

PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

# CANADIAN GROCER

AND GENERAL STOREKEEPER

# COLMAN'S MUSTARD



**BEST ON EARTH**

## Peek, Frean & Co.'s

**CELEBRATED**



**VENICE WAFERS**  
**FLORENCE WAFERS**  
**CHERRY WAFERS**

Just the sort of confections particular people are seeking for At-Homes, Receptions, Afternoon Teas, etc. They are the models of daintiness, and very tasty. Delicious with Ices, Creams, Coffee, etc.

**VENICE WAFERS** (Finger Shape), **FLORENCE WAFERS** (Oblong) are sandwiched with Lemon, Raspberry, and Coffee Cream.

**CHERRY WAFERS** are Finger Shape, pink color, and sandwiched with Cherry Cream. Just the thing for a "Pink Tea."

**Chas. Gyde, Canadian Agent, Montreal.**

<p><b>Corn Brooms</b></p>	<p><b>BROOMS</b></p>	<p>"Rose" "Pansy" "Thistle" "Maple Leaf" "Shamrock" "Daisy" "Tulip" and "Good Luck" ...</p> <p>Always reliable and as repre- sented.</p>
<p><b>STANDARD BRANDS</b></p>		
<p>"GEM" "WIRE" "SNOW" "CORKER" "HEARTH" "LA BELLE" "BARBERS" "TRAVELLER"</p> <p>Wood, Bone, Nickel, Silver and Plush Handles. Large Variety. Low Prices.</p>		
<p><b>WHISKS</b></p>	<p><b>Corn Whisks</b></p>	
<p>The H. A. Nelson &amp; Sons Co., Limited 59 to 63 St. Peter Street MONTREAL Toronto Sample Room: 54 and 56 Front St. West</p>		

**IT PAYS**



TO HANDLE

**MILLAR'S PARAGON CHEESE**

BECAUSE IT YIELDS A GOOD PROFIT,  
AND GIVES SATISFACTION

DO YOU SELL IT?

The T. D. MILLAR PARAGON CHEESE CO.,  
INGERSOLL, ONTARIO.

Agents—Frank Magor & Co., Montreal. A. E. Richards & Co., Hamilton.  
Joseph Carman, Winnipeg.

# Order Salt Now

Stocks at our various shipping points are ample and in excellent condition. We can ship promptly as there is no difficulty in getting cars. Later on comes the busy season, both for ourselves and the railways. Dealers who have to replenish their stocks to provide for spring business will confer a favor by placing their orders at once.

We assort cars to suit purchasers, and supply either Coleman's or Rice's Table and Dairy Salt as required.

**R. & J. RANSFORD, Clinton.**

# GOODS THAT SELL

is what every live grocer wants—not goods which stay on the shelf. Some goods may be put up in a very fine style, but the finest looking goods in a grocer's eyes are those which sell quickest and turn over his money the most often.

**THISTLE  
BRAND**




**KIPPERED  
HERRINGS**

Fine Fish. — Well Packed.

**CODOU'S  
MACARONI**

Made from the finest  
Taganrok Russian Wheat, which  
makes the most tasty and  
tender Macaroni in  
the world.

**BI-CARBONATE  
OF SODA**



**United Alkali Co.  
The Purest  
Made.**

You can't keep these goods on the shelves--they sell themselves.

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

## Owing to Continued Increase of Business

we have had to secure another large store adjoining our present premises, and, in order to be in a position to show our immense variety of goods to better advantage, we have had to make considerable alterations. We shall, in the meantime, make a big



# CLEARING SALE

of all balances of **Mis-matched Dinner Sets, Toilet Sets and China Tea Sets, Odd Lines of Glassware, Odds and Ends in Lamp Goods, Plated Ware, Agate Ware—in Bests and Seconds,** and we beg to invite our customers and the trade generally to visit our present showrooms, and take advantage of any snaps that we have to offer them from this until the end of April.

The **JOHN L. CASSIDY CO.,** Limited, **Montreal**

50 lbs.

90 lbs.

100 lbs.

For your convenience we ship that perfect Breakfast Cereal, Molina Rolled Wheat, in kegs of 50 lbs., sacks of 90 lbs., and barrels of 100 lbs. \$1.35 per keg, \$2.05 per sack and \$2.50 per barrel.

You pay for highest quality and you get it in Molina. When you buy Breakfast Foods put up in fancy packages you pay more in order to help the manufacturer pay for the cost of the package.

## Molina Rolled Wheat

is remarkably cheap as you will find if you compare the price with the price of the same weight of package goods.

The kiln-drying of Molina takes away the raw taste and brings out the natural sweetness and flavor of the Wheat berry. It is a rich, nourishing, delicate Breakfast Food especially to be desired in warm weather because it does not heat the blood. It comes to you direct from the manufacturers. Your order for it will have our prompt attention no matter how small the order may be.

The Tillson Company, Limited,  
Tilsonburg, Ont.

**Write** this on  
a  
**Postal.**

"Send me a trial order of one thousand of your Cigars—two hundred to retail for 10c. and 800 to retail for 5c. The latter varying in price from \$25 to \$35 per thousand."

In addition to this, state what colors you want—light, medium, dark or assorted. Let me use my judgment about the selection, and remember, please, that I am trying to make this first order from you lead up to permanent business between us. Send along the postal.

Terms, 5 per cent. discount if you pay the bill in thirty days—4 months nett. Your money back any time within six months if the Cigars do not sell readily.

**J. Bruce Payne, Cigar Mfr.,**  
**Granby, Que.**

MADE IN CANADA.



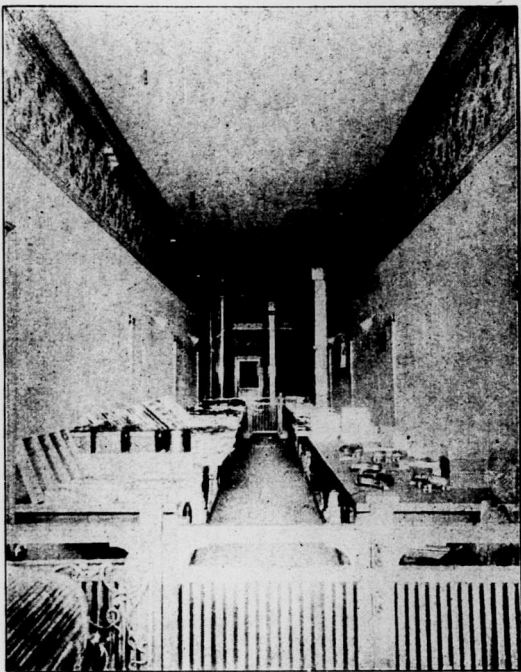
The label on this bottle is one that is watched by careful shoppers. They know that it means good goods. You will help your trade if you see that your stocks include the famous

**"STERLING"**  
**BRAND**  
**CATSUP.**

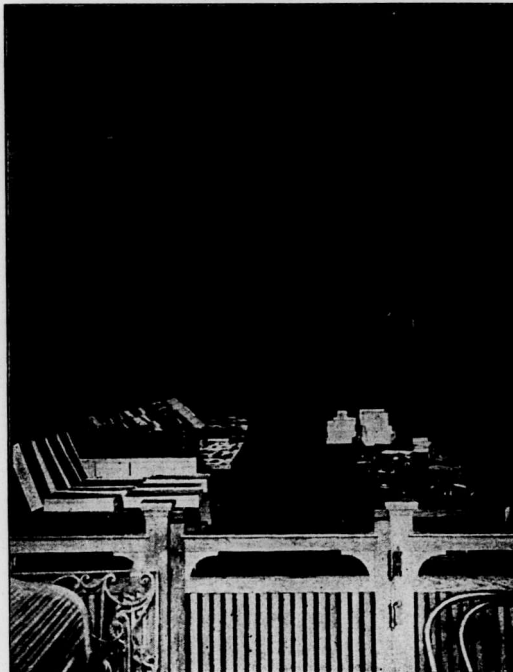
We never made choicer catsup than that which is going out from our large factory this spring.

**T. A. LYTLE & CO.**

124-128 Richmond Street West,  
**TORONTO.**



Luxfer Prisms successfully lighting a store 100 feet long.



Ordinary glass made the store unrentable without artificial light.

A visit to our test rooms will furnish ample proof that these contrast pictures underestimate rather than exaggerate the lighting results of Luxfer Prisms. Write for our blank form and obtain an estimate of cost.

Specified  
by  
Architects.  
Approved  
by  
Owners.  
Appreciated  
by  
Tenants.

Form  
Your  
Own  
Opinion.

**THE LUXFER PRISM CO., Limited**

98-100 KING STREET WEST,

**TORONTO**

THE

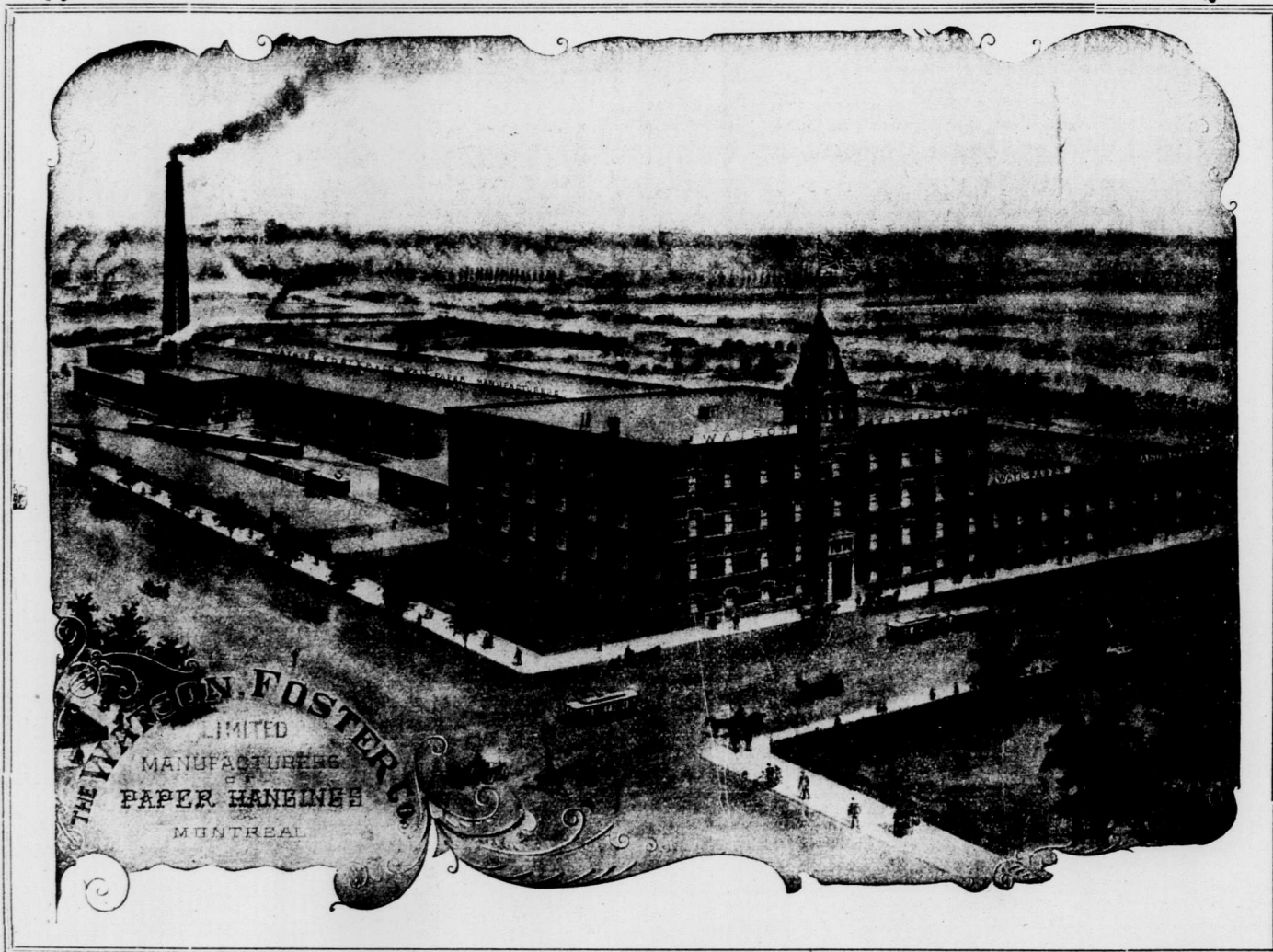
# Watson, Foster Co.

LIMITED.

Makers of WALL PAPERS  
ARTISTIC  
EXCLUSIVE  
SUCCESSFUL

MONTREAL

QUE.



## You are Sold Out, or Short

perhaps, of some of our numbers, though the season has hardly developed yet, or, possibly, we are "strangers yet." In either case, we will, if asked, send you condensed sample books of any grade desired. **SPEAK SOON**, however, as we shall have to withdraw some patterns shortly.

## *Do Not Forget*

that "a woman convinced against her will is of the same opinion still." You will probably be able to persuade a woman into buying some other Extract than Jonas' Flavoring Extracts, but what you gain in dollars and cents you lose in that woman's confidence.

There are other Flavoring Extracts on the market said to be "just as good" as

### *Jonas' Flavoring Extracts*

but how many of them have stood a thirty-years' test—"aye, there's the rub." The best cooks in Canada bear out our statement of absolute purity, great richness and unequalled strength for Jonas' Flavoring Extracts, because they keep on buying them year after year.

Yes—you can convince a woman against her will if you want to, but she still has the same opinion. She will buy the "just as good" Extract *once* and then *she'll do her trading at some other store!*

HENRI JONAS & CO., MFRS.,  
Montreal.

We have now in stock a complete line of



# THE IMPERIAL SOAP COMPANY'S BRANDS

Representing exceptional value to both Retailer and Consumer

Laundry Soaps : "SNOW," "IMPERIAL," "CAMEO," and "KLONDYKE."

Toilet Soaps : "OATMEAL" and "WHITE CASTILE."

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

Get out of the rut of selling goods at no profit, but sell

## TIGER Stove Polish



which will give you fair profit, and, better still, perfect satisfaction to your customers, which will hold your trade.

**THE F. F. DALLEY CO., LIMITED,** **HAMILTON.**

AYE READY!

# JATERSONS'

"CAMP" COFFEE IS THE BEST.

PRODUCING A CUP OF DELICIOUS COFFEE AT A MOMENTS NOTICE.

ASK YOUR WHOLESALE GROCER FOR IT



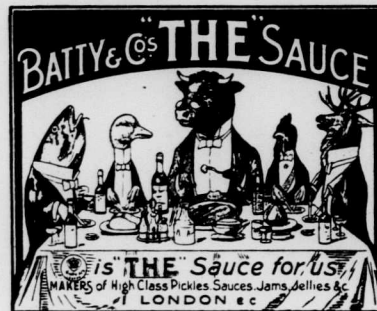
## Batty & Co.

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

PUBLISHED  
EVERY  
FRIDAY

# THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES  
IN EVERY  
PROVINCE

VOL. XIV.

TORONTO AND MONTREAL, MARCH 30, 1900.

NO. 13

## THE SUCCESSFUL SMALL TRADER.

By George Hovey.

**T**HE present time sees the so-called department store in the front rank of business ventures. The tendency has been to concentrate under one roof and management all the variety of merchandise usually carried by individual traders in distinct and separate stores. But the department store, while filling its mission as a matter of economy and convenience to the public, will not, I trust, ever encroach to a very alarming extent on the

### GREAT ARMY OF SMALL TRADERS.

These small traders are part and parcel of our thriving cities and towns, their places of business being found along all thoroughfares and their proprietors identified with the best element of our social and business life. By small traders I refer more especially to those engaged in business where the capital employed ranges from \$500, or less, up to, say, about \$2,000.

In an investment of that amount of money the proprietor must depend almost entirely upon his own

### INDIVIDUAL EFFORTS

to do the buying and the selling, to handle the money, to keep the books, and, in fact, in every way have his own personality alone responsible for the success of his venture.

The wholesale dealer looks largely to those small traders as distributors of his wares and merchandise. He solicits their patronage, extending liberal lines of credit, and, therefore, is vitally interested in seeing them prosper. A careful survey of the situation will convince anyone that the success of the small trader is not a mere

matter of chance—that he must possess honesty and ability; that

### METHOD AND SYSTEM

must enter into a small business, as well as a large one, to bring about satisfactory results. Such a trader is a bulwark of strength to the credit system, inasmuch as, appreciating the value of good credit with the wholesale dealer, he is free to give any information required by the credit man as to his financial standing. He fully realizes that he thus facilitates the intelligent granting of those favors which enable him to enlarge his business, and thus increase his profits.

The small trader that succeeds knows the importance of

### DISCOUNTING HIS BILLS;

he realizes that the percentage saved is clear gain. He is fully assured, also, that prompt payments kept his credits the best; that he is thus enabled to buy his goods right; that the best houses will seek his patronage. If he finds he is at any time unable to do this, he at once seeks for the cause, that he may apply the remedy promptly. He may find that he is trusting too freely, or buying too liberally, or his expenses are too large, or that he is selling his goods at too small a margin of profit. His experience tells him, also, that it is good business policy to be a cautious and careful buyer and to deal with few houses; that a

### CASH BUSINESS IS ALWAYS BEST,

and that credit-giving with a small capital is dangerous. If he must trust out some

goods, he limits the credit to 30 days, and is a prompt collector when the bills are due.

Our progressive small dealer keeps some record, at least, in book form, of his sales and expenses daily, and the sum total of such sales and expenses for each month and each year. He knows what profit he makes on his goods, and thus he can readily see whether the profits are more or less than the expenses. It is very simple, yet how many fail to understand the true condition of their business because they keep no books, thinking there is nothing to do but to sell goods. They seem unmindful that they need the facts and figures on their books to show results, so as to regulate buying, expenses, and profits.

Having invested his money in a stock of merchandise and fixtures, the careful trader always sees to it that they are

### PROMPTLY INSURED.

A loss by fire is certainly a possibility; that the insurance company charges a high rate of premium is sufficient evidence that they think there is great risk; yet many, because the rate is high, argue from false premises that they will not insure. Thus the lack of ordinary prudence places in jeopardy perhaps the savings of a lifetime, when for a few dollars protection could be secured.

The up-to-date trader takes an

### INVENTORY OF HIS STOCK

and fixtures at least once a year. In case of a loss by fire he knows he will secure a more prompt and satisfactory adjustment. It is only by having such an inventory from time to time, also, that his actual gain or loss in business can be determined. He thus is placed in a position, also, to know

**RISING SUN**  
STOVE POLISH and **SUN PASTE**  
STOVE POLISH  
IN **CAKES** WELL KNOWN AND RELIABLE.   IN **TINS** GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

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

the salable condition of his stock, and can add to it or reduce it intelligently.

A small business means, of necessity, small profits. Therefore, our prompt and reliable customer is thrifty and economical. He thinks of saving as well as of getting. He always makes business his first thought; pleasure comes afterwards, and is all the more enjoyable. He believes in the old adage, "Keep the shop, and thy shop will keep thee."

#### STORE GOSSIP.

THE store is the last place where gossip should be permitted by people who use it as a lounging place. There should be no lounging in stores. Women dislike to enter the store where a group of men are holding down the stove.

No merchant need be afraid of giving offence by refusing to allow lounging in his store. The few who lounge are not leaders in a community; their trade is seldom worth going after; their opinion of you will count for but little.

It happens too often that the merchant himself is a gossip. When this is the case, it cannot be expected that he will arouse himself to the enforcement of a policy to do away with it. It is unfortunate when this is so, for it means practically that the merchant is not progressive. The man who has inborn the true business sense shuns gossip as he would poison. It is a sign of weakness to talk anything but business in a place of business, or subjects that are important as business. It is always right to seek information on any topic whenever the opportunity offers.

Gossip is not information. It is usually largely untrue, and it undermines the thinking power of a man who indulges in it. The manager of a large store has no time for gossip; the manager of a small store should have no time for it, because of his ambition to become the manager of a larger one.—Minneapolis Bulletin.

#### COCOANUTS AND COCOANUTS.

THE cocoanut of commerce and the cocoanut of advertising have many points in common, from which a lesson may be learned by comparison. At first glance, both are unprepossessing, apparently hard nuts to crack.

Aborigine though he may have been, he who first tapped the soft spot of the cocoanut and drank the milk, was like the half-venturesome advertiser of years ago who made timid efforts to get the milk of business success from the public.

In both cases the returns were satisfactory and the investigator was led to go farther and seek something still better and richer. Both found the meat in their respective cocoanuts and profited.

There is scarcely any other tree in the world so useful in all its parts as the cocoanut-bearing palm, its trunk being good lumber, its leaves making fibre of all grades, so fine that it can be woven into ropes, lines and garments, besides many other useful things.

In this respect it is like the advertiser's tree of knowledge; every part is of some use and value. It concentrates its fruit in clusters at the top of the tree, away from danger, until ripe and ready for market, and like this should the advertiser concentrate his work, until it makes a goodly showing, attractive to customers.

To bear fruit the tree must have great roots, firmly imbedded in the soil; while the advertising mediums used must be those imbedded in the hearts and homes of the people. In both cases, the fruit is ripened in enormous quantities. Poor soil and poor mediums, as well as poor copy, can yield no good fruit.

Disappointment awaits him who sits at the foot of either kind of tree expecting a crop to fall at his feet, without doing something to warrant it by preparation.

The cocoanut grows only in countries where there is an abundance of warmth and mois-

ture, which are equally necessary in a judicious advertising campaign; nourishment is needed, and without it no good results can be obtained. Poor, stunted trees bear but few cocoanuts, while the big sixty and one hundred foot monsters give enormous crops annually. An advertiser should not patronize stunted trees or publications of any sort unless content to gather in limited quantities.

He should aim by good copy and judicious work to get the largest and best fruit. Perfection is hard to attain in human work, but in starting right, the advertiser's ideal should be good seed, i. e., good copy, as half the battle lies in the proper preparation. Copy must not be ungrammatical, unattractive or slipshod if it is expected to attract the dollars from the pockets of the public.—Thompson's Red Book.

#### HUDON & ORSALI.

In yesterday's Gazette there appeared a statement that the well-known firm of Hudon & Orsali had made an assignment, on the demand of Mr. George A. Vallee, of St. Anne de Bellevue. The statement was incorrect and arose out of a misconception by a reporter, the fact being that the demand of assignment was made by Hudon & Orsali on George A. Vallee. The firm of Hudon & Orsali is an old and well-established one, solvent, and abundantly able to meet all its obligations.

The publishers of The Gazette exceedingly regret the appearance of the paragraph in question and the annoyance it caused. They trust that the publication of this correction, setting out the facts, will have the effect of disabusing the public mind of any wrong impression that may have been caused as to the commercial standing of the firm—Gazette, Montreal, March 22.

The Toronto Cold Storage Co., Limited, has been authorized to increase its capital stock from \$50,000 to \$100,000.

# -- COFFEE --

Our "**L. S. & B.**" and "**Empire**" are absolutely pure.  
The **quality** and **price** catches the consumer.  
The **profit** and **advertisement** catches the grocer.

**LUCAS, STEELE & BRISTOL,** WHOLESALE GROCERS **Hamilton.**

## JAMES TURNER & CO.

are offering bargains preparatory to taking stock  
31st March of small lines of

### Ceylons, Indians, China Blacks, Young Hysons, Japans

to close out at prices that will surely tempt buyers.

## James Turner & Co., Hamilton.

### GRAND MOGUL BAKING POWDER

"Is Pure Powder"

Equal to the best American at half the price.  
A quick seller. A trade-winner and good profit.

**AGENCIES—**  
Montreal  
Toronto  
Winnipeg  
Vancouver

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

# ATTENTION

We wish to draw your attention to

OUR 10c. BAR SOAP.

A fast seller and shows a big profit.

FIVE-BOX LOTS DELIVERED.

## THOS. KINNEAR & CO.,

Wholesale Grocers.

49 Front Street East, TORONTO.

### TRIALS OF THE GROCER.

I HAD just secured the attention of the proprietor of the grocery and was in a fair way of doing a good stroke of business, when the door flew open with a bang and a red-faced boy of 10 dashed into the store. He was hatless and coatless, his trousers were hoisted nearly to his armpits by one string of a suspender, his feet were bare, although the morning was cool, and his face looked as though it hadn't been washed in a year.

"Say," he yelled, blustering up to the merchant and setting a dirty and battered old tin pail on the counter, "ma don't want this stuff. She didn't say kerosene, she said molasses. She'll give it to you fer musing up this pail with your old oil."

"Didn't you ask for oil?" demanded the merchant, a red spot growing on either cheek.

"No, I didn't. What would I want to ask fer oil fer?"

The merchant called one of his clerks and had the exchange made, although it was evident that the order had been correctly filled, and the boy, after demanding a stick of candy for his trouble, bounced out of the door, leaving it open behind him.

"Children are good customers," I suggested.

"Don't know what we'd do without them," said the grocer. "They make mistakes in giving orders, and it is all laid to the grocer. They order things which the parents know nothing of when they get hold of the pass book, and the grocer is accused of trying to rob and swindle the father. They fall down and break glass pitchers and knock holes through tin pails and lose money and pass books, and come back crying for the grocer to help them out. I wonder that parents trust them to do much trading."

"Perhaps the women are busy, and really do not understand what nuisances the children make of themselves," I suggested.

"They ought to know," was the reply, "by the way the little things act around home. The other day a boy, not yet six years old, drove away one of my delivery rigs while the clerk was lugging stuff down cellar for the mother—a thing he ought never to have been required to do. The horse ran away, broke the wagon, and came very near killing the boy. And what does the mother do but come down here and give me an old-fashioned 'jawing' for not making my clerk hitch his horse! She never thought that it was her duty to keep her young one out of the street."

"I presume you explained that to her," I said.

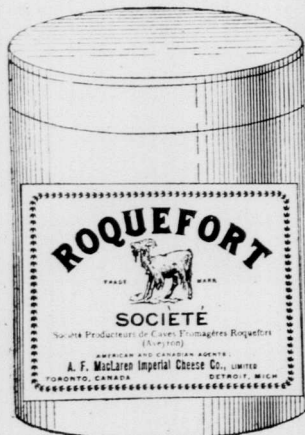
"Of course I did," was the reply, "I lost a customer, but I freed my mind. And speaking about children running up unauthorized accounts reminds me of a thing that happened only yesterday. About a month ago, in settling with old Brown, we found a lot of candy, nuts and similar stuff that the boy had ordered without the knowledge of his parents. At first old Brown swore that I was trying to cheat him; then, when the little rascal admitted getting the stuff, he declared that I had no right to let the boy have the goods, and declined to pay for them."

"And the boy was ordering goods for the family right along?"

"Certainly. Well, the old man finally settled, with many cuss words and threats, and all went on smoothly until yesterday. Then the boy came in and called for a lot of nuts and candy, and said he'd take them with him. Of course I thought I smelled a mouse at once and questioned him. He acted guilty, and I finally declared that I would not let him have the goods without an order from his father or mother."

"Right, of course."

"Oh, yes, but just see how it came out. The little chap went away mad and came



Imperial Cheese has become almost indispensable to those who appreciate good cheese.

Our Roquefort (in jars) is fast becoming indispensable to those who like Roquefort cheese.

They are both indispensable to the up-to-date grocer.



# SULTANA RAISINS



**A SNAP.**

## THE DAVIDSON & HAY, LIMITED

36 YONGE STREET,

TORONTO.

back in five minutes with his father. And the father was mad, too. You see, they were arranging for a party of some sort at their house, and the urchin had really been sent for the nuts and candy. The father called me down before a storeful of customers, said I'd called his boy a thief, and all that. I stood it as long as I could and then kicked him out of the store. Another customer gone! But one can't stand everything, you know, even if he does run a grocery store."

"The people do not agree with you on that point," I said.

"No, they seem to think we will endure treatment which a beggar would resent. One day, not long ago, a little girl came here crying and said she'd lost the pass-book and her mother would punish her. She was a pretty little thing who had never made me any trouble, and, having a little spare time just then, I took a new book, copied into it the family account from my own book, and gave it to her.

"You should have seen the breeze the thing kicked up. The mother discovered the substitution, of course, and came right down to the store to make a fuss about it. She had learned about the loss of the book before she got here, of course, and hinted that I might have hidden the book, in order

to cheat her. She said she'd never ordered half the things charged, and that I would never have dared put them down to her if she had had her book.

"It wasn't any use to talk to her. The child declared she had lost the book down by the brook, where she had stopped to play, and I showed her that the articles charged were just about the average supply of the family for the period included between the first date and the last, but it was of no use. You know what happened then?"

"You lost another customer."

"Yes, but I gain enough by common-sense methods to make up for such losses; in fact, I do not want to do business with such cranks. People who want to take advantage of every incident in their favor, just or unjust, are always in trouble, and I don't want to have them buzzing around me. There are folks in the world, you know, who believe that their children can do no wrong. Such a man came in here a week or so ago to settle a bill, bringing his four-year-old girl with him. Candy when bills are paid, you see, candy or a cigar, and this kid came along to get the candy.

"While we were figuring up the account, the girl ran to the back of the store and began climbing up on one of the shelves, which happened to hold empty fruit cans.

Well, the shelf wasn't made to hold four-year-olds and fruit cans too, so it promptly dropped to the floor, breaking about \$5 worth of glass. And, do you know, that youngster declared up and down that one of my clerks stepped up on the shelf and broke it down! She was afraid of a whipping, of course. The father believed her, and I was out the cost of the glass. If people can't keep their children out of mischief, they should keep them at home, where they can have all the fun to themselves.

"Now, these are all small things," continued the grocer, "but a good many small things make a big thing, and big things make people very weary sometimes. Children are taught to steal by being allowed to take candy, nuts, fruit and crackers from open packages or barrels at the grocery stores, but parents get angry if anything is said about it. I think there ought to be a special heaven made for grocers! They endure so much here that any ordinary paradise won't be sufficient reward for them."

"Of course, there will be plenty of children in this new heaven?" I asked.

"Yes," was the smiling reply, "but they won't go toddling about the golden streets with grocers' pass books in their dainty hands, getting kerosene for molasses and breaking down store shelves."—Alfred B. Tozer, in Michigan Tradesman.



### "The Absent-Minded Beggar"

who "pays, pays, pays" big prices for imported marmalade, will do so no longer if he once tastes **UPTON'S**.

Are your customers "absent-minded beggars," or have you taught them that **UPTON'S MARMALADE** is equal to anything imported—and much cheaper.

Sold by all jobbers in 1-lb. glass jars and 7-lb. wood pails.

**A. F. MacLaren Imperial Cheese Co., Limited**

CANADIAN SELLING AGENTS.

## TRADE IN OTHER COUNTRIES THAN OUR OWN.

CHICAGO mail advices report a considerable movement in prunes during the week, particularly in 40s. to 50s. The large sizes are quoted in sacks in Chicago at 6½c. for 30s. to 40s., and 5¾ to 5½c. for 40s. to 50s. Nineties to one hundreds are practically unobtainable there, as here.

## HIGH PRICE FOR FRENCH PEAS.

"French peas, and in fact all French canned goods, which are now scarce and high, promise to be still higher this year," said an importer; "for, apart from the increased cost of tin and other packers' materials, there will be a great demand in France for fresh vegetables on account of the Exposition, which will run up the cost of raw material for canning purposes."—New York Journal of Commerce.

## TEA IN NEW YORK.

The feature of the week has been the auction sale. The offerings were not large and steady to firm prices were realized for all grades, exclusive of Japan dust, which sold lower. The street market has continued quiet, there being no improvement in demand for lines and no invoice transactions of importance have been reported. The close was quiet, but steady.—New York Journal of Commerce, March 24.

## SCOTCH-CURED NEWFOUNDLAND HERRINGS.

Newfoundland herrings cured in the Scotch way are, it is said in the trade, selling freely. A shipment of 200 bbls. due this week, it is stated, are held to arrive subject to condition at \$14 per bbl. The market on "large fulls" from first hands is reported firm and active at \$11 per bbl. and "fulls" at \$10. Although the introduction of the Newfoundland herring, Scotch style of cure, is of comparatively recent date. One of the principal handlers reports having moved 1,500 bbls. of fish during the last four weeks. Large fulls, Scotch, are meeting with a fair demand at \$13 to \$14 per bbl. There is little inquiry for Holland kegs.

## CANNED GOODS IN CHICAGO.

In reviewing the canned goods situation in Chicago, The Canner and Dried Fruit Packer of that city says: "The latter, too, are not as busy with shipping goods to the retail trade as they might be, though in comparison the movement from second hands to retailers is feverishly active. Eastern advices note an increased movement from first hands, but the facts compel us to report that no such increase is noticeable here, at least for the staple lines, it

being possible that fruits, particularly Californian packed spots, are having a shade better demand. But in vegetables practically nothing is moving."

## CURRANTS IN NEW YORK.

Although, for a week or 10 days past, cable advices from Greece have indicated a steadily-hardening market for currants, there has been no response here apart from the slightly better tone indicated by the refusal of holders to entertain bids slightly under current market quotations, even when by so doing they might be able to dispose of large lots. On the other hand, sellers seem to find it impossible to get any advance over present prices, notwithstanding the general statistical situation would seem to warrant an advance, while, according to competent authority, every sale made on the present level of spot prices shows a loss to the importer.

While the spot stock is larger than a year ago, it is not so heavy as many seem to have thought it, for, although there has been no buying in excess of requirements at any time since last fall, there appears to have been a steady absorption of supplies through the ordinary channels of consumption. The last official statement of the stock was made on March 1, when there were, in bonded warehouses in this city, 5,261,000 lb., compared with 4,465,300 lb. at the same date in 1899. The bulk of this stock is in the hands of one holder, it is understood, but the latter, seemingly, is not disposed to attempt advancing prices in view of the somewhat limited present demand.—New York Journal of Commerce, March 27.

## STOCKS OF CALIFORNIAN DRIED FRUITS.

San Francisco mail advices state that aside from prunes and peaches, apricots and figs, particularly the last two, stocks of dried fruits on the Coast are quite moderate, but that unless there is a more rapid movement developed soon through positive demand and not through selling pressure it is doubtful about the clean-up proving as satisfactory as had been generally hoped for earlier in the season.

## FLORIDA PINEAPPLES.

Mail advices from Orlando, Fla., according to a New York paper, are to the effect that pineapple growers there have organized to establish uniform prices of fruit and plants; to ascertain the best markets, and to look after the distribution of fruit in the different markets of the country. The organization also contemplates a united effort to secure an increasing investment of

capital in the pineapple industry of the section, and also to provide means in the future to pack fruit in tin or glass should it at any time prove unprofitable to send it forward in very large quantities in a green state.

## THE PRUNE CROP OF CALIFORNIA.

According to a report of the California State Board of Agriculture, furnished for advanced publication in The Pacific Rural Press, the prune crop of that State amounted to 96,500,000 lb. last year, against 90,420,000 lb. in 1898, and 67,780,000 lb. in 1897. In 1899 the crop reached but 16,000,000 lb.

## VALENCIA RAISINS IN EUROPE.

A few small shipments of Valentias have arrived this week from the Continent, but the quality is not up to grocery requirements. The demand has been good for the time of year, and holders' ideas of value are gradually hardening, while the small stocks still remaining in Spain are held for prices considerably above this market.—Produce Markets' Review, March 17.

## CANNED SALMON IN ENGLAND.

Although business has been somewhat limited, the market generally is very firm. The City of Delhi has arrived during the week with 1 lb. and ½ lb. tins of flat salmon, but some little time must elapse before any deliveries can be made. It must be borne in mind that a very large proportion of the recent arrivals will be at once distributed, and, when this has been done, the stock of tall tins, especially the better grades of Alaska, will probably fall short of average requirements.—Produce Markets' Review, March 17.

## PERSONAL MENTION.

Mr. Charbonneau, of Williams Bros. & Charbonneau, was in Montreal this week, and stated that, while business was extra good last year, their profits did not amount to as much as usual, owing to the increased cost of raw material. As a sample of this, he stated packing cases cost them 100 per cent. more now than they had previously been paying for them. He also stated that the prospects for business this spring were bright, and reported increased orders from his Canadian representatives.

Mr. M. A. Muldrew, who for some years has been on the city traveling staff of H. P. Eckardt & Co., Toronto, joins the city staff of Lumsden Bros. on Monday next. Lumsden Bros. have now four travelers doing the city.

E. J. Wagar intends opening a general store in Enterprise, Ont., in a few days. He will do business on a cash basis.

# Raisins.

"Maple Leaf" and  
"Anchor"

**SEEDED RAISINS**

Cases 50 1-lb.  
Cartons.

THE  
**EBY, BLAIN CO., LIMITED**  
WHOLESALE GROCERS,  
MANUFACTURERS, IMPORTERS OF TEAS

**VALENCIA--Selected and Layer.**  
**CALIFORNIA--3 Crown, 4 Crown.**  
**MALAGA--Fine Loose Muscatels.**

**TORONTO.**

## WANT AN EARLY-CLOSING ACT.

THE early-closing question is just about as live an issue in Winnipeg as it is in Toronto. On Thursday, last week, a deputation waited upon the Manitoba Government asking for the passage of an early-closing Act during the coming session of the Legislature. The delegation consisted of A. J. Andrews and G. F. Caruthers, of the Winnipeg council; Isaac Campbell, city solicitor; L. H. Fournier, president of the Retail Clerks' Union; R. L. Chevrier, vice-president, and Messrs. Weir, Calder, L. L. Knight, J. B. Knight, Holt, Lenton, H. A. Paul, A. E. Dodman, B. Faircy, Geo. MacDonnell, S. W. Melsted, H. Painchaud, P. Menlove and J. H. Payne.

Mr. Andrews, who introduced the deputation, stated that it was desired that, instead of the present law, enabling municipalities to compel stores to close at 7 p.m., a new law should be passed making 6 p.m. the hour, instead of 7 p.m. They also wished to have a law to close stores on Saturdays and days preceding holidays at 10 p.m. In the present law, second-hand stores and pawnbrokers were exempted. It was desired that these should be included in the scope of the new law.

L. H. Fournier, president of the Retail Clerks' Union, after stating that the trades and labor people were in favor of the Act asked for, and that the clergy of Winnipeg had advocated it, referred to the long hours the clerks had to work, compared with laboring men, often 14 hours a day. They had petitions favoring early closing signed by three-fourths of all the merchants and 400 clerks, and could have got one signed by thousands of citizens if they had gone around.

Alderman Carruthers, who is chairman of the legislative committee of the Winnipeg council, stated that the early-closing movement had the sympathy of the council. He referred to the aid the council had endeavored to give the clerks, but which had

no effect, as the by-law had been declared ultra vires.

Premier Macdonald, in reply said he had always been in favor of early closing. He could not see that any good purpose was served by keeping open late, especially as the labor classes had declared in favor of early closing. Other classes of people could do their shopping just as well before 6 o'clock as after that hour. Late shopping was more a habit than a necessity. Nothing was to be gained by merchants if all closed at the same time. His own impression at present was that it would be best to extend the powers of the city in order to enable the council to deal fully with the question. As the council was in sympathy with the movement, the clerks would be sure to get what they asked for. If he changed his views he would inform Mr. Andrews, and if not, he would see that legislation was introduced to extend the city's powers in that respect.

## THE OGILVIE CO. REORGANIZED.

The Ogilvie flour milling interests were reorganized on Tuesday, with Mr. Fred W. Thompson, of Winnipeg, as general manager with headquarters at Winnipeg. The Montreal interests will be under the control of the local board of directors. The newly reorganized company, under the name of The W. W. Ogilvie Milling Company, will enter into direct competition with the American Cereal Company, whose headquarters are in Chicago, and will ship to Oriental and Occidental points.

## IN THE INTEREST OF CHINA TEAS.

Mr. Alex. Campbell, of Alex. Campbell & Co., tea merchants, Shanghai, China, was in Toronto for a few days last week, in the interest of China teas, and in company with his local representative, Mr. Crawford W. Powis, visited the different wholesale houses. He said that while it was too early to speak positively, he thought the China market would show very little change this year from last year.

## THE REMUNERATION OF CLERKS.

JUST how much work a clerk is expected to do in order to earn his salary is quite an interesting question. There is little doubt that all of them earn their salary—that is, they do enough for the money they receive; but that is not always their full compensation; in fact, it is usually the smallest part of the clerk's compensation.

Take the clerk in any line of business—dry goods if you will. He receives \$10 a week in the country town, but that does not represent what he actually receives. Are the experience he gets and the advantage he secures in learning the careful business methods of Mr. B. nothing? Mr. B. has worked long and hard to perfect his system. It is, therefore, to be remembered that the clerk is always receiving a good deal more in actual compensation than the salary he draws. In the course of a few years he has mastered the business, and all he requires to become a successful business man is the capital and opening. The capital can always be found by the man who has a thorough knowledge of the business he desires to carry on.

Credit is easy where the man applying for it is known to possess both integrity and special knowledge. The clerk frequently forgets these advantages. He looks at a man digging in the street, and learns that the man with the spade is earning \$1.50 a day, while he is probably receiving less than that for clerking in the store. He does not remember, however, that 10 years hence this poor fellow with the spade will be doing the same work for the same pay, or perhaps a little less, for his back will be bent by 10 years of labor by that time, while he, the clerk, will probably have a store of his own, with the special training to conduct it. In other words, the clerk is daily acquiring a knowledge that is worth money to him, while the day laborer is doing nothing that is of value to him beyond that day.—Omaha Trade Exhibit.

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The system costs you nothing, it pays for itself.

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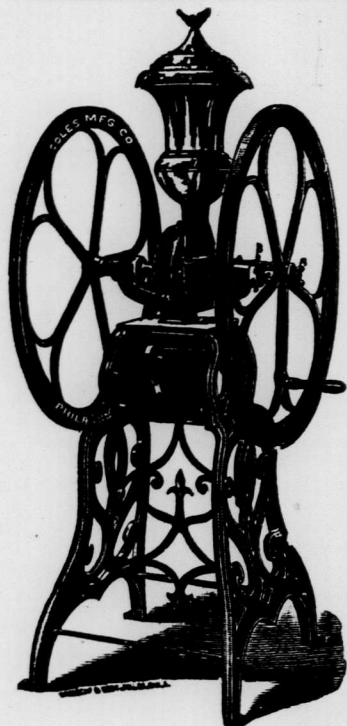
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Because it saves them dollars in money and pounds of energy when they grind coffee. It works easily, grinds evenly, and is recommended earnestly.

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Rowntree & Co., Limited, of York, England, desire to call the special attention of the Canadian trade to their well-known

### Gum Pastilles and Jujubes.

The perfection of confectionery art of world-wide fame for purity and delicacy of make. Rowntree & Co., Limited, are the largest manufacturers of Gum Confectionery in the world, the large Yorkshire Factories employing over 1,500 hands.

**Chocolate Creams of all varieties.**

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A delicious, highly-nourishing, and thoroughly digestible Cocoa, so economical in use that 120 breakfast cups can be filled from a 1-lb. tin.

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PLEASE MENTION THAT YOU SAW  
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**CANNED GOODS COSTING MORE.**

THE CANADIAN GROCER exclusively pointed out over a month ago that all canned goods were apt to be higher during the ensuing season apart altogether from the actual cost of the goods themselves. At the time, salmon had already given indications that have since been supplemented by unmistakable developments. Other kinds of canned material are following suit, reference having already been made to French sardines, in addition to salmon.

Canned vegetables and fruits are the latest example. Agents in Montreal for the canners report that they have already booked heavy contracts for new pack in these lines at an advance of 12 to 12½ per cent. in the case of vegetables and 7 to 7½ per cent. in the case of fruits. At the new basis, Montreal wholesale houses have been free purchasers. When it is understood that they are contracting at least two months ahead of their usual time, it will readily be recognized that they do not expect any recession in values.

Wholesale houses in Toronto have not, as

far as can be learned, yet placed any orders for canned vegetables. They declare that at present prices they prefer that the canners should carry the stock.

Another important line that will be dearer are canned lobsters. The price asked by packers in the Maritime Provinces is now from \$12.50 to \$14 per case—a figure so high that sales have become more difficult, as by the time the goods reach the consumer the cost is above their views. The fact that nowhere else in the world are lobsters canned, however, gives the packers here practically a monopoly of the business. As showing the advance in prices it is pertinent to note that in 1880 canned lobsters were bought here at \$4.50 per case. In 1888 the price rose to \$6 per case, and 10 years later the average price reached \$10 per case. From information at hand it is estimated that the pack will reach 250,000 cases.

The total pack for the last few years has averaged about the same quantity. For several seasons past the gross yield to packers has been nearly \$10 per case, making the value of the pack upwards of \$2,000,000 annually. While the pack has been kept up to the average of late years, this has been accomplished only at a much heavier expenditure for packing and fishing operations. The difficulty of securing supplies of raw fish has increased each season, because of the shortsighted policy of the fishermen in taking immature and berried lobsters, thus depleting nature's resources. It will be gratifying to those interested in the future of the fishery to know that the Government has this year amended the law regulating the open and close season with a view to protecting the crustacean.

**MIXING UP EGGS.**

COUNTRY shippers, according to receivers in Montreal, are again at their old tricks of sending old eggs mixed with new, and firms who sold stock in good faith have had several cases returned to them, when it was found that the lots were mixed.

This is about as mean a practice as a trader could be guilty of, and in the long run will always be found out and react on the offender in an unwelcome way.

Honesty is the best policy in shipping eggs, as in all other branches of business.

As regards values, the general outlook is for lower prices. There has been a sharp decline in England of 6d., and, while exporters could not come to an agreement at the meeting held at Toronto last week, the Montreal operators, at any rate, say they are determined not to pay the ridiculous figures that were given in many cases last season. Whether they will stick to this opinion is another matter, for no dealer likes to see business going by.

When business is quiet nothing is gained by sitting down and commiserating over it. But a great deal is after gained by getting up and putting fresh effort into business-getting.

**MOLASSES ADVANCES.**

RECENT advices from primary sources in regard to molasses do not bear out the expectations of Canadian importers, who have been holding back, that there is to be any immediate reaction in prices. On the contrary, they have advanced 1c. per gallon on Barbadoes, to 16c. first cost at the Islands, which is equivalent to 32½c. laid down in Montreal, and it is not at all certain that the top has yet been reached.

The buoyancy is due to the fact that present demand at primary markets is in excess of the supply, several schooners from Newfoundland and the Maritime Provinces being down there, and purchases to provide them with a cargo having cleared up available stocks. Advices also state that the demand continues active at the rise, and also that the quality is hardly up to last year's shipments. Up to the present, Montreal importers have not been operating in new crop, and it is not unlikely that such as have enough stock to carry them along may be able to fill their wants cheaper later on in the season.

The difficulty, however, lies in the fact that stocks in Canada are light, and it is a question whether some importers will not be actually in need of supplies before the market reacts.

Intelligence from other sources of supply besides Barbadoes are equally firm. Porto Rico stock cannot be obtained at present under a laid down cost in Montreal of 40c. ex wharf, and advices from Cuba state that there is no molasses to offer.

## GROCERIES AND THE PREFERENTIAL TARIFF.

THE increase in the preferential tariff on British products can scarcely fail to induce larger importations of goods allied to the grocery trade.

In the first place, Great Britain has not lost her trade in Canada in groceries to nearly the same extent as she has in hardware and other manufactures of iron and steel. Of course she has had competition, but it has not been relatively as great as in the lines just mentioned. And with an advantage of one-third in the duty, the British exporters should be able to more than hold their own in the Canadian market. This view, it seems to us, must be held by everyone, when, without even considering the experience of the past, a comparison is made between the general and the preferential tariff. The following table shows the general and preferential tariffs on the chief grocery articles:

	General Tariff.	Preferential Tariff.
Canned meats and soups	25 per cent.	16 $\frac{2}{3}$ per cent.
Candles	25 per cent.	16 $\frac{2}{3}$ per cent.
Paraffine and wax candles	30 per cent.	20 per cent.
Soap, common	1c per lb.	$\frac{2}{3}$ c. per lb.
Castile soap	35 per cent.	23 $\frac{1}{3}$ per cent.
Soap, not elsewhere specified	35 per cent.	23 $\frac{1}{3}$ per cent.
Soap powders	30 per cent.	20 per cent.
Cheese	3c. per lb.	2c. per lb.
Condensed milk	3 $\frac{1}{4}$ c. per lb.	2 $\frac{3}{4}$ c. per lb.
Rice, cleaned	25 per cent.	16 $\frac{2}{3}$ per cent.
Sago and tapioca	25 per cent.	16 $\frac{2}{3}$ per cent.
Biscuits, not sweetened	25 per cent.	16 $\frac{2}{3}$ per cent.
Biscuits, sweetened	27 $\frac{1}{2}$ per cent.	18 $\frac{1}{2}$ per cent.
Macaroni and vermicelli	25 per cent.	16 $\frac{2}{3}$ per cent.
Starch, and all preparations having the qualities of starch	1 $\frac{1}{2}$ c. per lb.	1c. per lb.
Mustard	25 per cent.	16 $\frac{2}{3}$ per cent.
Vegetables, in cans or other packages	1 $\frac{1}{2}$ c. per lb.	1c. per lb.
Pickles, sauces and catsups	35 per cent.	23 $\frac{1}{3}$ per cent.
Oranges and lemons, in boxes	25c. per box.	16 $\frac{2}{3}$ c. per box.
Oranges and lemons, in $\frac{1}{2}$ -boxes	13c. per $\frac{1}{2}$ -box.	8 $\frac{2}{3}$ c. per $\frac{1}{2}$ -box.
Oranges and lemons, in cases	10c. per cub. ft.	6 $\frac{2}{3}$ c. per cub. ft.
Oranges and lemons, in bulk	\$1.50 per M.	\$1 per M.
Oranges and lemons, in barrels	55c. per bbl.	36 $\frac{2}{3}$ c. per bbl.
Fruits, in cans or other packages	2 $\frac{1}{4}$ c. per lb.	1 $\frac{1}{2}$ c. per lb.
Preserved ginger	30 per cent.	20 per cent.
Jellies, jams and preserves	3 $\frac{1}{4}$ c. per lb.	2 1-6c. per lb.
Extract of coffee	3c. per lb.	2c. per lb.
Cocoa shells and nibs, chocolate, and other preparations of cocoa not elsewhere specified	20 per cent.	13 $\frac{1}{3}$ per cent.
Cocoa paste, chocolate paste, cocoas and cocoa butter	4c. per lb.	2 $\frac{3}{4}$ c. per lb.
Cocoanuts, when imported direct	50c. per 100.	33 $\frac{1}{3}$ c. per 100.
Cocoanuts, not imported direct	\$1 per 100.	66 $\frac{2}{3}$ c. per 100.
Vinegar, when not exceeding proof	15c. per gal.	10c. per gal.
Licorice	20 per cent.	13 $\frac{1}{3}$ per cent.
Sugar, above 16 Dutch standard	1c. per lb.	$\frac{2}{3}$ c. per lb.
Sugar, not above 16 Dutch standard	$\frac{1}{2}$ c. per lb.	$\frac{1}{2}$ c. per lb.
Sugar candy and confectionery	$\frac{1}{2}$ c. per lb. and 35 p.c.	$\frac{1}{2}$ c. per lb. and 23 $\frac{1}{3}$ p.c.
Syrups and molasses, not otherwise provided for	$\frac{3}{4}$ c. per lb.	$\frac{1}{2}$ c. per lb.
Molasses, testing 40 deg. or over	1 $\frac{1}{4}$ c. per gal.	1 1-6c. per gal.
Nutmegs and mace	25 per cent.	16 $\frac{2}{3}$ per cent.
Ginger and spices, n.e.s., unground	12 $\frac{1}{2}$ per cent.	8 $\frac{1}{2}$ per cent.
Ginger and spices, n.e.s., ground	25 per cent.	16 $\frac{2}{3}$ per cent.

\*Less than 40 deg., 1c. per gal. additional for each degree or fraction of degree less.

It will be noticed that the duty on the articles above enumerated runs from 12 $\frac{1}{2}$  to 35 per cent. under the general tariff, and from 8 $\frac{1}{3}$  to 23 $\frac{1}{3}$  per cent. under the preferential tariff.

The preferential tariff should encourage

exporters within the British Empire to more vigorously push their trade with Canada.

## THE STATE OF TRADE IN CANADA.

GOOD times cannot continue to an indefinite period. But there is nothing to indicate that the activity in trade and the strength in values will collapse anywhere in the near future.

There has been a lull in trade in Canada during the present month, but so far this year the volume of business exceeds in aggregate that for the same period in 1899. January and February were decidedly better months than the same months last year. The weather this month has, on the whole, been decidedly unfavorable for business. But business during the past week or two has improved. But whatever the condition of immediate business may be, the manufacturers and the wholesalers are busy be-

There is no better indication of the condition of trade than the railways. One cannot very easily get figures showing the quantity of merchandise each business man is selling, but one can get figures which show the earnings of the railways. If they are good, it, of course, follows that the movement of merchandise and produce must likewise be good.

Now, for the first two months of the year, we find that the aggregate gross earnings of the two railway systems of Canada were \$7,511,911, against \$6,728,184 for the corresponding period of 1899, a gain of \$793,727. The earnings this month have not shown too favorably, but with the delays in traffic caused by the heavy snowstorms nothing else is to be expected.

The returns of the bank clearing houses are not as satisfactory as they were a year ago, the aggregate clearings for January and February being \$251,792,617, against \$255,547,263 for the same two months of 1899. This decrease is, however, small, being less than 1 $\frac{1}{2}$  per cent. And it should not be overlooked that the aggregate clearings for January and February of this year were \$25,530,985 in excess of those for the same period two years ago. The clearings in the United States fell off over 10 per cent. during January and February, 1900, compared with the same months in 1899.

But, while the clearing house returns are not as large as a year ago, at least some compensation is to be found in the figures relating to the foreign trade of the country, as the following brief table, giving the aggregate returns for January and February, 1900 and 1899, respectively, shows:

	Jan. Feb., 1900	Jan. Feb., 1899
Imports	\$47,379,188	\$21,416,407
Exports	17,257,471	13,823,384
	\$44,636,659	\$35,239,791

The lumber industry was probably never in such a satisfactory condition. The coal mining industry certainly never was; and, in fact, the same can be said of mining industries in general in Canada. The production of gold last year, to the value of over \$21,000,000, gives Canada a prominence in regard to the yellow metal that it never before occupied. Then, as to butter and cheese, the demand exceeds the supply, and prices are correspondingly high.

Taken all round the situation in Canada is certainly one that should give us confidence.

yond question in forwarding goods ordered some time ago. And one healthy sign is that, in at least some branches of trade, buyers in quite a few instances have notified manufacturers and wholesalers that they will want delivery earlier than anticipated.

GROCERY IMPORTS FROM GREAT BRITAIN AND OTHER COUNTRIES.

THE figures relating to the importation of groceries into Canada during the last fiscal year, show that the goods which come from within the British Empire on the whole more than held their own in the increase.

How much this is due to the preferential tariff cannot with certainty be said, but that it is due in part to the influence of that instrument one can scarcely gainsay.

The following table shows the importation of the chief lines of groceries into Canada from countries within the British Empire, and the total from all countries during the fiscal years 1899 and 1898 respectively :

a larger preference than did the Canadian preferential tariff.

The above table may be dismissed from further consideration with the remark that the increase in British imports is, as a rule, chiefly in those lines which are of the most importance.

It will be decidedly interesting to watch the evolution of British imports under the 33 1/3 per cent. reduction in the duty.

THE MAPLE SYRUP SEASON.

Though new maple syrup has not started to arrive on the market, and, in consequence, prices cannot be definitely settled,

	1899		1898	
	British Empire.	All Countries.	British Empire.	All Countries.
Canned meats, poultry and game.....	\$ 22,439	\$169,573	\$ 16,501	\$ 87,487
Candles, tallow .....	10	33,803	15	4,427
Candles, paraffine wax .....	578	5,856	608	5,796
Candles, all other .....	8,050	41,585	8,330	74,592
Soap, common .....	159,115	175,929	100,780	115,611
Soap, Castile .....	1,108	30,244	360	26,508
Soap powders .....	1,797	60,012	316	61,593
Soap, toilet .....	23,346	84,307	17,036	73,808
Cheese .....	2,004	31,502	1,424	19,406
Condensed milk .....	9,035	147,773	1,827	58,579
Rice, cleaned .....	82,250	234,947	133,491	245,010
Tapioca .....	33,966	38,850	25,988	34,530
Sago and rice flour and sago.....	14,101	19,602	4,358	13,804
Biscuits, not sweetened .....	3,331	23,162	1,878	19,700
Biscuits, sweetened .....	6,198	14,923	4,855	19,086
Macaroni and vermicelli .....	459	32,315	852	22,812
Starch, including farina, corn starch, etc. ....	22,542	79,487	19,573	75,262
Mustard, ground .....	63,280	77,802	48,902	61,282
Vegetables, in cans or other packages.....	2,958	70,100	4,076	41,773
Vinegar .....	8,507	15,540	6,655	13,167
Pickles, in bottles, etc. ....	71,677	107,017	58,977	90,438
Pickles, in bulk .....	6,107	15,641	499	6,257
Oranges, lemons, limes.....	111,073	800,058	87,273	688,176
Fruits, in air-tight cans or other packages.....	0,537	59,317	3,093	38,937
Preserved ginger.....	1,040	3,633	1,051	3,601
Nutmegs and mace .....	23,149	27,076	16,227	20,890
Ginger and spices of all kinds, n.e.s., unground	80,315	141,609	71,609	153,504
Ginger, ground .....	6,966	22,814	5,127	16,549
Jellies, jams, preserves, n.e.s. ....	42,420	52,222	31,493	37,455
Coffee extract.....	1,775	2,181	1,375	4,552
Cocoa shells and nibs, chocolate and other preparations of cocoa, n.e.s. ....	53,217	110,177	41,761	90,075
Cocoa paste, chocolate paste, cocoas and cocoa butter, n.o.p. ....	22,848	101,718	16,586	76,748
Cocoanuts, imported direct from place of growth .....	22,683	23,458	19,888	21,420
Cocoanuts, n.e.s. ....	592	7,461	29	6,556
Licorice paste .....	946	86,994	2,060	92,210
Licorice, in rolls and sticks.....	825	21,767	1,810	20,902
Sugar, above 16 Dutch standard .....	261,003	919,635	102,257	573,418
Sugar, not above 16 Dutch standard .....	566,283	4,963,808	271,593	4,295,508
Sugar candy, confectionery, candied peel, etc. ....	57,597	113,591	43,884	100,204
Molasses .....	348,378	706,798	313,469	559,732

The increase in the importation of British sugar, both refined and raw, is quite marked. As far as raw sugar was concerned, at any rate, it was what was scarcely to be expected in view of the fact that the countervailing duties in operation in the United States against European bounty-fed sugars gave West Indian sugars what was tantamount to

dealers have begun to figure on the range of values likely to rule this year.

Quotations have been received from producers in the Eastern Townships, who ask \$1 to \$1.10 per gallon on 5-gallon tins f.o.b. point of shipment for their product. Dealers in Toronto consider this high.

The general opinion seems to be that \$1

to \$1.10 per imperial gallon for single gallons and 90 to 95c. per gallon for 5-gallon tins and 75c. for wine gallons will be about the range of prices this season.

In another week or so, however, this market will be better understood, and prices will likely be definitely determined.

INCREASED EXPORTS OF CEYLON TEA.

The shipments of Ceylon tea from Colombo to Russia have opened up this year remarkably well.

According to mail advices just to hand from Colombo, the quantity shipped from January 1 to February 12 was 1,051,118 lb., against nil for the same period last year.

The total quantity shipped to all countries during that period was 13,272,506 lb., against 11,540,824 lb. in 1898.

The following table shows the countries to which shipments were made, from January 1 to February 12, during the past two years :

	1900 (lb.)	1898 (lb.)
Great Britain.....	10,516,789	9,280,467
Germany .....	59,929	38,243
Russia.....	1,051,118	.....
Other countries in Europe .....	80,582	41,666
Australia .....	855,517	1,431,675
America .....	541,717	498,139
Africa.....	8,990	11,799
China .....	97,938	141,919
Other countries.....	90,026	90,910
Total.....	13,272,506	11,540,824

FODDER CHEESE OFFERING.

The high prices ruling for cheese have had the effect of bringing fodder cheese to market considerably earlier than usual this season.

The first lot to be received in Toronto was sold on Wednesday at 12 1/2 c., and was readily taken at that figure. It is not likely, however, that receipts of this new cheese will be at all large for a few weeks, for the price of butter has been so high that but few factories started earlier than last year, when prices were high at the opening of the season, and when few cheese were received before the middle of April. It is expected, though, that many factories will start operations next week, and that the April make will be larger than usual.

Prices are likely to be well maintained for the small quantities of old cheese now on the market.

**"TO-DAY WILL BE YESTERDAY TO-MORROW."** Never mind about yesterday, it's gone.  
Never mind about to-morrow, it may never come. Grasp present opportunities and make the most of them.

# "SALADA" CEYLON TEA

IS THE GROCER'S OPPORTUNITY OF "TO-DAY."

Send for a sample case if you are not already handling this tea. Because, it's a "seller."

Toronto. Montreal. Boston. Buffalo. Pittsburgh. Detroit. Cleveland. Toledo. Philadelphia.

ARE YOU A BUYER of

Hardware, Metals,  
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Drop a Post Card, if you wish it, and we will send you a copy of the latest issue of **Hardware and Metal**, the leading authority on these trades. Address:

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The **"BOSS"**  
**WASHING  
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Still Leads.

If you have not tried the "BOSS"  
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Walter Woods & Co.  
HAMILTON.

## COWAN'S

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

THE COWAN CO., LIMITED, TORONTO

How are you fixed for . . .

## BASKETS?

Are you in need of any of the  
following kinds :

GRAIN AND ROOT BASKETS  
CLOTHES BASKETS  
FRUIT BASKETS  
AND BUTCHER BASKETS?

If so, we can supply you.

THE . . .

OAKVILLE BASKET CO.,  
Oakville, Ont.,

## HORSE HAIR.

Have you any? We buy it.

GEO. ROSSITER & SONS  
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## HORSE-SHOE SALMON

Is packed ONLY from the finest

Fraser River Sockeye Salmon.

For twenty years the leading  
brand on the Canadian Market.

**It pays to buy the best.**

For Sale by all Wholesale Grocers  
throughout the Dominion.

## FIFTY-EIGHT YEARS AGO



J. D. CARR, founder of the firm  
was appointed, by special warrant,

## CARR & CO., LIMITED

**BISCUIT MAKER TO H.M. THE QUEEN**

BY AUTHORITY

This warrant we still hold.

Some of our Present Specialties are:

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Agents for Canada:  
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For British Columbia:  
C. E. JARVIS & CO., Vancouver, B.C.

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CAFE NOIR  
CAFE AU LAIT  
WINDSOR WAFERS  
BUFFET WAFERS  
DERBY

FINGER CREAMS  
GINGER FLAKES  
CRACKNEL  
LEMON CREAM  
ROYAL, ETC.

# MARKETS AND MARKET NOTES

## GROCERY QUOTATIONS BY WIRE.

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

## ONTARIO MARKETS.

March 29, 1900.

### GROCERIES.

**B**USINESS continues to show some improvement over that of last week. At the same time, however, there is still a great deal of room for further improvement, for the general report is not altogether favorable. As far as prices are concerned, there has been no change of any importance during the past week. The canned goods market is steady as to price, and an improved demand is to be noticed. The coffee market is rather quiet, with quotations as before. Sugars are meeting with just a moderate demand at unchanged prices. A good business is to be noted in molasses, and a fair demand is being experienced for syrups. Trade is steady in both rice and tapioca. Teas, are, as a rule, quiet. A rather nice business is to be noted in currants at steady prices. The firmness noted last week in Valencia raisins has been maintained, and the demand is good with stocks gradually getting smaller. Prunes are meeting with a good demand. Quite a good business is reported this week for forward delivery in such lines as jams and marmalades. In nuts, the feature is the strength of Tarragona almonds, which have advanced 6s. per bag in the primary market. Mat figs on the local market are getting pretty well cleaned up.

### CANNED GOODS.

The demand for canned vegetables of all kinds has improved during the past week. No change, however, has taken place in prices, and the ruling quotations are 90 to 95c. for tomatoes, \$1.05 to \$1.10 for corn and 75c. up for peas. The feeling in regard to corn is, perhaps, a little firmer than it was a week ago, if the fact that some wholesalers whose minimum price has hitherto been \$1.05 have marked their lowest price up to \$1.10 is any criterion. A fair demand is also to be noted for canned fruits, and in some lines, such as raspberries and strawberries, stocks are getting rather light; in fact, one or two houses seem to be completely

cleaned out of raspberries. Canned salmon is moving fairly well, and the demand is principally for sockeye at \$1.35 to \$1.65 according to brand and package. A fair trade is being done in lobster, considering the high prices ruling. Other kinds of canned fish, such as sardines, haddies and herring are going out fairly well.

### COFFEES.

The volume of business locally continues to ease off, although a fair business is still to be noted. The outside markets have been somewhat irregular during the week, although at the moment a rather steadier feeling is to be noted. Quotations locally are unchanged, and green Rio coffee is still quoted at 9½c. upwards.

### SUGARS.

The recent advance in prices on the local market has apparently somewhat checked the demand. At any rate, the volume of business is not as large as it was a week

See pages 29 and 30 for  
Toronto, Montreal, St. John,  
and Winnipeg prices current.

ago. Trade, however, is fair for this time of year, and among the orders being received by the wholesale trade are requests for carloads. Quotations, locally, are without change, granulated being quoted at \$4.58 Toronto, for Montreal refined, and \$4.53 for Acadia. Yellows are quoted from \$3.76 up. Since last week there has been some further decline in beet sugar in Europe, but at the moment a steadier feeling obtains, and a slight recovery is to be noted. In New York, holders of raw sugar do not appear to be anxious to sell and are holding for steady prices. Refined sugars are without change however.

### SYRUPS AND MOLASSES.

A good business is to be noted in molasses and prices rule firm. New Orleans of ordinary quality is selling at 23 to 28c. in bbls., and 25 to 30c. in half bbls. Open kettle is selling at 55 to 65c. per gallon according to quality. A fairly good trade is being done in syrups but the demand is chiefly for the corn description.

### JAMS AND MARMALADE.

A good many orders for both jam and marmalade have been received during the past week for future delivery. The orders

are from different parts of the Dominion, being from British Columbia in the west to Prince Edward Island in the east.

### NUTS.

A cable from McAndrews & Co., Tarragona, confirms the reported advance in almonds. The price is about 6s. per bag higher and the tendency is still upwards. In spite of the high prices now ruling some business has been done on Canadian account at the advanced prices.

### RICE AND TAPIOCA.

Liverpool milled Rangoon rice is being offered this week to the wholesale trade. The advices state that the crop is large, but that the demand is heavy; prices, consequently, are firm. Locally, there is a good demand at steady prices. Tapioca is in fair demand at steady and unchanged prices, viz., 4¼ to 5c.

### TEAS.

Representatives of shipping houses have been experiencing a little more inquiry for Japan teas during the past week, and a few transactions have been placed in medium grades. There has also been some inquiry for low-grade China blacks, which are scarce and difficult to obtain. A little business has been done in Young Hyson and fine sifted green teas. Indian and Ceylon teas on the London market have been quiet, but steady as to price; locally, there have been a few transactions in Indian and Ceylon teas, but the volume does not yet amount to a great deal. Local wholesale houses are selling a few Young Hysons and Indian and Ceylon teas, but the volume of trade in this line is not active. No Indian and Ceylon teas can be laid down here at less than about 15c. per lb., but some of the wholesale houses are free sellers at 14½c. per lb.

### FOREIGN DRIED FRUITS.

**CURRANTS**—The firmness noted in the currant market last week has been more than maintained, as prices are fully 6d. above the figures named in Greece a week ago. A few orders have been placed during the week for importation, but they have not been large. The high price of Valencia raisins is still stimulating the demand for currants, and prices are steady and unchanged.

**VALENCIA RAISINS**—These are gradually getting into smaller compass on the spot, and there has been quite an inquiry between the wholesale houses for supplies. Stocks are now so much reduced that there is little

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**SURPRISE SOAP** retails.  
 Your customers get a pure  
 hard Soap---**You** get a good  
 profit.

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 ST. JOHN'S, NEWFOUNDLAND.

### THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N. B.

or nothing available for shipment to outside points. Prices in London are firm, and, while some of the dealers locally have nothing under 8c., there are still some grades of selected to be obtained at 7½c. As we have pointed out in previous issues there is quite a difference in some of the grades of selected on the market. Only one or two houses have any fine off stalk, for which the ruling price is about 6¾c. per lb.

PRUNES—Wholesale dealers report the demand for prunes has been still good, with prices steady and unchanged. There have been a few transactions in Californian prunes for importation, but the scarceness of the small-sized Californians is more accentuated than a short time ago. Small repeat orders for small-sized fruit have been declined by shippers owing to the want of stock.

FIGS—Mat figs are getting pretty well cleaned up on the street. Most of them have been bought up for shipment to outside points. Some cable orders were sent forward this week for mat figs, which is something unusual for this time of the year. This was necessitated by the fact that the stocks which a month ago were thought to be sufficient for the season had been almost exhausted by orders for Western Ontario points. The ruling price for mat figs is 3¼ to 3½c.

#### GREEN FRUITS.

The demand keeps good, with prices firm throughout. There is a good movement of Californian navel oranges, which are firm at the recent advance. Stocks of Valencias are light, but they are not greatly wanted. Lemons are scarce, and prices keep high at the seaboard. The late advance is well

maintained locally. Bananas keep high. The high range of values has materially limited the demand. Sales are about half of what is generally done at this season. There is a good local trade in apples at from \$3.50 to \$3.75 per bbl. for fancy stock. Cocoanuts are beginning to move fairly well at \$4 per sack.

#### COUNTRY PRODUCE.

EGGS—The demand has improved as rapidly as the receipts have increased, hence prices have kept steady for the last two weeks. An advance of ½c. brought the top price to 14c. early in the week, but the feeling is weak and a decline is probable before the week is out. New-laid eggs at 10 or 11c. are looked for by some houses for Easter. Held eggs are now quoted at 10c.

POTATOES—The market keeps steady at 39 to 40c. per bag for carlots, 45 to 55c. for small lots out of store.

BEANS—There is but little doing. Prices are steady at \$1.75 to \$1.80 for hand-picked and \$1.55 to \$1.60 for mixed.

DRIED AND EVAPORATED APPLES—Prices are easy and the market slow. Jobbers quote first-class evaporated stock at 7 to 7½c., and dried from 5 to 5½c., a decline of ¼ to ½c. in the latter.

POULTRY—There is a good demand for turkeys and chickens. Turkeys bring as high as 13c. per lb. Geese are worth 8c. per lb. Nice young chickens bring all the way from 75 to 90c., but older birds sell from as low as 40c. up.

HONEY—The market keeps dull. Prices are easy at 8½ to 9c. for strained clover. Strained buckwheat is quiet at 5½ to 6c. Clover comb is steady at \$1.50 to \$2.25.

VEGETABLES—Turnips, carrots and parsnips are included in the quotations this week. Prices of green vegetables are unchanged. Some cucumbers are arriving from the South at \$2 per doz. They are selling fairly well to retailers who have a fancy trade. There is a good general business doing. We quote as follows: Rhubarb, \$1 per doz. bunches green onions, 10 to 15c. per doz.; green mint, 30 to 45c. per doz. bunches; parsley, 15 to 20c.; radishes, 35 to 40c. per doz. bunches; lettuce, 25 to 40c. per doz.; cabbage, 60 to 75c. per doz.; red cabbage, 40 to 50c. per doz.; cucumbers, \$2 per doz.; onions, \$1 to \$1.25 per bag; turnips, 40 to 50c. per bag; carrots, 40 to 60c. per bag; parsnips, 75c. to \$1 per bag.

#### BUTTER AND CHEESE.

BUTTER—The boom is over, and prices have receded even more quickly than they advanced. Supplies of both dairy and creamery are much larger than a week ago, and are likely to continue liberal. We quote: Dairy large rolls, 22 to 23c.; prints, 23 to 24c.; creamery tubs and boxes, 24 to 25c.; prints and squares, 25 to 26c.

CHEESE—There is not much September cheese left, yet some dealers are cleaning out at 13c. The first fodder cheese of the season was received on the market on Wednesday. The first sales were made at 12½c. per lb.

#### PROVISIONS.

The British markets continue to advance and consequently prices keep stiff here. Packers state that at the present cost, \$6 per cwt. for live hogs, provisions could not be packed at the prices quoted this week, though an advance has been made in most lines. A further advance is anticipated.

## Corona Figs and Dates

are choice eating and cooking Figs and Dates. Put up in 1-LB. CAKES—each wrapped and packed in special Caddies, containing 4-doz. cakes.

Cost retailer 7½c. and sell at 10c. No scraping goods out of bags or mats; no dust and dirt nor loss of weight, time and custom, but

### CHOICE GOODS THAT SELL AT SIGHT.

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

W. B. BAYLEY & CO., Ontario Agents, 59-63 Front St. East, TORONTO

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

## Toronto Salt Works

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

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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.

## EGGS

We are buyers of eggs from carloads to case lots.

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... Limited.  
70 and 72 Front St. E., Toronto.

CONSIGN US YOUR

**BUTTER,  
EGGS,  
Maple Syrup,  
ETC.,**  
and get good prices and prompt returns.

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Reference, Imperial Bank of Canada, Yonge St. and Mercantile Agencies.

CALIFORNIA NAVEL

## ORANGES

are fine eating now.

We have them in all sizes.

PRICE RIGHT.

## CLEMES BROS.,

51 Front East, TORONTO.

### GRAIN, FLOUR, BREAKFAST FOODS.

**GRAIN**—The market has fluctuated slightly during the week, but prices are practically unchanged at 66c. for both red and white wheat outside. Little grain is coming into the local street market. Goose wheat and barley are 1c. lower. Rye is 2c. and oats 1 to 1½c. dearer. We quote the street market as follows: Wheat, white and red, 69 to 70c.; goose, 70c.; peas, 60c.; oats, 33c.; barley, 44 to 45c.; rye, 52c. No. 1 hard Manitoba wheat is firm at 80c.

**FLOUR**—Business is more active. Prices are steady. We quote as follows: Manitoba patents, \$3.80; Manitoba strong bakers', \$3.55; Ontario patents, \$3.55 to \$3.65; straight roller, \$3.35, Toronto freights.

**BREAKFAST FOODS**—The volume of trade is larger than usual at this time of the year. Prices are firm. We quote: Standard oatmeal and rolled oats, \$3.50 in bags and \$3.60 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.

### HIDES, SKINS AND WOOL.

**HIDES**—There is no change in prices. The market keeps dull. We quote: Cowhides, No. 1, 9c.; No. 2, 8c.; No. 3, 7c. Steer hides are worth ½c. more. Cured hides are quoted at 9¼c.

**SKINS**—There is little doing. We quote as follows: No. 1 veal, 8-lb. and up, 11c. per lb.; No. 2, 9c.; dekins, from 40 to 45c.; culls, 20 to 25c. Sheep and lambskins are selling at \$1.10 to \$1.25.

**WOOL**—The market is easy. Combing fleece is selling at 19c. and unwashed at 11 to 12c., a decline of 1c. in both cases.

### SEEDS.

The wholesale houses are doing a good jobbing business. Red clover is selling well at \$5.40 to \$6.30, according to quality. Alsike is quoted all the way from \$5 to \$8, there being a wide range in the quality of what is held in stock. Timothy is jobbing at \$1.40 to \$1.80 and Hungarian grass seed and millet at 80c. to \$1 per bushel.

### MARKET NOTES.

Currants are still advancing in Greece.

Tarragona almonds are cabled dearer.

Valencia raisins are gradually getting scarcer on the local market.

Dairy butter is 4 to 5c. and creamery butter 2 to 3c. lower than last week.

The first local sales of fodder cheese of the season were made on Wednesday at 12½c.

An advance of ½c. per lb. has been made in all salted and smoked meats, barrel pork and lard.

GOLDEN CROWN LOBSTER, flats and tails  
GOLDEN KEY LOBSTER, flats only.  
GOLDEN CROWN CANNED CLAMS, 1-lb. talls.  
GOLDEN DIAMOND BLUE BERRIES, 2's size.

## W. S. Loggie Company,

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## E. T. STURDEE

Mercantile Broker,  
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Wholesale trade only.

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CONSIGNMENTS SOLICITED

POULTRY

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DRESSED HOGS

Highest market prices. Quick returns.

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## POULTRY

BUTTER, CHEESE,  
EGGS, HONEY, DRIED  
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We buy outright, or receive on consignment all kinds of Produce. Correspondence solicited. References—Mercantile agencies or Canadian Bank of Commerce.

## FLEISCHMANN'S

VEGETABLE  
COMPRESSED YEAST  
HAS NO EQUAL.

SHIP YOUR NEW-LAID  
EGGS TO

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FRUIT, PRODUCE AND  
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# HARD TO BEAT

TO ARRIVE---One Big Carload

## Williams Bros. & Charbonneau's Celebrated Condiments and Pickles.

**American Half-Gallon,  
Large Fancy Bottles**

Sweet Mixed  
Sour Mixed  
Sour Gherkins  
Sweet Gherkins  
Onions, "Pearl"  
Chow-Chow

**Imperial Round Quarts,  
A Nice Package**

Sweet Mixed  
Sour Mixed  
Sour Gherkins  
Sweet Gherkins  
Onions, "Pearl"  
Chow-Chow

**Imperial Octagon Quarts**

Sweet Mixed  
Sour Mixed  
Sour Gherkins  
Sweet Gherkins  
Onions, "Pearl"  
Chow-Chow

**Imperial Octagon Pints,  
The Best 25c. Package  
on the Market**

Sweet Mixed  
Sour Mixed  
Sweet Gherkins  
Sour Gherkins  
Onions, "Pearl"  
Chow-Chow

**Octagon Pints, East India Pickles  
This is Swell**

Waldorf Chow-Chow  
East India Chow-Chow

**Kegs of About 5 Gallons**

Sweet Mixed  
Sour Mixed  
Sweet Gherkins  
Sour Gherkins  
Chow-Chow

**JAMS AND JELLIES** 1-lb. Fancy Glass.  
Fine Goods.

Raspberry, Strawberry, Red Currant,  
Peach, Plum, Black Currant.

**JELLIES**

Red Currant and Black Currant.



Sour Gherkins  
Sweet Gherkins  
Onions, "Pearl"  
Chow-Chow

## JAMS AND JELLIES

1-lb. Fancy Glass.  
Fine Goods.

Raspberry, Strawberry, Red Currant,  
Peach, Plum, Black Currant.

### JELLIES MINCE MEAT MUSTARD CATSUP

Red Currant and Black Currant.

Mrs. Jones' celebrated Mince Meat in 2-lb. tins, to retail at 15c.

Famous W. B. & C. Mustard, 1-lb. glass, and Mustard in Horse Radish.

Celebrated Mrs. Jones', ½-pt. and pts.

Waldorf, Pts.

High-grade Yankee, Pts.

MADE OF THE BEST TOMATOES GROWN IN THE STATES.

### WALDORF BAKED BEANS, Tomato Sauce, 1's, 2's, 3's, a swell package.

A good grocery should not be without those fine delicacies, as they please the customer and give a fair profit to the retailer. They are money-makers.

Do not forget that we will give a big fancy bottle free when ordering a lot.  
"Try a case."

**Every Bottle Guaranteed.**

SOLE AGENTS . . .

# L. CHAPUT, FILS & CIE.,

Wholesale Grocers and  
Tea Importers.

**MONTREAL.**

# Ogilvie's Hungarian

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# Ogilvie's Glenora....

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

**Superior Quality**  
**Always Good**

## QUEBEC MARKETS.

MONTREAL, March 29, 1900.

### GROCERIES.

THE general grocery movement is quite satisfactory for the season, and values with few exceptions are firm. The rise in sugar noted last week has been maintained and demand has been fair. Molasses is still cabled firm at the Islands, while free contracting of new pack canned vegetables by jobbers, at an advance of 10 to 12 per cent. on last season's cost, has been one of the more interesting phases of the situation. Rice maintains its firm tone, and holders are not disposed to urge sales of coffee, though the inquiry has been quite brisk. Spices are strong all round, and a good trade between jobbers in most lines of tea shows that stability is looked for in this staple also. In dairy produce there has been a further decline in butter, but it seems unlikely to expect that prices can go much lower now until the new season is more advanced.

### SUGAR.

There has been no material change in the sugar market since last report. The firm tone noted last week has been maintained, and rather more inquiry has been experienced, both for prompt and future delivery since last week's advance in refined. We quote granulated at \$4.45 and yellows at \$3.65 to \$4.30, as to grade. In New York both raw and refined have continued firm, and in London the same condition prevails, both in regard to beet and cane sugar.

### SYRUPS.

There has been no change in syrups, and the market remains quiet and steady at 1½ to 2c. per lb., as to quality.

### MOLASSES.

Continued firmness at primary markets, the particulars of which are dwelt on specially elsewhere, have been the feature in this market. No Barbadoes could be imported,

as prices now rule under 33½c. ex wharf Montreal, but importers here are still holding back. There has been some demand from local buyers for Barbadoes, and prices are unchanged at 42 to 43c., as to quantity.

### CANNED GOODS.

Forward business in new crop canned vegetables has been the leading development in this market, large contracts having been placed at 75c., which is an advance of 10c. on what the goods cost jobbers last year. There have been negotiations in tomatoes at 82½c., in peas at 75c., and beans at 77½c. As a result of this business in new crop stock, and the light stocks, prices for old crop are very firmly held, especially as the canners are all cleaned out.

### RICE.

A fairly active trade for the season is noted in rice, and the market maintains its firm tone at \$3.30 to \$3.40 for standard B.

### SPICES.

Primary advices on red pepper have been stronger, but the local market for spices is quiet, though the firm undertone is maintained. We quote: Nutmegs, 35 to 60c. per lb., as to size; mace, 45 to 50c. per lb., as to quality, and pimento, 8¾c.

### COFFEES.

There has been a fair inquiry for coffee, but business has not been large, as holders are not urging sales. We quote: Maracaibo, 9½ to 14c.; Mocha, 17½ to 20c.; Rio, 8 to 14c., and Mexicans, 10½ to 15c.

### TEAS.

There has been an active trade in tea between jobbers, despite the fact that the uncertainty about the budget exercised a restraint towards the close of last week. Ceylons have met an active inquiry, round lots changing hands at 14 to 20c., and China greens also had a call at 11½ to 17c. Japans were less active than other descriptions.

### FISH.

Demand on Lenten account is about over in a wholesale way, and trade is now of a sorting-up character. Prices as a rule are rather easier in their tendency. We quote: Labrador salmon, \$12.50 to \$13 per bbl.; B.C. salmon, \$12.50 to \$13; No. 1 mackerel, \$16; No. 1 green cod, \$4.25 to \$4.50; No 2 green cod, \$3 to \$3.25; dried codfish, \$4.50 to \$4.75 per 112 lb.; dressed or skinless cod, \$4 to \$4.25, and boneless codfish, 5 to 6c. per lb.; haddies, 6 to 7c. per lb.; bloaters, 75 to 90c. per box; smoked herring, medium, 12 to 13c.; Lock Fyne herring, \$1.05 per keg. Fresh fish—Haddock, 3 to 3½c.; whitefish, 7 to 7½c.; dore and pickerel, 4½ to 5c.; pike, 3½ to 4c.; salmon, 9; halibut, 9; fresh herrings, \$1.75 to \$2 per 100; smelts, 3 to 6c. per lb., and tommycods, \$1.25 to \$1.50 per bbl.

### GREEN FRUITS.

There has been more inquiry for green fruits lately. The local apple market seems to be a little firmer. Almeria grapes are scarce and very firm, and there has been a good demand for oranges, while lemons have advanced 25c. Grape fruit are offering also, and new Bermuda and sweet potatoes are on the market. We quote as follows: Apples, \$3 to \$5 for No. 1, and \$2 to \$2.50 for No. 2. Almeria grapes at \$7 to \$9 per keg. Oranges, Valencias, 420's, \$4.25 to \$4.50; 714's, \$5.50; Californian navels, \$3.50, and budded, \$2.25 to \$2.50; Jamaicas, \$6 to \$6.50 per bbl.; Lemons, \$2.75 to \$3 per box; grape fruit, \$5.50 per box; Californian celery, \$6 per crate; spinach, \$3.75 per bbl; tomatoes, \$3.75 per carrier; sweet potatoes, \$4.50 per bbl., and Bermuda potatoes, \$7.50 per bbl.

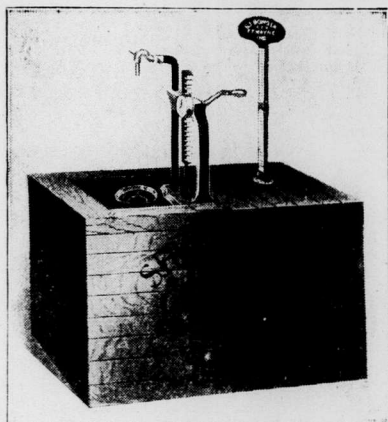
### COUNTRY PRODUCE.

EGGS—The demand was good for small lots, and, as the supply was not any too

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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



THIS IS AN ADVERTISEMENT OF THE BOWSER THREE MEASURE SELF MEASURING OIL TANK. IT IS A GOOD OIL TANK, A GREAT MANY PEOPLE WHO USE IT THINK IT IS THE BEST OIL TANK IN THE WORLD. IT MEASURES AN IMPERIAL GALLON OR A HALF GALLON OR A QUART EVERY TIME THE HANDLE IS TURNED. IT DOES AWAY ENTIRELY WITH FUNNELS AND MEASURES AND SUCH THINGS. S. F. BOWSER AND COMPANY, WHO LIVE IN FORT WAYNE, INDIANA, SAY THESE TANKS MEASURE ACCURATELY, ARE BUILT OF GOOD MATERIAL AND WILL LAST A NUMBER OF YEARS, AND THAT THEY WILL SEND THEIR CATALOGUE TO ANYONE SENDING HIS ADDRESS TO POST OFFICE BOX FIVE SIXTY-FOUR, TORONTO.

## PRATTS ANIMAL REGULATOR

*Positively Prevents and Cures*

## HOG... CHOLERA.

Packages retail at 30c., 60c., 90c., \$1.80.  
Cost to dealers, \$4.80 per case.  
Net profit, 50 per cent.

FREIGHT ALLOWANCE ON TWO CASES OR OVER.

Canadian Agents

**ROBERT GREIG & CO.**  
TORONTO.

**SOAP** "IMPERIAL" AND "SNOW"  
TWIN CAKES.  
**NOW IN STORE.**

**PERKINS, INCE & CO., TORONTO.**

large for the requirements, prices ruled steady at 14 to 15c. per doz., as to quantity.

**BEANS**—The tone of the market for beans is firm, but the demand is limited. Choice hand-picked pea beans are held at \$1.80 to \$1.85, and choice primes at \$1.70 to \$1.75.

**MAPLE PRODUCT**—There is very little doing in maple product, as buyers generally are holding off for the new crop, which will be along in a few days if the present weather continues. The prospects are that there will be a good average yield, and prices will rule about the same as former seasons. Choice is quoted at 60 to 65c. per wine measure, and common at 50 to 55c. Pure sugar, 10½ to 11c.; common, 8 to 10c. per lb.

**HONEY**—The demand for honey is limited, and the market rules quiet. White clover, in comb, is quoted at 14 to 15c.; white extracted, in large tins, 9 to 9½c.; and in small tins, 10 to 10½c., and buckwheat extracted, 8 to 9c.

**POTATOES**—Only a small jobbing trade was reported in potatoes, at steady prices.

Carlots on track, 42½ to 45c. per bag, and small quantities at 5 to 10c. per bag advance, according to the size of the lot.

**ASHES**—There was no change in ashes to note. We quote: First pots, \$4.70 to \$4.80; seconds, \$4.40 to \$4.45, and pear's, \$5.50 per 100 lb.

**DRESSED HOGS**—There continues to be a good demand, and prices rule steady at \$7.25 to \$7.50 per 100 lb.

### PROVISIONS.

The demand for all lines is fully up to the average for the season; in consequence, a fairly active trade is doing, and prices are firm all around. We quote: Heavy Canadian short cut mess pork, \$16.50 to \$17; short cut back pork, \$15.50 to \$16; selected heavy short cut mess pork, boneless special quality, \$17.50 to \$18, and heavy mess pork, long cut, \$15.50 to \$16; pure Canadian lard, 8¼ to 9¼c. per lb., and compound refined, 6¾ to 7¾c. per lb. Hams, 11 to 13c., and bacon, 11½ to 13c. per lb.

### FLOUR AND GRAIN.

**FLOUR**—There was no change in the situa-

tion of the flour market to note. The demand from both local and country buyers is only fair for small lots. We quote as follows: Winter patents, \$3.65 to \$3.85; straight rollers, \$3.25 to \$3.30; in bags, \$1.52½ to \$1.57½; Manitoba patents, \$3.65 to \$3.80, and strong bakers', \$3.30 to \$3.45.

**GRAIN**—A much firmer feeling prevailed in the local grain market for oats to day, owing to the improved demand from shippers for round lots for May delivery, and 32c. afloat was bid freely, but holders' ideas were for higher prices, and they asked 32¼ to 32½c. There was also a fair demand for buckwheat, but the bids made were too low for sellers to accept. Peas continue quiet. A fair amount of business was done over the cable in Manitoba wheat, but bids on coarse grains were too low. For May delivery, afloat, the following prices were quoted: Ontario spring wheat, 73½c.; peas, 72c.; rye, 61¼c.; buckwheat, 59c.; No. 1 barley, 51c.; No. 2 do., 49c.; oats, 32 to 32½c. Spot prices are: Oats, 31c.; peas, 69c., and buckwheat, 56½c.

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



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

**FEED**—In feed the feeling continues firm owing to the small offerings and good demand. We quote: Manitoba bran, in bags, \$17; shorts, \$18; mouille, \$19 to \$25; Ontario bran in bulk, \$17.50, and shorts, \$19 per ton.

**OATMEAL**—Business in rolled oats is quiet, and prices unchanged at \$3.40 per bbl., and \$1.65 per bag.

**HAY**—A steady trade continues to be done in baled hay on spot, and the market is moderately active, with no change in prices. We quote: No. 1, \$9 to \$10; No. 2, \$8 to \$9, and clover, \$6.50 to \$7 per ton, in carload lots.

### CHEESE AND BUTTER.

**CHEESE**—With nothing doing prices on export business continue normal at 12½ to 13c. for white and 13¼c. for colored. The few foddors that are coming in job out at 12½ to 13c.

**BUTTER**—The declining tendency of the market has continued under steadily increasing receipts, and values now are 3½c. per lb. lower than as last quoted in this column at 21½ to 23¼c., and free purchasing has been done in the Townships section of some of the best creameries at 20¼c., which is equivalent to 21¼c. Montreal.

### MONTREAL NOTES.

Estimates place the new season's pack of canned lobsters at about 250,000 cases.

Cables from Zanzibar note a sharp rise in the price of red pepper for prompt shipment.

It is not expected that butter values will go much lower than they are now until the new season is well advanced.

Heavy contracting in new crop vegetables has been a leading feature in canned goods. It is two months ahead of time.

The advance of 1c. per gallon in Barbadoes molasses at the Islands does not fit in with the break in prices that importers here are holding back for.

### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., March 29, 1900.

**T**HERE is a continued improvement in business, though general water communication has not yet opened up, and the spring trade will not be in full swing till then. The arrival of new molasses is a feature of the week. Price is held high, and it is difficult yet to forecast the season. As the spring nears the interest in the wheat outlook in this Province comes to the front. Never was so much wheat grown and ground in this Province as last season. In sections, the production per acre is much larger than in Manitoba, and the wheat is a good quality. The one drawback is the fear of rust. In markets, some lines of spice seem easier. This is noticed in pepper, and perhaps even more in cloves, though no change in local prices is to be noted. There has really been no change in cream of tartar for months, only a fraction up or down.

**OILS**—There is a steady business. Demand, considering season, continues good for burning oil. The opposition company to the Standard people, or suppose we should say to The Imperial Oil Co., as that is the Canadian name, has not developed as was expected, and as many hoped. They went to some expense to put in a plant, but do not seem able to supply the oil. Prices are firm. In lubricating oils there is an active business at the full figures. Paint oils, as reported, are higher than for years. This is the season for the demand.

**SALT**—In Liverpool coarse salt quite large stocks are held here. Dealers want to get full supplies before steamers begin to change from here to Montreal. Buyers are now arranging with steamers coming to outside ports for lumber to bring direct cargoes to these points. Prices are very firm. In fine salt there is no change to report. We quote: Liverpool coarse, 50 to 55c. English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 per bbl.; 5-lb. bags,

\$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20 to 22c. each; 10-lb. wood boxes, 12 to 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt 60c. per 100 lb.

**CANNED GOODS**—New goods are having attention, and some orders have been booked, but there is some trouble over the terms at which the packers offer, there not being the same understanding by all agents. The general opinion would seem to be that the packers do not guarantee to deliver any quantity of orders taken, but, if they do not fill at least 60 per cent., they offer to pay 5c. per dozen on the unfilled part. This means that buyers are limited to make but 5c. per dozen on any orders they may give, the canners to make the balance of any advance between now and the time of shipment. Our best buyers feel that they will not accept any such terms, and, from their standpoint, a moment's thought must show that they are right. The condition is absurd. All values of spot goods are very firmly held, except some lines of local-packed fish, particularly kippered herring. Canned meats are much higher, and there are quite ample stocks here.

**GREEN FRUITS**—There is a steady movement in all lines, and quite a general upward tendency. Lemons to arrive this week were particularly nice quality, and rather higher prices were asked. Valencia oranges are still the staple. Quality is good, with higher figures asked. Limited quantity of Californians moving. In bananas, receipts continue to grow. Prices are firmly held at rather higher figures. In the summer the imports here are very large, and it will be a great disappointment should there be the advance which is now promised. A few cranberries are still being offered. Apples are low, city stock is not, however, large. Nova Scotia seems to have had a better season than Ontario.

**DRIED FRUITS**—There is nothing of particular interest. At this season this is always a dull line. Evaporated apples,

The Following Brands  
Manufactured by  
**The American Tobacco Co.**  
OF CANADA, Limited.  
Are sold by all the Leading Wholesale Houses  
**CUT TOBACCO**  
**OLD CHUM.**  
**SEAL OF NORTH CAROLINA**  
**OLD GOLD**  
**CIGARETTES**  
**RICHMOND STRAIGHT CUT.**  
**SWEET CAPORAL.**  
**ATHLETE.** **DERBY**

**CALIFORNIA ORANGES**

**Messina Lemons, Fruits and Nuts** of all kinds. An excellent assortment of only the best grades always on hand and we can supply you at lowest market prices.

**Bananas.** The fruit is arriving in first class condition. Port Limon stock is exceptionally fine.

**Fruit Auction Sales.** These auction sales are held every Wednesday and we will be pleased to give you any information required.

**McWILLIAM & EVERIST**

Wholesale Commission Merchants.

25 and 27 Church St., TORONTO, Can

Telephone 645.

**CANADA'S CANNED FISH**

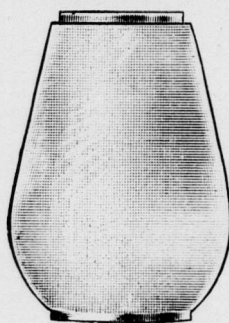
Sardines, all grades  
Oval Kippered Herring  
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Clam Chowder

Every Tin Guaranteed

Order from your wholesale grocer.

**JOHN SEALY, St. John, N.B.**

ARE YOU USING OUR



Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

Give them a Trial.

**THE SYDENHAM GLASS CO.,**  
of WALLACEBURG, Limited.

**New Pack**

**Clark's Meats**

Place Your Order Now  
and get Early Delivery.

**Now Ready.**

**Quality At. Handsome Packages.**

Demand Constantly Increasing.

*THE MANITOBA*

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Limited

WINNIPEG, MANITOBA.

WHOLESALE DEALERS IN

Butter, Eggs, Cheese, Fruits, Cured Meats

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Consignments and  
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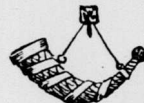
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Rossland,  
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**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**

*GRIMBLE & CO., Limited, London, N.W., Eng.*

We are now Booking Orders for Spring Shipment of the Famous

**BUGLE BRAND**



BASS' ALE, GUINNESS'S STOUT,  
OLD TOM GIN, OLD SCOTCH WHISKY.

M. B. FOSTER & SON, are the largest  
Beer Bottlers in the world. 1898  
Output, 13,472,712 Bottles of Beer.

**J. & R. McLEA,**  
AGENTS.



The Best Criterion of the Merit of

**DEWAR'S WHISKY**

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

which are as a rule a quite active spring stock, seem to have limited movement, and are easy in price, showing lower value than earlier in the season. Dried are little seen. Californian prunes show no change in price. Large sizes are rather easy. There is a fair sale. Rasins are dull, though seeded show a fair movement except in cleaned. There is little doing in currants. Local cleaned goods have not been able to compete with the American in price. Dates are higher. In Hallowees, the quality this season has not been equal to the average. In package goods there is some business. In onions, American stock is being imported, and finds a good sale, quality being better than any Canadian held. In nuts, high prices are asked, but sale is limited.

**DAIRY PRODUCE**—Eggs are easy and, as is usual at this season, there is little difference between wholesale and retail prices. Dealers try to get a better margin on strictly fancy stock. In butter full prices still rule. Demand is for good quality, but, owing to light stock anything moves quickly at full figures. Small lots of new are being received, but nothing as yet to effect prices. There are no cheese. The outlook is that factories here will begin very early this season, and the output be much larger than formerly.

**SUGAR**—Since our last report market is rather stronger. Values here are about entirely ruled by the American prices, our refinery following them quickly either up or down, and there is always the imported, though this does not play so large a part except in yellows. The first car of Montreal granulated to be seen here for some time arrived this week.

**MOLASSES**—Prices firmly held, and the tendency for new continues too high. For those who will pay for it there is still nice Porto Rico held here. There is also some new Porto Rico to hand. This is the only grade offered except New Orleans.

**FISH**—There is nothing new. Fresh fish are still scarce, and this has very much affected the finnan haddie business. The sale of these, however, would, of course, fall off with the warmer weather. In pickled fish, demand cannot be supplied, there being practically no stock. There have been but few best quality here this season. In dry cod, there are good stocks, and prices show no change, but tend easy. Pollock keep easy, but have limited demand. Smoked herring are quite firm, there being light supply. A few shad are still offered. It is still early for Gaspereaux, though some few are seen. We quote as follows: Large and medium dry cod, \$3.70 to \$3.80; small, \$2.50 to \$2.60; pickled shad, \$4.50 to \$5, as to quality; haddies, 5c. per lb.; smoked herring, 8 to 9c.; fresh haddock and cod, 2½c.; bone-

less fish, 4 to 5c.; pollock, \$2.35 to \$2.45 per 100; pickled herring, \$2.10 to \$2.25 per half bbl.; bloaters, 70c.; kippers, \$1.50; smelts, 5c; Shelburne, \$4.50 to \$4.75; halibut, 11c.

**PROVISIONS**—While barrel pork is held firm; in fact, is rather higher, there is light business. In beef, rather lower prices rule. In both lines more Canadian is being sold than formerly. The wholesale grocery trade is little interested in smoked meats, but prices are quite high and firm. In lard, stocks are quite ample; prices rather higher.

**FLOUR, FEED AND MEAL**—In flour, dealers have kept a fair stock bought in view of the continued low figures and the outlook for higher values, but the advance does not come. Prices are easy and freights low. The trade here is being largely cut off by the low rates quoted by the railways on goods for forward shipment, rate to St. John for export to Provincial points showing a difference of about 14½c. per 100 lb. under the rate for consumption here. In oatmeal and oats little change, but fairly firm figures. Beans show a range in price, and by some are quoted rather lower than our figures. Hay is dull. We quote as follows: Manitoba flour, \$4.40 to \$4.60; best Ontario, \$3.60 to \$3.80; medium, \$3.40 to \$3.45; oatmeal, \$3.80 to \$3.90; cornmeal, \$2.15 to \$2.25; middlings, \$21 to \$22; oats, 38 to 40c.; hand-picked beans, \$1.85 to \$1.90; prime, \$1.75 to \$1.80; yellow-eye beans, \$2.25 to \$2.45; split peas, \$4.00 to \$4.25; round, \$3.25 to \$3.40; pot barley, \$3.85 to \$4.00; hay, \$9 to \$9.50; timothy seed, American, \$1.50.

#### ST. JOHN NOTES.

The first shipment of "Corona" dates, in 1-lb packages, to this city, was received this week by C. & E. Macmichael.

The first car of Montreal granulated sugar to come to this market for some time arrived this week for Dearborn & Co.

The first cargo of Porto Rico molasses to arrive this season is to hand, consigned to L. G. Crosby. Full figures are asked.

Bones have always been the drawback to fish, and some have found, with much disappointment, that boneless fish was only so called. John Sealy, however, sells a pure cod which is, in truth, without a bone.

Mr. Joseph Tilton, of Smith & Tilton, arrived home last week from his trip to California and British Columbia. Joe had been giving very close attention to business, and the evident good results of the rest are noted with much pleasure by his many friends.

Sir Henri Joly will lecture in Smith Falls, Ont., at an early date on the metrical system of weights and measures.

#### BUYING UP ESSEX TOBACCO.

Two carloads of tobacco are being shipped from this point this week for The Drouin Bros. & Co., Quebec. It was purchased by J. E. Halle, tobacco buyer for that firm. Mr. Halle has been purchasing the weed throughout South Essex and so far has shipped twelve cars to this firm. He came here last Saturday and bought at sight. His opinion of the tobacco in this section is that it is a first-class sample—as good as seen anywhere. The prices are considerably stiffer than they were last year, on account of the scarcity. He is paying 6, 7 and 8c. per lb. according to quality. As yet he has bought only the last crop but hopes to return later to pick up what remains of the 1898 crop on hand.—Amherstburg Echo, March 23.

#### GOOD WAY TO OPEN A NEW STORE.

A dainty luncheon was served on Friday and Saturday at Primmer's new grocery store. Some 321 customers received a delightful cup of coffee, with choice cookies and biscuits as a menu. Mr. Primmer has secured the most commodious store in Petrolia, and his neat, business-like way of managing a grocery will soon show itself in his having the finest store in town.—Petrolia Advertiser.

#### CHOCOLATE SAVED HIS LIFE.

An army surgeon states that a case has come to his notice in which the Queen's present to her troops saved the owner's life. The box of chocolate was carried in the soldier's haversack. A Mauser bullet struck it and embedded itself in the chocolate. Otherwise it would have entered the man's spleen. This box is being forwarded to the Queen by Major Daly, the senior medical officer at the front.—Grocers' Journal, London.

Over 5,000,000 salmon trout and white fish spawn will be distributed by the Dominion Government in the lakes and streams of Canada from the fish hatcheries in Ottawa.

#### CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

**FOR SALE**—1 "HOWE" SOLDERING MACHINE, 6-ft. long. Apply to The Thos. Davidson Mfg. Co., Limited, Montreal, Que.

**A WINNIPEG FIRM HAVING GOOD CONNECTION**, with travelers in Manitoba and Northwest, want agencies for canned goods, teas, confections, biscuits, extracts or any goods handled by grocers and general merchants. Apply, Post Office Box 892, Winnipeg. (13)







**BUTTER AND CHEESE NOTES.**

**B**OOOTH & GOODHAND, of Ingersoll, have rented the Walkerton butter factory, and will start it as soon as the season opens.

W. W. Morency has started a butter factory in Sherbrooke, Que.

Alex. Cameron has bought the Mad Creek cheese factory, near Smith's Falls, Ont.

A creamery is shortly to be put in operation at the d'Orsonnens farm, Lake Megantic, Que.

There is some talk of a creamery in Dutton, Ont. A meeting will be held tomorrow (Saturday) to consider the movement.

During January, 13,739 lb. butter were made by the St. Marys, Ont., creamery. For this, an average of 23c. per lb. was received.

R. A. Caldwell, of Apsley, has announced his intention of establishing a cheese and butter factory in the township of Gillies, near Port Arthur, Ont.

At the annual meeting of the patrons of the Woodburn, Ont., cheese factory, Thos. Brown was reelected president, and Arthur J. Edwards, cheesemaker, salesman and secretary of the company.

A Birtle, Man., correspondent writes: "T. T. Gadd is to take charge of Foxwarren Creamery, and the management of Birtle Creamery is negotiating with W. Crowe for the coming season."

The Maple City Creamery, Chatham, Ont., has paid over \$8,000 to its patrons in 14 months. The average price received for butter during that period has been 19½c. per lb., the highest price, 25c., being reached last week.

The first annual meeting of the Cheesemakers' Association of North Hastings was held in the town hall, Madoc, last week. The officers elected for the ensuing year are as follows: President, R. T. Gray, Queensboro'; vice-president, George J. Jose, Holloway; sec.-treasurer, J. S. Dougan, Bridgewater.

**A MIDLAND MERCHANT DEAD.**

J. B. Horrell, general merchant, Midland, Ont., who died at his home on Sunday, was born in Cornwall, England, in 1845, came to Canada in 1870, and began business in Collingwood, subsequently moving to Barrie and then to Midland. In 1883 he was elected reeve, and was the first mayor of Midland, which office he held until his resignation, a period of eight years. At the time of his death he was a member of the County Council of Simcoe. A widow and one son, Mr. Digby Horrell, survive him.

**THE HIGHEST INTEREST**

is self interest,

and self interest will prompt the Grocer to sell



**DWIGHT'S  
COW BRAND  
SODA**

BECAUSE he makes a fair profit on it, and his customer gets the very best soda made.

John Dwight & Co., 34 Yonge St., Toronto.

Victoria, B.C. Halifax, N.S. St. John, N.B. Quebec, P.Q. St. John's, Nfld.

**DO YOU HANDLE FRUIT?—WE DO.**

All lines of the best for country trade. Navel and Valencia Oranges, Lemons, Bananas, Figs, Dates, etc. Our specialty at this season: Early Cucumbers, Pineapples, Strawberries. Send us your name and address and we will mail regularly our revised weekly Price List, which tells the story more fully. We handle on commission large quantities of Butter, Eggs, and other produce. Quick sales. Prompt returns. Best references. Write us.

**WHITE & CO., 64 Front St. East, TORONTO.**



Illustrated Catalogue and Prices Furnished.

**Sidney Flour Mills.**

FULL PLANSIFTER SYSTEM.

Manufactures highest quality of Hungarian Patent Straight, and Strong Bakers' Flour from Manitoba No. 1 Hard.

CORRESPONDENCE SOLICITED.

**GEO. ROGERS, - SIDNEY, MAN.**

**FOOD CONSUMPTION IN ENGLAND.**

The Westminster Review has prepared some figures on the above subject, to which these comments are added: "In 1888," says our contemporary, "we expended in England £46,000,000 on wheat, £80,000,000 on meat, £31,000,000 on tea and sugar, making a total of £157,000,000, or £4 5s. per inhabitant. In 1897, we expended £189,000,000 on food out of a total of £481,000,000, showing an increase over 1888 (10 years earlier) of £30,000,000, which sum is far in excess of the requirements of the increased population during that period. Value of food imports, common necessities of life, such as wheat, sugar, meat, butter, cheese, tea, coffee, rice, eggs and potatoes, fresh fruits, spirits and

wine, was in 1860 £69,000,000; 1870, £91,000,000; 1880, £160,000,000; 1889, £153,000,000; 1897, £189,000,000. In tons, total amount of food for year from 1860 was 3,500,000 tons, rising to 10,910,000 in 1889, or 640 lb. of food per inhabitant, and, allowing for a corresponding rise from 1889 to 1899, we should have something like 12,000,000 tons of food for which we are depending on the foreigners."

**A CORRECTION.**

The other week reference was made to the offer of some mixed Barbadoes molasses at Montreal. The information was incorrect, for it is learned at the Montreal Customs House that no mixed stock has been imported. The lots in question were pure Barbadoes imported via Halifax and St. John.

**HINTS TO BUYERS.**

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

**W**HITE & CO. have just received a fancy car of "Hals" navels; also a car of fancy lemons, bought before the rise, hence lowest available prices.

H. P. Eckardt & Co. are offering molasses at low prices.

The Davidson & Hay, Limited, are making a special offer in Sultana raisins.

"Ruby" prunes may be had from H. P. Eckardt & Co.

Clark's meats may always be procured from The Davidson & Hay, Limited.

Splendid values in Indian pekoe teas are found with Lucas, Steele & Bristol at 16½c.

Canned fruits, Canadian pack, are offered at close figures by The Davidson & Hay, Limited.

Fine value in evaporated peaches, in boxes, is being offered by Lucas, Steele & Bristol.

T. Kinnear & Co. are in receipt of a shipment of "Singapore" pineapple in 2½-lb. tins.

"Novo Carpetto" and "Shinon" are Lucas, Steele & Bristol's novelties for spring housecleaning.

Ceylon tea dust, in ½-chests, may be procured from Lucas, Steele & Bristol. Quality excellent.

First shipment of Barbadoes molasses, ex Tiber, at Halifax to-day. Laporte, Martin & Cie. have part of it.

In stock with W. H. Gillard & Co. "Victoria" yeast, 5c. size, 3 doz. in a box. Samples with each box.

A fine line of bulk pickles in stock with W. H. Gillard & Co., both mixed and chow, in 1, 2, 3, and 5-gal. pails.

L. Chaput, Fils & Cie report good sales of Valencias, but say they have enough on hand to supply all orders for some time yet.

The Eby, Blain Co., Limited, are in receipt of a car of "Southern Belle" and fancy New Orleans molasses—quality extra fine.

White & Co. expect a car of Jamaica bananas on Friday from Philadelphia, which are promised to be exceptionally good; order early and save disappointment.

A. F. MacLaren Imperial Cheese Co., Limited, are having quite a run on their new Roquefort cheese packed in white opal jars. Full particulars on application.

W. H. Gillard & Co. have now in stock a complete line of the Imperial Soap Co.'s soaps, comprising "Snow," "Imperial," "Cameo," and "Klondyke" laundry, and

"Imperial Oatmeal" and "Imperial White Castile" toilet soaps, for which they report a large demand.

The Eby Blain Co., Limited, report a brisk trade in prunes, of which their assortment is yet unbroken in all sizes of Californian fruits; also Bosnia "Ostrich" brand 104's, 108's.

**THOSE GOOD OLD GROCERY TIMES.**

A Western grocery drummer, according to an exchange, in looking over some old papers last week, came upon a couple of old grocery bills, dated April and June, 1874. The prices quoted are interesting:

8 pounds sugar.....	\$0 88
5½ pounds lard.....	0 66
4 quarts beans.....	0 50
1 bushel potatoes.....	1 00
5 pounds butter.....	2 50
½ gallon kerosene oil.....	0 20
2 dozen eggs.....	0 40
4 pounds dried apples.....	1 00
1 gallon cider.....	0 50
1 bushel potatoes.....	1 10
1 gallon molasses.....	0 85
1 barrel flour.....	10 50
½ gallon kerosene oil.....	0 13
1 box starch.....	0 75
2 pounds dried apples.....	0 50
10 pounds granulated sugar.....	1 10

**IMPERIALISM AND PRICES.**

A British paper notes some of the new uses to which Imperialism is to-day being put. Some of the smartest of London provision dealers are turning the fervor of the moment to most practical uses. The passer-by on Ludgate Hill is startled by an enticement to patronize Canadian and Australian dairy produce thus:

**THANKS TO OUR COLONIES.****REDUCTION.****BUTTER AT SUMMER PRICES.**

Best fresh.....	1s. 4d.	Best salt.....	1s. 2d.
"British".....	1s. 2d.	"Irish".....	1s. 0d.

**THE STORE OWNER.**

The owner of a store ought not to spend too much time behind the counter. Just as well expect the general of an army to task himself with the details of the service, instead of being the leader, devising plans and seeing to their execution. The proprietor wants to be director, and not worker. His business is to study markets, men, and methods; to originate campaigns and inspire his helpers, and not make himself a drudge.—American Grocer.

**TEA CONSUMPTION IN THE U. S.**

A trade paper in the United States says: "The people of this country have used 80,000,000 lb. of tea within a twelvemonth. Great Britain drank 185,000,000 lb. in the same time; Russia, 38,000,000, and Canada nearly 23,000,000 lb. Our people also consumed 713,000,000 lb. of coffee in the past year."

**TRADE CHAT.**

**J.** A. HALLIER, Calgary, and H. Aldridge, Edmonton, have formed partnership under the style of Hallier & Aldridge, and have bought out James Lauder, sr., baker and confectioner, Edmonton, whose business they will continue.

T. Smyth has opened a grocery in St. John's, Nfld.

R. H. Switzer has started as grocer in Ottawa East, Ont.

The village of Tecumseh in Kent County, Ont., is to have a canning factory.

A lobster cannery has been started in Port Maitland, N.S., by James Mood.

The Toronto branch of The "Salada" Tea Co. have been busy with the carpenters this week enlarging their office accommodation.

The New Denmark Cheese and Butter Co., at Salmonhurst, N.B., which has been making only cheese, will this year engage in the manufacture of butter.

W. R. Chambers, one of The Park, Blackwell Co., Limited, travelers, died at the Montreal General Hospital one day last week, after an illness of less than a day.

The general stock of N. McKenzie & Co., of Wyoming, valued at \$4,750, was sold by J. W. Jones, for 65c. on the dollar. Snively & Sauvey, of Wallaceburg, were the purchasers.

The Acadia Sugar Refinery Company, Halifax, will erect a handsome new building for their offices at the corner of Duke and Granville streets, now occupied by R. J. Sweet & Co., wholesale grocers. The latter firm go to Barrington street.

George Shand, Pubnico, N.S., who is an authority on Maritime fishing matters, suggests that cockles should be planted off the shores of Nova Scotia. They, he claims, would be of great value as bait, and their introduction would greatly benefit the entire fishing industry of the district.

At a public meeting of citizens of St. Thomas, Ont., it was decided to form a company for the establishment of a canning factory in St. Thomas with an authorized capital of \$50,000, of which there shall be \$20,000 subscribed and paid. W. H. Murch acted as secretary of the meeting.

During the season of 1899 there were in Prince Edward Island 34 cheese factories in operation, at which 3,746,168 lb. of cheese were produced. The value of the cheese was in gross \$376,060. During the same period six creameries were in operation, at which 437,276 lb. of butter were made, the gross value of the butter being \$83,358. During the winter 24 factories made 285,338 lb. of butter, with a gross value of \$55,699.

# SOME LINES of CANNED GOODS

## Simcoe Lynn Valley Brand.

Finest White Peaches	2 lbs.	\$1.50 per doz.
Finest White Peaches	3 lbs.	2.25 per doz.
Choice Crawford Yellow Peaches	2 lbs.	1.75 per doz.
Choice Crawford Yellow Peaches	3 lbs.	2.50 per doz.
Preserved Strawberries	2 1/2 lbs.	2.00 per doz.
Black Raspberries	2 lbs.	1.30 per doz.
Lawton Berries	2 lbs.	1.30 per doz.
Red Kidney Beans	2 lbs.	.70 per doz.
<hr/>		
Booth's Grated Pine Apples	2 lbs.	\$3.25 per doz.
Bowlby's Bartlett Pears	2 lbs.	1.60 per doz.
Bowlby's Bartlett Pears	3 lbs.	2.10 per doz.
Log Cabin Early Sifted Little Gem Peas	2 lbs.	1.10 per doz.

## ICE CASTLE LOBSTERS.

1-lb. Tall Tins, cases, 4 doz.	\$11.00
1-lb. Flat Tins, cases, 4 doz.	12.50
1/2-lb. Flat Tins, cases, 8 doz.	13.50

# HUDON, HEBERT & CIE.

## MONTREAL

## MANITOBA MARKETS.

WINNIPEG, March 26, 1900.

**B**USINESS has been normal for the time of year, and the volume of trade for the week very fair. There are no startling changes in either price or situation to record. The weather was fine and spring-like during the early part of the week, but the last two or three days were very disagreeable, culminating in a storm of wet snow on Saturday, which considerably affected the Saturday retail trade. Collections are the same old story, of which every wholesaler is more than tired of hearing, and, worse still, experiencing.

The most recent advices from the country show that the supply of stockers for sale is small, and that all classes of cattle are none too plentiful. As high as 4½c. has been paid for choice steers during the past week. This is just about the same as the corresponding week of last year. During the last week of March last year, however, prices went up rapidly, and as high as 5½ and 6c. was paid for first quality. Stockers are worth \$22 to \$27 for two-year-olds and \$15 to \$20 for yearlings.

**HOGS**—The receipts of hogs are improving somewhat and packers are taking all that they can get. Reports indicate that \$5 has been paid for choice lots, but \$4.87½ is about the average price. Packers, although anxious for hogs, are showing more wisdom in the matter of grading, second quality only fetching \$4 to \$4.50. This is the only way to improve the standard of the bacon hog. Just so long as the same price is paid for any kind of hog just so long will any kind of hog be raised and dumped upon the market.

**POULTRY**—The supply of Manitoba poultry appears to be exhausted, as none has appeared on the market during the week.

**VEGETABLES**—Farmers are availing themselves of the milder weather to get in potatoes held in store and in consequence the market is well supplied, and the quality is good. Carlots on track are slightly lower this week, being quoted at 41 to 42c. Ordinary jobbing price 50 to 55c. Cabbage has advanced ½c. and is now quoted at 2½c.

**WHEAT**—The improvement in the outside wheat situation mentioned last week, seemed to collapse almost as quickly as it came, and matters are now rather worse than they were before. The Argentine, with the evident intention of escaping quarantine, shipped 4,000,000 bush. during the week. The decline for the week is about 1 to 1¼c. The local market brightened a little toward the end of last week, and for the first two days of this week the inquiries were quite frequent. The price at Fort William dropped from 67c. at the end of last week to 65½c.

at closing on Saturday. There is no doubt that had the outside advance held a great deal of wheat here would have changed hands, but sellers are still fully determined to hang on for higher prices. The receipts at elevators for the past week have practically been nothing. There are some who state, and with apparent reliable grounds for so doing, that there is very much less wheat in the farmers' hands than was supposed. However, that remains to be proved. Certainly the wheat crop of the past season fell very much in quantity below the estimate made for it, and it is now freely stated that the average did not run over 16 or 17 bushels instead of 18 or 19. Friday afternoon sellers offered May wheat at 68c., but buyers would not go beyond 67¾c., and there were few if any deals.

**FLOUR**—The market has been normal all week. Prices are firm as follows: Ogilvie's Hungarian patent, \$1.75; Glenora, \$1.65; Manitoba strong bakers', \$1.40; XXX, \$1; Lake of the Woods patent, \$1.85; Strong bakers', \$1.65; Medora, \$1.40; XXXX, \$1.20 per sack of 98 lb.

**CEREALS**—No new features in this market. Rolled oats are quoted at \$1.65 to \$1.70; granulated and standard, \$2.25; beans, \$2.15 to \$2.20, very firm; split peas, \$2.50; pot barley, \$2.30 to \$2.40; cornmeal, \$1.20.

**BUTTER**—In creamery butter, there is practically none on this market, but it is quite probable that, with the slump of prices in the East, some Ontario creamery will be brought in here during the next two weeks. Nominally, the price is 24c. Dairy butter is still scarce, and the supply does not appear to increase as it should do at this season when fresh cows are coming in. Of the little which is coming in a goodly proportion is distinctly second grade. The flavor would suggest that it was made from cream held too long and allowed to become bitter. The finest fresh dairy is worth 20c. per lb., less freight and commission, and separator-made bricks, 21 to 22c. Rolls are worth from 18 to 19c. Much of the dairy butter is placed on the market about the color of inferior lard. Good butter color is both cheap and plentiful, and the proper use of it often means an additional 1c. per lb. for the butter. Now, everybody knows that you cannot have butter in March the color that it will be in June when the cows are revelling in fresh grass, but custom and fiction writers have ordained that butter should always be "golden" and when it comes on the table a dirty white, our sense of the fitness of things is rudely jarred upon and we do not like it. We want our butter golden, and we do not care whether the color is produced by June grass or extract of carrot as long as the taste is not impaired.

**CHEESE**—The market is very firm and stocks are moving steadily though slowly. Quotations are 14 to 14½c. for small, and 14c. for large.

**EGGS**—Receipts from Manitoba have not increased much during the week, but two half-car lots arrived from Ontario, which relieved the pressure, and prices have dropped to 18c. less express.

**GREEN FRUITS**—Manitoba grown pie plant came on the market this morning and found ready sale at 10c. wholesale. There

is also a supply of Californian stock at the same figure. Florida tomatoes in 35 lb. crates, seven baskets, sell at \$5. Californian celery is so high and scarce that it no longer pays to bring it in, and the local supplies were exhausted some weeks ago. Minnesota lettuce sells at 60c. per doz. Oranges are firm at \$4.25 for navels and \$4 for lower grades. Lemons, \$4.75. Bananas have been rather scarce during the week, but are again in full supply, the price is \$3 to \$3.25, but as they will come in by freight in another two weeks the price will drop somewhat. There has been an unusual demand for bitter oranges, all the stock was cleared up at \$7 and no further stocks will come in. Apple market is dull at \$5 for fancy Baldwin stock and \$4.75 for lower grades.

**GROCERIES**—Canned goods, the only change to record is that one packer in the East has announced a further advance of 5 to 10c. on nearly all lines of canned meats. Canned fruits and vegetables remain without change. All quotations for futures so far received show a very substantial increase in price over last year. The canned goods now on this market are not being pushed at all but there is a steady normal demand.

**EVAPORATED FRUITS**—Small sizes of prunes are almost out of the market. Medium sizes are unchanged and large sizes are cheaper. Prices run from 5½c. for small to 8½c. for 40 to 50s. Apples are selling well but there is no indication of lower prices of evaporated although the supply is abundant. With evaporated so cheap dried are very little in demand, but the market remains quite firm. Apricots are very slow sellers owing to the high price.

**HONEY**—Honey is very scarce in this market, but as the price is high the demand is not keen. It is generally understood that the high price of honey, apricots and the like, has been a factor in the increased manufacture of marmalade by housewives.

**COFFEE**—The market has fluctuated from ¼ to ½c. up and down during the week, but closed at last week's figure of 10½ to 11c. for No. 5 Rios.

**SUGAR**—Sugar went up 5c. in the East during the week, but the price here is not affected so far.

**CURED MEATS**—Market has been very slow. Breakfast bellies have advanced to same price as hams, 12½c., and backs are quoted at 10 to 11c. Long clear bacon has advanced to 9c. Other lines are the same as last week.

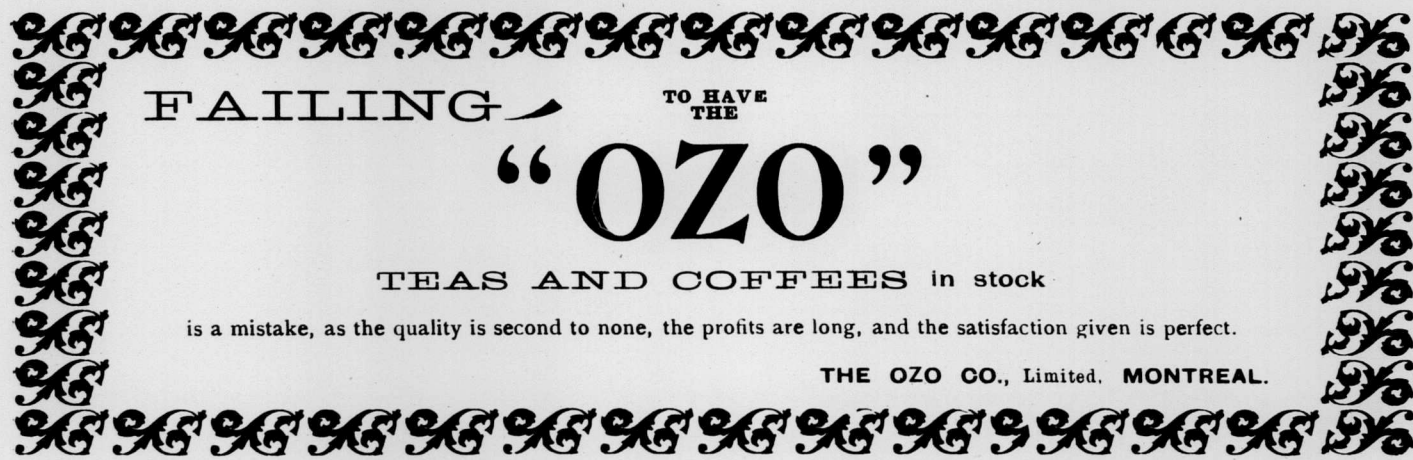
## NOTES.

A. G. Cunningham, general merchant, Poplar Point, was in the city during the week.

Mr. H. M. Belcher has arrived in the city to take charge of the branch business being opened by The Gault Bros. Co., Limited, Montreal.

Portage la Prairie has a new board of trade, of which A. H. Dickens is president; W. Bell, vice president, and H. W. B. Douglas, secretary-treasurer.

O. M. Thatcher, past councillor of the United Commercial Travelers, held a special meeting on Saturday night, March 17, at which 25 new members were initiated. The contest for increasing the membership is being prosecuted with much vigor, and is meeting with every success.



FAILING

TO HAVE THE

“OZO”

TEAS AND COFFEES in stock

is a mistake, as the quality is second to none, the profits are long, and the satisfaction given is perfect.

THE OZO CO., Limited. MONTREAL.

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.

**COUNTRY STORES**

Correspondence Solicited With Country Stores for Good

**DAIRY BUTTER (Neatly Packed) AND EGGS.**

Also Anything Special in Other Lines of Produce.

**E. S. RUTLEDGE & CO.**

Manufacturers' Agents and Commission Merchants, (14) FORT WILLIAM, ONTARIO.

**BANANAS.**

With a little moderate weather Bananas will move freely; we are just commencing another season and will handle the best grown. The trade can depend upon getting Fancy Ripe Bananas from us.

**ORANGES.**

Big sellers just now; car of extra Fancy Navels from Arlington Heights Fruit Co. in stock—as fine fruit as any grown. Also arriving this week, car of Fancy Valencias, Ordinary 420's and Jumbo 420's. Prices right on all we handle.

**HUGH WALKER & SON,**

Wholesale Fruits,

GUELPH, ONT.

Orders for

**Tomato Catsup**

are now safe from frost.

See our new line, it's attractive.

**Pure Gold Co.**

LIMITED.

Toronto.

**W. B. & C.**

**Sweet Pickles**

Are Delicious.

Half-pints—Pints Quarts and Half-galls.



**Waldorf Relish**

and . . .

**Waldorf Catsup**

Every first-class grocer should sell it.

**Prepared Mustard**

**Baked Beans**

PROFITABLE TO THE RETAILER—SATISFACTORY TO THE CONSUMER.

**A. E. Richards & Co.**

Selling Agents

. . . HAMILTON

## THOUSANDS OF MILES OF WALL PAPER.

I RECENTLY had the pleasure of paying a visit to the works of The Watson, Foster Co., Limited, on Ontario street east, Montreal. Although I had heard much of the size and extent of the buildings of this company, I was more than surprised at the beauty of construction, their outward and visible appearance being only equalled by their inward grace, and the successive interesting revelations of applied science in manufacture and ability of administration generally showed the mark of a master mind in construction and application.

After presenting my card, I was conducted through beautifully arranged offices, where a numerous staff seemed too occupied to even notice the arrival of a stranger. Proceeding onward through large ware-rooms filled with great quantities of stock in bundles ready for shipment, arranged on end in piles of various heights, suggesting a sort of giant's causway in appearance and extent, we reached the factory proper, a building of great length, heated to a personally uncomfortable degree, but necessary to dry paper in transit, which leaves a machine at one end, on which a ground color is printed by a series of rapidly-moving brushes carried by a system of running gear to the other end of the building, and on return, in a dry state, passes through a printing machine capable of leaving on its surface the impress of no less than 12 brass rollers, each leaving its portion of the design in its own color or shade. Then it is carried in immense folds by sticks, which automatically catch it on another journey over a dry hot-blast system, finally disappearing through pressing rollers into a department below, where, with a rapidity beyond belief, the finished material is rolled into 16 yard lengths and ready for the packing room. There it is made up into bundles and rolled through a gangway into box cars, switched there for the purpose every morning.

Several of these printing machines were running on different patterns, and a rapid calculation revealed the astonishing fact that some twelve or thirteen miles of paper was in actual movement at one time, and the equally surprising estimate that the yearly capacity of this factory, would, if the paper were stretched in a straight line, reach from Montreal across the Atlantic and back six times and continue on to Cape Town, South Africa, and return, or, in a word, circle the earth with and leave a large surplus.

The enormous expense of cutting from four to twelve cylinders necessary to make up a pattern for an entirely new range of designs each season renders anything less

than a large and continuous output unremunerative. It may therefore be understood what care and judgment is exercised in the selection of patterns and colorings which appeal to the trained taste of this critical market. The management, however, claim to have had a most successful year. The goods have been much appreciated by the trade, if repeat orders are any good indication, and these have been very numerous up to date. Although it is too early to expect much movement in the retail, still, a large supplementary business is expected, and the Watson, Foster Company, in anticipation, have overmade many of their best selling lines confident in the result of their popularity. In the binding department I saw piles of sample-books of these attractive numbers ready to be sent free to any part of the country upon application.

I was shown some of the new designs for next season, and, apparently, the coming line will prove strong in variety and coloring effect, surpassing, it was said, any previous effort of this energetic and up-to-date concern whose equipment and resources place them in the front rank of this industry on the continent.—Hardware and Metal.

### THE WORLD'S SUGAR.

THE transfer of sugar production from the plantations of the tropics to the farms of the temperate zone is illustrated by some figures just published by the Treasury Bureau of Statistics, according to Bradstreet's. They show that 95 per cent. of the sugar crop of the world was in 1840 supplied by sugar cane, a tropical product, and but 5 per cent. from beets, a product of the temperate zone, while in 1899 only 34 per cent. of the world's sugar supply was from cane and 66 per cent. from beets. How much of this is due to the disappearance of slave labor, which existed in all cane-producing territory at the beginning of the period under review, is left to the consideration of economists and sociologists; but it is a fact that the world's cane sugar crop of 1899 would little more than supply the demands of the United States alone, after deducting the home consumption of the countries in which it is produced. The total cane sugar crop of the world is estimated at 2,862,000 tons, while the total sugar importations of the United States in the calendar year 1899 were 1,964,170 tons. Deducting the local consumption of the countries of its production, the remainder would little more than equal the importations of the United States in that year. But the United States imported 723,376,352 lb. of beet sugar in 1899, or one fifth of the

total sugar importations. The following table shows the production of cane and beet sugar in the principal producing countries of the world in the sugar year 1899-1900:

CANE SUGAR PRODUCTION.	
Countries.	Tons.
Java .....	722,000
Cuba .....	400,000
Hawaiian Islands .....	275,000
Brazil .....	175,000
Mauritius .....	150,000
Australia .....	140,000
Louisiana .....	132,000
All others .....	868,000
Total .....	2,862,000
*Export.	
BEET SUGAR PRODUCTION.	
Countries.	Tons.
Germany .....	1,780,000
Austria .....	1,120,000
France .....	950,000
Russia .....	885,000
Belgium .....	290,000
Holland .....	170,000
All others .....	275,000
Total .....	5,480,000

### AGAINST TRADING STAMPS.

A press despatch from Albany, N.Y., says: "By a vote of 95 yeas to 24 nays the Assembly passed the O'Connell bill, which prohibits the issuing of trading stamps and making it a misdemeanor to do so, or to cause them to be distributed to customers. It shall not be unlawful, however, for any merchant or manufacturer to place his own tickets, coupons or other vouchers in or upon packages of goods sold or manufactured by him. Such tickets, coupons or other vouchers to be redeemed by such merchant or manufacturer, either in money or merchandise, whether such packages are sold directly to the consumer or through retail merchants. Nor shall it be unlawful for any person to issue with such packages tickets, coupons or other vouchers so issued by such merchant or manufacturer."

### A NEW COMMISSION FIRM.

A new firm, under the name and style of E. S. Rutledge & Co., manufacturers' agents and commission merchants, have started business in Fort William. The firm is composed of E. S. Rutledge, town clerk of Fort William the past eight years, and J. E. Rutledge, who has been in the employ of the Hudson's Bay Co. at Winnipeg the past four years.

### MISTAKE IN CEYLON TEA FIGURES.

The Journal of Commerce, New York, in its issue of March 19, says: "Owing to a mistake in compilation, which made the direct shipments of Ceylon tea from Colombo 449,275 lb. less than they really were, the figures recently published in this paper of the consumption of Ceylon and Indian tea in this country were wrong. Instead of 16,776,819 lb., the consumption in 1899 was 17,226,094 lb."

# EDDY'S

## Parlor Matches

*contain no Brimstone* and produce a *quick, sure "LIGHT"* every time, without the sometimes objectionable fumes arising from the common sulphur match.

## Indurated Fibre Ware

*Tubs, Pails, Washbasins, etc.*, have become household necessities. Being *lighter, cleaner* and *more durable*, they are rapidly superseding the ordinary wooden articles for domestic use.

*EDDY'S*

**WARES**

ARE

**FOR SALE  
BY ALL FIRST CLASS DEALERS.**

**DEALERS! See that you are fully stocked.**

# The E. B. EDDY CO., Limited

**HULL.**

Quebec,  
Halifax,

**MONTREAL.**

Hamilton,  
Winnipeg,

**TORONTO.**

Kingston,  
Victoria,

London,  
Vancouver,

St. John, N.B.  
St. John's, Nfld.

*Teas "fragrant", "delicious", "perfect" and "best" are now as plentiful as gold mines, but customers only smile and say - "Give us Blue Ribbon Beylon" - Blue Ribbon Tea Co. - 42 Scott St. Toronto.*

### BUSINESS CHANGES.

#### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**A.** McDONNELL, grocer, etc., Watford, Ont., has assigned to W. S. Fuller. His creditors meet on Tuesday, April 3.

Joyce Bros., general merchants, Fernie, B.C., are asking an extension.

A meeting of the creditors of N. S. Laing, grocer, Muirkirk, Ont., has been held.

Rebecca J. Syer, grocer, etc., Port Hope, Ont., has assigned to H. B. McCarthy.

Joseph Beaulieu, fruiterer, Montreal, has compromised at 20c. on the dollar, cash.

Joseph Longpre, general merchant, St. Jovite, Que., is offering 45c. on the dollar.

James S. Price, general merchant, etc., Bishop's Mills, Ont., has assigned to A. E. Baker.

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

V. E. Paradis has been appointed curator of I. Pomerleau, grocer, etc., St. Francois East, Que.

P. E. Paradis has been appointed curator of I. Rosenstein, general merchant, Grand River, Que.

N. Quigley & Co., general merchants, Ecum Secum, N.S., have assigned to Henry N. McDaniel.

Larue & Picard, general merchants, Edmonton, N. W. T., have been granted partial extension.

Maggs & Hughes, general merchants, Cranbrook and Moyie, B.C., have assigned to Wm. R. Ross.

George A. Vallee, general merchant, St. Anne de Bellevue, Que., has assigned, and a meeting of creditors has been called.

H. I. Songer, baker and confectioner, Brockville, Ont., has assigned to Charles H. Fitzsimmons, and a meeting of his creditors has been called for to-day (Friday).

#### PATNERSHIPS FORMED AND DISSOLVED.

Crocker & McMaster have registered as manufacturers of vinegar, etc., Rockville, N. S.

Grand, Bois & Paradis have registered partnership as general merchants, Ste. Anne de la Perade, Que.

The Ideal Cigar Co., Hamilton, Ont., have dissolved, John Schrader retiring and

James W. Pearse admitted under unchanged style.

#### SALES MADE AND PENDING.

Hatt & Co., grocers, etc., Fredericton, N.B., have sold out.

D. H. Smith, general merchant, Kelvin, Ont., is advertising his business for sale.

The assets of the estate of J. H. Angleman, general merchant, Edy's Mills, Ont., are to be sold.

The assets of H. Duhaime, general merchant, Magog, Que., are to be sold to-day (Friday).

The stock, etc., of Odilon Bussiere, grocer, Que., is advertised for sale by bailiff on Monday, April 2.

The stock of the estate of A. G. Allison & Co., general merchants, Napanee Mills, Ont., has been sold.

The stock of J. W. Robert, general merchant, St. Alexis des Monts, Que., has been sold at 55c. on the dollar.

The stock of F. X. Hudon, general merchant, St. Flavie Station, Que., has been sold at 68c. on the dollar.

#### CHANGES.

R. Switzer, grocer, Ottawa, is retiring from business.

A. W. Thewlis, grocer, Dunnville, Ont., has been succeeded by Werner & Co.

S. C. Fleury & Co., fruiterers, etc., Stouffville, Ont., have sold out to F. Minns.

Turville & Nichols have succeeded the estate of Turville Bros., grocers, London.

H. C. Killens, confectioner, etc., Dunnville, Ont., has sold out to Robert Gardner.

R. O. Hoffman, grocer, etc., Norval, Ont., has sold out and removed to Holstein.

J. G. Van Wart, grocer, Calgary, N. W. T., has been succeeded by John T. MacDonald & Co.

Gurney R. Jones, general merchant, Moncton, N.B., has sold out to John S. Trites.

Mrs. Cyprien Mathieu has registered as proprietress of the Canadian Spice Mills Co., Montreal.

W. Dodd, general merchant, Otter Valley, B. C., is reported to be giving up business.

Mrs. Wallace Hough, grocer, and T. B. Nichol, dealer in teas and spices, Wingham, Ont., have retired from business.

J. K. Ross, general merchant, Carroll, Man., has been succeeded by H. C. Graham.

George H. Rogers & Co., general merchants, Carnduff, Man., have sold out to Curle & Campbell.

Mrs. Isidore Perron has registered as proprietress of I. Perron & Co., provision dealers, Montreal.

T. W. C. Binns has registered as proprietor of Phelps & Binns, dealers in oysters, fish, etc., Montreal.

A. Martin & Co., general merchants, etc., Morinville, N. W. T. have been succeeded by Maron Billo & Co.

J. H. Murch & Co., manufacturers of soap, St. Mary's Ferry, N. B., have been succeeded by Isaac Murch.

Wm. Beardsley, dealer in groceries, furniture and boots and shoes, Ottawa, is giving up business in groceries.

Marie A. St. Onge has registered as proprietress of M. Gagnon & Co., general merchants, Shawenegan, Que.

#### FIRES.

C. H. Evans, fruiterer, etc., Medicine Hat, N. W. T., has been burned out.

Peter Forbes, grocer, Wallaceburg, Ont., has been burned out; partially insured.

A. Landry, general merchant, Little Metis, Que., has been burned out; partially insured.

J. R. Anderson, general merchant, Hartney, Man., has been burned out; fully insured.

Mark Keyfetz and Lavigne & Co., general merchants, etc., Marmora, Ont., have been burned out.

R. J. Lund's gristmill, at Comber, Ont., was destroyed by fire on Friday last. It cost \$12,000 about four years ago. The insurance is placed at \$6,000.

The stocks of Driscoll & Hornsby, and of Jenkins & Son, grocers, Charlottetown, P. E. I., have been damaged by fire. Both were partially insured, Jenkins & Son to the extent of \$1,500.

#### DEATHS.

John Duffy, fish dealer, Halifax, is dead.  
J. B. Horrell, general merchant, Midland, Ont., is dead.



# CEYLON AND INDIA TEA

---

## BLACK OR GREEN

---

In Canada the former is well known.

The latter has only recently come on the market, but already imitation testifies to its merit.

The "Salada Green Tea Packet" contains Ceylon Tea only. But another packet purporting to be Ceylon Green Tea contains none of it.

WM. MACKENZIE,  
Ceylon Tea Commissioner.

## AN EASTER WINDOW DISPLAY.

IN response to a request for ideas for trimming a window for Easter in which it was desired to use colored eggs, John Joseph Quinn, who conducts the "Department of Store Management" in The Grocery World, writes as follows:

"The back and sides of a window such as this subscriber wishes to dress should be draped with either cheesecloth or crepe paper in white, with lemon color for trimming. This trimming, if made of cheesecloth, can be made by simply tacking a piece of the goods used for trimming to the sides and back of the window plumb against the top and straight all the way around. At regular intervals, not to exceed 24 inches apart, it should be gathered up from the bottom and fastened in a rosette on a line with the top. Another line of trimming should be run from bottom to top of the window where the sides join the back. This can be done by loosely folding lengthwise a piece of cheesecloth and tacking the end of the gathered folds at the bottom. Draw the fold up fairly tight and put a tack in again 12 inches above the first, then let the fold form a loop by allowing it to loosely hang down about three inches. Over the last tack placed, put another tack in 12 inches above the second, and continue forming loops until the top is reached. If crepe paper be used, the same method can be followed.

"A good way to use colored eggs would be to

## DYE HARD BOILED EGGS.

and run a string through them, putting from 10 to 15 on each string, having the number vary, and each string long enough to reach from the top of the window to the display made in the bottom. The eggs on each string should be placed several inches apart, and each one fastened in position by tying small pieces of match stick at proper intervals, one under each egg, which will hold them in position. Each string should then be fastened at one end to the top of the window, allowing the eggs fastened to it to hang down in a straight line.

"No regular distance should be measured between the strings when hanging them; on the contrary, the distance apart should be irregular, but the total number used should be enough to permit the strings to be not over 12 or 14 inches apart.

## THE BOTTOM OF THE WINDOW

should be covered in white with whatever material the rest of the window is draped, while the trimming should be extended from the back to the front along the line where the bottom joins the sides, and along

the back where it joins the bottom. In the centre of the window a box not too large should be placed, covered with white paper. Upright on its end around this should be made from clean hay a large nest, which can be filled with clean, undyed eggs, piled up around the box so as to form a pyramid high enough so as to prevent the sides of the box from being seen. On top of the box place a good-sized lean ham. Have a large card made, with this announcement:

This ham will be presented to the person guessing nearest to the exact number of dyed eggs in this window. You are welcome to come in and register your guess.

This card can be fastened with a short piece of wood to the back of the box on which the ham rests, and will show to better advantage than if it were placed at the back of the window. In placing the eggs on the string no two eggs of the same color should be placed next to each other. This, and the irregular placing of the strings, will help to make the guessing more difficult. If two or more persons guess the correct or nearest to the correct number of eggs, let them draw lots for the ham. Another card, with the price of the eggs, and a guarantee of their freshness, should be placed on the bottom of the window against the nest.

The bottom of the window at each side of the nest can be used to display the dyes used for coloring eggs if they are kept in stock. These should also have

## A PRICE MARK.

The dyed eggs can be utilized by giving them away on Easter Monday to the children who will come for them. With the aid of a few cents worth of muriatic acid and a sharp piece of hardwood each child receiving an egg can have its name written on the egg; it will then be kept as a souvenir. If this window, or the guessing scheme is advertised well, it will prove a big advertisement for the store using it.

## CLEANING POLISHED WOOD.

A good encaustic, which will clean and polish at the same time, may be made from wax, sal soda and any good soap. According to an exchange, the wax and soap should be shaved and dissolved in boiling water. Stir frequently and add the soda. Put the mixture in something which may be closely covered, and stir constantly until cool. This may be applied to floors, furniture, marbles, tiles, bricks, etc. It will remove ink from polished surfaces. The French use white wax on white marbles, but this is not absolutely necessary.

# SMOKING

## TOBACCO

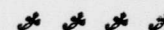


POPULARITY is the proof of merit, and no brand of tobacco has ever achieved popularity so quickly as

# EMPIRE

-- IN --

5, 10, AND 15 CENT PLUGS.



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

EMPIRE is well advertised.

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

EMPIRE is a big plug for little money.



Made by the

# EMPIRE TOBACCO CO., Limited

Granby, Que.



# The Season for Blue is now near at hand.

Every Grocer in Canada knows that

## KEEN'S Oxford Blue

is the **BEST BLUE IN THE MARKET.**

It is made by the same firm and has the same high reputation as

## KEEN'S Mustard



### Current Market Quotations for Proprietary Articles

March 29, 1900.

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

#### BAKING POWDER.

PURE GOLD.	
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 80
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 "	75
" 3, in 4 "	40
Pound tins, 3 doz. in case	3 00
oz. tins, 3 "	2 40
oz. tins, 4 "	1 10
lb. tins, 1/2 "	14 00
Diamond—	
W. H. GILLARD & CO	
1 lb. tins, 2 doz. in case	per doz 2 00
1/2 lb. tins, 3 "	1 25
1/4 lb. tins, 4 "	0 75
JERSEY CREAM BAKING POWDER	
1/2 size, 5 doz. in case	40
1/4 size, 4 doz. in case	75
" 3 " " "	1 25
" 2 " " "	2 25
OCEAN WAVE BAKING POWDER.	
per doz	
No. 10, 5-ounce Cans, round or square,	\$0 75
4 doz. in case	1 20
1/2-lb. Cans, round only 3 doz. in case	1 80
14-oz. Cans, round only 2 doz. in case	2 00
16-oz. Cans, round only 2 doz. in case	5 75
3-lb. Cans, round only 1/2 and 1 doz. cases	9 00
5-lb. Cans, round only 1/2 and 1 doz. cases	9 00



#### BLACKING

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

#### CARR & SONS.

No. 2—1/4 gross boxes	2 70
No. 4—1/4 gross boxes	5 75
No. 5—1/4 gross boxes	8 00

#### SHOE POLISH.

HENRI JONAS & CO.	
Jonas'	\$9 00
Frontons	0 17
Military dressing	24 00

#### BLUE.

Keen's Oxford, 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 18

#### 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.	

#### CORN BROOMS

BOCKH BROS & COMPANY	
Bamboo Handles, A, 4 strings	doz. net
" " " B, 4 strings	"
" " " C, 3 strings	"
" " " D, 3 strings	"
" " " F, 3 strings	"
" " " G, 3 strings	"
" " " I, 3 strings	"

#### BISCUITS.

PEEK, FREN & CO.	
Metropolitan mixed	40 lb. tins 10c.
Florence Wafers	8 lb. tins 36c.
Venice Wafers	8 lb. tins 36c.
Florence Wafers	Small tins \$3.70 per doz

#### CARR & CO., LIMITED.

Frank Magor & Co., Agents.	
Cafe Noir	0 15
Ensign	0 12 1/2
Metropolitan mixed.	0 09
Special price list of Fancy Tins for Xmas trade and other lines on application.	

#### CANNED GOODS.

##### MUSHROOMS.

HENRI JONAS & CO.	
Mushrooms, Rionel	\$14 75
" 1st choice Dutheil	17 50
" 1st choice Lenoir	18 50
extra Lenoir	20 00
Per case, 100 tins.	

##### FRENCH PEAS—DELOREY S.

HENRI JONAS & CO.	
Moyen's No 2	\$9 60
" No. 1	10 50
1/2 Fins.	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00

##### FRENCH SARDINES.

HENRI JONAS & CO.	
1/4 Trefavennes	\$9 00
1/4 Rolland	9 50
1/4 Delory	10 50
1/4 Club Alpins	11 50

##### CHOCOLATES & COCOAS.

Epps's cocoa, case of 14 lbs., per lb.	0 35
Smaller quantities.	0 37 1/2

##### CADBURY'S.

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

##### TODUNTER, MITCHELL & CO.'S.

Chocolate—	
French, 1/4's—6 and 12 lbs.	0 30
Caracas, 1/4's—6 and 12 lbs.	0 35
Premium, 1/2's—6 and 12 lbs.	0 30
Sante, 1/2's—6 and 12 lbs.	0 26
Diamond, 1/4's—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00

##### Cocoa—

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

#### Chocolate—

Caracas, 1/4's, 6-lb. boxes	per lb. 0 42
Vanilla, 1/4's	0 42
" Gold Medal Sweet, 1/4's, 6 lb. bxs.	0 25
Pure, unsweetened, 1/2's, 6 lb. bxs.	0 42
Fry's "Diamond," 1/4's, 14 lb. bxs.	0 24
Fry's "Monogram," 1/4's, 14 lb. bxs.	0 24

#### Cocoa—

Concentrated, 1/4's, 1 doz. in box.	per doz. 2 40
" 1/2's "	4 50
" 1 lb. "	8 25
Homeopathic, 1/4's, 14 lb. boxes	"
1/2 lbs. 12 lb. boxes	"

#### JOHN P. MOTT & CO.'S.

R. S. McIndoe Agent, Toronto.	
Mott's Broma	per lb. 0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (1/4's)	0 32
Mott's Breakfast Cocoa (in tins)	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 28
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 19

#### COWAN COCOA AND CHOCOLATE CO.

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

#### CHEESE.

Imperial—Large size jars, per doz.	\$5 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars.	1 00
Imperial Holder—Large size	18 00
Medium size.	15 00
Small size.	12 00

#### COFFEE.

JAMES TURNER & CO.	
Mecca	per lb. 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 13 1/2

# WHEN ORDERING STARCH

INSIST ON GETTING THE **EDWARDSBURG** BRANDS.

Ask for **BENSON'S**.

FORTY YEARS on the Market and STILL THE LEADER.

BENSON'S PREPARED CORN for Cooking Purposes.

EDWARDSBURG SILVER GLOSS STARCH for Fine Laundry Work.

BENSON'S ENAMEL STARCH (requires no boiling), for Finishing Collars, Cuffs and Shirts.

Only **FILTERED WATER** used in the Manufacture of these **STANDARD BRANDS**.

Edwardsburg Starch Co., Limited

Cardinal, Ont.

ESTABLISHED 1858.

Montreal, Que.

Benson's Prepared Corn. Silver Gloss Starch. Benson's Enamel Starch.

**TODHUNTER MITCHELL & CO.'S**

Excelsior Blend.....	0 32
Jersey ".....	0 29
Rajah ".....	0 20
Old Government Java.....	0 28 0 30
Maracaibo.....	0 18 0 20
West India.....	0 16 0 18
Rio, choice.....	0 12

**CLOTHES PINS.**

**ROECKH BROS. & CO.**

Clothes Pins (full count), 5 gross in case, per case.....	0 65
4 doz. packages (12 to a case).....	0 75
6 doz. packages (12 to a case).....	1 00

**EXTRACTS.**

**Crown Brand (Greig Mfg. Co.)—**

1 oz. Bottle, per doz.....	0 90
2 " " " ".....	1 50
2 1/2 " " " ".....	2 00
4 " " " ".....	3 00
4 " " " ".....	6 00
8 " " " ".....	4 00
8 " " " ".....	6 00

**P. G. FLAVORING EXTRACTS**

8 oz. Glass Stopper bott.....	\$6 00
4 oz. " " " ".....	4 00
4 oz. " " " ".....	3 00
8 oz. Plain bottles.....	5 00
4 oz. " " " ".....	3 00
2 1/2 oz. Cabinet bottles.....	2 00
2 oz. Bottles.....	1 80
1 oz. " " " ".....	1 20
Per gallon.....	7 00
Per pound.....	1 00

**HENRI JONAS & CO.**

1 oz. London Extracts.....	\$8 00
2 oz. " " (no corkscrews).....	5 50
2 oz. " " " ".....	9 00
1 oz. Spruce essence.....	6 00
2 oz. " " " ".....	9 00
2 oz. Anchor extracts.....	12 00
4 oz. " " " ".....	21 00
8 oz. " " " ".....	36 00
1 lb. " " " ".....	70 00
1 oz. Flat " " " ".....	9 00
2 oz. " " " ".....	18 00
4 oz. Square " " " ".....	21 00
4 oz. " " (corked).....	36 00
8 oz. " " " ".....	72 00
4 oz. " " glass stop extracts.....	3 50
8 oz. " " " ".....	7 00
2 1/2 oz. Round quintessence extracts.....	2 00
oz. Jockey decanters.....	7 50

**FOOD.**

Robinson's Patent Barley, 1/2 lb. tins.....	1 25
" " " " 1 lb. tins.....	2 25
" " " " 1/2 lb. tins.....	1 25
" " " " 1 lb. tins.....	2 25

**INDURATED FIBRE WARE.**

**THE E. B. EDDY CO.**

1/2 pail, 6 qt.....	\$3 35
Star Standard, 12 qt.....	3 80
Milk, 14 qt.....	4 75
Round-bottomed fire pail, 14 qt.....	4 75
Tubs, No. 1.....	13 30
" " 2.....	11 40
" " 3.....	9 50
Fibre Butter Tube (30 lbs).....	3 80
Nests of 3.....	2 85
Keelers No. 4.....	8 00
" " 5.....	7 00
" " 6.....	6 00
" " 7.....	5 00
Milk Pans.....	2 55
Wash Basins, flat bottoms.....	2 55
" " round bottoms.....	2 50
Handy Dish.....	2 25
Water Closet Tanks.....	17 00
Dish Pan, No. 1.....	7 60
" " 2.....	6 20
Barrel Covers and Trays.....	4 75
Railroad or Factory Pails.....	4 75

**JAMS AND JELLIES.**

**SOUTHWELL'S GOODS.**

Orange Marmalade.....	1 50
Clear Jelly Marmalade.....	1 80
Strawberry W. F. Jam.....	2 00
Raspberry " ".....	2 00
Apricot " ".....	1 75
Black Currant " ".....	1 85
Other Jams, W. F.....	1 55 1 90
Red Currant Jelly.....	2 75



**P. G. JELLY POWDER.**  
Raspberry, strawberry, orange, lemon, vanilla, pineapple, cherry, calves foot and grape fruit, doz. cases, 90c. per doz.

**P. G. ICINGS.**  
Chocolate, 2 doz. cases \$1.25 per doz.  
Lemon, white, pink, canary and Kerneline 2 doz. cases, \$1.00 per doz.

**T. UPTON & CO.**

Raspberry, Strawberry, Red Currant, Pineapple.....	
1-lb. glass jars, 2 doz. in case, per doz.....	\$1 00
5-lb. tin pails, 8 pails in crate, per lb.....	0 08 1/2
7-lb. wood pails, 6 " " " ".....	0 06 1/2
14-lb. wood pails, per lb.....	0 06 1/2
30-lb. " " " ".....	0 06 1/2

**LICORICE.**

**YOUNG & SMYLYE'S LIST.**

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

**MUSTARD.**

**COLMAN'S OR KEEN'S.**

D. S. F., 1/2 lb. tins, per doz.....	\$1 40
" " 1 lb. tins, ".....	2 50
" " 1 lb. tins, ".....	5 00
Durham, 4 lb. jars, per jar.....	0 75
" " 1 lb. " ".....	0 25
F. D., 1/2 lb. tins, per doz.....	0 85
" " 1/2 lb. tins, ".....	1 45

**FRENCH MUSTARD**

**Crown Brand—(Greig Mfg. Co.)**

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

**BAYLE'S PREPARED MUSTARDS.**

Horseradish.....	1/2-lb. jars	1-lb. jars
English Sandwich.....	per doz., \$1 20	\$1 75
Mustard (with fine herbs).....	" " " "	1 20 1 75
Packed in our self-sealing half and one-pound jars, two dozen in a case.		

**English Sandwich Mustard, Mustard (with fine herbs)—**

Bbls.	Half Bbl.	10-gal.	5-gal.	1-gal.
		Kegs.	Kegs.	Jugs.
50c.	55c.	60c.	65c.	70c.

**JONAS' FRENCH MUSTARDS.**

**HENRI JONAS & Co.**

Pony size.....	Per gross, \$7 50
Imperial, medium.....	9 00
Imperial, large.....	12 00
Tumblers.....	12 00
Mugs.....	13 20
Pint jars.....	18 00
Quart jars.....	21 00

**MINCE MEAT.**

Wetley's Condensed, per gross, net.....	\$10 80
" " per case of 3 doz., net.....	2 70

**ORANGE MARMALADE.**

**T. UPTON & CO.**

1-lb. glass jars, 2 doz. case, per doz.....	\$1 00
7-lb. pails, 6 pails in crate, per lb.....	0 07 1/2
Silver Pan, 1-lb. fancy glass jars, 2 doz. in case, per doz.....	1 30

**PICKLES---STEPHENS'**

**A. P. TIPPET & Co., AGENTS.**

Patent stoppers (pints), per doz.....	2 30
Corked (pints), ".....	1 90

**SODA.—COW BRAND**

**DWIGHT'S SODA**

Case of 1 lbs. (containing 60 pkgs.) per box.....	\$3 00
Case of 1/2 lbs. (containing 120 pkgs.), per box.....	\$3 00
Case of 1 lb. and 1/2 lbs. (containing 30 packages) per box.....	\$3 00

Case of 50. pkgs (containing 96 pkgs), per box, \$3.00.

**RECKITT'S Blue and Black Lead** { ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

## "Daisy Fruit"

is a great seller. It is a good Fruit Biscuit at a low price. You should have a barrel at least. Samples and prices on application.

**THE HOME CAKE CO.**  
QUELPH, ONT.

## Star Pails



are noted for their quality and finish.

They never fail to give satisfaction.

Manufactured by  
**THE WM. CANE & SONS MFG. CO.,**  
OF NEWMARKET, LIMITED,

Sole Agents,  
**BOECKH BROS. & COMPANY**  
Toronto, Ont.

## 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.**  
118 King St. East, TORONTO

Agents for HEINRICH FRANCK SOHNE & CO.  
German Chicory, Coffee, Extracts and Essences  
LUDWIGSBURG, GERMANY. FLUSHING, N.Y.

## BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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**CANADIAN PRESS CLIPPING BUREAU,**

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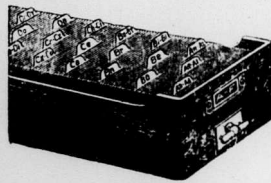
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worth any number of quotation books or pigeon holes for recording, arranging and afterwards finding instantly all quotations and prices that are made you.

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Shipped on approval. If not satis- factory, return it at my expense.

Consisting of 1 quarter-sawed oak desk drawer box, 9 inches long; 400 Record Cards, ruled; 1 set of Alphabetical Index Cards; 1 set of Daily Guides; 2 extra Dividers; "Quotations Received" and "Blank Cards."

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Address **TAYLOR & CO.**

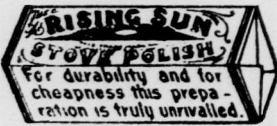
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Gloriosa Soap, per gross ..... 12 00  
 Straw Hat Polish, per gross ..... 10 20

STOVE POLISH.



Rising Sun, 6-oz. cakes, 1/2 gross boxes ..... 8 50  
 Rising Sun, -oz. cakes, gross boxes ..... 4 50  
 Sun Paste, 10c. size, 1/4 gross boxes ..... 10 00  
 Sun Paste, 5c. size, 1/4 gross boxes ..... 5 00



1 box and less than 5 ..... \$4.00  
 5 boxes and upward, 4 00  
 Freight prepaid on 5 box lots



No. 4-3 dozen in case, per gross ..... 4 80  
 6-3 dozen in case ..... 8 40

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—  
 No. 1 White or Blue, 4-lb. cartons ..... per lb. 0 05 1/2  
 No. 2 " " 3-lb. " ..... 0 05 1/2  
 Canada Laundry " " " ..... 0 04 1/2  
 Silver Gloss, 6-lb. draw-lid boxes ..... 0 07  
 Silver Gloss, 6-lb. tin canisters ..... 0 07  
 Edwards g Silver Gloss, 1-lb. pkg. ..... 0 07  
 Kegs Silver Gloss, large crystals ..... 0 06  
 Benson's Satin, 1-lb. cartons ..... 0 07 1/2  
 No. 1 White, 6-bbls. and kegs ..... 0 04 1/2  
 Benson's Enamel, per box ..... 3 00

Culinary Starch—  
 Benson & Co.'s Prep. Corn ..... 0 06  
 Canada Pure Corn ..... 0 04 1/2

Rice Starch—  
 Edwardsburg No. 1 white, 1-lb. cart. ..... 0 09  
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KINGSFORD'S OSWEGO STARCH.



SILVER (40-lb. boxes, 1-lb. pkgs., ..... 0 08  
 6-lb. boxes, sliding covers  
 GLOSS (12-lb. boxes each crate) ..... 0 08 1/2  
 PURE—40-lb. boxes 1-lb. pack ..... 0 07  
 48-lb. 16 3-lb. boxes ..... 0 07  
 For puddings, custards, etc.

OSWEGO } 40-lb. boxes, 1-lb. } 0 07 1/2  
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 STARCH } 6 bundles .....  
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 BARRELS } Pure ..... 0 06 1/2



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SALADA CEYLON.

Wholesale. Retail  
 Brown Label, 1's ..... 0 20 0 25  
 " 1/2's ..... 0 21 0 26  
 Green Label, 1s and 1/2's ..... 0 22 0 30  
 Blue Label, 1s, 1/2's, 1/4's and 1/8's ..... 0 30 0 40  
 Red Label, 1s and 1/2's ..... 0 36 0 50  
 Gold Label, 1/2's ..... 0 44 0 60



Ceylon Tea, in 1 and 1/2 lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c ..... 0 19  
 " 1/2-lb. " " " ..... 0 20  
 Blue Label, retail at 30c ..... 0 22  
 Green Label " 40c ..... 0 28  
 Red Label " 50c ..... 0 35  
 Orange Label, retail at 60c ..... 0 42  
 Gold Label, " 80c ..... 0 55

CROWN BRAND

Wholesale Retail  
 Red Label, 1-lb. and 1/2's ..... 0 35 0 50  
 Blue Label, 1-lb. and 1/2's ..... 0 28 0 40  
 Green Label, 1-lb. .... 0 19 0 25  
 Green Label, 1/2's ..... 0 20 0 25  
 Japan 1's ..... 0 19 0 25



Cases, each 60 1-lbs. .... 0 35  
 " " 60 1/2-lbs. .... 0 35  
 " " 30 1-lbs. .... 0 35  
 " " 120 1/2-lbs. .... 0 36



LUDELLA CEYLON, 1's AND 1/2's PKGS.

Blue Label, 1's ..... 0 18 1/2 0 25  
 Blue Label, 1/2's ..... 0 19 0 25  
 Orange Label, 1's and 1/2's ..... 0 21 0 30  
 Brown Label, 1's and 1/2's ..... 0 28 0 40  
 Brown Label, 1/4's ..... 0 30 0 40  
 Green Label, 1's and 1/2's ..... 0 35 0 50  
 Red Label, 1/2's ..... 0 40 0 60

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 Something Good, 7s ..... 0 53  
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 Chewing Currency 13 1/2 oz. bars, 9s ..... 0 39  
 Patriot, 2 x 6, Navy 5s ..... 0 41  
 Old Fox, Narrow 12s ..... 0 44  
 Free Trade, 8s ..... 0 44  
 Snowshoe, 10 1/2 oz. bars, 8s ..... 0 44  
 Snowshoe, pound bars, 6s ..... 0 44

WOODENWARE.

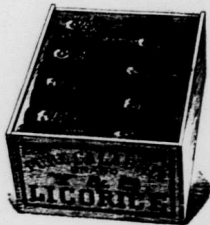
THE E. B. EDDY CO. per doz

Washboards, X ..... 1 70  
 " XX ..... 1 80  
 " Waverly ..... 2 10  
 " Planet ..... 2 00  
 " Special Globe ..... 2 10  
 " Solid Back Globe ..... 2 20  
 " Electric Duplex ..... 3 00

Matches—  
 5-Cas Lots. Single Case  
 Telephone ..... \$3 70 \$3 90  
 Telephone ..... 3 55 3 75  
 Tiger ..... 3 45 3 65  
 Telephone (1/2-gross) ..... 3 70 3 90  
 Empire, (slide box) ..... 2 50 2 60  
 Safety, Capital ..... 3 00 3 10  
 Parlor, Eagle, 200 s. .... 1 50 1 60  
 " 100 s. .... 1 70 1 80  
 " Victoria ..... 2 75 2 85  
 " Little Comet ..... 2 00 2 10  
 Flamers ..... 2 60 2 70  
 (wax stems) ..... 3 70 3 80

BOECKH BROS. & COMPANY.  
 Washboards Leader Globe ..... 1 65  
 Improved Globe ..... 1 70  
 Standard Globe ..... 1 80  
 " Solid Back Globe ..... 1 90  
 " Jubilee (perforated) ..... 2 45  
 " Crown ..... 1 50  
 F.o.b. Toronto.  
 Matches, Kodak, per case (10 gross in case) ..... 3 50

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 BLOW PIPES, 300 TO BOX  
 Styled, TRIPLETS.

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 Established 1845. BROOKLYN, N.Y.

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 Genuine Y Transparent Soap  
 Cold Cream and Oatmeal  
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“Safety Soap”

This applies to, and might well be stamped upon, every cake of

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It's safe for the user, first of all; therefore, safe for the dealer. It is as pure as a soap can be, free from all injurious substances; better soap isn't made in the world.

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besides a full assortment of Crystal patterns choice and new.

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KIPPERED HERRINGS in Tomato or Shrimp Sauce.

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