to hear mentioned in years to come, can be fully absolved from this besetting sin.

So it is that the gentlest of wives will at last turn, when the third request for any given article has been neglected, will suddenly change her endearing title for you to that of your full Christian name, closing with, "And you won't forget it to-day, will you, d-e-a-r?"

You can wager your saccharine existence that the request is neither forgotten or neglected that night.

It was the one week of all the 52 of the year, the one that brought us "peace on earth," and although the domestic demands had been continuous, everything had been brought except the one repeated request, "a nine pound pail of butter," a most necessary article during the season of hot cakes and waffles. The over-quiet distinctness with which she mentioned "butter" at breakfast, and repeated it as I rushed for the train was equal to the last call for supper in the dining car.

Yes, indeed, I stopped on my way to the office and bought the pail of "golden

creamery," and placed it in a position near my desk, so out it would have tagged of its own accord, had I attempted to leave that night without it.

Good fortune did seem to attend me all that day, for everything she might have wanted was right at hand for the buying, and soon a substantial peace-offering was gathered together.

Eight bundles, a nine pound pail of butter, and just an average time to make the train, barring delays; I reached it just as "All aboard!" sounded in my ears.

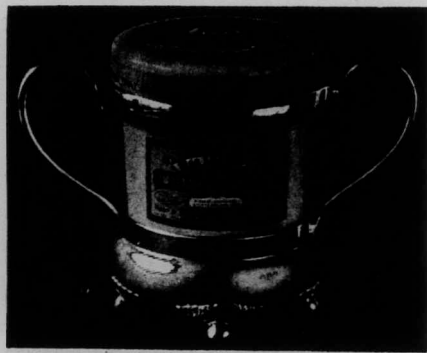
Through the kindness of the big, good-natured brakeman my plunder was safely gotten on board and dumped into a seat alongside of me, and there I sat, thinking of the happy surprise it would all be soon, not one thing forgotten. The seat was so comfortable, the song of the wheels as they rushed along so quieting, that I dimly heard and wondered who it was shouting so, when a hand was laid on my shoulder, and a "Hi, there! get a gait on yer! It's your station."

Never did nine packages get so tangled up as mine. One shot up in the air, carromed on my head, rolled along my arm, danced on my fingers, fell, broke, scattering its contents in every direction. Once on the platform, I couldn't hang that pail of

butter on anywhere and I left it ornamenting the steps of the depot and started homeward.

The night was cold and every foot fall on the snow-covered plank walk gave out its musical creak as I hurried on. Before the front gate was reached, the eight parcels seemed possessed of an insane desire to move about, and I strained every nerve to hold them until my arms ached and felt as if they would drop from their sockets; the 16-inch collar grew so small that breathing was anything but easy, and I was hotter than a toasting muffin, although the air was two deg. below zero. Mad? Well! just as I walked up the short approach to the front steps, I saw through the bay window the one being I was struggling to surprise. There she sat, calmly stitching away on some fancy work for a Christmas present, and, although expecting me and hearing my footsteps, no movement was made until I reached and kicked at the front door vigorously. Then everything was dropped, and she hurried to the door and threw it open.

There she stood in the bright light, as beautiful and sweet a picture of femininity as God ever made, smiling, expectant, but calm, calm beyond description. Quietly looking me over, taking in everything from the unbuckled galoshes, to my red, perspir-



No Doubt

you have tried several potted
and package cheese.

The only one left
Is the Pot on the left.



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

THE MacLEAN PUBLISHING CO.
Limited.

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

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

CRANBERRY CULTURE IN P.E.I.

THE probability is that cranberries will be cultivated extensively in Prince Edward Island in the next few years. The Island Pioneer, of Summerside, P.E.I., states that there are thousands of acres of bog land throughout the Province which are just fitted for the cultivation of the cranberry plant, and, as these acres are good for nothing else, it is likely that a proportion of them will be cleared for cultivation by their owners.

The climatic conditions of all the Maritime Provinces are suitable for cranberry culture—in fact, the conditions are even better there than in New Jersey or in the Cape Cod district of Massachusetts.

With suitable land and climatic conditions the cultivation of the cranberry plant is a simple matter.

In an address before The Nova Scotia Fruit Growers Association, Henry Shaw, a successful grower, of Annapolis Valley, N.S., described his experience. He owned a bog which had long been useless. In the fall this bog was drained, cleared, and fitted for the plow at little expense. Two acres were

ploughed; on one acre the plow brought the sand to the surface; on the other the mud was too deep to reach the sand.

In the following June and July, he secured wild vines (which are better than vines imported from the United States, for the latter are infested with various worms and insects), and planted them over the two acres. They grew well for four years, no more work being necessary.

On the fourth year, the acre which was sanded bore well, but the plants growing in the acre which had no sand never bore fruit, though they were left seven years.

As an experiment, a quarter of this fruitless acre was covered with a layer of sand. The result was, that this year this quarter acre yielded 27 barrels of cranberries. The other three-quarter acres were still fruitless.

Mr. Shaw has now an acre and a quarter of fruit-bearing cranberries. Concerning the value of his product, he spoke as follows: "We got at the rate of 108 barrels to the acre. We sold these on the Montreal market at \$7.34 per barrel net. Let us strike off the \$1.34 per barrel for harvesting, barreling and moving to the station—this amount will more than pay the cost. When this is struck off, we have an even \$6 per barrel, which would return for the acre \$648, or the interest at 5 per cent. on over \$12,000. A half, or even a quarter, of the yield I have mentioned would pay well, and pay if the berries sold as low as \$3 per barrel."

SULPHUR MATCHES LOWER.

Sulphur matches manufactured by The E. B. Eddy Co., Limited, have been reduced 25c. per case, the change going into effect on Tuesday.

"Telegraph" matches are now quoted at \$3.20 for 1 to 4 case lots, and at \$3 in 5 or more case lots. "Telephone," 1 to 4 cases, \$3; 5 cases or more, \$2.80. "Telephone," in 1/6 gross boxes, 1 to 4 cases, \$3.20; 5 or more cases, \$3. "Tiger," 1 to 4 cases, \$2.85; 5 or more cases, \$2.65.

"Victoria" parlor matches have been increased 25c. per case, now being quoted at \$2.50.

Terms are without change, 5-case lots still being delivered.

He who is late to business is usually a lap behind the day through in his duties.

A DANGEROUS COMMERCIAL DOCTRINE.

A MERCHANT is to be found here and there who boasts that he has never taken stock, and that, notwithstanding, he has been able to pay his way.

This is a dangerous commercial doctrine.

It is possible someone may yet safely swim the Whirlpool Rapids at Niagara without any artificial aid; but the probabilities are enormously against it.

It is possible a merchant here and there may make a success of business without taking stock; but the probabilities are against it.

He who makes a success of business must be a competent, thoroughly up-to-date man. And it follows that the man who has these qualifications would no more think of neglecting such an important essential as stock-taking than he would of keeping his stock unreplenished.

But whether the life of a business depends on stock-taking or not, one thing is certain: Neglecting to take stock at least once a year tends to make success less possible.

If a merchant does not know just where he is, how in the world can he tell what is best to do in furthering his business? And if he does not take stock, how is he to know where he is?

The merchant who does not take stock is always, to a more or less extent, groping in the dark, and obviously no one can make as good headway in the dark, whether it be the darkness of night or the darkness of business, as he can in the light.

CANNED TOMATOES.

The canned tomato situation is, if anything, stronger than it was a week ago.

Buyers who bought certain brands of tomatoes a few weeks ago for 80c. have within the last few days bid 85c. for several hundred case lots, net cash on spot, but their bid was rejected.

One operator claims to have secured 90c. per dozen f.o.b. the factory, and \$1 for corn f.o.b. the factory, on British Columbia account.

The ruling price with wholesalers is now 85 to 90c. per dozen, and they quote the latter figure oftener than they do the former.

Canned tomatoes have also taken a firmer turn in the United States.

A YEAR OF CANADIAN TRADE.

THE year which has just bidden us adieu was, in a commercial sense, a most important one to Canada. Whatever may be the character of its successor, 1898 was a signal one in the history of the country.

A better knowledge of her resources has been obtained, greater effort has been made to develop them, and the home and foreign trade of the country is larger and healthier than at any previous time in the history of the Dominion.

The foreign trade of the country showed a most gratifying development. We have not yet, of course, got the figures for the 12 months of the year, but for the 11 months the aggregate trade was, in round numbers, \$274,263,000, of which \$134,601,000 were imports and \$139,662,000 exports. The following table gives the figures for the two past years:

	Eleven months, 1898.	Eleven months, 1897.
Imports.....	\$134,601,000	\$106,790,000
Exports.....	139,662,000	138,000,000
	\$274,263,000	\$244,790,000

Figures as to the volume of the home trade cannot be adduced, but it has probably been the most active in the history of the country. In a great many lines manufacturers have positively been unable to keep up with the demand.

Taking the bank clearing returns for the eleven months, ending November, we find that they aggregate \$1,266,668,334, compared with \$1,061,130,269, a gain of \$205,538,065 or over 19 per cent. This is the largest total since the establishment of clearing houses in Canada.

The traffic on the Canadian railways was very heavy during the past year, but the rate war, which prevailed for several months, naturally impaired their net earnings. The gross earnings of the Canadian Pacific for the eleven months, ending November, were \$23,467,860, an increase of \$1,741,068 compared with the same period last year, but the net earnings were \$54,061 less. The gross earnings of the Grand Trunk for the ten months were \$19,755,021, compared with \$19,183,269 the corresponding period 1897.

The shipping trade of the port of Montreal is another evidence of the expansion of trade, 516 ocean steamers, with an aggregate tonnage of 1,212,747, having entered the

port against 479 vessels, with a tonnage of 1,054,225, in 1897. In coastwise steamers an increase is also shown, there being 330 vessels with a tonnage of 345,000, against 300 in 1897 with a tonnage of 317,000.

Now, in regard to the commercial failures: The number during 1898 was 1,427, or 520 less than in 1897. The assets were \$4,085,722, against \$5,191,647, and the liabilities \$9,644,100, against \$13,147,929. The decrease of 36.33 per cent. in the liabilities is the most striking and pleasing feature in regard to these returns. The proportion of the assets to the liabilities was also more satisfactory, being 42.36 per cent., compared with 39.49 per cent. in 1897. In both failures and liabilities, the figures are the smallest in, at least, seven years.

In agricultural matters, Nature was most beneficent. Ontario had the largest crop of wheat in its history, and the quality of the same was exceptionally good, as well. The yield of fall wheat was 25,158,713 bushels, or 24 bushels per acre, and, of spring wheat, the quantity was 6,873,785, bushels, or 17½ bushels to the acre. Taking grain alone, the yield in Ontario last year aggregated over 150,000,000 bushels. With the single exception of potatoes, the root crops were all larger. The yield of tobacco was over 10,500,000 lb.

Manitoba and the Territories were also blessed most bountifully in this respect. According to the latest bulletin issued the total grain crop of Manitoba exceeded 47,000,000 bushels, of which over 25,000,000 bushels was wheat and 17,000,000 oats. The dairy produce of the Province is also developing, and 1898 was a favorable year for this industry, the total output of cheese and butter being valued at nearly \$500,000. Year by year the live stock of Manitoba is increasing in importance. Beef cattle to the number of 12,525 were exported from the Province, while of stockers 9,500 were shipped to the Northwest Territories to be fattened and 20,000 went to the United States.

The lumber industry has not been in as satisfactory condition as desirable, but exterior, and not interior, causes contributed to that, namely, the overstocking of the

British market and the \$2 duty imposed by the United States. In spite of these adverse influences 317,333,593 feet were exported by way of Montreal, compared with 300,420,069 in 1897, and 221,003,609 in 1896.

Canada is at the moment centring much hope in its mining industry, and the results of the past year are most encouraging. In British Columbia the conditions are particularly promising.

In gold, in copper, and in silver, the prospects were never so bright. Rossland has passed through its critical stage, and the value and permanency of its mines are now assured. Neither now is there any doubt in regard to the Yukon country. In both Ontario and Nova Scotia there have been increased productions of gold. The output of gold in the latter Province is estimated at \$600,000, the largest in its history. The gold produced in Ontario during the first six months of the year was \$133,744, against \$190,244 for the 12 months of 1897, so that it is tolerably certain that the yield for the whole year will exceed that of its predecessor.

The outlook for the coal industry, like that of the gold industry, is promising. The output in Nova Scotia last year was large, and during the year upon which we have entered, promises to be still larger.

In British Columbia, the opening of the Crow's Nest Pass railway has materially improved the prospects of the coal mining industry in that Province. The collieries at Fernie, East Kootenay, have 150 to 200 miners at work. Fifty coking ovens are complete and several are in operation, while fuel is being shipped to the smelters. It is expected that the coking ovens will be increased to at least 150 before long. As an adjunct to the gold mining in British Columbia these Kootenay coal mines will be most valuable.

What Canada wants more than anything else just now is population, and the next few years will, in all probability, witness a substantial increase in this respect. The signs are not wanting, at any rate, for the number of homestead entries in Manitoba and the Northwest the past year were 4,426, compared with 2,383 in 1897, while the immigrants were 27,171, against 10,864. Then, there are the number of people who have gone into the Klondyke and into the various mining camps in British Columbia to be taken into account.

SPECIAL TAX FOR DEPARTMENTAL STORES.

THE city council of Montreal has been for some time laboring with taxation in general and with departmental store taxation in particular, and at a meeting held the other day it was decided to ask the Legislature for power to impose a special tax on the latter. The clause adopted reads as follows:

An additional special tax, not exceeding 10 per cent. of the annual assessed value of the entire premises in which departmental stores are maintained and carried on, may also be imposed upon such persons, companies or corporations, for each separate and distinct branch of trade and business maintained and carried on in such department stores.

THE CANADIAN GROCER is not prepared to say that the scheme proposed by the city council is the best that may be advanced for the regulation of the departmental stores.

The departmental store problem is as intricate as it is large, and it is probable that effective, satisfactory, and, at the same time, just regulations will only be obtained by easy experimental stages. It will be necessary to step as the footing is felt to be sure. It would not be wise to make a move and then go back again.

The proposition of Montreal, if adopted by the Legislature of the Province of Quebec, seems an experiment worth the trying, although some difficulty might be experienced in defining a "separate and distinct department." That, however, is no reason why the attempt should not be made. It should only impel those who are promoting the scheme to greater effort in devising means whereby this or any other object may be overcome.

The departmental store is one of the many species of monopolies which are developing in this age, to the injury, not only of business men and property owners, but of municipal corporations as well.

The municipalities were the last to feel the effects of this particular class of monopoly. As long as it was only the ordinary merchant and the property owner that were being pinched they had not much concern. But, when closed stores meant decreased revenue from taxation, they became interested. And now various corporations in Canada and the United States are searching diligently for ways and means to

compel the departmental stores to contribute their due share to the taxes of the respective municipalities.

With business men, property owners, and municipal authorities interested some feasible scheme should be evolved whereby the desideratum may be secured.

CANADIAN BACON LOW.

THE price of bacon has taken quite a tumble in the British market during the past three months. No. 1 Canadian bacon has fallen from 50 to 58s. to as low as 37 to 40s. per cwt.

The cause of this has largely been the remarkable increase in exports from Canada. During the five months ending December 1, 1897, our exports of bacon were 276,696 cwt.; in the same period last year they were 507,248 cwt., an increase of over 83 per cent.

Such an increase as this could not fail to affect even such a large market as the British one, for, during the Christmas season, the demand for bacon is limited considerably by the large sales of poultry, etc.

Canadian bacon has not taken this tumble alone, as prices all along the line have depreciated. Even at the low price now ruling for the pea-fed Canadian article it is still quoted 8 to 10s. per cwt. higher than the corn-fed American article.

The Canadian packers now point to this depreciation in values as vindication of the reduction made in the price of live hogs some time ago, which reduction was severely criticized in some quarters.

They now turn the tables on these critics, who, at the time, advised the farmers throughout the country to hold back their hogs, by pointing out the fact that, owing to the farmers keeping their hogs too long, fully 40, and possibly 50, per cent. of the hogs offered are too fat, and are unfit for export. As the price of thick fats is but \$3.75 per cwt., against \$4.37½ to \$4.50 per cwt. for light singers, the loss by keeping this large proportion of hogs so long is considerable.

He who despises his business, usually gets cold-shouldered by his business.

DROPS FROM THE EDITOR'S PEN.

Have opinions, but do not deny others the same right.

When merchants unite their grievances begin to scatter.

Ruts lead away from success. Do not get into them.

Obedience to the laws of business brings the blessing of success.

The ideal window display sells goods as well as attracts attention.

Merchants with narrow views should not expect much expansion in their business.

One may lose something by being honest, but not as much as he will by being dishonest.

A good business man maketh a good business, and he who is enterprising maketh a good business man.

Hammer away at business, and hammer hard. Do not be afraid that you will make too much noise and wake up your competitors.

A BUSINESS MAN REJECTED.

THE CANADIAN GROCER exceedingly regrets the defeat of Mr. Tilden for the Hamilton mayoralty.

As a business man he should have been elected.

Newspapers that were opposed to him acknowledged that the office was one which demanded business principles in its conduct, but they solaced themselves with the alleged belief that Mr. Tilden's opponent, a lawyer, was blessed with business qualities, and, therefore, was just as qualified as he for the position.

Then, the organized labor vote was against Mr. Tilden. He had deigned, some years ago, in connection with his own business, to do something which did not please that body. Consequently he had its opposition instead of support, notwithstanding his importance as an employer of labor and the support that was due to him as one who has done so much in building up the industries of the "Ambitious City."

But it is not the first time similar mistakes have been made.

THE TIDE HAS TURNED and JAPANS will soon be a tea of the PAST.

"SALADA"

CEYLON TEA

has already killed the sale of China teas, and is turning thousands away from the use of the injurious teas of Japan. **DON'T WAIT** until others have weaned away your tea trade, **BE ON THE ALERT** and keep "SALADA" Ceylon Tea in the most prominent place in your store.

MONTREAL OFFICE: cor. St. Paul and St. Sulpice Sts.

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Ivory Bar

IS PUT UP IN

1-lb. bars.
2 6-16-lb. bars. } 60 bars in box.
3-lb. bars.

Ivory Bar Twin Cake

12-oz., 100 cakes in box.

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

The BRANTFORD SOAP WORKS CO.
Limited.

Evaporated Vegetables

FOR SOUP

Always Ready
Always Delicious

Specially adapted for **Miners'** and **Sailors'** use.
Samples sent on application.

Kerr Vegetable Evaporating Co.

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KENTVILLE, NOVA SCOTIA

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

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; so take no other, and be happy.

This Brand is packed from the finest 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**, all 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 & Persse, Winnipeg, for Manitoba and N.W.T.

MONTREAL

Produce Commission House.

F. E. JODERY & CO.

Nos. 8 and 10 Lemolne St.

Absolutely commission.

For the sale of

**Poultry, Game,
Butter, Cheese,
Eggs, Etc.**

Most central and best adapted situation in Montreal.
MOTTOES.

Shippers' interests our interests. Get all we can and give all we get.

LYTLE'S Mince Meat

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LYTLE'S Pickles

are known throughout the grocery trade as the "Best in Canada."

If our traveller doesn't call upon you, write for quotations.

T. A. LYTLE & CO.

Canada Vinegar Works,

TORONTO

EXCELS ALL OTHERS
in QUALITY
and PRICE

REMY'S STARCH

REMY'S MATCHES

Plain and Impregnated.



REMY'S

HUNGARIAN-GRADE WHEAT FLOUR

In 5-lb. bags, 1-doz. cases, and in 140 and 280-lb. sacks.

FAR SUPERIOR
TO ANY
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REMYLINA
THE NEW CORN FLOUR

Please address
all Communications to

H. BECKER, 8 Lower Thames Street, London, E.C.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, Jan. 5, 1899.

GROCERIES.

WHILE the volume of business is naturally not large at this time of the year, it appears to be better than usual, and the general outlook is healthy. During the last few days inquiries have been coming in more freely for canned goods, and a few transactions at good figures are announced. Coffees have been a little easier in the primary market, but quiet and unchanged locally. There is not much being done in tea, but business in this line may be expected to improve from this out. There have been a few sorting-up orders for foreign dried fruits, such as currants, raisins, etc., but trade in this line is, on the whole, quiet. Sugars are dull and weak, although no further change has taken place in the local market. A fair business is being done in molasses, but in syrups there is very little doing.

CANNED GOODS.

Canned tomatoes appear to be gathering strength. There have been, during the week, more inquiries, and there have been a few transactions, although the volume of business does not yet amount to a great deal. One wholesale dealer was bid 85c. for a round lot of several hundred cases of tomatoes, but he refused to accept. Other houses, it is alleged, have recorded similar bids. One operator claims to have obtained 90c. f.o.b. the factory for tomatoes, and \$1 for corn f.o.b. factory for shipment to British Columbia. Wholesalers are now, as a rule, quoting tomatoes at 85 to 90c. per dozen. Some declare they will not accept less than the outside figure named. Corn is being held at 90c. to \$1 by the jobbers, and peas at 75c. upward. Business is a little more active in canned salmon than it was. There has been a little more inquiry, of late, for canned fruits, although the orders have been small individually.

COFFEES.

The coffee market was a little weaker, but a little better feeling has again developed, the cables denoting steadier prices. Locally, the market is quiet and uninteresting.

SUGARS.

While there have been further declines in the European beet sugar market, the market appears to be, on the whole, steadier than it was. In New York there was, last week, a decline of $\frac{1}{2}$ c. in granulated sugars,

but except in soft sugars the cutting of prices by the Trust and the independent refiners has practically ceased for the time being at least. Refiners are buyers of raws, but importers do not appear in a hurry to do business. Business in sugars, both at home and abroad is light. Local quotations are unchanged at \$4.58 for Montreal granulated, and \$4.53 for Acadia.

SYRUPS AND MOLASSES.

Trade has fallen off in both sugar and corn syrups, and very little business is being done. In molasses, a fair trade is being done in the New Orleans description at 25 to 27c. in bbls., and 27 to 30c. in half-bbls. Advices from New Orleans report a scarcity of desirable grades, with lower grades steady as to price.

NUTS.

A few small sorting-up orders are being received. The total arrival of Brazil nuts

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

in Liverpool the past season is placed at 3,332 tons, against 3,179 tons last year.

TEAS.

There is not much business being done. In the way of import the chief business at the moment is in high-grade Ceylon teas, practically none of which are to be had on spot. There is a little business being done on spot in low and medium grade teas. There is talk of an easier feeling in Japan teas, but in spite of this there have been transactions during the week at prices previously ruling. A few inquiries have been received during the week for China Pan-yongs, but no transactions resulted as far as can be learned. Inquires for this description of tea are rather scarce upon this market.

FOREIGN DRIED FRUITS.

CURRANTS—There is not a great deal doing in currants, but the market is steady. An advance of 3d. per cwt. was cabled from the primary market last week.

VALENCIA RAISINS—There is a little sorting-up being done, but it does not amount to much.

PRUNES—Trade is still quiet in prunes, and the market is without special feature.

GREEN FRUITS.

While the usual after Christmas quietness is now observable, the demand is better

than was expected. The demand for oranges is good, but receipts are so large that Valencias and navels have declined 25c. per box, and Jamaicas 25 to 50c. per bbl. Sweet potatoes are practically done. There is no change in either prices or the conditions affecting any of the other fruits on the market.

COUNTRY PRODUCE.

EGGS—There is little activity. The demand for strictly fresh and for boiling stock is excellent. Held eggs move steadily at 15 to 18c. per doz.; pickled at $14\frac{1}{2}$ to $15\frac{1}{2}$ c. Cases bring all the way from $14\frac{1}{2}$ to $16\frac{1}{2}$ c. f.o.b. point of shipment.

POTATOES—The demand is steady, with prices firm at 55c. for car lots and 60 to 65c. for small lots on the market.

POULTRY—The market for turkeys and geese is decidedly weak, a reduction of $\frac{1}{2}$ to 1c. per lb. being noted. Poorly dressed birds are neglected, as there is sufficient bright, fresh-killed stock to supply the demand. The demand for chickens and ducks is moderate, but steady, and prices are firm and unchanged.

DRIED AND EVAPORATED APPLES—The situation is unchanged. Dried apples are steady at 5 to $5\frac{1}{2}$ c. at outside points, and at $5\frac{1}{2}$ to 6c. in a jobbing way for No. 1 stock. Common stock is 1c. lower. Evaporated apples are in a steady demand at $8\frac{1}{4}$ to $8\frac{1}{2}$ c. outside, and $8\frac{1}{2}$ to 9c. in a jobbing way locally.

VEGETABLES—Spinach, onions, lettuce and radishes, greenhouse-grown, are on the market. Cabbage is 15c. per doz. dearer. Turnips are 5 to 10c. cheaper. We quote as follows: Spinach, 75c. to \$1 per bush; green onions, 10 to 15c. per doz.; cauliflower, 50 to 75c. per doz.; celery, 50 to 75c. per doz.; lettuce, 20 to 30c. doz. bunches; radishes, winter, 15 to 25c. doz. bunches; cabbage, per doz; 75c. to \$1; parsley, 10 to $12\frac{1}{2}$ c. per doz. bunches; turnips, 25 to 30c. per bag; beets, 50 to 60c. per bag; parsnips, 60 to 75c. per bag; carrots, 50 to 75c. per bag; onions, Danvers, \$1.25 to \$1.50 per bag; butter squash, \$2 to \$2.50; pumpkins, \$1 to \$1.50; Hubbard squash, \$2.50 to \$3; red cabbage, 40 to 50c.; egg plant, 50 to 90c. per basket.

BUTTER AND CHEESE.

BUTTER—Dairy large rolls are in poor demand. Prints and tubs are steady. Creamery tubs and boxes are unchanged; prints are $\frac{1}{2}$ to 1c. dearer. We quote at outside points: Dairy tubs, $12\frac{1}{2}$ c.; prints,

At 5 cents---This is the price at which
SURPRISE SOAP retails.
Your customers get a pure
hard Soap---**You** get a good
profit.

BRANCHES—

MONTREAL: Board of Trade Building.
TORONTO: Henry Wright & Co., 51 Colborne St.
WINNIPEG: E. W. Ashely.
VANCOUVER: 430 Cordova St.
ST. JOHN'S NEWFOUNDLAND.

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

13 to 14c.; large rolls, 13 to 13½c.; creamery prints, 18½ to 19½c.; tubs and boxes, 18½c.

CHEESE—The market is steady. Early makes are ½c. dearer. The demand is good at 9½ to 10½c.

PROVISIONS.

The receipts of dressed hogs have been quite liberal lately. The price is steady at an advance of 5c. per cwt. The demand for meats and lard is quiet. Backs are ½c. cheaper; heavy mess and clear shoulder mess barrel pork have declined 50c.; otherwise prices are unchanged.

FISH.

Receipts of fresh-water are moderate. Prices are unchanged. Salt-water fish are arriving in large quantities. Halifax herring are now in. We quote: Fresh salmon trout, 7½ to 8c.; fresh whitefish, 7½c.; steak trout, 8c. lb.; fresh perch, 4c. per lb.; fresh herring, 4c. per lb.; Labrador herring, \$5.75 per bbl. and \$3.25 per half-bbl.; Digby herring, 55c. per bundle of five; Halifax herring, \$2 per 100; split herring, \$5 per bbl. and \$2.75 per half-bbl.; cod, in 1-lb. blocks, 6½ to 7c. per lb.; boneless fish, 4 to 4½c. per lb.; boneless fish in 1-lb. blocks, 5½ to 6c.; fresh-water herring, 60c. per basket; ciscoes, 60c. to \$1.25; haddies, 7 to 8c. per lb.; fresh haddock, 6c. per lb.; oysters, \$1.25 to \$1.35 per gallon, or \$6.25 per large pail.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Wheat is moderate this week, and red and white are now quoted at 70c.

at middle freight stations. There is little doing on the street market. Oats are 3c. dearer; goose wheat 2c., and red and white wheat, ¼ to 1½c. We quote: Wheat, white, 72 to 72½c.; red, 72 to 72½c.; goose, 71 to 72c.; peas, 58 to 65c.; oats, 34 to 35c.; barley, 48 to 50c.; rye, 51 to 52c.; No. 1 hard Manitoba has advanced 1c., and is now quoted at 81 to 82c., Toronto freights.

FLOUR—There is no change to note. We quote: Manitoba patents, \$4.15; Manitoba strong bakers', \$3.90; Ontario patents, \$3.90 to \$4; straight roller, \$3.15 to \$3.25, Toronto freights.

BREAKFAST FOODS—The demand is good. Prices are steady and unaltered. We quote as follows: Standard oatmeal and rolled oats, \$3.90 in bags and \$4 in bbls.; rolled wheat, \$2.60 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$4; pot barley, \$4.

HIDES, SKINS AND WOOL.

HIDES—The market keeps firm. There is no change in prices. We quote cow hides as follows: No. 1, 8½c.; No. 2, 7½c.; No. 3, 6½c.; cured, 9c. Steer hides are worth ½c. more.

CALFSKINS—We quote nominally: No. 1 veal, 8-lb. and up, 10c. per lb.; No. 2, 8c.; dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—No change. Sheepskins and lambskins keep firm at 80c.

WOOL—The market continues dull and weak. We quote fleece at 15c. and unwashed at 10c.

SALT

A good demand is noted, with prices firm 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, 54c.

MARKET NOTES.

Eddy's sulphur matches are 25c. per case lower.

Turkeys and geese are ½ to 1c. per lb. cheaper.

Canned tomatoes are firmer, and quoted from 85 to 90c. per dozen.

Dairy large rolls butter has declined 1c.; dairy and creamery pound prints are both 1c. dearer.

Valencia and navel oranges are 25c. per box cheaper; Jamaicas have declined 25 to 50c. per bbl.

Smoked backs are ½c. cheaper; heavy mess and clear shoulder mess barrel pork have declined 50c. per cwt. Dressed hogs are 5c. dearer.

QUEBEC MARKETS.

MONTREAL, Jan. 5, 1899.

GROCERIES.

THE wholesale grocery trade during the past week has been very much of a holiday character. In consequence, the market, on the whole, has ruled quiet, and without any new feature of note. The demand for all lines has been limited, but the prospects are that there will be some

BE SURE AND GET

BRIGHTON Canning Co.
New Process
THISTLE BRAND TOMATOES **GARDEN GROWN**

How's the Stock To-day?

We want your trade in

CONFECTIONERY.

We manufacture it in every conceivable form, and have an immense assortment.

J. McLaughlan & Sons,
OWEN SOUND.

CANADIAN

Manufacturers and Shippers who are not represented in

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Will do well to correspond with me.

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124 Princess Street, **Winnipeg, Man.**
Successor to W. F. Henderson & Co.

Wholesale Commission Merchants and Brokers.

Established 1882. 16 years' experience.

EDWARD HARRIS & CO.,

PHENIX SPICE MILLS, LIVERPOOL, ENG.

Telegraphic Address: "Speedwell, Liverpool."
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Grinders of Pepper, Spices, and Condiments of every description. Ginger Bleachers, etc.

Packers for Canadian markets. Samples and Quotations on application. Correspondence invited.

SARNIA Water White Lamp Oil. . .

Equal to the best American Water White Oil. Test it and be convinced. Genuine is branded *Sarnia Water White*. Wholesale only by

The **QUEEN CITY OIL CO., Limited.**
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We solicit consignments of

POULTRY
ROLL BUTTER
FRESH EGGS.

Highest prices obtained. Quick returns.

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70 and 72 Front St. East, **TORONTO**

activity in the leading lines, now that the holidays are over, and especially so in teas, as the duty question is again being brought up, and the opinion is that the Government will impose a duty of 4 to 6c. per lb. at the next session of Parliament. On account of the above, there has been more inquiry of late, and considerable business will likely be done before our next report. Molasses is quiet, but firmly held.

SUGAR.

There has been no further change in the sugar market since our last, prices having ruled steady for all grades. The demand has been limited, as buyers generally laid in ample supplies before the holidays, in consequence, business has been dull with granulated quoted at \$4.40, and yellows at \$3.70 to \$4.20, as to quality, at the factory.

SYRUPS.

In syrups business has also been very quiet, and prices rule steady at 1 1/4 to 2 1/4c. per lb.

MOLASSES.

The demand for molasses has been slow, but the undertone to the market is firm, and a larger movement is anticipated later on in the month. At present car lots of choice Barbadoes are quoted at 30c.; single puncheons at 31c., and the inside figure holders would accept for round lots is 32c., and some are asking 32 1/2c.

DRIED FRUIT.

The situation in dried fruit is practically unchanged, owing to the fact that stocks continue large, in consequence prices are in buyers favor. We quote: Layers, 5 1/4

Direct shipment of (Choice Pea Beans.)
CURRANTS from **PATRAS**
just received. Orders solicited. Apply, **JAS. R. SHIELDS**, Board of Trade, **TORONTO.**

Toronto Salt Works

TORONTO, ONT.

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

Our extensive

City and Shipping Trade

gives us unequalled facilities for handling to best advantage your shipments of

Poultry, Butter
Eggs, Dressed Hogs
CONSIGNMENTS SOLICITED
QUICK RETURNS.

D. GUNN, BROTHERS & CO.

Provision and Commission Merchants
76-78-80 Front St. E. - - **TORONTO.**

CONSIGNMENTS SOLICITED

Our specialties

POULTRY, BUTTER,
EGGS, HONEY.

We buy Dried Apples. Send us samples and we will offer you.

Correspondence Invited.

RUTHERFORD, MARSHALL & CO.

68 Front Street East, - - **Toronto.**

Don't forget our Trade Sales every Wednesday,
at No. 9 Front St. East, 2.30 p.m.

We have special values in:

Valencia Oranges, all sizes

California Oranges, all sizes

CLEMES BROS.

51 Front St. East

Mexican Oranges, all sizes

Japanese Tangerines

to 5½c.; fine off-stalk, 4c., and off-stalk, 3½c.

NUTS.

In this line business has been quiet, as buyers generally have ample supplies on hand, and prices show no change.

CANNED GOODS.

There has been no new feature in this market. The demand for all lines is somewhat quiet just now, and prices rule about steady.

SPICES.

A fair business has been done in spices, there being a good demand for small lots, and prices, generally, are well maintained.

COFFEE.

This market has been quiet and easier, in sympathy with American advances. We quote: Maracaibo, 9½ to 13½c.; Santos, 7 to 10c., and Rio, 7 to 10c.

TEA.

There is nothing new in the situation of the tea trade. The talk of duty has created an uneasy feeling, and the prospects are that considerable business will be put through in the near future. A few small sales of Japans have been made at 15 to 15½c., and one or two round lots of Pingsuey gun-powders were placed at 8½ to 9½c.

GREEN FRUIT.

Business in this line has been quiet, owing to the fact that buyers laid in large supplies for the holiday trade, and, until such are worked off, not much activity is looked for. The only changes notable are a decline of 25c. per box in the price of Valencia oranges and a decline of 50c. per box in Californias. Valencia oranges are selling from \$3.75 to \$5.50, according to size; Californias at \$3 to \$4, and Jamaicas at \$5 to \$5.50 per barrel. Lemons are in fair demand at \$2.25 to \$3 per box, cranberries at \$7 to \$9 per barrel. Almeria grapes plentiful at \$4.50 to \$7 per keg, pineapples sell at 35c. each, and grape fruit at \$5.50 to \$6 per box.

APPLES.

There has been no improvement in the apple market, and prices range from \$2.50 to \$4 per barrel.

FISH.

Supplies of fresh frozen are larger and prices easy. We quote: Haddock and cod at 4 to 4½c.; salmon, 13c., and to arrive by freight, 9c.; whitefish and dore, 6½c.; pike, 4c.; tommy cods, \$1.50 to \$1.75 per bbl.; fresh herring, 2¼c. per lb. and smelts 6c.

Demand for salt has been fair, and prices show no change. We give quotations this week as follows: No. 1 herrings, \$4.25 to \$4.50 in barrels, and in half-barrels, \$2.12½ to \$2.25; No. 1 green cod, \$6; do. large, \$6.50; No. 1 hake, \$4.25 to \$4.50; B.C. salmon,

\$12.75 to \$13, in full barrels, and \$7 in half-barrels, and No. 2 mackerel, \$18 per barrel.

Supplies of preserved fish are limited. We quote: Haddies firm at 7c.; bay bloaters at 80c. to \$1 per box, and smoked herring 10c. per box. Dried codfish, 4c.; boneless, 5½c., and dressed boneless cod, \$4.12½c. per 100.

COUNTRY PRODUCE.

EGGS—The egg market was quiet and prices show no change. We quote: No. 1 candled, 16c.; No. 2 do., 12½ to 13½c.; Montreal limed, 14½ to 15c.; western limed, 13 to 13½c., and culls, 9c. per doz.

POULTRY—There was little demand for poultry, and trade was quiet at unchanged prices. We quote as follows: Turkeys, good to choice, 9 to 9½c.; scalded, 8 to 8½c.; chickens, good to choice, 6 to 8c.; fowls, 4 to 5c.; ducks, 7 to 8½c., and geese, 5 to 6c. per lb.

BEANS—Beans were dull and unchanged. We quote: Choice hand-picked, 95c. to \$1 per bushel; primes, 85 to 90c.

HONEY—The market for honey was very quiet. We quote as follows: White clover comb, in 1-lb. sections, 7 to 7½c.; dark, 5½ to 6½c.; white extracted, 6 to 6½c., and dark, 4 to 5c.

DRESSED HOGS AND PROVISIONS.

The local provision market was dull and featureless, prices being steady all round. We quote: Canadian pork, in barrels, \$11.50 to \$16; pure Canadian lard, in pails, at 7½ to 7¾c. per lb., and compound refined at 5 to 5½c. per lb.; Hams, 10 to 12c. and bacon, 10 to 12c. per lb.

In dressed hogs trade was quiet and prices unchanged at \$5.65 for light, and \$5.40 for heavy weights per 100 lb.

FLOUR, GRAIN, ETC.

GRAIN—The grain market was quiet, but the undertone was firm, and prices fully maintained, in fact, holders in most cases were asking higher figures, but shippers showed little disposition to operate. On spot, No. 2 white oats in car lots sold at 33c. store, and at points west of Toronto 29½c. was paid. Manitoba No. 1 hard wheat was quoted at 68½c. December, and at 72½c. May, afloat Fort William. Ontario red wheat at western points sold at 71c.

FLOUR—In sympathy with the recent strength in wheat, there is a firmer undertone to the flour market, and, although no actual advance in prices has taken place yet, the prospects are there will be early in the new year. Business to-day was quiet. We quote: Winter wheat patents, \$3.75 to \$4; straight rollers, \$3.50 to \$3.65; in bags, \$1.65 to \$1.75; Manitoba patents, \$4.25; strong bakers', \$3.75 to \$4.10

FEED—The demand for feed continues good, and millers, in some cases, state that

they find it impossible to fill all the orders coming forward, owing to the scarcity of stock. Ontario bran sold at \$14.50 per ton in bulk. We quote: Manitoba bran, \$15; shorts, \$17 and mouille, \$18 per ton, including bags.

MEAL—There was no change in the meal market, business being quiet at \$3.50 per bbl., and at \$1.70 per bag for rolled oats.

HAY—In baled hay trade was slow and prices are unchanged. We quote: No. 1, \$6 to \$6.50; No. 2 extra, \$4.50 to \$5; No. 2, clover mixture, \$4 to \$4.50; clover, \$3.50 to \$4.

BUTTER AND CHEESE.

BUTTER—There was no change in the butter market, and values remain 20¼ to 20½c. for finest late made, in boxes, and 19½ to 20c. in tubs.

CHEESE—The cheese market was quiet and unchanged to-day, with holders firm at 10½c. for finest western and 10¼ to 10¾c. for eastern, but buyers are backward at these figures.

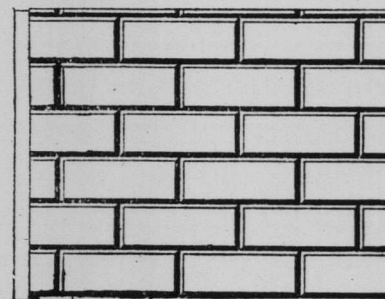
MONTREAL NOTES.

D. Morson & Co. have been appointed agents for Remy's starch, and will carry these goods in stock.

A. & B. Gallant, general merchants, Bloomfield, P.E.I., have dissolved. Benj. Gallant intends continuing the business.

Sheet Steel Pressed Brick

Can't be equalled as a durable, economical, practical covering for buildings.



It gives Fire and Lightning proof protection—keeps out the cold in winter and the heat in summer—is uniformly handsome in appearance—can be most easily applied and costs very little.

Read particulars in our catalogue, you'll find it desirable for use either for old or new buildings.

Metallic Roofing Co., Limited

1180 King St. West - TORONTO.

MANITOBA MARKETS.

WINNIPEG, Jan. 2, 1899.

WITH Christmas day the very mild weather left us, and Winnipeg has settled down to really sharp weather, the thermometer for the week ranging from 25 to 35 below zero. In business circles, the week has been a quiet one, practically no business being done by wholesale houses. The year's business has been wound up and preparation made towards stocktaking before the spring trade.

There has been little or no movement in wheat. Deliveries are small, and most of the grain coming in now is more or less damp. The slight improvement in the grain market outside is encouraging holders here to look for an advancing market.

FLOUR—Flour is quoted at: Patent, \$1.95; bakers', \$1.75; Algoma, \$1.30; XXXX, \$1.05. Trade in this line is better than almost any other. Millers are still anticipating higher figures, but will not advance until there is a permanent improvement in the wheat market.

PORK—Supply is increasing slightly, but there is very little doing.

CURED MEATS—This market is fairly easy and without change. Hams, smoked, 11c.; breakfast bellies, 11½c.; backs, 11c.; shoulders, 8½c.; spiced rolls, 10; dry salt long clear bacon, 8½c.; extra short clear bacon, 8c. backs, 9c.; shoulders 8¼c.

CANNED GOODS—No change can be reported here and the demand at present is light. Quotations are: Corn, \$2.25; peas, \$1.90; beans, \$1.90; tomatoes, \$2.25 to \$2.30.

EVAPORATED AND DRIED FRUITS—Apricots continue at 16½c. per lb. Evaporated apples are ranging from 9½ to 11c., according to quality, while dried apples are 8c. per lb. and practically unsaleable at those figures.

SUGARS—Granulated is dull at 57-16c. Paris lumps are quoted 6¼c., and bright yellow, 4½c.

FISH—Scarcity of haddies continues, and many orders are still unfilled and will remain so.

BUTTER—This market is slow. Dealers here have good supply of creamery on hand and little, if any, is arriving from the east, except certain carload lots bought and shipped direct to British Columbia. The price of creamery from jobber to retailer is 22 to 23c. per lb. Dairy butter is slow. Round lots are being bought at Winnipeg for 14 to 15c. The Government dairy school opens on January 3 for its winter sessions, and the product will be put on the market to meet local demand for fresh-made creamery.

EGGS—Manitoba hens are busy keeping warm, and have no time to lay. Strictly

fresh laid eggs are at famine prices. Fresh gathered are worth from 20 to 22c. per doz.; pickled, 16 to 17c.

NUTS—The demand for nuts this year has exceeded all previous records. New peanuts, roasted, 12c.; Grenoble walnuts, 15c.; Tarragona almonds, 15c.; Sicily filberts, 12c.; Brazils, 13c.; pecans, 15c.

GREEN FRUIT—This market is now reduced to the ordinary winter varieties, and will show few changes for some weeks to come. The supply of oranges is large and of good quality. Californian navels, \$4.75 to \$5, according to size; lemons, Californian, \$4 to \$4.50 per case; cranberries, \$8 per bbl.; bananas, small shipments coming by express, \$3 to \$3.50 per bunch; apples, \$3.50 to \$4.50; sweet potatoes, per bbl., \$5; celery, per doz., 40c.; fresh lettuce, 50c. per doz.

A 25-POUND LOBSTER.

One of the largest lobsters ever caught in the vicinity of Calais, or in any other place, as far as known, was recently captured off Grand Manan. The monster weighed 25 lb., measuring 42 inches from tip to tip, having claws 26 inches long by 7 wide. The only other one of about the same size which is known to have been caught is, at present, in the museum at Philadelphia. The age of this giant monster is, of course, only conjectured. Up to two or three years of age, it is easy enough to determine, but, after that, it becomes more difficult. It is believed the age of the one above mentioned must have been at least 50 years. This one was sold to a fish dealer in Montreal—Kennebec Journal.

HARDWOOD PACKING BOXES.

It seems paradoxical to state that there is a possibility of pine packing boxes being superseded by hardwood boxes because of the lighter weight of the latter, but such is the case. It has been found that, especially beech, birch and maple, cut into thin veneers, and cemented together three-ply, the thickness of the whole about 5-16ths of an inch, make superior packing cases for carrying all kinds of heavy and light merchandise.

This veneer box is waterproof for all practical purposes, it is less bulky, more durable and much lighter than the 1-inch pine packing case now in use. By this reduction of weight the saving in freight and express charges over long distances, it is claimed, will give the shipper his packing case free of cost, which is a consideration in the expense account not to be overlooked.

The advent of this style of packing box will be beneficial to Canada in two ways, for, besides its advantages to the merchant using it, their use may appreciate the value of the great hardwood forests within our borders, and may stay the "passing" of the white pine, 40 per cent. of which, it is claimed, finds its way into packing boxes.

An English company has already commenced the manufacture of these boxes in Toronto. Another English company is erecting a factory in the easterly section of New Brunswick, where hard woods abound close to the seaboard, from whence shipments to England, the great user of packing cases, can be economically made by water the year round. Here the veneer is manufactured, cut into sizes, and shipped to the London factory, where the cases are put together and distributed.



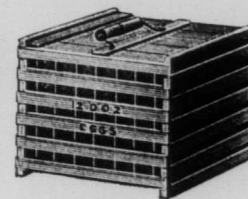
The Daddy of them all.

The Best always the Cheapest.

These are both Cheapest and Best.

Humpty Dumpty

Egg Crates



The newest, cheapest and best method of bringing eggs to market.
Every farmer needs them, and must have them.

Cost Trifling.
Saving Enormous.

When not in use folds flat.
Will outlast a dozen baskets and all annoyance of miscouunts and breakage is avoided.

SEND FOR PRICES

The DOWSWELL MANUFACTURING CO., Limited

W. L. HALDIMAND & SON

32 and 34 St. Dizier St., Montreal, Eastern Agents.

HAMILTON, CANADA.



HICORY

OFFEE
ORKS

100 Casks, Best Imported

"Remember the Corks."

S. H. EWING & SONS, Montreal

PEOPLE WITH GOOD MANNERS.

It was fortunate for Napoleon that he married Josephine before he was made commander-in-chief of the armies of Italy. Her fascinating manners and her wonderful powers of persuasion were more influential than the loyalty of any dozen men in France in attaching to him the adherents who would promote his interests. Josephine was to the drawing-room and the salon what Napoleon was to the field—a pre-eminent leader. The secret of her personality that made her Empress not only of the hearts of the Frenchmen, but also of the nations her husband conquered, has been beautifully told by herself. "There is only one occasion," she said to an intimate friend, "in which I would voluntarily use the words 'I will!'—namely, when I would say, 'I will that all around me be happy.'"

When Catherine of Russia gave receptions to her nobles, she published the following rules of etiquette: "Gentlemen will not get drunk before the feast is ended. Noblemen are forbidden to strike their wives in company. Ladies of the court must not wash out their mouths in the drinking-glasses, or wipe their faces on the damask, or pick their teeth with forks." But to-day the nobles of Russia have no superiors in manners.

Etiquette originally meant the ticket or tag tied to a bag to indicate its contents. If a bag had this ticket it was not examined. From this the word passed to cards upon which were printed certain rules to be observed by guests. These rules were "the ticket," or the etiquette. To be "the ticket," or, as it was sometimes expressed, to act or talk by the card, became the thing with the better class.

A fine manner more than compensates for all the defects of nature. The most fascinating person is always the one of most winning manners, not the one of greatest physical beauty. The Greeks thought beauty was a proof of the peculiar favor of the gods, and considered that beauty only worth adorning and transmitting which was unmarred by outward manifestations of hard and haughty feeling. According to their ideal, beauty must be the expression of attractive qualities within—such as cheerfulness, benignity, contentment, charity, and love.—Pushing to the Front.

There is a movement on foot in Toronto for the establishment of a Canadian home product league, the object of which organization is to foster a preference among consumers for Canadian-made goods, all other things being equal.

A PURSE FOR FRED. DIXON.

On Saturday afternoon last, a pleasing function took place in the offices of The Davidson & Hay, Limited, when the firm and entire staff, traveling and warehouse, took the opportunity to present Fred. Dixon with a well-filled purse, as a slight mark of the high esteem in which he is held, both by the firm and by his fellow-employees. Mr. Dixon is leaving the firm's employ to assume a position with Geo. Lightbound & Co., brokers. Col. Davidson, in making the presentation, referred to the long and faithful service of the recipient; and, while regretting the loss to the company of so valued an employe, for himself, and on behalf of those present, assured him of their hearty wishes for success in his new field.

CROCKERY CHEAP THIS YEAR.

The travelers for Gowans, Kent & Co., wholesale crockery and glassware dealers, Toronto, started out this week with a full range of samples. Grocers and general merchants who handle these goods will be pleased to learn that a material reduction has taken place in the price of all crockery ware. The competition among the potteries of Britain has been so great lately that a considerable decline has ensued. This should lead to an increased demand for this class of goods.

1899

A NEW YEAR

1899

We wish our numerous customers a Bright and Prosperous New Year, and may our trade relations be as pleasant in the future as they have been during the past year.

Yours truly,

A. H. CANNING & CO.

..... TORONTO.

The Following Brands
Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCOS

OLD CHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE.

DERBY

COTTAM BIRD SEED and Bird Bread
manufactured under six patents. Reliable
standard goods; nothing to approach them for
popularity and value. All wholesalers.

The

DAWSON Commission
Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS,

Cor. Market and Colborne Sts.,

TORONTO.

We make a specialty of handling

Domestic Fruit

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

FRUIT AUCTION SALES

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

McWILLIAM & EVERIST.

Wholesale Commission Merchants,

25 and 27 Church St., TORONTO, Can.

Telephone 645.

Mince Meat

We are now placing on the
Market a very fine line of Eng-
lish Mince Meat, put up in

5 lb. 12 lb. 27 lb. and 60 lb. PAILS

Choice Fruit and the best of
Spices only are used in these
goods, and we can confidently
recommend them to our num-
erous customers.

F. W. Fearman

HAMILTON

Its
bright
handsome
packages
make
a
most
effective
display.

These facts account for the rapidly
increasing popularity of

**TARTAN
TEA**

Balfour & Co. Wholesale Agents, Hamilton

Its
refined
delicate
flavor
and
strength
makes
satisfied
customers.

Always
On the



Go!

Clark's Meats.

The Great Hit of the fruit season is the

"MAPLE LEAF" BRAND

Ask your wholesale house
for them.

SEEDED RAISINS.

BEE STARCH

IS THE

LATEST IMPROVED
LAUNDRY STARCH

\$5 per Case, 64 Packages.

THE BEE STARCH CO.

All
Grocers

Stanstead, Que.



Requires no Cooking.



Minto Creamer, Cut Glass Pat-
tern, Silver Plated Mounting.

A GREAT SUCCESS

The happy combination of Tutti Frutti with
the Minto Creamer. During the next two
weeks this Creamer will be put up in a pack-
age containing:

36 Bars Tutti Frutti.

23 Packages Pepsin Tutti Frutti.

PRICE, COMPLETE, \$2.00.

If you are disappointed in not getting above from your wholesaler drop us a postal card about it. We want to
send you something.

ADAMS & SONS CO. (Toronto Factory) 11 and 13 Jarvis St., Toronto, Ont.

G.F. & J.GALT

PACKERS
OF THE

BLUERIBBON TEAS

42 SCOTT ST. TORONTO. CELEBRATED

TRADE CHAT.

THE opening of the Dufferin mines at Salmon River, N.S., and other mines along the eastern coast of Nova Scotia has given quite an impetus to trade there. The Montreal and London Gold Development Company have erected a large store at Salmon River, and several travelers who have visited there recently have been fortunate in securing good-sized orders.

Tenders have been asked for building the proposed pork-packing factory at Harriston, Ont.

W. A. Starring has started for Dawson City with a ton of oysters for the Klondyke miners. He expects to retail them at \$25 per plate.

Application has been made to incorporate The Lethbridge, N. W. T., Cooperative Company, to trade as merchants, the capital stock to be \$10,000.

The Butter Manufacturers' Association of Montreal are considering the formation of a board to dispose of the surplus butter sent in to the Montreal market by farmers.

The three-storey brick tobacco and cigar factory at the corner of Wellington and Liverpool streets, Montreal, was badly gutted by fire about 7 o'clock on Monday last week.

Wm. G. Gardner, who, for some years, has been cheesemaker in the Mississippi Pride factory, Ramsay, Ont., has bought a half interest in M. K. Everett's butter and cheese factories at Easton Corners, Ont.

J. E. Knapp, cheesemaker, Plum Hollow, Ont., salesman on the Brockville board, has made an assignment to H. H. Arnold, of Athens, Ont., for the benefit of his creditors. His liabilities are said to be in the neighborhood of \$15,000. The amount of his assets is not definitely known.

Large shipments of apples have been forwarded from the Annapolis Valley to London during the past two weeks, according to a despatch. Up to date this season the shipment of apples to the English market is nearly 150,000 barrels ahead of the shipments for a corresponding period last year.

The annual meeting of the Dairymen's Association of British Columbia will be held on Jan. 26 and 27 at Ladner, B.C. At the same time an exhibition of dairy produce will be held under the auspices of the asso-

ciation. Prizes will be given for creamery butter, dairy butter, home-made and factory cheese, dairy utensils and packages, and for feed, such as roots of various kinds, hay and ensilage.

During the past season there were received at the Rideau Valley, Ont., cheese factory 2,543,482 lb. of milk from which were manufactured 239,012 lb. of cheese which brought, on an average, 8.26c. per lb. The average quantity of milk required to produce a pound of cheese was 10.64 lb.; the patrons realized \$13.48 per ton for their milk. The gross receipts of the factory for the past season amounted to \$19,752.68, of which \$17,132.55 went to the patrons

A. A. Logan's cheese factory, at Dunbar, Ont., has been pronounced by Peter Macfarlane, Dominion Government cold storage inspector, to be one of the best equipped he has ever seen. The floor of the cheese-making room is of cement. There are three large vats, which have a combined capacity of 20,000 pounds of milk, or nearly 700 gallons each. There are two improved Reid's cream separators, and a pasteurizing machine. There is a fine large ice house; and there is a cold storage chamber, which is 12 feet square, finished in first-class style, and which was built according to the plans recommended by the Department of Agriculture. The entire plant and buildings cost about \$5,000.

TRAIN THE CLERKS.

Much fault is found with clerks because of their inability, whether natural or affected, to always realize their opportunities in the selling of goods, says Stoves and Hardware Reporter. In the majority of cases, the merchant has failed to instruct them as he should, and give them explicit directions in regard to the disposal of goods which it is deemed advisable to sell before others. It is granted that all clerks are not capable of being taught, nor would they desire to benefit by the instruction. There are numskulls everywhere. But, before the merchant commences to rail out at them for their shortcomings, he should first ask himself whether he has given them due information which will assist them in carrying out his wishes and instructions. It is especially important at this period that the sales-force should be conscientiously trained, in order to attend carefully and industriously

to the acceleration given to trade by the holiday season. Urge upon them the necessity and importance of being quick-witted, expeditious, zealous and yet conscientious. People are universally in a buying mood throughout this entire month, and it would be unfortunate to lose any good opportunity to increase sales and profits. Give the clerks some inducement to encourage their zeal at the same time. They will be more desirous to please and to develop their executive ability to the highest possible pitch, if they have a tangible object in view.

NEW GOODS IN STOCK OR ARRIVING.

THE Dawson Commission Co., Limited, received a car of fine, large, Halifax herring this week—the first of the season. They are also in receipt of a mixed car of split herrings and haddies.

W. H. Gillard & Co. have at hand a shipment of Spratt's patent dog biscuits.

Choice Darjeeling teas are at hand with Lucas, Steele & Bristol, in chests and halves.

A car load of 40-50 and 50-60 prunes has just arrived for Lucas, Steele & Bristol, cases and bags.

Rutherford, Marshall & Co. are in receipt of a large consignment of marmalades and jams in glass and wood.

The Dawson Commission Co., Limited, have received another car of "Santa Claus" brand of navel oranges.

Japan teas in 1-lb. packets, also 5-lb. ones, are offered by Lucas, Steel & Bristol. A line of dust, 1-lb. packets, is also for sale by them.

The Davidson & Hay, Limited, have passed into stock, this week, a carload of California prunes, 40-50's to 100-120's in 25 and 50-lb. boxes, which they are quoting at tempting figures. They have also to hand a shipment of Austrian prunes "A A A," "B," "C," "D" and "U's" in 55-lb. boxes.

A shipment of medium and fine Assam and Ceylon teas is arriving this week for The Davidson & Hay, Limited. "These teas were bought away below the market at the time of purchase and cannot be duplicated now under several cents per lb. advance on our cost. However, we are sellers, always," report this firm.

FOR THE HOLIDAYS.

CALIFORNIA NAVEL ORANGES
MEXICAN ORANGES
VALENCIA ORANGES
JAMAICA ORANGES
NEW MESSINA LEMONS

All sizes, and finest quality fruit.

HUGH WALKER & SON

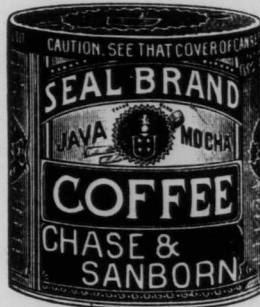
Wholesale Fruit and
Commission Merchants

GUELPH, ONT.

FANCY MALAGA GRAPES
NEW NUTS, ALL KINDS
NEW DATES AND FIGS
CRANBERRIES
and
SPANISH ONIONS

... PRICES ALWAYS RIGHT ...

1899



1899

To our Friends, the Grocers

GREETING

JANUARY'S gate has opened, ushering us into another year, and shut, closing behind us 1898.

We trust you can look back over the year just ended, with pleasure. In many ways it has been a notable year for Canada, and it is our sincere hope that it has been a most profitable one to you, but trust 1899 will bring you even greater blessings.

*While we appreciate the many favors extended by our customers, who have helped us to build up a business, the largest of its kind in Canada, we want to say that we have honestly endeavored to reciprocate these favors by doing all in our power to promote the consumption and sale of **GOOD PURE COFFEE**, at lowest prices, consistent with quality, as many of our customers can testify who have largely increased their sales in 1898. We expect to do more than ever in this direction in 1899.*

We have just completed the installation of an entire new factory plant, the best that money and experience could buy, and it is safe to say that our factory equipment cannot be excelled and seldom equalled anywhere.

A cordial invitation is extended, and a hearty reception will be given all our friends and customers who will be kind enough to visit us when in Montreal.

Yours, very truly,

CHASE & SANBORN,

Montreal.

Blue Label Tomato ..Ketchup

Made from best obtainable materials, prepared in the most cleanly manner; a necessary adjunct for cold meats, and always ready. Try it. Sold only in bottles.



Prepared by

Curtice Brothers Co.
ROCHESTER, N.Y.

Proprietors of

The largest Canned Goods Packing Establishment in the world. Manufacturers of Canned Fruits, Vegetables, Preserves, Jams, Jellies, Soups, Meat Delicacies, etc.

WRITE FOR QUOTATIONS.

THE BEST ON EARTH

Tiger Stove Polish



5 and 10 cent boxes.

The largest box and best value of any Stove Paste manufactured or sold in Canada.

The F. F. Dalley Co.

LIMITED

HAMILTON, CAN.

WANTED.

WANTED—POSITION AS TRAVELER—for groceries, teas, or grocers' sundries, by experienced man; Western Ontario preferred. Address Traveler, Free Press Office, London. (1)

THE COWAN RAMSAY CO., LIMITED IMPORTERS OF TEAS

and packers of the celebrated

"Walla Galla" Tea
in lead packets
and "Clubhouse"
in 50 and 100 lb. tins.

These brands are registered, and the quality guaranteed by us.

All orders promptly attended to.

COWAN'S

Hygienic Cocoa
Royal Navy Chocolate
AND
Famous Blend Coffee

are the favorites with all grocers.

THE COWAN CO., LIMITED, TORONTO

ROQUEFORT GRUYERE GORGONZOLA

American Pineapple Cheese

Neufchatel (Cow Brand), Fromage de Brie and Philadelphia Cream Cheese.

Delicious German Lunch and American Swiss Cheese at specially low prices.

Prices quoted upon application.

THE FOREIGN CHEESE AND IMPORTING CO.

9 St. Peter Street, MONTREAL.

USE THE BEST!

Canada Manufacturing Co.

Manufacturers of

"STAR SELF-RAISING FLOUR."

An old favorite,

"FLEXMAN SELF-RAISING FLOUR,"

"QUEEN BAKING POWDER,"

Greatly used in Great Britain, etc., and put up in Canada only by us.

Proprietors: AULD MUCILAGE CO.

Telephone Main 2476.

Office: 17 Bleury St., Montreal.

Manufacture the Old Reliable! Premium Mucilage, in Bottles and in Bulk. Premium Lithograms and Lithogram Composition. Premium Printers' Roller Composition.

AULD MUCILAGE CO.

Telephone Main 2476. 17 Bleury St., Montreal

WESTERN ASSURANCE COMPANY

Incorporated. 1851.

Fire and Marine

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

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
C. C. Foster, Secretary.

THE... UNRIVALLED



Brilliant St. Antoine

METAL
POLISH.

Free from acids.

Most useful for household articles, musical instruments, jewellery, harness, etc. Highly recommended by fire brigades, railway and steamship companies.

SEND FOR QUOTATIONS.

Also manufacturers of Mucilage, Ink and the famous St. Antoine Cement for glass and china ware.

THE VICTORIA CHEMICAL WORKS CO.
MONTREAL

CURRENT MARKET QUOTATIONS

January 6, 1899.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, Hamilton, London, St. John, N.B., Halifax, Winnipeg, Vancouver and Victoria. The prices are solicited for publication, and are of such quantities and qualities 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.

BUTTER AND CHEESE

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba
Dairy, choice, large rolls, per lb	15	12 14	12 14	
" " pound prints.....		14 16	17 18	
" " tubs, best.....		13½ 14	16 18	
" " tubs, second grade.....		11 12	12 15	
Creamery, tubs.....	19½ 20	19 20	18 20	
" prints.....	21 22	20 22	20 22	
Cheese.....	9 9½	9½ 10½	8½ 9½	

CANNED GOODS

	\$ 90	\$ 1 00	\$ 0 85	\$ 0 90	\$ 1 00	\$ 1 10	\$ 1 15	\$ 1 25
Apples, 3's.....	2 40	2 75	2 00	2 20	2 25	2 50	3 00	3 25
" " gallons.....	1 40	1 70	1 40	1 70	1 50	1 80		
Blackberries, 2's.....	80	90	75	85	85	95		
Beans, 2's.....	70	95	70	95	90	95	90	90
Corn, 2's.....	95	1 00	96	1 00	85	95		
Cherries, red, pitted, 2's.....	2 00	2 35	1 85	2 25	2 30	2 40	1 75	1 90
Peas, 2's.....					75	80	90	90
" " sifted.....			85	1 00	1 10	1 15		1 00
" " extra sifted.....			1 00	1 25	1 20	1 25		1 15
Pears, Bartlett, 2's.....	1 50	1 75	1 50	1 75	1 70	1 80		1 15
" " 3's.....	2 25	2 40	2 00	2 40	2 40	2 50	2 40	2 50
Pineapple, 2's.....	2 10	2 40	2 40	2 50	2 15	2 25	4 50	5 00
" " 3's.....	2 50	2 60	2 50	2 60	2 50	2 60		5 00
Peaches, 2's.....	1 75	1 90	1 50	1 60	1 55	1 70		1 80
" " 3's.....	2 50	2 75	2 40	2 60	2 50	2 75	2 25	2 60
Plums, green gages, 2's.....	1 50	1 55	1 30	1 55	1 30	1 60		1 40
" " Lombard.....	1 30	1 50	1 20	1 50	1 30	1 50		1 40
" " Danson, blue.....	1 10	1 30	1 00	1 40	1 10	1 30		1 40
Pumpkins, 3's.....	75	85	70	80	90	1 00		1 00
" " gallon.....	2 10	2 25	2 10	2 25	2 10	2 25		2 10
Raspberries, 2's.....	1 50	1 90	1 50	1 65	1 50	1 75	1 40	1 60
Strawberries, 2's.....	1 50	2 00	1 50	1 70	1 65	1 75		1 70
Succotash, 2's.....	1 10	1 15		1 15	1 10	1 15		
Tomatoes, 3's.....	90	95	85	90	95	1 00		1 10
Lobster, tails.....	2 50	2 95		2 50	2 50	2 60		
" " 1-lb. flats.....	2 75	3 00		3 00	1 25	1 30		
" " 1-lb. flats.....			1 75	1 85				
Mackerel.....	1 80	1 85	1 30	1 35	1 25	1 35		
Salmon, sockeye, tails.....	1 15	1 25	1 40	1 60	1 40	1 50	1 20	1 30
" " flats.....	1 30	1 45	1 50	1 60	1 30	1 35		
" " Horseshoe.....	1 20	1 25	1 50	1 60		1 60		
" " Clover } tails.....	1 20	1 55	1 60					
" " Leaf } flats.....	1 45		1 60	1 15	1 25			
" Cohoes.....	95	1 00	1 45	1 20	95	1 00	95	1 12
Sardines, Albert, ¼'s.....	10½	11		13	14	15		
" " ½'s.....	20	21	20	21	20	21		
" " Sportsmen, ¼'s.....	11½	12		12½		12		
" " ½'s.....	19	20	21	20	21			
" " key opener, ¼'s.....	10	11	10½	11	16	18		
" " ½'s.....	16	18	18½	23	10	11		
" " other brands.....	23	35	16	17	16	17		
" " P. & C., ¼'s.....	23	25	23	25	23	25		
" " ½'s.....	33	36	33	36	33	36		
" " American, ¼'s.....	4	5		5	4	5		
" " ½'s.....	9	11		11	10	11		
" " Mustard, ¼ size, cases.....	9 00	11 00	10 00	11 00	10 00	11 00		
" " 50 tins, per 100.....					4 25	4 50		
Fruit in glass jars.....			1 00	1 15	1 00	1 10		
Haddies.....			1 15	1 60	1 25	1 35		2 00
Kipperd Herrings.....	1 40	1 50						2 00
Herring in Tomato Sauce.....	1 35	1 45	1 20	1 60		2 00	1 90	2 00

GREEN FRUITS

	\$ 4 00	\$ 4 50	4 50	4 75				
Oranges, Valencias, 714's.....	5 25	5 75	5 00	5 25	5 00	5 25		
" " 420's, large.....	4 00	4 25	4 00	4 25	4 00	4 50		
" " ordinary.....	2 75	3 00	2 50	3 00				
" " Mexican, per box.....	5 25	5 50	5 25	5 50	6 00	7 00		
" " Jamaica, per bbl.....	4 00	4 50	3 50	3 75				
" " California Navels.....			2 00	2 25				
" " Jap. Tangarines.....				2 25				
" Sorrentos.....				2 25				
Lemons, Messina, new, p. box.....	2 50	3 50	2 75	3 25	4 00	4 50		
Bananas, per bunch.....	2 00	2 25	1 40	1 70	2 00	2 25		
Apples, per bbl.....	3 00	4 00	2 00	3 50	2 00	3 50		
Cranberries, per bbl.....	8 00	8 50	7 00	8 00	7 00	8 50		
Sweet Potatoes, bbl.....	3 50	4 00			3 50	4 00		
Malaga Grapes, per keg.....	5 50	7 50	5 50	7 50	6 00	7 00		
Pears, late varieties, per bbl.....	4 00	8 00	2 50	4 00				
Spanish onions, per crate.....	75	80	1 00	1 15	2 50	3 00		
Valencia onions, 160-lb. case.....			2 75	3 00				

SUGAR

	\$ 4 40		\$ 1 58	4%	4½%	5%	5½%
Granulated (St. Lawrence, Redpath).....	4 45		4 58		4½	5	5½
Granulated, Acadia.....	5 52½		5 58	5¾	6		
Paris lump, bbls. and 100-lb. bxs.....			5 65				
" " in 50-lb. boxes.....	5 20		5 45				7
Extra Ground Iceing, bbls.....	4 75		5 05	5¾	6		6¾
Powdered, bbls.....	4 20		4 38				
Phonix.....	4 13		4 38				
Cream.....	4 11		4 28	4½	4¾	4½	4¾
Extra bright.....	3 70		3 98	3½			
Bright coffee.....	3 80		3 88				
No. 3 yellow.....			3 80				
No. 2 yellow.....			3 85				
Demerara.....							

SYRUPS AND MOLASSES

	Montreal, Quebec.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba
Syrups				
Dark.....		30	32	3 3½
Medium.....		35	37	3¾ 3½
Bright.....			40	
Honey.....		90	1 00	
" " 25-lb. pails.....			1 40	
" " 38-lb. pails.....	1 20			
Molasses—				
New Orleans.....	31	24	45	26 28 35 45
Barbadoes.....	32			29 31 48 50
Porto Rico.....	23 25	38	42	32 34 40
Antigua.....	22 23			25 28
St. Croix.....				27 28

CANNED MEATS

	\$ 1 50	\$ 1 40	\$ 1 50	\$ 1 50	\$ 1 65	\$ 1 75
Comp. corn beef, 1-lb. cans.....	2 65	2 50	2 60	2 50	2 65	3 00
" " 2-lb. cans.....	5 10					
" " 4-lb. cans.....	8 60		8 00	8 75	9 25	
" " 6-lb. cans.....	18 55		18 00	20 00	21 00	
" " 14-lb. cans.....	2 60		2 60	2 75	2 80	
Minced callops, 2-lb. can.....	3 50	3 20	3 25	3 00	3 25	3 00
Lunch tongue, 1-lb. can.....	6 70	6 75	7 00	5 80	6 00	6 50
English brawn, 2-lb. can.....	2 30	2 60	2 80	2 75	2 80	2 75
Camp sausage, 1-lb. can.....			2 50	2 50		
" " 2-lb. can.....			4 00	4 00		
Soups, assorted, 1-lb. can.....	2 00		1 50	1 40	1 50	
" " 2-lb. can.....	3 00		2 20	2 25	2 30	
Soups and Bouill., 2-lb. can.....	2 00		1 80	1 75	1 80	
" " 6-lb. can.....			4 50	4 25	4 50	
Sliced smoked beef, ½'s.....	1 70	1 65	1 70		2 00	
" " 1's.....	2 25	2 20	2 25		3 25	

COUNTRY PRODUCE

	23	24	22	24	16	18	15
Eggs, boiling stock.....	15	16½	15	16	15	16	
" " fresh gathered.....	*5	8	25	45	25	50	
" " held.....			5	5½	50	70	
Poultry—chickens, dressed.....	*8½	9	40	65	40	60	
Geese, per lb.....			6	8½	10	14	
Ducks, per pair.....			8	10	10	14	
Turkeys, per lb.....	1 50	1 75	80	1 35	1 50	1 75	
Honey, comb, per doz.....	7	7½	6	5	7	8	
" " light color, 60-lb. tins.....	7	8	6	5	8	10	
" " 5 and 10-lb. tins.....	5½	6½	3	4	5	6	
" " buckwheat.....							

FRUITS

	4¾	4¾	4¾	5	7	7¾
Foreign—						
Currants, Provincials, bbls.....	4¾	4¾	4¾	5	7	7¾
" " ½-bbls.....	4¾	4¾	4¾	5	7	7¾
" " Filiatras, bbls.....	4¾	4¾	4¾	5	7	7¾
" " ½-bbls.....	4¾	4¾	4¾	5	7	7¾
" " cases.....	4¾	4¾	4¾	5	7	7¾
" " ½-cases.....	4¾	4¾	4¾	5	7	7¾
" " Patras, bbls.....						
" " ½-bbls.....						
" " cases.....						
" " ½-cases.....						
Vostizzas, cases.....	5½	6½	6	7	8	8
Dates, boxes.....	5½	6	5½	6	6	7
Figs, 10-lb. boxes, per lb.....	15	20	18	20	14	16
" " 25-lb. boxes.....						
" " Tappets, per lb.....						
" " Naturals, per lb.....						
" " Naturals, boxes.....						
Prunes, California, 40's.....	11	10	11	10	12	
" " 50's.....	9¾	8½	9¾	8	9	
" " 60's						

SHE IS SATISFIED.



"I am more than satisfied."

No
Dissatisfaction
when
Hudson's
Soap
is used. It quickly
drives the dirt away
but won't wear out
the clothes.

ARE YOU

Satisfied you are selling the best Soap Powder on the market?

IF NOT, TRY

Hudson's Dry Powder

We give you the result of 50 years successful business experience.

We give you a powder that leaves no smell, and does NOT injure the hands.

Cheaper for your customer and yields you a larger profit than other powders.

We give you good advice:

TRY HUDSON'S.

ONCE USED—ALWAYS USED.

R. S. Hudson

34 Chaboillez Square

... MONTREAL.

Prunes

CALIFORNIAN }
OREGON } All grades
FRENCH } and
BOSNIA } sizes.

Lowest Figures.

Warren Bros. & Co.

35 and 37 Front St. East
TORONTO.

New Brunswick's Canned Fish.

Sardines—Oils, Tomato, Mustard, and Spiced; Clams and Clam Chowder; Scallops; Kippered Herring and Kippered Chickens; Haddies—Oval and Round.

I have the largest and best assortment of the above in Canada. Ask your Wholesale Grocer for my Brands. Every tin guaranteed.

John Sealy

25 and 26 South Wharf - ST. JOHN, N.B.

Keep up

with the wide-awake grocer by selling

THE FRAGRANT . . .

"MAGNOLIA"

CEYLON TEA

It's sure to please your customers. Strong and delicious. Pounds and halves. Black and mixed. In lead packets only.

GEORGE FOSTER & SONS

BRANTFORD, ONT.

Sago and Tapioca

Direct shipment from Straits Settlement just to hand.

PERKINS, INCE & Co.

TORONTO.

NOTHING BUT
THE BEST

Cocoa
Chocolate

Coffee
Spices

Baking
Powder

TODHUNTER,
MITCHELL & CO.

Importers, Manufacturers

TORONTO

THE NORTHWEST COMMERCIAL TRAVELERS' BALL.



HE Northwest Commercial Association added another to the long list of their social triumphs with the annual ball last Wednesday evening. The drawing-rooms of the hotel Manitoba were made beautiful with palms and flowering plants, bright fires gleamed in the open grates, while the lights were not too brilliant to leave delightfully shadowy corners, where softly cushioned seats invited quiet tete-a-tetes.

In the small dining-room and large triangular corridor were the supper tables, bright with silver and gay with fragrant blossoms; here too were high blocks of ice with wells of delicious lemonade in their icy depths. The great dining-room was devoted to dancing, and made a most delightful ballroom with its decorations of evergreens, flags and colored lights. The tall spruce trees in the corners afforded easy vantage ground from which to view the dancers. The evening opened with a brief but choice concert programme in which the following Winnipeg artists took part:

- | | |
|---------------------|--|
| PART I. | |
| 1. Overture..... | Orchestra |
| 2. Song..... | "Outlaw".....Field
Dr. Smith |
| 3. Song..... | "There May be Eyes".....Geisha
Miss Barrett |
| 4. Recitation..... | "A True Story of the Battle of
Waterloo".....Mr. S. Brodie |
| PART II. | |
| 5. Duett..... | "Estudiantina".....
Miss Barrett Miss Anderson |
| 6. Song..... | "Gay Hussar".....Field
Mr. O. H. Day |
| 7. Song..... | "Swallows".....Cowan
Miss Anderson |
| 8. Violin Solo..... | Mr. Mollord |
| 9. Quartette..... | "Sweet Day so Cool".....Holden
Misses Barrett and Anderson
Messrs. Day and Smith |

After the concert, while the room was being cleared of chairs, the guests strolled through the drawing-rooms, and engagements for dances were made. Promptly at 10.30 the orchestra struck up the first lancers, and in a moment the floor was crowded with dancers.

There were a noticeable number of pretty gowns, and pretty girls for that matter. That plain skirts are the best and most elegant for street wear no one will deny, but

for a ball the frilled and rippled skirts are a decided success. The number of white frocks was very marked, confirming the rumor that white is the color of the coming season. Next in popularity was white over a colored slip. There were also many dainty gowns in pink, pale blue and lavender. Among the younger matrons black seemed in special favor, and some of the toilettes worn were strikingly handsome. Altogether, the room, viewed from the gallery during the basket figure of the lancers, looked very much like a gay garden of flowers tossed in the wind. The travelers are ideal hosts, and there were no wallflowers but voluntary ones at their ball.

At midnight, supper was announced, and proved not the least delightful part of the night's enjoyment.

Dancing was resumed at one o'clock and kept up gaily until four a.m., when the notes of "God Save the Queen" brought the happy night to a close.

The committee who had charge of the ball, and whose exertions were crowned with such success, was composed of: F. J. Cox, Jas. Mundie, Fred. W. Drewry, Wm. Hargreaves, L. C. MacIntyre, J. M. O'Loughlin, A. L. Johnson, K. McKenzie, A. P. Jeffreys, G. F. Bryan, R. M. McGowan, M. Healey, F. Agnew, A. McAllister, Frank Morgan, J. M. Lamb, E. L. Thomas, Geo. Wilson.

Among the guests from outside points were noticed: Alderman and Mrs. Halpin, and Miss Bertrand, Brandon; W. J. Arnott, Toronto; B. Limoges, Whitewood, and Miss L. Boyd, Carberry. There were some 250 guests in all.

SUBSTITUTION.

We don't blame the grocers or druggists on moral grounds for substituting certain proprietary brands for others, remarks Merchants' Review, but we do blame them when they allow themselves or their clerks to become positive nuisances to customers with their parrot cry of "Here's something just as good," or "We can recommend this." Why not give customers what they ask for?

The stores that allow clerks P.M.'s for selling the store's own brands, or who fine them for selling outside brands, are just fooling away their chances of success. When a customer wants one thing, it is not good policy to give him or her another.

There is one grocer in Brooklyn who thought differently, until a couple of weeks ago, when a lady remarked to a clerk, in the hearing of the proprietor, "See here, I've been buying groceries here for two years, and never once in that time have you neglected to urge some goods on me that I

didn't want. Now, if this doesn't cease at once it will be more than two years before I buy anything else here."

The lady was mad clear through, and the grocer couldn't avoid hearing her.

As soon as she had left the store, the order went forth, "Cease pressing customers to take 'something else.'"

PEANUT CULTIVATION.

THE peanut is a native of Brazil, but, early after the discovery of that country, it was introduced into Africa and other tropical parts of the Old World, where it became a staple article of food. The varieties grown are the Virginia, running and bunch; the Tennessee and Georgia, white and red; the North Carolina, and the Spanish.

The Virginia varieties, being most widely known and popular with the trade, are the ones commonly planted. There is little difference between the Virginia and Tennessee nuts, both being sold as "Virginia hand-picked" peanuts.

The Spanish nut has a small kernel of fine quality, and is in demand as "confectioners' stock," being worth several cents per pound more than any other shelled stock.

While an open, sandy soil which does not stain the shell is the ideal one for the peanut, it thrives on any friable soil that contains a sufficient quantity of lime and humus. The presence of lime is necessary for the development of the nuts, as without lime there may be luxuriant vines bearing nothing but pods.

Peanut oil is used for lubricating and soap-making, and is a good substitute for olive oil for salads and other culinary purposes, and as a substitute for lard, cottolene and butter in cooking. The residue from oil-making, known as "peanut cake," is a highly-valued cattle food in the countries of Europe, and is also ground into fine flour and used as human food.—Fruit Trade Journal.

The several stores in Perth, Ont., resumed early closing on Monday, Wednesday and Friday evenings at 6 o'clock, commencing on Wednesday, January 4.

The "Salada" Tea Company received eighty orders from Toronto grocers on Tuesday, the first business day of the year. Fifty-one of these were taken by A. Irving in the west end of the city, twenty-four by F. Marmion in the east end, and five were taken over the telephone, making, in all, eighty orders from Toronto city grocers in one day—a record for "Salada," and certainly not bad for the first day in the year.

HORSE HAIR.

Have you any? We buy it.

GEO. ROSSITER & SONS

10-14 Pape Avenue

TORONTO

"STILL IN THE FRONT RANK."

We take this opportunity of thanking our numerous customers throughout Canada for the very liberal patronage bestowed upon us during the past year, and would respectfully ask for a continuance of same.

Our travellers have now all started upon their different routes with a larger and better selection of samples than they ever carried before, embracing lines in

Dinner Sets, Tea Sets and Toilet Sets

From the following Celebrated Makers :

J. & G. Meakin

Doultons

Dunn Bennett's

Mellor, Taylor & Co.

Wedgwoods

Wood & Sons

Roberts

Upper Hanley Pottery Co.

Our stock in the following lines will also be found to be right up-to-date :

GLASSWARE, LAMP GOODS, FANCY GOODS

Plated ware, Japanese Goods, etc., etc.

IMPORT ORDERS A SPECIALTY

See our new line of Gilt Dinner ware to be retailed at
\$10.00 per set.

The JOHN L. CASSIDY CO., Limited
MONTREAL.

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

SOPHIA VANWYCK, general merchant, Cataract, Ont., has assigned to J. P. Langley, Toronto, and the estate is to be wound up.

Wm. Alston, grocer, St. John, N.B., is offering 15c. on the dollar.

Fiset V. Ulduric, general merchant, Ancienne Lorette, Que., has assigned.

A. P. Cameron, general merchant, South Finch, Ont., is offering to compromise.

W. Defoe, general merchant, Stockton, Man., has assigned to S. A. D. Bertrand.

The sheriff is in possession of the business of Jos. W. Barss, grocer, etc., Liverpool, Ont.

Assignment has been demanded of J. A. H. Laurent, general merchant, Father Point, Que.

The stock of T. F. Granville, grocer, St. John, N.B., has been seized under a bill of sale.

A. J. Prefontaine, general merchant, Beloeil, Que., has filed consent of assignment.

F. Hockin, general merchant, Wolseley, N.W.T., has assigned in trust to G. B. Murphy.

N. Bloom & Co., general merchants, Valleyfield, Que., have assigned to Bilodeau & Renaud.

H. C. Dahl, general merchant, Erin, Ont., has assigned to W. C. Dahl, Orangeville, Ont.

Long & Co., fruit and fish dealers, Woodstock, Ont., have assigned to Henry Dickinson.

Assignment has been demanded of J. W. Tremblay, general merchant, Les Eboulements, Que.

Laplante & Frere, grocers and butchers, Lachine, Que., have compromised at 10c. on the dollar.

Jos. E. Knapp, cheese manufacturer, Bastard township, Ont., has assigned to H. H. Arnold.

W. H. Armstrong, general merchant, etc., Echo Bay, Ont., has assigned to R. J. Thomas, Echo Bay.

Paradis & Jobin have been appointed curators of Boily & Claveau, general merchants, Chicoutimi, Que.

Paradis & Jobin have been appointed curators of N. G. Lepouiller, general merchant, Grand Mere, Que.

Jas. Reith, grocer, Trail, B.C., has removed to Niagara, and his Trail business is in the hands of chattel mortgagees.

Philius Graveline, general merchant, Ange Gardien, Que., has assigned to Lamarche & Benoit, and his assets have been sold.

Wm. Morgan & Sons, pork-packers, St. Henri de Montreal, have assigned, and a

meeting of their creditors will be held on January 7.

PARTNERSHIPS FORMED AND DISSOLVED.

G. Bertrand & Cie., grocers, Montreal, have dissolved.

P. A. Mallette & Co., grocers, Montreal, have dissolved.

C. Tremblay & Co. have registered partnership as hay and grain dealers in Montreal.

A. J. Fraser and Co., general merchants, Loggieville, N.B., have dissolved, Albert J. Fraser continuing.

Partnership has been registered by U. Phoenix & Cie., as general merchants, in French Village, Que.

Steeves Bros. & Godard, general merchants, Elgin, N.B., have dissolved, J. B. Steeves retiring and H. S. Godard admitted a partner.

SALES MADE AND PENDING.

The assets of W. A. Thouin, grocer, Montreal, are to be sold.

H. L. Chabot, grocer, Winnipeg, is advertising his business for sale.

The assets of P. D. Davignon, cigar dealer etc., Montreal, have been sold.

The assets of E. A. Cote, general merchant, Papineauville, Que., have been sold.

The immovables in H. Dufour & Co.'s general store, Murray, Que., have been sold.

The assets of J. H. Bedard, general merchant, Franklin Centre, Que., have been sold.

The stock of Francois Norman, general merchant, Asbestos, Que., has been sold at 50c. on the dollar.

The stock of Adolphe Gagnon, general merchant, Les Escoumains, Que., has been sold at 32c. on the dollar.

CHANGES.

The Empire Tobacco Co., Granby, Que., has been incorporated.

W. C. Archibald is opening up a general store in Sherbrooke, Que.

A Madill, flour and feed dealer, Virden, Man., has sold out to A. Grant.

Wm. McCammon has started up as cigar and tobacco dealer in Kingston, Ont.

Wm. Trott, grocer, St. Thomas, Ont., has been succeeded by Widdis & Graham.

Alex. McMillan, grocer, Winnipeg, is advertising his intention of giving up business.

Reid Bros., general merchants, Port Hillford, N.S., have been succeeded by A. W. Reid.

John Clarke, grocer and liquor dealer, Brampton, Ont., has been succeeded by H. C. Gifford.

The Slocan News Co., grocers, etc., Sandon and Slocan, B.C., have discontinued at Slocan.

Shaw & Machan, wholesale fruit and produce dealers, Vancouver, B.C., have gone out of business.

The Wm. Hunter & Co., Limited, general merchants, Silverton and Brooklyn, B.C., are discontinuing at Brooklyn.

FIRES.

B. W. Kelly, crockery dealer, Ottawa East, Ont., has been burned out; no insurance.

The warehouse of Wm. D. O'Leary, grain dealer, etc., Wallaceburg, Ont., has been burned.

The premises of J. Luttrell & Co., biscuit and confectionery manufacturers, Ste. Cune-gonde, Que., have been slightly damaged by fire; insured.

DEATHS.

Janet E. Morey, grocer, Toronto, is dead.

S. B. Ganton, grocer and stationer, Oakville, Ont., is dead.

Ernest Perron, general merchant, St. Joseph D'Alma, Que., is dead.

Bridget Collins, confectioner and liquor dealer, North Sydney, N.S., is dead.

W. H. Hatheway, sr., grocer and provision broker, St. John, N.B., is dead.

AMONG TORONTO RETAILERS.**A Unique Customer.**

I heard of a new kind of credit customer the other day. J. F. Morrish, Yonge street, is not fond of "charging" goods, but is willing to put on his books all the customers similar to this one that come along. A gentleman went into his store lately, and, after purchasing 80 or 90 cents' worth of goods, threw down a \$5 bill on the counter, and remarked: "Keep that, Mr. Morrish, and when I come or send for anything, charge it to me. I believe you are a fair-dealing man, and, if you treat me right, when I get the value of that bill, I will send you another one."

This is undoubtedly a new way of asking a man to "please, charge it." How fortunate there are not many men who desire to do business with their grocer that way. If there were, we should all want to be grocers. Nevertheless, such customers will find a welcome in any grocery store I have ever yet been in. Here's to more of them!

FOR \$1,000 I can place a 35-line advertisement, every other day for one year, in fourteen of the leading papers in the eleven largest cities in Canada.

This is merely to give an idea of how far money can go in this country.

Never have failures been fewer, never has trade been better, never has there been better prospects for the shrewd advertiser.

I know the papers best suited for different businesses, I know their rates, I am in a position to help all who want to share in Canada's prosperity. Write stating who you want to reach, and I will gladly submit list and figures.

The E. Desbarats Advertising Agency, Montreal.

TO
THE
TRADE

Our New Match Machines

are now in operation, and
we are prepared to supply, in any quantity, the
following brands of **SULPHUR MATCHES.**

"Telegraph"

"Telephone"

"Tiger"

See that you are fully stocked.

The E. B. EDDY CO., Limited

HULL, MONTREAL, TORONTO

QUEBEC, HAMILTON, KINGSTON, LONDON, ST. JOHN, N.B., HALIFAX,
WINNIPEG, VICTORIA, VANCOUVER, ST. JOHN'S, N'FLD.

CAN YOU AFFORD

to carry in stock unknown brands of stove polish that your customers know nothing about, brands they do not call for, the quality of which is inferior, gives them dissatisfaction, and the consequent sale of which brings discredit to your store? Your best judgment answers NO! Then sell

Enameline

THE MODERN
STOVE POLISH
PASTE, CAKE OR LIQUID

If you are doing business for profit it will pay you to handle our whole line.

J. L. PRESCOTT & CO., NEW YORK.

HALIFAX WHOLESALE GROCERY TRADE.

THE wholesale grocery trade has been, on the whole, prosperous during the year, more so perhaps, than almost any other. Profits have been even and fairly maintained through the year. Early in the season prior to and concurrently with the Spanish-American war came advancing prices in a great many articles. Flour rose to figures higher than had prevailed for years, and Halifax merchants shared in the money that was to be made. The season opened early, nearly a month ahead of the average. There have been no pronounced or sudden declines. To the grocer this meant steady, everyday profits, rather than the ups and downs that sometimes come. It is the general remark in the grocery trade that bad debts are remarkably small. An agent of a Montreal house made a couple of trips through Nova Scotia and for a brief period* caused a flutter in the trade, but these men now have small terrors for the Halifax men. As one merchant remarked to *The Herald*, in speaking on this subject: "Such men can smash prices, but they can't sell goods at a profit and beat Halifax." Considerably more goods were sold this year than last, by some firms, and all claim to have had a good season. One thing is unsatisfactory. The retail trade through the country are constantly calling on the wholesale men to protect them by buying as much as possible at home and by refusing to sell to any except those in the trade. This had been adhered to by the wholesalers, but, on the other hand, when

a strange traveler comes from Montreal, offering some inducement to abandon an old home house, without a moment's hesitation, many customers give him their orders. This is not as it should be. "Home trade for the home people, and as much foreign as possible" should be our motto. But, as has already been stated, the Montreal grocery people cannot undersell the Halifax merchants and make anything.—*Herald*.

PRINCE EDWARD ISLAND PRODUCE FOR BRITAIN.

A press despatch from Charlottetown, P.E.I., says: "The steamer *Gaspesia* took the following cargo for Milford Haven: 1,500 sheep, shipped by Carvell Bros., E. Wheatley, city, and Mr. Munn, of Marshfield; 100 cattle, shipped by Mr. Wheatley; 500 boxes butter, shipped by T. J. Dillon; 100 tons bacon, by B. & M. Rattenbury; 135 bbls. apples, by Senator Ferguson; 101 bbls. apples by John Robertson, Inkerman; 500 tons hay, 10,000 bushels oats, and a large amount of other sundry articles. Carrying such an extensive shipment so late in the season, direct to the Old Country, speaks highly for the promoters, and all interested in the inauguration of the service. P. E. Island has reason to day to feel proud of the fact that so great and successful efforts have been made to gather up and export such large quantities at this hour. It was the best Christmas present that the Province could be honored with, and it will certainly meet with the appreciation of the public generally."

CATALOGUES, BOOKLETS, ETC.

"AT IT AGAIN."

Such is the title of the bright, pithy booklet *The Sherwin-Williams Co.*, paint and varnish makers, Montreal, have just issued. This title hardly describes the energy of this firm, for they keep so everlastingly at it that "Always at It" would be nearer to the mark than "At it Again." The mission of this booklet is to tell the trade that the Canadian branch of the firm's business is rapidly extending. Their business last year was three times as large as that of two years ago. New buildings have been erected, and the equipment of the Montreal branch has been generally improved, and more additions are anticipated. The closing suggestion is worth considering, for it is emphatic in the statement that "now" is the time for dealers considering accepting an agency to secure a stock of the Sherwin-Williams paints.

A MILITARY CALENDAR.

Webster Bros., grocers, Vancouver, do not intend to allow their names to be forgotten in the homes of that city this year. They have issued a brightly lithographed calendar, with two scenes of military life which hold the moral that it is not wise to "jolly" a sentry on duty, lest the utility of the sentry's bayonet be painfully manifested. Webster Bros. are not likely to be forgotten as long as they send out such humorous and gaily-printed calendars as this one.

The strike of the Paris, France, grocers' employes has collapsed, many of the strikers obtaining their demands.

DUNN'S PURE MUSTARDS

are made from selected seeds; all shell is extracted. Sold in 10c., 1/2-lb. and 1-lb. tins. It will pay to write us at Hamilton, Ont.



The above cabinet is sent to purchasers of **GRAND MOGUL** Tea in case lots. Every tidy grocer can easily see the many advantages it possesses. It opens in the back. Grocers wanting exclusive sale in towns or villages where Grand Mogul is not sold should write us at once.

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

SUPERIOR TO ALL OTHERS



in appearance, nutrition, delicacy of flavor and choice quality. One trial will convince the most skeptical.

Each packet containing $\frac{3}{4}$ lb. will make $1\frac{1}{2}$ lbs. when ready for use.

Manufactured Exclusively by

NICHOLSON & BROCK, Toronto.

Crosse & Blackwell, Limited

PICKLES, SAUCES, MALT VINEGAR
 JAMS and CONDIMENTS
 KIPPERED HERRINGS ⁱⁿ Tomato or Shrimp Sauce.

C. E. COLSON & SON,

MONTREAL

CADBURY'S

NO
 CHEMICALS
 USED.

The late editor of the *Sanitary Review*, writing on "The Consumption of Cocoa," warns the public against the use of foreign cocoas containing alkali, and makes the following allusion to the firm of Cadbury Brothers:—"It is the aim and practice of this famous firm to send out cocoa absolutely pure, of the highest quality which art will permit."

COCOA

ABSOLUTELY PURE, THEREFORE BEST.

For Price Lists, Etc., apply **FRANK MAGOR & CO., 16 St John St., MONTREAL**

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

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

BORAX
SALTPETRE
SAL SODA
BI-CARB. SODA

Wholesale Quantities Only.

E. FIELDING,

34 Yonge St., TORONTO

**DON'T PAY FREIGHT
ON WATER**

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

Agents—

W. H. SEYLER & CO.

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

THE B. C. PROVISION HOUSE

VANCOUVER, NELSON,
VICTORIA, REVELSTOKE.

F. R. STEWART & CO.

Wholesale Dealers in
Butter, Eggs, Cheese, Dried and
Fresh Fruits, etc.

Canadian Agents for HONDI Ceylon Tea.
HEAD OFFICE, VANCOUVER, B.C.

**BELLEVILLE
BUSINESS
COLLEGE.**

ESTABLISHED
1889.

Students have a larger earning power who acquire the following lines of preparation under our efficient system of training. It has no superior.

1. Bookkeeping,
2. Shorthand,
3. Typewriting,
5. Telegraphy, Commercial and Railway Work,
5. Civil Service Options.

Students may commence Telegraphing on the 1st of each month, and the other departments at any time.

Address :
Belleville, Ont.

J. Frith Jeffers, M.A.
Principal.

COCKBURN'S
GLEN ORME
Scotch Whisky
Fine Flavor.
Good Value.
J. & R. McLEA
MONTREAL Agents

J.Y. GRIFFIN & CO.

Wholesale Produce

... and ...

Commission Merchants

Correspondence solicited. Consignments
handled to best possible advantage.
Prompt returns.

131 Water St. P. O. Box 28
VANCOUVER.



WHITE SWAN

is the standard

Baking Powder

for Strength, Purity and Wholesomeness.
Sold by all wholesale dealers.

SMITH & SCOTT
Mfrs.
6 & 8 Bay St., Toronto.



ASK FOR

MOTT'S

Royal Snaps

Please ask for samples and price of best Ginger Snap in Canada

THE HOME CAKE CO.
GUELPH, ONT.

The Toronto Patent Agency

Limited

CAPITAL - \$25,000

W. H. SHAW, ESQ., President.
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79, 80, 81, 82 Confederation Life Building
TORONTO, ONT.

General Patent Agents in procuring Home and Foreign Patents and all matters pertaining to Patents and Patent Causes, also the buying and selling of Patents, and the Organizing and promoting of Joint Stock Companies. List of 500 inventions wanted and list of Canadian Patented inventions for sale, mailed to any address free, address

The Toronto Patent Agency

Limited

TORONTO, ONT.

THE MOST NUTRITIOUS COCOA.

EPPE'S

GRATEFUL
COMFORTING

COCOA

In labelled Tins.
14 lb. Boxes.

SPECIAL AGENTS

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



EVERYBODY PLEASED
WHEN X RAY SEEDER IS USED
WALTER WOODS & CO.,
HAMILTON



We are Talking
**KEEN'S D.S.F.
MUSTARD**

all the year round—

and

we want you to sell it.

KEEN'S NAME does the trick.



Current Market Quotations for Proprietary Articles

Jan. 5, 1899.
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 manufacturer request it or not.

BAKING POWDER.

PURE GOLD.	
3 oz. cans, 4 and 6 doz. in case	88
4 oz. cans, 4 and 6 doz. in case	95
6 oz. cans, 2 and 4 doz. in case	1 40
8 oz. cans, 2 and 4 doz. in case	1 89
12 oz. cans, 2 and 4 doz. in case	2 70
16 oz. cans, 2 and 4 doz. in case	3 60
2 1/2 lb. cans, 1 and 2 doz. in case	9 00
4 lb. cans, 1 doz. in case	14 40
5 lb. cans, 1 doz. in case	18 00
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
Round 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
3/4 lb. tins, 4 "	60
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 5
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 tumbler	0 75
1/2 lb. jellies	1 25
1 1/2 lb. jellies	2 25
1 1/2 lb. Crown sealers	2 25
JERSEY CREAM BAKING POWDER.	
1/2 size, 5 doz. in case	40
1/4 " 4 " " "	75
1/4 " 3 " " "	1 25
1 " 2 " " "	2 25
SNOW DRIFT BAKING POWDER.	
1/4 lb. tins, 4 doz. in case	per doz. \$ 75
1/2 " 3 " " "	1 20
1 " 2 " " "	2 00
3 " 1 " " "	6 50
5 " 1/2 " " "	10 00
10 lb. boxes	per lb. 16
35 lb. pails	16
WHITE SWAN BAKING POWDER.	
1/4 lb. tins, 3 doz. in case	per doz. 0 80
1/2 " 3 " " "	1 20
1 " 3 " " "	2 00
5 " 1 " " "	9 00
CANADA MFG. CO.	
Queen Baking Powder, 1/2 lb. tins	1 20
1 lb. tins	2 15

BLACKING.	
P. G. FRENCH BLACKING	
per gross	
No. 4, 1/4 grs. bxs.	\$4 00
" 6, 1/2 " "	4 50
" 8, 3/4 " "	7 25
" 10, 1 " "	8 25
" 10, Jet Enamel	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
French 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

THE ALPHA CHEMICAL CO.	
Stove Polish—	
Quickshine Polish	per 9 00
Electric Crown Paste	8 00
Electric Crown Lead Bar	7 80
Patent Stove Polish—	
Sunlight Lead Bar 6's	per Gross \$2 25
Packed in 1/2 gross cases	
Sunlight Liquid, 1/2 gross cases	10 80
Moody's Black Lead 3's	4 25
1/2 gross case	
Reliable Stove Pipe Varnish	14 40
1/2 gross cases pressed top tins	
Quickshine Pipe Varnish	12 00
1/4 gross cases	
Alpha Metal Polish No. 2	9 00
Shoe Dressing—	
in 1/4 gross cases	
French Oil in 3-doz. cases	2 20
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
Alpha Chemical Co. Turpentine	7 80
Moody's Non-Corrosive Inks	4
Shoe Blacking—	
in 1/4 gross cases	
Reliable French Blacking, No. 5	9 00
" No. 2	4 50
United Service Blacking No. 4	8 00
United Service Blacking No. 1 1/2	4 25
Patent Leather Polish No. 1 1/2	9 00
Waterproof Dublin No. 4	9 00

BIRD SEEDS	
THE F. F. DALLEY CO.	
Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases	0 06 1/2
NICHOLSON & BROOK.	
Brock's Bird Seed	0 07
Norwich Bird Seed	0 06
Maple Leaf Bird Seed	0 05
Bird sea-gravel, 10c. pkts., 24 in case	0 06
" " 5c. " 48 " "	03
BLUE.	
KEEN'S OXFORD.	
per lb.	per lb.
Per lb.	\$0 17
In 10 box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
BLACK LEAD.	
Reckitt's, per box	1 15
Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro., 4 oz.	

SILVERINE	
STOVE POLISH.	
RISEING SUN	
STOVE POLISH	
For durability and for cheapness this preparation is truly unrivalled.	
Per gross	
Rising Sun, 6-oz. cakes, 1/2 gross bxs.	\$ 8 50
Rising Sun, 3-oz. cakes, gross bxs	4 50
Sun Paste, 10c. size, 1/4 gross boxes	1 00
Sun Paste, 5c. size, 1/4 gross boxes	5 00

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.

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.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725

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

ADVISE YOUR CLIENTS TO 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, they want to use the best of all

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

The world-renowned French Vanilla Chocolate, and not that cheap stuff sold as sweet chocolate, which lacks purity and becomes injurious.

All first-class grocers keep it.

Cocoa and Chocolate can no more be compared to each other than skimmed milk to pure cream.

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

Woodenware

IN
PAILS, TUBS, KEELERS, CLOTHESPINS, WASHBOARDS.

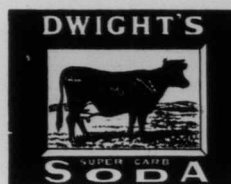
Also packages for "Dry" or "Liquid" materials in any size or shape.

Boeckh Bros. & Company

Sole Agents, TORONTO, ONT.

WM. CANE & SONS, LIMITED,
Mfrs., Newmarket.

To merchants who have sold Cow Brand Baking Soda it is not necessary to say a word—you know the goods and where to re-order. To others we say: The **COW BRAND** has no equal. The package looks well on your shelf, and sells to afford a good profit.



We make our goods known by mailing the Cow Brand Cook Book to every house-keeper whose post office address we can get

If your wholesale grocer has not called your attention to this Soda, send us your address and we will send you sample of **SODA** and advertising matter.

JOHN DWIGHT & CO.

Manufacturers

MONTREAL

TORONTO

WINNIPEG



Dewar's Famous Scotch

Can be had from

Geo. J. Foy Perkins, Ince & Co. Toronto.

R. H. Howard & Co. Adams & Burns

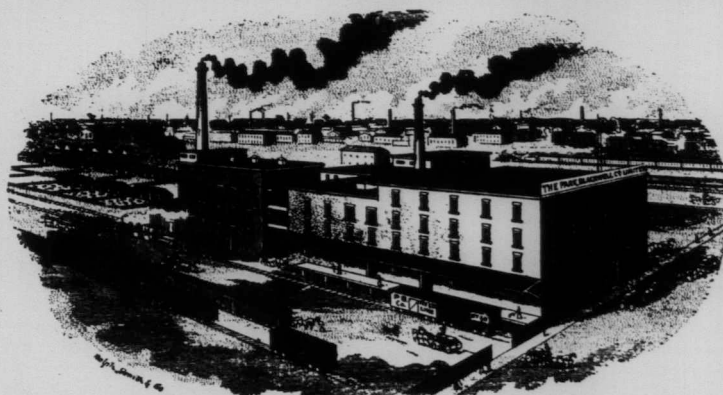
James Turner & Co., Hamilton, and all first-class houses.

Direct from the Growers

It's the cleanest and purest tea on earth—gives satisfaction to all—invigorates the weak—graded to suit every taste. The **safest** tea you can recommend. These are strong statements oft repeated and proven in every package bearing the name

MONSOON

INDO-CEYLON TEA.



Mild Curèd Hams
Boneless B. Bacon
Roll Bacon
Pure Lard
Plate Beef
Mess Pork
Dairy Butter
Cheese, D. Apples

THE PARK, BLACKWELL CO., LIMITED, Pork and Beef Packers, **TORONTO**

FANCY MOUNT ROYAL MILLS

INDIA BRIGHT
JAVA ROYAL
JAPAN GLACÉ
POLISHED
IMPERIAL SEETA
IMPERIAL GLACÉ

D. W. ROSS CO. RICES
Agents

"THE GROCER'S MANUAL."—An 850 page Book on Shop Work, Branch Management, History, Source and Nature of Every Article sold by Storekeepers, etc.; and other neglected considerations. Full particulars and specimen page mailed free. J. T. Law, Publisher, 2 Salisbury Street, Liverpool, Eng.

PERSONS addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

REFRIGERATORS

Style No. 27
Size, width of in.
Depth, 36 in.
Height, 48 in.
All trimmings and
cornice project over
this. This style is in
Antique Ash, Hard
Oil Finish, Inside
Spruce Lined and
Orange Shells, 7
Walls, Windows
Hung with Weights.
A Catalogue will give you
all particulars.

This cut represents No. 12. Address:
EUREKA REFRIGERATOR CO.
54-56 Babbie Street, TORONTO

THE
Oakville Basket Co.
MANUFACTURERS OF



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

For sale by all Woodmen's Dealers.

OAKVILLE, ONT.

The Ontario Mercantile Agency

(Limited)
11 Wellington Street East, TORONTO.
Collects accounts anywhere. Fees for current ac-
counts 10 per cent. of amount collected. No fee
less than \$1. Prompt returns. Report to you
monthly. References given. Try us.

Goods Well Bought, Are Half Sold.

To buy well, watch the latest prices and
information in the special trade press.

The Canadian Grocer and Storekeeper
The Hardware and Metal Merchant
The Dry Goods Review
The Bookseller and Stationer.

Samples Free
MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

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

THE PRESS CLIPPING
BUREAU

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—45 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 Bureau, Board of Trade, Montreal



The best goods to the best customers is the best
policy for best merchants.

SILVERINE

the best Stove Polish on the market. We guarantee the quality.
See our prices in Grocers.

Agents in Nelson, B. C., Winnipeg, Toronto, Quebec and St. John.

SILVERINE CO., MONTREAL

BRUNNER, MOND & CO.'S

Bicarbonate of Soda BEST IN THE MARKET
Soda Crystals
Concentrated Sal Soda
Caustic Soda
Bleaching Powder
Pure Alkali



WINN & HOLLAND
MONTREAL
SOLE AGENTS
FOR CANADA

**PUREST THAT
CAN BE MADE**

McLAREN'S



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

The Best Grocers make
a point of Keeping it
always in Stock.

We Do Not Claim That Our Prices Are All Lower Than Our Competitors

But we **DO CLAIM** that we carry a Larger and Finer Stock than any of them, and therefore can give you a Greater Variety to choose from, and many of our prices are less. Our large turnover enables us to get the newest on the market at right figures.

Ask to have our traveller call on you, if he does not already do so.

GOWANS, KENT & CO.

WHOLESALE CROCKERY, GLASS
CHINA, AND FANCY GOODS

TORONTO and WINNIPEG.

Seeded Raisins Only



THE PUREST AND BEST
MINCE MEAT MANUFACTURED

Easy to Keep

Because it won't ferment.

Easy to Sell

Because everybody wants it.

Manufactured solely by

J. H. WETHEY

Sole Manufacturer.

St. Catharines, Ont.

LEA AND PERRINS'

Observe
that the
SIGNATURE

Lea & Perrins

Is now printed
in blue ink
diagonally
across the

OUTSIDE WRAPPER

Of every Bottle of the

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

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